

**PAGES
MISSING**

FEATURES—Western Retailers and Winnipeg Exhibition

THE CANADIAN GROCER.

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, AUGUST 3, 1906.

NO. 31.

Keen's



Oxford Blue

From the Atlantic to the Pacific, from the Great Lakes
to the Yukon, Keen's Oxford Blue is the favorite with
the consumer—Remember that fact. Every jobber sells it.

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

The Hot Weather is Your Harvest in **STARCHES**

The crop will be pecuniarily satisfactory to you if you sell
your customers **Canada's Leading Brands**

EDWARDSBURG "SILVER GLOSS" STARCH The most perfect Laundry Starch

AND
BENSON'S "PREPARED" CORN Unequaled for Puddings, Desserts, etc., absolutely
pure and made from the Finest Selected Corn.

BOTH BRANDS BRING BUSINESS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

vegetables

BRAND

Market.

REQUIREMENTS?

HEY,

CANADA

e

ams

ON

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD
FOR
REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal



National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia
Agents

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

"THISTLE" BRAND FINNAN HADDIES

**They
Hold
Trade**

Quality, not quantity, wins trade and *holds* it—a new article sold on the basis of "more for your money" may catch the temporary customer, but do you want a man or a woman to buy once and then stop?

Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, retain the rich, delicate flavor of the freshly caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully selected fish—**only the best will do for the "Thistle" Brand.**

**These
Hold
Trade
Also**

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded.

You never have a dissatisfied customer who uses

—COX'S—

Taylor's Peels

Made in England, from the best Corsician peels only. Prepared from finest whole fruits, NOT from fruit skins from which the essential oil has been extracted.

Highest Quality Only Always the Same.

Look for the label.

ARTHUR P. TIPPET & CO., Agents.

8 Place Royale,
Montreal.

20½ Front St. E.,
Toronto.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOS, W. I.

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

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

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

CHARLOTTETOWN, P.E.I.

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

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.

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

HALIFAX, N.S.

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

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

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

MOOSE JAW.

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

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

WINNIPEG.
DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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

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

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

MONTREAL.

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

Direct Importation of
PURE OLIVE OIL
on Spot.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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

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

(Continued on page 4.)

TRAVELLERS' HOLIDAYS

Our city travellers withdrawn for ONE week commencing **AUG. 4th.**
Our country travellers withdrawn for TWO weeks commencing

During This Time We Solicit Your Orders

WRITE—
WIRE—
'PHONE—
AT OUR EXPENSE

REMEMBER—We are noted for being quick shippers

ALL ORDERS SHIPPED SAME DAY AS RECEIVED

—TRY US ON A RUSH ORDER—

THE EBY, BLAIN CO., Limited

The largest exclusively

WHOLESALE GROCERS in the Dominion

TORONTO, - - CANADA



JSSELL

and Importers
st, Toronto
responsibility Solicited
2647

S. HOOPER

OPER

Brokers and
Agents

Toronto
missions solicited

RRIER

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DUR, GRAIN

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Building,

C.

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COUNTRY
account to our
STAGE.

ablished over 12 years

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YLOR

REHOUSEMAN

Street

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ERENCES

HELL

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anancial responsibility.

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

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

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

WINNIPEG STORAGE

We make a specialty of storing and distributing car lots for

EASTERN SHIPPERS

Negotiable receipts issued
Low Insurance Rates reasonable

R. B. WISEMAN & CO.
WINNIPEG

Warehousemen and Distributing Agents.
Best of references.

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

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

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.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Keep Posted on Sugar

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

SMITH & SCHNIFFER, No. 38 Front Street, NEW YORK.



TRADE MARK

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

This design a guarantee of quality.



CHINESE Starch

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

OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

STOCK NOW.



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

G. F. Sutton, Sons & Co.

King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.

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

From the "Dunnville Chronicle," July 13th, 1906.

THE F. R. LALOR CANNING FACTORY

"Cleanliness" is the Motto of the Management in the Preparation of all Food Stuffs.

With the object in view of seeing with our own eyes under what conditions of cleanliness work is carried on in the F. R. Lalor canning factory here, the Chronicle on Wednesday morning sent a reporter on a trip of inspection. The factory was canning peas at the time, and the manager, Mr. B. L. Edgecombe, being very busy, gave our reporter the right of way and invited the closest scrutiny.

The first thing that struck our eye was a notice at the entrance "VISITORS ALWAYS WELCOME," which was the first evidence that the management had nothing to conceal. As we passed through the hallway, among the many notices and rule cards we noticed the following:

"WE ARE CANNING FOOD HERE. ALL EMPLOYEES MUST LOOK TIDY AND BE CLEAN."
"WASH YOUR HANDS BEFORE GOING TO WORK," ETC.

THESE RULES ARE STRICTLY ENFORCED, SHOWING THAT THE MANAGEMENT REALIZE HOW IMPORTANT AND SERIOUS A MATTER IT IS TO HAVE ABSOLUTE CLEANLINESS AMONG THE EMPLOYEES AND THROUGHOUT THE FACTORY.

THE WALLS ARE WHITEWASHED, AND THE FLOORS KEPT THOROUGHLY CLEANED. A dirty or sloppy floor could not be found, and WE VENTURE THE STATEMENT THAT THE AVERAGE HOME DOES NOT RECEIVE THE RIGID ATTENTION TOWARDS KEEPING THINGS CLEAN THAT IS USED HERE. The employes have proper conveniences for washing their hands, and a plentiful supply of towels are always on hand.

The canning of peas is a very interesting process. The peas are brought in by the farmers on the vines and delivered into large sheds, where they are threshed by ingeniously devised machinery, the peas coming from the threshing machines without showing the slightest trace of being broken or at all bruised. The shelled peas then pass along to the cleaner, which removes all small particles of vines and other refuse. They then drop to the separator, where they are graded into their various sizes. THEY ARE THEN THOROUGHLY WASHED and picked over by hand, then put into perforated pails and cooled, after which they are washed again with filtered fresh water. They are then put into the can filling machines, where the cans are automatically filled and sealed, the cans not being touched again by hand until they arrive in the storehouse, where they are cased up and labelled ready for shipment.

Mr. Edgecombe informed us that the cans were passing through the machines at the rate of 72 cans a minute. It is well worth any one's while to pay a visit to this hive of industry, and have the manager show them through the different processes.

IF ALL THE CANNING FACTORIES IN CANADA ARE UNDER THE SAME STRICT MANAGEMENT WITH A VIEW TO PRODUCING QUALITY UNDER THE SAME CLEAN AND SANITARY CONDITIONS THAT OBTAIN IN EVERY WELL-APPOINTED HOME, AS IS THE RULE IN DUNNVILLE'S FACTORY, IT IS NO WONDER THE CANADIAN CANNED GOODS TRADE HAS ALWAYS LED THE WORLD, AND HER SUPREMACY WILL NEVER WANE.

The remarks as above are equally applicable to each of our **THIRTY FACTORIES**. In ordering Canned Goods it will pay you to stick to brands as follows, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Grand River," "White Rose," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited



Starch

in the world—For
rs and Jobbers in the

MONTREAL

FOR SALE

it chance for a
a second-hand
ble price.

t, the front and

es wide; 3 feet

SHING CO., Limited
ST, TORONTO

NOW.

**Sutton's
Worcestershire
Sauce**

**cannot
be beaten**

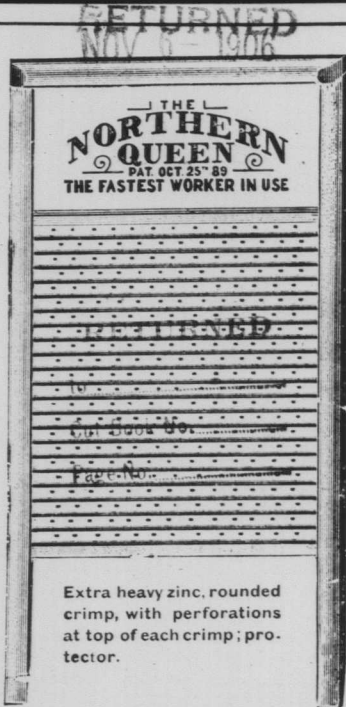
**for
quality
and price**

**G. F. Sutton,
Sons & Co.**

**King's Cross
London, Eng.**

**CANADIAN AGENTS:
MCLURE & LANGLEY Ltd.**

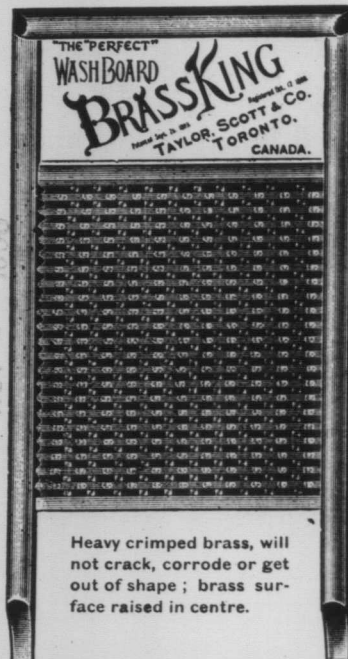
**154 Pearl St., Toronto
30 Hospital St., Montreal**



Extra heavy zinc, rounded crimp, with perforations at top of each crimp; protector.



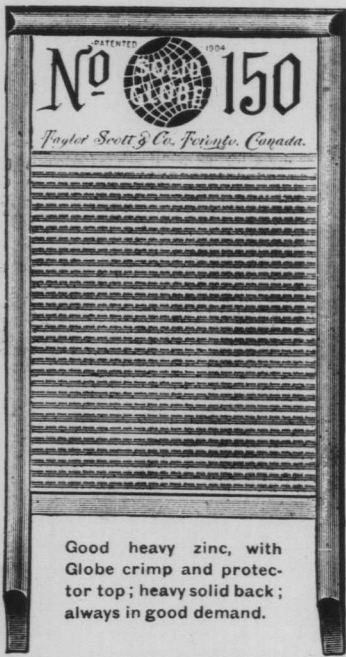
Flinted glass rubbing surface, will never wear out, rust or corrode; will stand either hot or cold water.



Heavy crimped brass, will not crack, corrode or get out of shape; brass surface raised in centre.

Taylor Scott Winners

Here are just a few samples from our handsome new catalogue. There are more worth your while looking into. Send for one of our new illustrated catalogues, sent free to the trade on application.



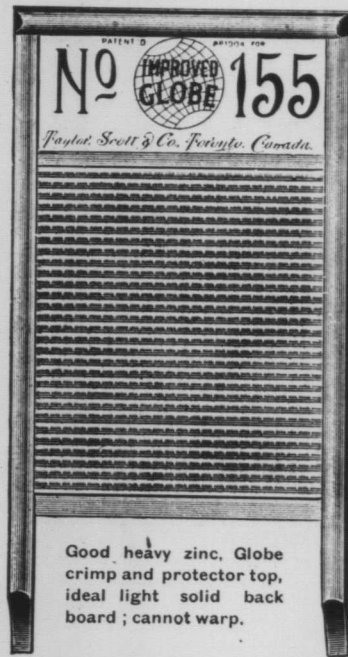
Good heavy zinc, with Globe crimp and protector top; heavy solid back; always in good demand.

Ask Your Jobber

for

Taylor Scott Washboards and insure satisfaction to yourself and customers.

Taylor, Scott & Co.
Toronto, Ontario

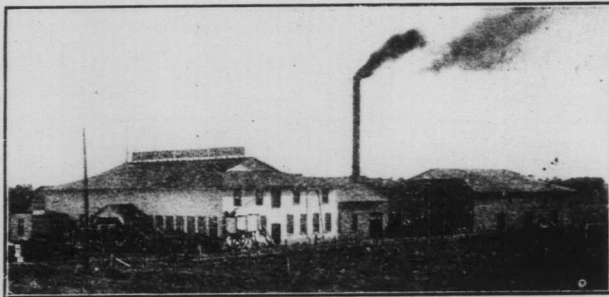


Good heavy zinc, Globe crimp and protector top, ideal light solid back board; cannot warp.

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A. W.

CANADA'S PRIDE

SEASON 1906



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

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

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are
CANADA'S BEST
 ROSE & LAFLAMME, - - MONTREAL



"To persist in error is not independence."

Just because you may possibly not have kept

Paterson's Camp Coffee Essence

in stock is no reason why you should not order now. You see it sells so well you had better not wait—order now or you may miss a sale.

ROSE & LAFLAMME,
 Agents, Montreal.

"The man who thinks and ACTS is master of the man who only thinks."



TO THE GROCERY TRADE OF CANADA



The "SALADA" corporation have made an immense success of their enterprise, unhampered by trade traditions, and with a scanty reverence for "ruts," but with a deep-rooted conviction in the doctrine of "Quality," first, last and all the time, as the main factor for success.

The Annual Sale is now nearing the 15,000,000 packets per annum mark.

We leave it to you as to whether we were right in our conclusions.

The "SALADA" Tea Co.,
Toronto and Montreal.

Remember that "SALADA" is sold in Black, Mixed and Uncolored Green. Sealed Airtight Lead Packets Only.



GROCCERS FROM
THE ATLANTIC
TO THE PACIFIC
acknowledge that

GILLETT'S CREAM TARTAR

is the best-selling Cream
Tartar on the market. Why?

**BECAUSE IT IS ABSOLUTELY THE
PUREST.**

**GOVERNMENT ANALYSIS SHOWS
THIS TO BE A FACT.**



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



Sterling Brand Pickles

are in large favor with the people and for this reason a line that grocers find it profitable to handle—The brand is a guarantee of first quality—made in Canada from best grown Canadian vegetables.

Sold by all jobbers or direct from the manufacturer.

THE T. A. LYTLE CO.

TORONTO, CAN.

LIMITED

WINNIPEG and CALGARY



TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

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

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

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

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

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

We are, Yours truly,

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

Established 1882.

Just a Few Words to the Trade about Canned Goods

We wish to introduce our lines to the public in a way that will thoroughly demonstrate their merits.

THAT WAY IS QUALITY

You may get an exceptionally handsome label enclosing a poor quality of goods; and

You may get a fair class of goods enclosed in a cheap label; but when you get RIVERDALE BRAND CANNED GOODS you get QUALITY that is not excelled and a NEAT AND ATTRACTIVE LABEL.

A trial order will convince you.

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC

Montreal

OTTAWA



"THE FAIRBANK PLAN"
LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

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

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

\$2.50 per Case of 40 Packages.
Now for Your Ivorine Order!

You cannot beat
That Opportunity.

and when such is the case, see that the opportunity is taken advantage of!
Your jobber will sell you a stock of

IVORINE STARCH

Why not speak to him now?

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

READ BETWEEN THE LINES
PURITY and QUALITY

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

TRURO CONDENSED MILK CO., Ltd.
TRURO, Nova Scotia.

R. S. McIndoe,
120 Church Street,
Toronto.

Agent for ONTARIO.

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Keep at it--it pays to tell the truth.
Tell your customers about the
absolute purity, cleanliness, frag-
rance and healthfulness of

JAPAN TEAS

The only tea that cannot be
imitated; the tea that is in
a class by itself—the only
perfectly pure tea.

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR

LIME JUICE

FRUIT WINES

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

REFINED CIDER

SWEET CIDER

BANANA CIDER,

in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

CHEAP in price but
not in QUALITY

OUR

Matches

are made to burn—They do
burn—They burn well—They
burn better than any other
match made in Canada.

Write for our price list
It will mean money for you

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

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

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.

Write us.

DOMINION BROKERAGE CO., Limited
CALGARY and EDMONTON



Manufactured since 1849
Supplied under Contract to the
British and Indian Governments

Points about a good

Pickling Vinegar

Our *Pure Malt Vinegar* imparts the delicate malt flavor, so much appreciated. It keeps its color and gives just the right firmness to the pickle. Retains its keeping qualities under all conditions.

To prevent disappointment, you should recommend an undeniably superior article to your customers.

White, Cottell & Co., Warner Rd., Camberwell, S.E., London, Eng.

PICKLING SPICE

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

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Agent
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TO BE
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SPANISH ONIONS (in Crates)

RAISINS (Valencia and Sultana)

CURRANTS

(also Cleaned,
in Half-Cases and 1-lb. Cartons)

For Import—

We represent only Reliable Shippers.

THOS. BELL, SONS & CO.,
MONTREAL

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

SYMINGTON'S,
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

Margin is not Everything.

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

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.



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QUALITY COUNTS

Our goods are made perfect by forty years' experience. It is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority.

You make friends for yourself and for us when you push **RISING SUN** and **SUN PASTE**. They please the consumer.

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

**GREIG'S
WHITE SWAN
RENNET TABLETS**

FOR MAKING
JUNKET

*The Most delicious
hot-weather dish.*

Each tablet makes one pint of Junket.
24 tablets in a bottle. To retail at 10c.

3 DOZ. IN A DISPLAY TRAY.

The Robert Greig Co., Limited
WHITE SWAN MILLS
TORONTO

A PERFECT FOOD

THEY
MAKE
A
PERFECT
FOOD

What ? 

**Mrs. Rorer's
Saratoga Chips**

Have made many a dyspeptic happy, many
an epicurean glad.

MADE EXCLUSIVELY BY
HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

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

TRAVELLERS' HOLIDAYS

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

Thomas Kinnear & Co.

WHOLESALE
GROGERS

TORONTO AND PETERBORO

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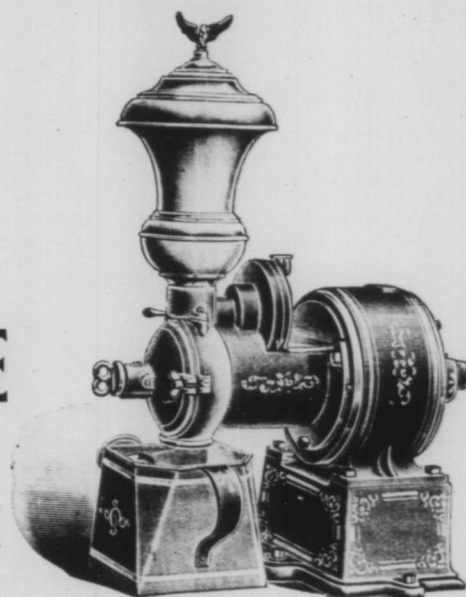
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE
ENTERPRISE

Electrically Driven Coffee Mill

The $\frac{1}{4}$ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize $\frac{1}{4}$ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

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



HOLIDAYS

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

ORDERS

BY

MAIL, WIRE or PHONE

WILL RECEIVE

PROMPT ATTENTION

WARREN BROS. & CO.

Limited

35 and 37 Front St. E., Toronto

"WALKER BINS"

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

Write for illustrated Catalogue
"Modern Grocery Fixtures."

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

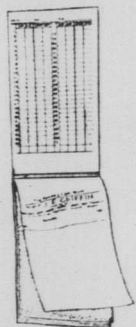


TRY IT

SOLD BY ALL
JOBBER

3/4-lb. tins—3 doz. in case.

COUNTER CHECK BOOKS



"GET THE BEST"

SAMPLES ON APPLICATION TO

The Carter-Crume Company, Limited
TORONTO, ONT.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

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

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

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

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

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

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

—BUY—

Star Brand

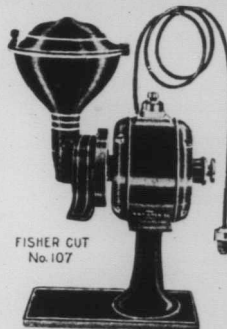
COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

ELECTRIC POWER COFFEE MILLS



FISHER CUT
No. 107

This small cut illustrates another of the designs we make.

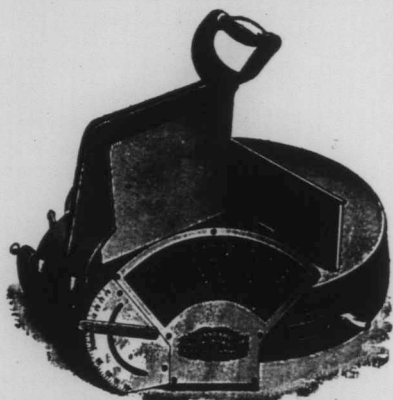
Fitted with 1/4 H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

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

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

Write for Catalog and prices

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



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

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Oakey's '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.

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HALIFAX
OTTAWA,

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S. F.

Electrically Driven Coffee Mills.

Double Grinder

Grinding and Granulating

Electric Coffee Mill has a
it breaks the Coffee be-
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ar of grinders and sav-

Grinders Wear Longest

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

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

We make 25 other styles
and sizes of Grocers
Counter Mills, Floor
Mills and Electric Mills.
For Prices, Terms and
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BRADSTREET CO.

PHILADELPHIA, PENN., U.S.A.

Agents: Montreal,
Eckert & Co., London, Ont.

FREE MILLS

Illustrates another
we make.

1/4 H.P. Motor fur-
direct or alternating
with metal or nickel

pounds and pulver-
per minute.

attractive store fix-
time and labor-
fits.

Catalog and prices
FREE, - TORONTO

the original and only Genuine
preparation for Cleaning Cut-
ry, 6d. and 1s. Cansiers

BRADSTREET'S LIFE POLISH

BRADSTREET & SONS, Limited
Manufacturers of

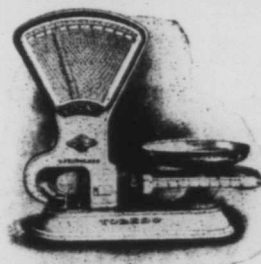
Black, Emery, Glass and
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London, England

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TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

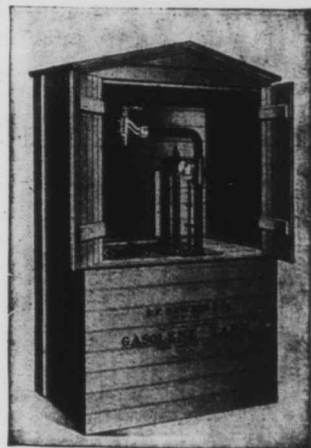
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HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

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

**Many a Gasolene Fire
Might have been Avoided**

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



Cut No. 10.

Out-Door Cabinet. One of Fifty.

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

**BUY A BOWSER
AND BE SAFE**

**For Particulars send
for Gasolene Catalog "B"**

S. F. Bowser & Co. Inc.

530 FRONT ST. WEST,
TORONTO, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

Firms or individuals open for
agencies in Canada or abroad may
have their names and addresses
placed on a Special list kept for the
information of enquirers in our vari-
ous offices throughout Canada and
in Great Britain without charge.

Address, **BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.**

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

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

CANADIAN MACHINERY

MONTREAL TORONTO

Cultivating Weeds

wouldn't be considered
very profitable by the
farmers, yet thousands
of merchants are culti-
vating the weeds of
business by continuing
the Old Style Passbook
—errors every day.
Forgotten charges.
Hundreds of little
things make a big ag-
gregate amount.
Adopt the modern AL-
LISON COUPON SYSTEM
and throw away your
time wasting devices.
Look here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in **The Canadian Grocer**.

THE CANADIAN GROCER

During the travellers' holidays we invite you to

WRITE, WIRE OR PHONE

At our expense

All orders shipped same day as received

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

DON'T

RECOMMEND CHEAP STUFF

A small spoonful of the **GENUINE**

HOLBROOK'S

WORCESTERSHIRE

SAUCE



Will go farther than a whole bottle of cheap stuff.

Test it and you will recommend it.

In 25c. and 35c. bottles

**HOLBROOK'S, Limited, 28 Front St. E.
Toronto**

Canadian Mgr., H. GILBERT NOBBS

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Tartan BRAND

SIGN OF PURITY

"For the next two weeks, while our travellers are on their holidays we are at your service. Your mail orders will be appreciated, but if the mail is too slow,

phone at our expense No. 596

and reverse the check. Will give orders our best attention."

Special quotations during holidays

Long Distance
Phone 596

BALFOUR, SMYE & CO. HAMILTON



TERMINAL STORAGE WAREHOUSE

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

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

RED FEATHER CANNED GOODS

FOR 1906 PACK

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

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

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

During Travellers' Holidays

August 4th to 18th

Your **mail orders** will receive personal care—**Rush** orders phone or wire at our expense.

LUCAS, STEELE & BRISTOL
SELLING AGENTS
HAMILTON, - ONT.

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

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

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

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

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

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.



CAPSTAN BRAND

High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

The **CAPSTAN MFG. CO.,** Toronto, Ont., Can.

"ANTITIS PEPPER"

The New Pepper

Packed in 2, 4, and 8 oz.,
1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend
of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England
TRIAL ORDERS SOLICITED

Nicholson's Mince Meat

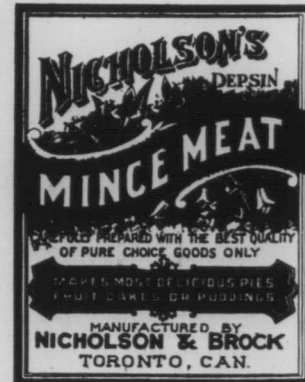
excels where others are weak—in spice virtues.

The necessary quality and quantity of spice in Nicholson's Mince Meat accounts for it keeping longer than other kinds and growing richer with the keeping, too.

Suppose you have ordered

- N. & B. JELLY POWDER
- N. & B. ICING POWDER
- N. & B. PUDDING
- N. & B. VERIQUICK TAPIOCA
- BROCK'S BIRD SEED

Make a note for next time.



NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

TRAVELLER'S VACATION

Commencing on August 4th and continuing until August 18th our Ontario men will be on their summer vacation.

While they are away the retail grocer will be compelled to supply his trade, and will want to keep up his stock.

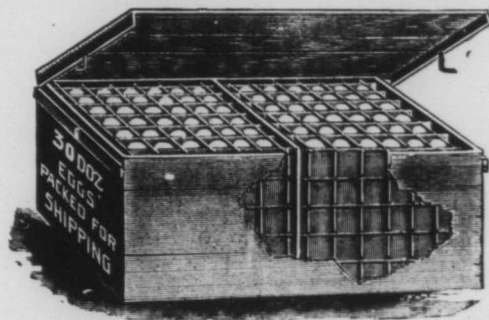
To assist, we are making especial arrangements for handling intelligently and promptly all business of this nature.

Our telephones are 1265—422—1816. Call us up for quotations and if in need of goods, at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

EGG CASE FILLERS



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

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

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

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, Galloway & Parnell

WINNIPEG and CALGARY

VANCOUVER

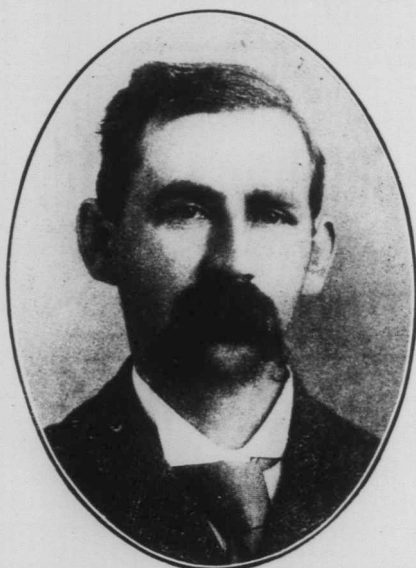
WESTERN RETAILERS MEET

Semi-Annual Convention in Winnipeg—Fair Week and Attendance Not Large—Dominion Affiliation Unsatisfactory—Resolutions on Trade Lines—Line Between Wholesalers and Retailers to be Better Defined.

On the morning of July 26 President J. F. Hunter called to order the semi-annual meeting of the Retail Merchants' Association of Western Canada. The attendance was not large and it was plainly seen that those members are right who for some time have been urging that Fair week is an inconvenient time to hold a convention. In all probability the small attendance last week will result not only in a change of date for future mid-summer meetings, but also in the introduction of some scheme of representation whereby at future gatherings each section will have one or two elected delegates. At present all members are entitled to attend the meetings but only a small proportion ever take the trouble to do so. According to the plan proposed at last meeting, local sections will be asked to elect delegates to the annual and semi-annual general meetings and it will be the duty of these delegates to attend.

Substantial Progress.

But if the attendance was not large the report of the secretary, as published in last issue, showed very substantial progress in many important respects. In



W. G. McLAREN, Souris.
President Western Board.

the arduous task of building up the association so that it will have the power and influence required to make it an effective agency to fight the retailer's battles with other branches of the trade and to promote the interests of the dealers generally, the first and most important requirement is a strong membership. The secretary's report showed a large increase in the net membership and the strength of the association may be estimated by an examination of the

membership list printed in this issue. The large number of fees unpaid is discouraging, but there can be no doubt that the neglect is due in nearly all cases to mere carelessness.

As the attendance at the meeting was not large it was not thought advisable to attempt any business of much importance. Accordingly, the revision of the constitution was left over for the annual meeting in February next, and the relations of the association with the Dominion Retail Association were given only partial consideration.

The Membership List.

The membership list printed below shows the strength of the association according to provinces.

Manitoba.

Austin—W. Clifford, Wheeler & Duncan.
Alexander—R. J. Watson, T. E. Morris.
Altona—J. Herbert, H. Loepky, L. Waddlinger, W. & T. Colblentz.
Arnaud—Smith Bros., W. Ledoux.
Arden—E. G. Hipwell, McCamus & Boughton.
Binscarth—Smellie Bros.
Beaver—R. H. McLeod.
Bagot—J. C. Lowrie.
Baldur—R. Rawlins & Son, Anderson & Playfair.
Boissevain—McAllister & Robinson, Marston & LeDaine, D. M. Sutherland, F. G. Fox, Boissevain Trading Co., J. D. Baine Co., Hunter & Atkins, A. R. Welch, A. Munroe.
Balmoral—R. Rutherford.
Brookdale—W. J. Miller.
Burnie—Foulston Bros.
Birtle—J. Walley & Son, Hough & Wickware, Miller & Co., H. A. Manwarring.
Brandon—Andrews & Co., W. J. Young, A. Grant, Smith & Burton, Mutter & Lynch, W. Dowling & Co., Wm. Muir, T. R. Horner, Symington Co., Limited.
Beulah—C. W. Clifton.
Belmont—McIntyre & Castel, A. W. Marquis, G. Tumouth.
Bradwardine—Butler & Carscadden.
Chater—M. M. Armstrong.
Cypress River—J. H. Fawcett, A. Creighton, H. Hilton.
Carroll—J. W. Graham.
Clearwater—R. R. Affleck.
Crystal City—Sharp & Mutch, Richard & Pearce, P. A. Young & Co., J. G. Steacy.
Crandell—Jas. Todd.
Cartwright—Wm. Gemmill, Cannon & Pickel, J. F. Byce, Moore & Hill.
Carnegie—W. A. Pierson.
Carman—Gavin McCure, T. B. Meikle, W. L. Campbell & Co., J. W. Jamieson, A. C. Ferguson, J. L. Saunders, G. D. Raymond & Co., S. A. Jenkins, R. A. Hart & Co., A. S. Doyle, E. L. McLeod, T. T. Pearson, Geo. E. Sills, S. J. Woods.
Darlingford—The Crosby Co., R. A. Fines.

Dunrea—J. H. Snelgrove, W. A. Seabach, W. H. Lawlor.
Dominion City—Bell & McCall, McKill & Scott.
Deloraine—Montgomery Bros., S. H. Colquhoun.
Eden—S. L. Patmore.
Elva—C. C. Winter.
Elm Creek—Holliday & Simpson, D. Allaire.
Elgin—R. E. Sadler.



W. A. COULSON, Winnipeg.
Secretary Western Board.

Emerson—Chas. Whitman & Co., Bell & McCaul, Whiteman & Co., Hinton & Co.
Foxwarren—Henry Leckie, J. M. McCrindle.
Franklin—A. M. Anderson.
Forrest—C. Watkins.
Fairfax—J. L. Hettle.
Findley—H. F. Deveber.
Gretna—E. Penner & Co., Otto Shultz, Farmers' Trading Co.
Gladstone—S. Schooley, Broadfoot Bros., A. W. White, Galloway Bros.
Gunnview—R. J. Thompson.
Goodlands—E. Dobson, A. Sleep.
Giroux—J. P. Langill.
Hartney—Fry Bros., J. C. Callender.
Parham Bros., D. C. Ennis.
Holland—W. F. Schooley, Wm. Dickson, W. R. Ross.
High Bluff—Wilkins & Hicks.
Harding—F. C. Dundas, Reid & Spence.
Hamiota—G. L. Thomas, P. J. Hensheimer, Wm. Chambers, John Lemon.
Hargrave—Jas. Halliday & Co., H. Cutfield.
Hilton—Jas. Brydon.
Holmfield—J. A. Robertson, James Downs, T. J. Messner.
Kenton—S. T. Atkinson.
Killarney—J. A. Percival, A. McQueen, R. Rollins, Chas. Richards, W. E. Farrow, John Sidore, G. A. Martin.
W. A. Bingham, R. Cross & Co., Marquis & McCullough, T. J. Lawlor.
Kelloc—J. T. Cairns.
La Riviere—J. W. Rundle, Charlotte Keyes, J. H. Fargey, Rutherford & Sons.
Lauder—T. J. Currie.
Laurier—L. Landry, V. Trottier, J. Trottier, Boisvert & Co.
Lenore—Alf. Fulcher, Carscadden Bros.

Wyleton—Laing
Morris—Chisho
Todd.
Melita—T. H.
McJennet, R.
Methven—A. Z.
Medora—A. H.
Minto—A. Mc
son, R. W. Fran
Manitou—Hoff
Barton.
Minnedosa—H.
Campbell Bros.,
P. J. McDermo
lips & McCormi
Minota—W. L.
Smith, A. Ross.
Mather—Gord
Argue.
Marieapolis—C
dry & Co.
Margaret—Dal
Makinak—Cam
Mowbray—J.
Morden—Harry
B. Tobias & C
Atchison.
McKenzieville
McCreary—S.
P. Riddell.
McGregor—Me
P. B. Murdock.
Newdale—W.
Bros., T. H. P
Nesbitt—Shar
demiss.
Nings—N. J.
Neepawa—J.
H. J. E. Fult
Smith & Co.
Ninette—J. Y
and.
Napinka—Coo
Bros.
Oak River—E
tane.
Otterburne—C
Salle.
Oakburn—C.
Ochre River—
Pendennis—O.
Pilot Mound—
Lean & Co.,
Becker, A. Bell
Fidicott.
Plum Coulee
Plumas—McC
Roblin—J. G
Roland—Higg
Chilton & Co.
Routhwaite—
Rathwell—P.
McGowan.
Rossburn—S.
Young, Hough
Rosenfeld—C.
Rulledge—H.
Riding Moun
Swaborn—G.
Russell—Sme
A. Astbury.
Rosebank—A.
Souris—McB
Moore, McCrot
son, W. G. Mc
Stockton—R.
St. Malo—T.
Somerset—J
Black & Shew
Goldsirth—D
St. Pierre—
Basile Carey
son.
Snake Creek
Snoal Lake—
Western
Blonewall—C
Simpson & M

THE CANADIAN GROCER

yleton—Laing, Smith & Co.
 Morris—Chisholm & McKenzie, Alex.
 Melita—T. H. Evans, Hamelin Bros.,
 T. McJennet, R. Grant.
 Methven—A. Zeigler.
 Medora—A. Hughes.
 Minto—A. McTavish, Thos. William-
 son, R. W. Franks.
 Manitou—Hoffman & Jacobs, Sharp &
 Bolton.
 Minnedosa—H. Lester, N. Nystrom,
 Campbell Bros., Dixon, Keighley & Co.,
 P. J. McDermott, Wright & Co., Phil-
 lips & McCormick.
 Minnitiota—W. L. Hodnett, J. B. For-
 syth, A. Ross.
 Mather—Gordon & Fulford, Elliott &
 Argue.
 Marieapolis—C. H. Charbennau, Lan-
 dry & Co.
 Margaret—Dalgleish & Co., F. Wilkie.
 Makinak—Campbell & Co.
 Mowbray—J. W. Mitchell.
 Morden—Harry Meikle, H. J. Heiman,
 B. Tobias & Co., N. Corman, J. T.
 Atchison.
 McKenzieville—P. Downton.
 McCreary—S. Burgoyne, J. Burgoyne,
 P. Riddell.
 McGregor—Merrick Bros., N. Holmes,
 P. B. Murdock.
 Newdale—W. R. Lavery, Crossley
 Bros., T. H. Peters.
 Nesbitt—Sharp & Barager, Thos. Mid-
 demiss.
 Nings—N. J. Ryan, Miller & Hainer.
 Neepawa—J. Brown Co., A. E. Frem-
 lin, J. E. Fulton, J. A. Clare, J. V.
 Smith & Co.
 Ninette—J. Yellowleese, Chas. Over-
 and.
 Napinka—Coot & Kaiser, Hamelin
 Bros.
 Oak River—E. H. Glinz, Hess & Coch-
 rane.
 Otterburne—Geo. Ranourt, P. La-
 Salle.
 Oakburn—C. Cohen, Walker & Moffat.
 Ochre River—Wolfe & Scarpe.
 Pendennis—O. H. Stewart, Chas. Fox.
 Pilot Mound—J. A. Grose, J. G. Mc-
 Lean & Co., R. A. McKellar, J. A.
 Becker, A. Bellentine, T. C. Preston, W.
 Endicott.
 Plum Coulee—J. G. Bargaen.
 Plumas—McCrae & Williams.
 Roblin—J. G. Struthers.
 Roland—Higgins & Webster, H. J.
 Chilson & Co.
 Routhwaite—Jas. Martin.
 Rathwell—P. R. McLaughlin, J. G.
 McGowan.
 Rosburn—S. B. Johnston, William
 Young, Hough & Wickware.
 Rosenfeld—C. K. Stewart.
 Rutledge—H. Moody.
 Riding Mountain—S. Doulston.
 Seabarn—G. Main.
 Russell—Smellie Bros., T. Hill & Co.,
 A. Astbury.
 Rosebank—A. H. Baker.
 Souris—McBride & McLeod, J. A.
 Moore, McCrory & McCush, A. J. Stew-
 art, W. G. McLaren.
 Stockton—R. D. McLaughlin.
 St. Malo—T. Mciner.
 Somerset—J. A. DeCosse, Sharp,
 Black & Shewfelt.
 Solsgirth—Duggan & Stedman.
 St. Pierre—J. Medore, E. Tetreault,
 Basalle Carey Co., L. Tessier, A. Ren-
 ault.
 Snake Creek—Adam Newton.
 Soal Lake—Smellie Bros., C. R. Dun-
 can, Western Trading Co.
 Stonewall—Geo. Musgrave & Co.,
 Simpson & Morgan, I. Genser.

Strathclair—Chapman & Co., Geo.
 Manson.
 Swan Lake—W. F. Hartwell, James
 Pritchard, Ruttan & Fitzpatrick.
 Sperling—R. Pedlar, Eaton & Co.,
 Smith & Slaney.
 St. Rose du Lac—H. Houde.
 Sidney—D. McClelland, F. M. Stanley,
 J. McElrie.
 Snowflake—Wm. Rowbotham, Eli
 Shilson, John Drew & Son.
 Tenby—T. J. Hare.
 Treesbank—E. H. Williamson.
 Teulon—T. Campbell, W. D. Gillespie,
 W. C. McKinnel.
 Virden—T. T. Higgins, H. D. Crowe,
 M. R. Schurman, McClelland & English,
 I. R. Duko, F. Palmer, Clingan, Scales
 & Carscaden.
 Winkler—B. Loewen, A. Niterman,
 Dyke & Cracker.
 Whitewater—McKay Co.
 Welwood—Dalton & Co., C. E. Titus,
 Beeman & Co.
 West Selkirk—W. Robertson, J. K. Mc-
 Kenzie, J. R. Bullock.
 Woodlands—Geo. Brodfoot.
 Westwood—H. Bicknell, Geo. Brown.
 Waskada—W. H. Stovin & Co.
 Winnipeg—G. B. Andrews, Thornton
 Andrews, Austin Drug Store, G. E.
 Brown, G. E. Breakwell, A. Bronskel,
 R. D. Bruce, C. A. Baird, J. K. Brown,
 A. J. Brown & Co., A. I. Brooking, W.
 J. Bird, J. Bloomfield, J. R. Bardsley
 & Co., J. A. Bradley, Conley & Yost,
 Collins Co., Limited, Charrest & Bart-
 ram, P. Couture, Chas. Cunningham,
 Wm. Clark, Colcleugh & Co., C. H.
 Cranston, Connell & Co., C. W. Camp-
 bell & Co., M. Chariton, C. Corneil,
 John Coltart, J. G. Caswell, F. G.
 Dagg, Geo. Daniels, John Donnelly &
 Son, T. J. Davis, Eggertson & Bjornson,
 W. E. Eagle, J. S. Emery, F. G. Ed-
 wards, Jas. Enright, W. D. Edwards,
 John Enright, Emery & Bonnick, Eg-
 gertson & Henrickson, S. Elliott, D. W.
 Fraser, M. Finn, D. A. Fraser & Co.,
 Austin Francis, Ferrier & McKay, D.
 Fergie, Sam Gough, L. Granbach, Thos.
 Galloway, J. R. Gowler, Gustafson
 Jones Co., S. Goddard, Wm. Henderson,
 R. T. Hoskin, H. Hanford, G. Helge-
 son & Co., Hurlley & Co., Geo. Hilton,
 W. E. Innis & Co., O. E. Jones, J. J.
 Jackson, R. Korinth, D. W. Karn, W. J.
 Kennedy, S. J. Lowman, J. B. Lauzon,
 C. P. Lehr, W. J. Langill, F. G. Leary
 & Co., H. S. Longland, S. Ling, Laurie
 Bros., Mason & Risch Piano Co., Morris
 Piano Co., McLean Co., McComb Bros.,
 McArthur Grocery Co., Geo. Moody, F.
 W. Marples, R. H. Maber, McEwen &
 Hunter, L. E. Mullett, W. J. McPher-
 son, P. McCormick, A. McKenny, Wm.
 Maloney, Robt. McIntosh, W. B. Oakley,
 E. Nesbitt, E. B. Nixon, L. O'Hare, R.
 B. Pelton, J. A. Parks, F. H. Palmer,
 Poyntz & Co., A. N. Prentice & Co.,
 M. Rocan, R. Rands, Richardson & Bal-
 four, J. R. Robinson, F. Sagrott, J.
 Scarfe & Co., Wm. Stewart, P. E.
 Stevens, Swedish Importing Co., H.
 Sylvester, Trim & Magrath, U. Tru-
 deau, C. Todd & Co., J. Tarrenne, Tem-
 pleton & Co., Treleaven & Campbell, A.
 G. Verdin, H. P. Vopni, Harry Wallace,
 H. A. Wise & Co., William Wellband,
 Williamson Bros., R. L. Waugh, R. L.
 Young, the American Piano Co., Turner-
 Curran Co., Limited, Gourlay, Winter &
 Leeming, Metropolitan Music Co., Win-
 nipeg Piano & Organ Co., Canadian Co-
 operative Co., Soulis & Co., J. J. H.
 McLean Piano Co., Barrowclough &
 Semple.

Saskatchewan.

Antler—McAllister & Hunter, W. Cav-
 anaugh.
 Alameda—Hopper Bros., Creighton &
 Graham, R. C. Gibson.
 Areola—Hamelin Bros.
 Abernethy—S. E. Riggs, Brooks &
 Brown, S. Chipperfield.
 Balgonie—The Balgonie Supply Co., J.
 R. Bay, Kalbfleisch Bros., Geo. Smith,
 Wilson & Wilson.
 Belle Plain—F. M. Morris.
 Balcarres—D. Irwin, F. G. Cassey, E.
 S. Meeres, Ludlow & Sons.
 Bulyea—J. W. Barlow & Co.
 Battleford—Prince Bros.
 Creelman—S. R. Carruthers, Williams
 & Griffith.
 Caron—Thompson & Hodgson.
 Carlyle—G. W. Stockton, Baker &
 Green, Hamelin Bros.
 Cupar—Beard & Brown, Hastings &
 McLaughlin.
 Carnduff—Ruddell & Gibson, S. Bal-
 lentine, J. B. Preston, J. H. Elliott, J.
 H. Taylor.
 Carievale—Gilliland Bros., E. J. Code,
 F. Clark.
 Dubuc—McAsh & Waldon, Burnie &
 Drysdale.
 Drinkwater—W. H. Duff.
 Estevan—F. J. Musgrave, Wm. Mc-
 Leod, A. Keely, W. H. King.
 Esterhazy—Wrightson & Flook, Minn-
 hinnick, Renaurt & Co., S. A. Kredba,
 Sullivan & Moir.
 Frobyshire—Riddell & Co.
 Fillmore—Morrison & McLeod, Hall,
 McDiarmid Co.
 Francis—Mihim & Dundas, W. G. Row-
 land.
 File Hills—R. W. Hodgson.
 Grayson—H. Smith, M. Krolik.
 Glen Ewen—C. Crawford, T. R. Pres-
 ton.
 Gainsboro—Locherbee & Halliday, R.
 B. Elliott.
 Halbrite—Fred Letschke, P. D. Hires,
 E. S. Coneault & Sons.
 Heward—Munroe & Co., Docker &
 Fraser.
 Hazelcliff—H. J. Rawson.
 Indian Head—Geo. Widner, T. M.
 Howatt, J. W. Coleman, W. H. B.
 Shapr, Hamilton Bros., L. M. Napier,
 Jas. McCrae, J. A. McCaul Co., Cor-
 nell & Travis, Wm. P. Starr, E. J.
 Brooks & Son, G. S. Davidson & Co.,
 F. W. Chisholm, E. P. McCarthy, John
 Tuffnell, Thos. Donnelly, Alf. G. Or-
 chard, R. Taylor, Giddins & McLane.
 Killaley—Fesser & Bushman.
 Lipton—Laird & Gibson.
 Langenburg—Ferd. Schwanch.
 Lemburg—A. B. Ferrier, W. G. Tur-
 ner, Jas. Horne.
 Lang—A. C. Wright, A. W. Adams.
 Manor—Hamelin Bros., Moose Jaw
 Trading Co., F. R. Dalgleish.
 Midale—Wedin Bros., Krogh & Fleury.
 Moose Jaw—R. Bogue, T. J. McCam-
 mon, Kent & Brown, Limited, McKenzie
 Bros., Doctor Bros., McMicken & Traux,
 W. Hoesman, M. P. Garrison.
 Medicine Hat—Medicine Hat Trading
 Co., W. J. Broughtem, T. B. Cochrane,
 A. D. LeBlanc.
 Milestone—R. A. Anderson, C. A. Tur-
 ner, W. Franklin.
 McTaggart—Wm. Le Chappelle.
 Neudorf—The Neudorf Trading Co.
 Oxbow—M. McKay, Walsh Bros., Geo.
 Barber.
 Osage—J. E. Keety.
 Pierson—W. S. Kenner, Locherbee &
 Halliday.
 Pense—J. M. Closson, Stewart & Birt.



N, Winnipeg. Eastern Board.

mitman & Co., Bell
 & Co., Hinton &
 Leckie, J. M. Mc
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 Galloway Bros.
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 s., J. C. Callender.
 Ennis.
 chooley, Wm. Dick-
 & Hicks.
 Dundas, Reid &
 homas, P. J. Hen-
 Chambers, John
 alliday & Co., H.
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 Robertson, James
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 rinson.
 Percival, A. M.
 Chas. Richards, W.
 dore, G. A. Martin,
 Cross & Co., Mar-
 T. J. Lawlor.
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 Rundle, Charlotte
 rgey, Rutherford &
 rie.
 y, V. Trottier, J.
 & Co.
 er, Carscadden Bro

THE CANADIAN GROCER

Pipestone—McNichol & Pitt, A. L. Bridget.
 Quill Lake—W. R. Lee.
 Regina—R. H. Williams & Son.
 Redvers—R. Ferguson, R. Curle, L. T. McLanders.
 Rocanville—Alex. Cameron.
 Reston—J. S. Munroe Co., Limited, Paul Bros.
 Rouleau—Rouleau Supply Co., Johnston Bros., Craig & Dobson.
 Shellmouth—T. C. Gerrard.
 Saskatoon—E. S. Blain.
 Sleipner—H. J. Halldorson.
 Strassburg—W. P. Lemon, Wallace & Sproule.
 Stoughton—Hamelin Bros.
 Sinclair—Smith Bros.
 Stockholm—W. A. Lamont, A. W. Stenberg.
 Swift Current—Chas. Reid, Argue & Cooper.
 Tyvan—H. Stevenson, Bishop & Reddan.
 Tantallon—Paynter Bros.
 Wilcox—J. A. Weir, L. D. Sparling.
 Wauchope—Freeman & Morris, M. Quennell.
 Welwyn—M. & W. Sinclair.
 Weyburn—W. Horne, L. A. Freeland, N. D. McKinnon.
 Yellowgrass—F. B. Elliott & Co., Yellowgrass Supply Co.

Alberta.

Airdrie—A. Bowers, Chisholm & Son.
 Blackfalds—John McKay, W. R. McDowell.
 Bowden—R. McCue, Bowden Manufacturing Co., Samuel Buttler.
 Claresholm—Jas. Clark, J. M. Soby, W. D. Annabel.
 Cayley—J. W. Wickens.
 Crossfield—Ontkers & Armstrong, Wm. Urquhart.
 Carstairs—J. T. Musgrave, J. W. Briggs, Robt. Scott.
 Didsbury—J. Mowers, B. J. Smith, E. M. Studar, Cooper Bros.
 Edmonton—Williamson Bros., Edmonton News Co., Edmonton Glove Co., Hart & Wayar, Hallier & Aldridge, A. C. Dempsey, Aug. Figiger, C. E. Morris, McIntosh & Campbell, J. W. Blowey, J. Hehsdoerfer, Jos. Bilodeau, Potter & McDougall, H. W. Dodge, Paul Rudyk, H. Garreau, Garrupy & Lessard, J. Somerville & Sons, K. W. McKenzie, Douglas & Co., Revillon Bros., C. Sugarman, Edmonton Clothing Co., J. Chevier, LaRue & Picard, H. Gordon, W. G. Jarrett, A. Cristoll, J. H. Morris & Co., McManus & Hopkins, J. J. Tull, A. P. Aitken, F. Schauter, Gilbert Berg, Whitelaw & Co., W. J. Hodgins, A. Archibald, A. A. Morrow, E. M. Carpenter, W. H. Martin, J. E. Clark, J. A. Looby, Great West Saddlery Co., E. Raymer, A. B. Powley, S. Nankin, J. T. Mills, S. F. Mayer, Miller & Poole, W. J. Walker, Hudson Bay Co., McDougall & Secord.
 Eagle Hill—Howard Bros.
 High River—Ferguson & Kellar, Trading Co., A. W. H. Thompson.
 Leavings—T. Blair, Hans Ellison.
 Leduc—F. R. Glandville & Co., A. M. Anderson, C. P. Ruddy & Co., F. R. Douglas & Co.
 Maple Creek—Dixon Bros., Chevalier & Pollock, W. R. Abbot, Williamson & Fleming, Coil Bros.
 Morningside—Dodds & Bowness, Mathias & McBrien.
 Millett—Millett Trading Co., W. A. Robertson, I. J. Grant.
 McLeod—Reach & Co., Baker & Skeld-

ing, Baker & Co., Hudson Bay Co., J. A. & W. Struthers.
 Nanton—Nanton Supply Co., Sibbett & Hallett, S. T. Armstrong.
 Okotoks—Paterson & Sons, Todd & Fisher, H. W. Chester & Son.
 Olds—W. M. Craig & Co., Jas. Logan.
 Ponoka—Edward Bros., F. M. Lee, Andrew Reid, F. E. Algar.
 Penhold—A. D. McKenzie, O. D. Fleming, Wilson Bros.
 Red Deer—Brumpton & Gaetz, Hill & Horn, Pidgeon & Wallace, Phillips Bros., Postill & Paterson, Onemette & Wright.
 Strathcona—Thos. P. Malone, Groat & Elliott, A. H. Richards & Co., Douglas Bros., Great West Saddlery, McLean & Co., W. E. Ross, J. D. Hutton, Hugh Duncan, A. G. Baalim, A. E. Latimer, J. H. Tranter.
 Stavelly—R. B. Allen & Co.

Convention Opens.

The convention opened at 10 a.m. Thursday, with President J. F. Hunter in the chair.

When the minutes of the February meeting had been read and adopted, President Hunter presented the report of the executive committee. He said that owing to the affiliation last February with the Dominion Association much of the work mapped out at that meeting was subject to the assent and approval of the Dominion board. For instance, all work relating to the contract price plan, mutual fire insurance, etc., was to be done in conjunction with the Dominion board. He (Mr. Hunter) and the secretary had written the secretary of the Dominion board repeatedly on important matters, but it was not until the evening before that they had received any reply whatever. Under these circumstances, the executive had found it impossible to carry out the plans they had made.

To Stop Price Cutting.

Shortly after the February meeting the president and secretary had approached the wholesale grocers to learn their sentiments on an important matter. They had suggested to the wholesalers that they should put an end to retail price cutting by making a certain percentage of retail profit a condition of all sales to retailers. Nothing came of this as it was about this time that the Wampole vs. Karn case came up, casting doubts on the legality of the contract plan. Nothing further could be done in this matter until amendments were secured to the criminal code. Accordingly, the efforts of the association had been directed chiefly to the task of getting members in line in the local country sections.

Collection of Fees.

The secretary then read his report as printed in last issue.

W. G. McLaren (president of the western board) was sorry to note the large amount of fees in arrears. The association could scarcely expect to collect all, for, like merchants doing a credit business, they must count on a certain proportion of bad debts. He would not favor making drafts on individual mem-

bers, but would suggest that the secretary write one member in each section and seek his aid in the collection of fees.

Resolutions Committee.

After some general discussion the reports of the executive and secretary were adopted and a resolutions committee was appointed, composed of the following members: W. G. McLaren, J. F. Preston and W. A. Coulson. This committee met and reported in a few minutes. While they were out, President Hunter read the correspondence received, among which was a long letter from E. M. Trowern, in the course of which he paid his respects to The Canadian Grocer.

The convention then proceeded to the consideration of the resolutions submitted by the committee.

Distribution of Merchandise.

F. J. Messner, Holmfild, and N. J. Ryan, Ninga, championed a resolution referring to the division of the selling field between jobbers and retailers. The resolution was as follows:

"That it is the opinion of this association that the time has arrived when the field of distribution of the two classes, the wholesalers and retailers, must be defined and each take their own and exclusive place in the distribution of merchandise."

The resolution carried.

Selling to Large Consumers.

The same members were also responsible for resolution No. 2, which was upon the same lines and was carried unanimously. It was as follows:

"That in the opinion of this association it is injurious to the retail trade to have wholesale dealers or semi-jobbers sell to hotels, boarding houses, public institutions, private parties, etc., and that a copy of this resolution be forwarded to the Dominion Wholesale Grocers' Guild to acquaint them with the fact."

One Price System.

President Hunter and W. Ruddle championed the one-price system in a resolution urging retailers to have one price for their goods and stick to it. Nothing cheapens a dealer so much as to allow himself to be beaten down in his prices. No business could be conducted successfully if customers were to be allowed to fix the prices. W. G. McLaren added that the same amount of business can be done in a one-price store in half the time that it requires in a store where customers are allowed to haggle over prices.

Retail Selling Agency.

W. S. Kenner and H. O. May championed a couple of resolutions advocating the maintenance by the association of buying and selling agencies. The selling agency would dispose of the produce of the members to the best advantage while the buying agency could buy goods in large quantities at low prices.

The selling and referred out the meeting agency proposed.

Pre

F. J. Messner had a strong opinion in favor of premium goods and of the manufacturer's grocery store.

Crimin

J. S. Rutherford brought to the present criminal code and making trade unions are a solution pled with all other have the law.

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J. B. Preston produced a list to secure in conventions, follows:

"That in the opinion of the association it would be business more to be carried on in a pointed dele titled to take and that part of this idea substitution and

Relations V

W. G. McLaren's resolution of the association, Toronto:

"That the instructions of the affiliations

February, the association was the Toronto training to I. has failed corresponded or notification lines, of these should instruct on money to the time as sat the shown; board, failure and a full five lines, their own

President association by the long cooperation he hoped to matters."

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WINNIPEG EXHIBITION

Western Manufacturers do Not Give Enthusiastic Support—Only Time Possible—Many Interesting Exhibits and Large Attendance—What was Shown in Foodstuffs.

Deserving of Support.

If the exhibits of Eastern Canada manufacturers were eliminated from the exhibition held last week there would be little left in the manufacturers' section of the Colonnade. Especially is this true of the confectionery, biscuit, and general grocery exhibits, a department which even with the eastern and foreign exhibits was very weak. Scarcely a Winnipeg industry in this department had an exhibit and it would almost seem that there is a tacit agreement to ignore the Winnipeg Exhibition. Perhaps the excuse is to be found in the lack of system and in the confusion of former years, and it may be that another year will see more liberal support accorded the exhibition by the business houses of the west. The exhibition is deserving of good support and surely the greater portion of the support should come from the business men in the immediate territory which it serves.

From B. C. Orchards.

Throughout the fair the British Columbia fruit exhibit under the direction of Mr. Palmer attracted a great deal of attention.

Two hundred handsome glass jars contained a splendid collection of preserved fruits, including twelve varieties of plums, eight varieties of pears, grapes, peaches, quinces, cherries on branches, crab apples, Logan berries, apricots and nectarines, all of great size and very tempting to look upon. The fresh fruit was shown in the regular commercial packages, well graded and packed, and included delicious looking Morello and Belle Magnifique cherries from Sterling and Pitcairn, Kelowna, tempting Royal Anne cherries from Nelson, rich hued olivet, Royal Anne and Belle Magnifique cherries from Victoria, luscious peaches from Kelowna, apricots and peaches from Kamloops, blackberries, apples and crabapples from Chilliwack, and early apples from Port Hammond. The early apples were particularly fine and large for so early in the season. Fine red raspberries from Burnaby, and peach plums from the Okanagan, Chilliwack, Lardis and Port Hammond, added their richness to the display. Splendid greenhouse tomatoes were shown from Victoria and Central Park.

Kootenay Fruit.

As well as having a share in the general British Columbia exhibit, the Kootenay district sent a special exhibit which occupied a separate corner in the same building. A most interesting feature of the display was a background of branches heavily laden with fruit just as they grew on the trees. They included deep red cherries so thickly clustered that there was scarcely room for the leaves, apples hanging a dozen in a cluster, red currants so large that they well deserve the name of cherry currants. Another specialty in the exhibit was some immense gooseberries, the Keep-sake variety, which were the size of

The selling agency plan was approved and referred to the executive for action but the meeting thought the buying agency proposal premature and voted it down.

Premiums Condemned.

F. J. Messner and A. McKay introduced a strong resolution condemning premium goods and urging the members to discourage as far as possible, the sale of premium and coupon goods. A copy of the resolution is to be sent to the manufacturers of premium goods sold in grocery stores.

Criminal Code Amendments.

J. S. Ruddell and J. B. Preston brought to the attention of the meeting the present unsatisfactory state of the criminal code. It was unfair that wholesalers and retailers are prevented from making trade agreements while the labor unions are allowed to organize. The resolution pledged the association to work with all other associations in an effort to have the law amended.

Delegates to Conventions.

J. B. Preston and W. G. McLaren introduced a resolution advocating a plan to secure larger attendance at future conventions. The resolution was as follows:

"That in the opinion of this convention the interests of the association would be better looked after and business more thoroughly and expeditiously carried on if each town or village was represented at convention by duly appointed delegates and only such be entitled to take part in the proceedings, and that provision for the carrying out of this idea be incorporated in our constitution and by-laws."

Relations With Dominion Association.

W. G. McLaren introduced the following resolution dealing with the relations of the association with the Dominion Association, whose headquarters are in Toronto:

"That the executive have acted upon instructions contained in the report of the affiliation committee adopted last February, by the terms of which this association was to act in conjunction with the Toronto Association in matters pertaining to Dominion legislation, and that it has failed to receive any replies to correspondence, any reports of progress or notification of any action along legislative lines, and resolved that, in view of these shortcomings this association instruct our executive not to pay any money to the western board until such time as satisfactory efforts and results are shown; and also that the western board, failing to receive proper responses and a full report of work upon legislative lines, be authorized to act upon their own authority."

President Hunter added that the association had been hindered in its work by the long delays in waiting for the cooperation of the Dominion board and he hoped the resolutions would improve matters."

The resolution carried unanimously.

gest that the secretary in each section in the collection of

Committee.

al discussion the secretary and secretary resolutions committee composed of the following: V. G. McLaren, J. B. Coulson. This committee in a few minutes were out, President's correspondence received a long letter from the course of which it is to be sent to The Canadian

then proceeded to the resolutions submitted.

f Merchandise.

Iolmfield, and N. J. opinioned a resolution in favor of the selling agencies and retailers. The resolution was as follows:

"In the opinion of this association the best method has arrived when the wholesaler and retailer each take their own part in the distribution of merchandise."

Large Consumers.

res were also responsible for the passing of No. 2, which was approved and carried as follows:

"In the opinion of this association the best method is to have the wholesaler and semi-jobbing houses, public parties, etc., and is resolution be for the benefit of the Wholesale Grocer and his relation with the

One-Price System.

and W. Ruddell introduced a resolution in favor of a one-price system for retailers to have one price for all goods and stick to it, a dealer so much as to be beaten down in business could be considered if customers were to be paid the same amount of money in a one-price store that it requires in a store where prices are allowed to

Selling Agency.

and H. O. May introduced resolutions advocating the association of selling agencies. The resolutions were to dispose of the powers to the best advantage and to have the selling agency could buy quantities at low prices.

THE CANADIAN GROCER

small eggs and quite sweet. The cherries grown in the Kootenay district are said to excel all others and certainly the samples shown were beautiful to the eye and delicious to taste. A jar of red raspberries picked and preserved in acid were marvels for size and richness of color.

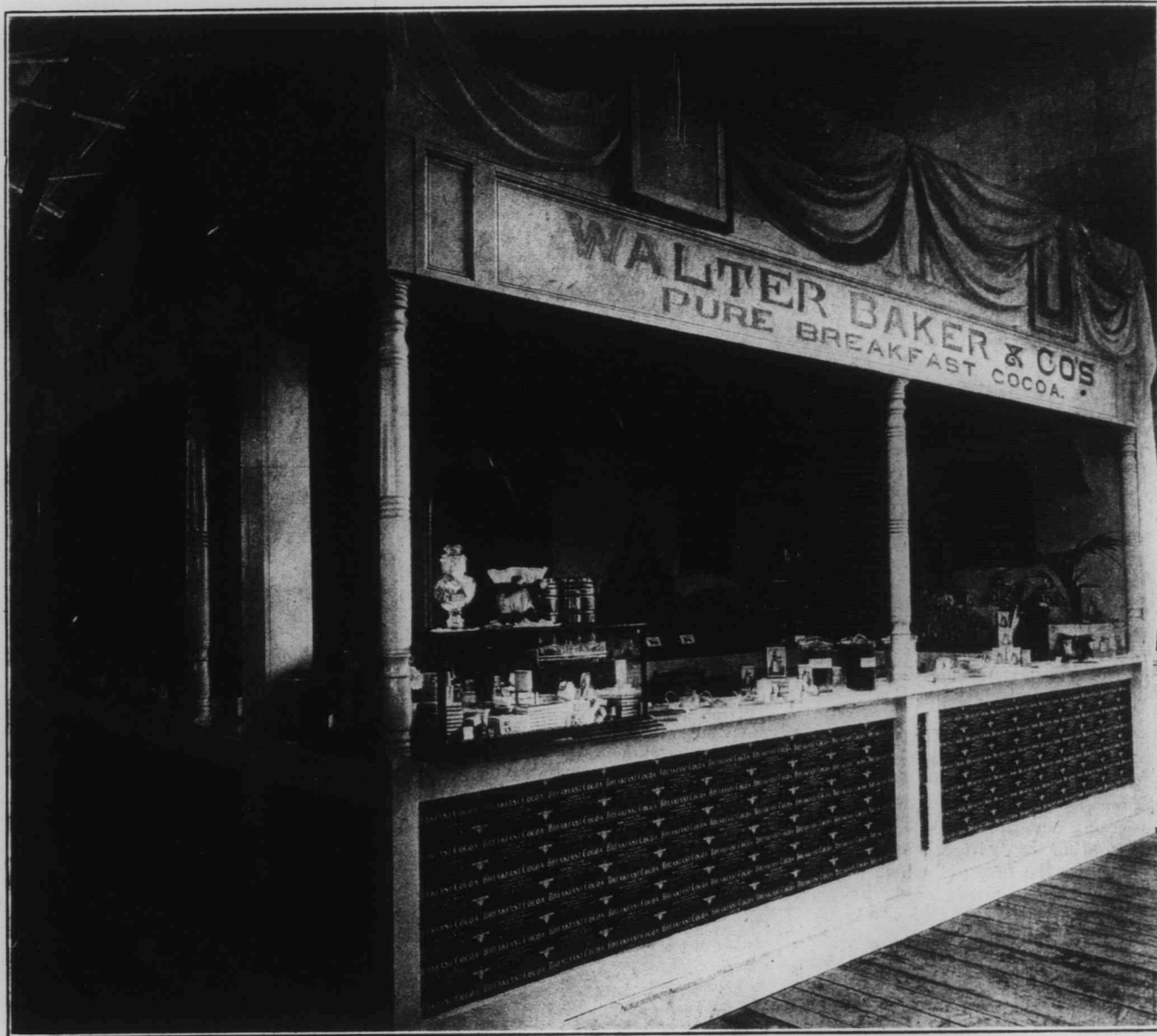
A large cake of ice in which were frozen twelve large trout caught by a fruit farmer after tea attracted much attention and was another token of the delights of the Kootenay country.

charge was made at the exhibition for the cocoa served.

The illustration shows that the exhibit was a most attractive one and when the lights were turned on the booth was the subject of many admiring comments. The full line of goods manufactured by Walter Baker & Co. was on exhibition and the advertising done among the consumers should materially assist the trade in making sales. The lines on exhibition included Baker's Breakfast Cocoa, Baker's Chocolate,

pany. The plant now comprises six large mills and storehouses, having a floor space of 350,000 square feet.

It is an interesting fact that on the spot where the industry was first started, more than a century and a quarter ago, the business has continued and attained the highest development. From the little wooden mill, "by the rude bridge that arched the flood," there has grown up one of the greatest establishments in the world—the house of Walter Baker & Co., Limited—an establish-



Walter Baker & Co., Boston and Montreal.

Walter Baker & Co.

One of the exhibits around which the crowds were gathered at all times was that of Walter Baker & Co.'s cocoa. From childhood people have been familiar with the Baker "cocoa maid" as shown in the advertisements of this firm and exhibition visitors thought they were already acquainted with the demonstrators who were serving the cocoa. Past experience has taught Walter Baker & Co. that people appreciate best and remember longest what they have bought and paid for, and hence a small

Caracas Chocolate, Auto-Sweet Chocolate, German Sweet Chocolate and soluble chocolate.

Inquirers learned that Walter Baker's cocoas and chocolates have been on the market for 126 years. It is indeed interesting to note that in October of the year 1780—twenty-seven years before Fulton started his first steamboat on the Hudson River and fifty-seven years before the electric telegraph came into use—the Baker cocoa and chocolate factory was established in Dorchester, Massachusetts, on the site now occupied by one of the largest mills of the com-

ment which competes successfully for prizes in all the great industrial exhibitions of the world, whose influence is felt in the great commercial centres, and whose prosperity promotes the welfare of men who labor under a tropical sun in the cultivation of one of the choicest fruits of the earth.

What is the secret of their great success? It is a very simple one. They have won and held the confidence of the great and constantly increasing body of consumers by always maintaining the highest standard in the quality of their cocoa and chocolate preparations, and

selling them which unadulterated quality can be obtained. They receive housekeepers and chocolate that lately



goods, other quality have find it necessary protection of the and chocolate, warning against fakes, and to every package it bears the v "La Belle (called the Cho rect name of V ited. Under th States courts, late is entitled Baker's Cocoa

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Meat of Whe tractive mann Co. and there fair who did question to le: breakfast food Canada. Mea cold, it is no therefore popu are returning breakfast cerea fire of impres the trade that dian-made proo of a line of fo country and t siderable duty hard Spring w ed to contain gluten of an Moreover, on wheat is used food the starc nated so far a ed being the g That Meat wanted by the the large sales W. L. MacKe

THE CANADIAN GROCER

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selling them at the lowest prices for
which unadulterated articles of good
quality can be put upon the market.
They receive numerous letters from
housekeepers who have used their cocoa
and chocolate for many years, stating
that lately, when ordering the Baker

agents to the wholesale trade and re-
tailers can get supplies from their
wholesale house.

The Cowan Co.

Prominent among the exhibits in the
first hall devoted to manufactures was

thirsty crowds of people, and E. H.
Rountree, the western representative,
courteously explained to all inquirers
the good qualities of the Cowan line of
cocoa, chocolate and confectionery.

As can be seen from the illustration,
the booth was very prettily decorated
and it occupied a commanding position
where none could fail to see it. The
familiar Cowan milk chocolate boy pic-
tures were very much in evidence in the
decorations and there were few visitors
to the fair who would readily forget the
pleasing effect of the Cowan exhibit.

The full line of Cowan specialties was
on exhibition and many were surprised
to know that the firm manufacture such
an extensive variety of goods. The spe-
cialties upon which the most emphasis
was laid were the cocoa and the sweet-
ened and unsweetened chocolate. Com-
paratively newer is the Cowan milk
chocolate which is earning a secure place
for itself in the western market, al-
though it has been forced to face strenu-
ous competition. Mr. Rountree explain-
ed to all inquirers that the Cowan goods
are made-in-Canada goods and that they
are pure goods. The firm offer a reward
of \$100 to any person who can show any
adulteration in the Cowan goods.

In conversation with The Canadian
Grocer, Mr. Rountree remarked that it
had always been the policy of the Cowan
Co. to protect the retail trade and



Western Cereal Co., Winnipeg.

goods, other goods of greatly inferior
quality have been sent to them. They
find it necessary, therefore, for the pro-
tection of those who want their cocoa
and chocolate, to issue an emphatic
warning against these fraudulent prac-
tices, and to ask buyers to examine
every package they receive, and see that
it bears the well known trade mark of
"La Belle Chocolatiere," sometimes
called the Chocolate Girl, and the cor-
rect name of Walter Baker & Co., Lim-
ited. Under the decisions of the United
States courts, no other cocoa or choco-
late is entitled to be labeled or sold as
Baker's Cocoa or Baker's Chocolate.

Western Cereal Co.

Meat of Wheat was exhibited in an at-
tractive manner by the Western Cereal
Co. and there were few visitors to the
fair who did not stop at the booth in
question to learn something of the new
breakfast food that is made in Western
Canada. Meat of Wheat is not eaten
cold, it is not pre-digested and it is
therefore popular with the many who
are returning to the old-fashioned hot
breakfast cereal. The management never
tire of impressing upon the public and
the trade that Meat of Wheat is a Cana-
dian-made product which takes the place
of a line of food imported from a foreign
country and upon which there is con-
siderable duty. It is made from No. 1
hard Spring wheat which is acknowl-
edged to contain the largest percentage of
gluten of any wheat that is grown.
Moreover, only the best part of the
wheat is used. In an ideal breakfast
food the starchy element must be elimi-
nated so far as possible, what is want-
ed being the gluten and the phosphates.

That Meat of Wheat is what was
wanted by the public is made evident by
the large sales since it was introduced.
W. L. MacKenzie & Co. are selling



The Cowan Company, Toronto.

that of the Cowan Co. of Toronto. At-
tendants dispensed cocoa and chocolate
free of charge to tired, hungry and

therefore they were not selling any of
their goods at retail from the fair
booth.

THE CANADIAN GROCER

Christie-Brown Biscuits.

The substantial character of the booth in which were displayed to the public the 500 varieties of dainty biscuits manufactured by the Christie, Brown Co.,

Christie, Brown biscuits are now put up. Situated in the centre of the main manufacturers' section, the booth was observed of all observers, and many were the questions answered by the courteous attendants in charge.

attention involved. They will be interested, no doubt, in knowing that in the immense factory in Toronto, lithographs of which will be observed at the bottom of the booth, every girl employe as she enters the factory each morning is pro-



Christie, Brown & Co., Toronto.

Limited, was characteristic of the reliability and standing of that firm. The booth took the form of a kiosk in white and gold, the walls of which were formed from the glass-faced boxes in which

Purity, cleanliness and quality are the watchwords of Christie, Brown & Company, and while visitors at the fair must have been struck by the results they may not have realized the care and

provided with a clean blouse, apron and handkerchief, while each male employe is given a clean smock and pair of overalls, all laundered at the firm's expense.

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As a further indication of the scrupulous care the firm take of all pertaining to their plant, extensive baths are provided on the premises in charge of a woman and a male attendant respectively, and every employe is required to make frequent and regular use of the same. A sanitary inspector is kept constantly in attendance and vigorous measures are constantly in operation to maintain absolute cleanliness.

Equal attention is paid to the quality of every ingredient that enters any of the Christie, Brown products. For instance, the butter used is the very high-

est class creamery butter that can be obtained and is brought in fresh every morning from the creameries.

The factory, as will be observed, is a handsome, compact, as well as immense place occupying almost an entire block.

The Christie, Brown Company are very gratified at the development of their business in the west, which is going ahead at a rapid pace. Messrs. Scott, Bathgate & Co. 149 Notre Dame avenue east, Winnipeg, are their western representatives and carry a large and varied line of their goods in stock continuously. Messrs. Scott, Bathgate & Co. were in charge of the display.

LONDON TRADE DOINGS

Why There Were Two Grocers' Excursions on the Same Day—London as a Distributing Centre—Preventing a Glut of Fruit.

The grocers of London held excursions last week.

This was different from former years when but one excursion was held.

Still, each of the two this year was as largely attended and as great a success as the combined one of other years.

The majority went to Detroit on Grocers' Wednesday, it being under the auspices of the London Retail Grocers' Association. The Grand Trunk provided a special train and about 1,000 people took advantage of the reduced rate, and the grocers made the picnic memorable by having an enjoyable day together.

But a large crowd also went to Niagara Falls, the special Michigan Central train carrying from London and St. Thomas upwards of 800 people.

The odd feature of the two grocers' excursions on the same day, and what made it confusing to the general public was the advertising of both as the picnic of the Retail Grocers' Association.

The cause of the factions was this: For several years two or three of the grocers have conducted a picnic to Niagara Falls under the auspices of the Retail Grocers' Association that was once in existence and which was dropped several years ago. This year, however, after the Pure Food show, it was decided to organize the grocers into an association, which was done, and, thinking the old association entirely dead, the new one adopted the natural name of the Retail Grocers' Association.

The new association became active, among other things stopping a sugar war between two grocers across the road from each other. It decided to have a picnic and excursion to Detroit, and advertised it for July 25. Then the former managers of the Niagara Falls picnics advertised the usual picnic to the Falls under the name of the Retail Grocers' Association. Four grocers composed the leading spirits of the Niagara Falls excursion, Messrs. J. Trebilcock, T. A. Howat, F. Harley and F. H. Robinson.

The new Retail Grocers' Association, which now numbers among its members the majority of the grocers in the

city, was led by President C. H. Lee and Messrs. Harry Ranahan, John Diprose, and W. Lawson, who worked most energetically for the success of their picnic to Detroit.

The rivalry all through was good-natured and perhaps accounted for the large crowds that patronized both, procuring as it did extra advertising for each of them.

The Retail Grocers' Association came out well financially on their picnic and are already contemplating another. But this one will likely be to Springbank, London's riverside Summer resort. A meeting will shortly be called when it will be moved that the last Wednesday in August be set apart as a picnic day just for the grocers, their clerks and their friends. The grocers of London have found the Wednesday half holiday through the three Summer months a success, and members of the association feel that they can mark the last Wednesday afternoon in no better way than by the proposed scheme.

London grocers have had a good season so far for small fruits. There was a time when the local market was frequently flooded with fruit and there was trouble in selling. This year the fruit men have so well managed things that the method of distribution has prevented glutting of the market at any one time. The supply has, however, been steady and no decrease in crop has been reported from the western peninsula.

The Free Press is authority for the statement that amongst the wholesale men the local grocers are having their share of the good times in London, this city becoming a bigger distributing point than ever. On Monday, it said:

"As a distributing point London is gaining so rapidly that the city holds its own with any other market in Canada. It has been learned from a local wholesale man that the business done by wholesale grocers has increased over 100 per cent. during the past year. The growth in other lines has kept pace with the grocery business, and in some instances has surpassed it.

"While the trade in the Northwest has been greatly instrumental in bringing about this increase, the general prosperity throughout Canada, and the immense export demand for Canadian products have been the leading causes.

"The growth of the cities and towns in Western Ontario, of which London is the hub, has resulted in a large demand for London's manufactured products, and all produce handled exclusively by merchants of this city."

The employes of D. S. Perrin & Co., biscuit manufacturers, will hold at Port Stanley on Saturday, August 4, their annual picnic for which great preparations have been made.

Arrangements are being made for the program of the annual convention of the Master Bakers' Association of Canada, which will be held in this city on August 14 and 15.

MACONOCHIE'S ALL RIGHT.

In "Reports and Analytical Records" of a recent number of the Lancet, London, Eng., under the caption "Army Meat and Vegetable Rations," Maconochie Bros.' goods are reported on as follows from the Lancet laboratory:

We have examined these rations and the contents appeared to be wholesome and as regards taste to be as satisfactory as fresh meat. On searching carefully for evidence of metallic contamination we find none whatever. This is a tribute to the method of tinning adopted, especially as in one instance the ration examined had been in its tin for over five years. The fact is that this firm have for some time adopted a tin which is made and hermetically closed without the use of soldering or lead. The edges overlap and are pressed together, forming a perfectly air-tight joint. Moreover, the lid of the tin is protected from coming in contact with the contents by interposing a specially prepared parchment. The method of sealing the lid on the tin without the use of solder is distinctly ingenious and will be approved on hygienic grounds.

THE MAN BEHIND.

There's the man behind the gun,
And the man behind the loom;
There's the man behind the stove,
And the man behind the boom;
There's the man behind the bank,
And the man behind the till;
There's the man behind the club,
And the man behind the quill;
There's the man behind the horse,
And the man behind the cow;
There's the man behind the hoe,
And the man behind the plow;
There's the man behind the fist,
And the man behind the curse;
There's the man behind the pick,
And the man behind the hearse;
There's the man behind the jokes,
And the man behind the rhymes;
But I'd rather be behind them all,
Than the man behind the times.

—The Hustler.

e, apron and male employe and pair of the firm's ex-

TRAVELERS ON A FROLIC

Annual Retirement of the Drummers' Snack Club to Alton, Ont., for Twenty-four Hours of Merriment—Concert, Burlesquers, Sports—New Officers.

Laughter is one of the elixirs of life. So sayeth the Drummers' Snack Club, and once a year the members cast care and business and all seriousness to the day-after-to-morrow and hieing them to Alton, Ont., give one clear twenty-four hours to uninterrupted and uncorruptable hilarity. It happened this year on Friday and Saturday last, a Jewish day, sundown to sundown.

Fourteen years ago Robt. Algie, of the Alton Woolen Mills, then in the general store business, invited a number of travelers to a day's outing with him. It proved so pleasant they came again and the idea of an organization to meet annually took root in the hospitable soil of Alton.

Poster Promises.

No paper-and-ink recital of the 24-hour doings can convey an adequate conception of the fun, but the promises of the sheet poster, with which sections of the country side were papered, were fulfilled to the letter. "The trouble will begin about 7.30 on Friday evening, when that 'Canon Ball on Wheels,' known as the Teeswater local, stops at Alton to give the atmosphere a rest and to unload the loveliest load of passengers it ever carried. Then whoop-la! It looks like a collision between a laundry and a lunatic asylum. Everybody talks and laughs at once. The traveler and citizen do a tug-of-war shake, the smiling homecomer kisses his sister or somebody else's sister, the cousins and aunts overflow with feminine effusion, children shout, dogs bark, and there is great rejoicing in the land. Suddenly, a score or more of red coated musicians let loose a flood of inspiring melody, the crowd join in. It is necessary to explain here that the aforesaid red coats are not the Irish Guards, but the Citizen's Band of Alton, only some of them are Irish and all of them are guardians of good music. Then away goes the procession to the big tent where is held the famous Snack concert."

It was a Hummer.

That all came is true as travelers tales. At the head of the procession President Charley Smith, of Hamilton, rode in a pony cart accompanied by the beautiful owner, and he held a small white silk banner inscribed:

Twentieth Century
Drummers'
C. T. A.
Snack.

On one side was the motto "When Commerce knocks all doors must open" and on the other "The sample is mightier than the sword." It was decorated with the maple leaf, rose, shamrock and thistle and was presented to the club five years ago by an old lady far past the allotted span.

The concert was heralded as "a cup of musical and intellectual pleasure extravagantly filled to overflowing." It was a good one at that, high-class in every respect and nobly upheld the high reputation of former years, vouched for by an attendance of fully 2,000 natives. It was held in a big circus tent and the programme was as follows:

Concert Waltzes.....	"Waves of the Danube,".....	Wanovic Citizens' Band.
Piano Solo.....	"Romenza,".....	Liszt E. R. Bowles.
Song.....	"Star of My Life,".....	Drury Geo. Dixon.
Highland Dance (in costume).....	Gordon Flett.	
Vocal Solo.....	"God Made Thee Mine,".....	Nevin Miss Emma Beers.
The Drummer's Dream.....	"When I'm Away From You, Dear,".....	McGregor Donald C. McGregor.
Comic Song.....	"If We Hadn't Any Ladies,".....	Lawder Will J. White.
Selection.....	"Il Trovatore,".....	Verde Citizens' Band.
Recitation.....	"Laska,".....	Bernard Miss Bernice Parker.
Sketch.....	Selected.....	Anon A. Ecstein.
Song.....	"Oft Times,".....	Lehman Frank Bemorse.
Comic Sketch.....	Bay Hill.	
Duett.....	"Calm as the Night,".....	Bohn Donald C. McGregor and Miss Emma Beers.
Serenade.....	"Magnolia,".....	Missud Citizens' Band.



JOHN W. CHARLES, The New President.

Night of Noisy Glee.

The night was one uproarious burst of mirth for those quartered in "the Dormitory." The advance notice read thus, "travelers will find plenty of comfortable cots in the old tent near the cyclone cellar. Anyone disturbing the peace may expect an impromptu bath." Since there never was any peace to disturb the livelong night the waters of the pond were not rippled. The village was serenaded until two o'clock and that cheerful and harmless amusement was

resumed at five. In the interval when ever repose seemed within hail Court Thompson, of Hamilton, would announce one of Dr. Munion's advertised truths and add in musically stentorian tone, thumb to temple and index finger upward, "Munio! By the great horn spoon, Munio!" It earned him the title of "Dr. Munio."

Dawn came at last. Breakfast was had on the ground and at 11 o'clock the club's annual meeting was called to order by President Charles Smith, of Hamilton. He spoke a few words in his hearty whole-souled way, expressing his appreciation of the success achieved this year thus far and of the loyal support accorded him by the executive. The finances showed a good balance on the right side.

At the concert the night before a telegram was received conveying greeting and good wishes from Wm. Algie, now in Europe. On motion of Lt.-Col. Stoneman a reply was ordered.

Election of Officers.

When election of officers was mentioned someone promptly proposed as president John W. Charles, of H. P. Eckardt & Co., Toronto. The name was received with uproarious applause. Mr. Charles tried to protest, but they wouldn't hear him and in a twinkling he was president by unanimous acclamation.

Dr. Algie arrived just then and the president seized the opportunity to present the worthy doctor with a very handsome carving set as a mark of appreciation of his interest in and self-denying labors for the club. The doctor made a happy, off-hand reply, humorous, reminiscent and appreciative.

Then the election of officers was concluded as follows:

Toronto secretary—Cecil Hunt.
Hamilton secretary—M. P. Malone.
Home secretary—Robt. Algie.
Treasurer—Wm. Irvine.
Toronto executive—Donald C. McGregor, Wm. White, Geo. Dixon, Frank Bemrose, Wm. Meen, E. R. Bowles, Wm. Colville, Sol Walters, R. M. Asher, Geo. Campbell, Cecil Hunt.
Hamilton executive—Court Thompson, P. Smith, Guy Long, Bay Hill, J. Smith, Jack Singe, R. E. Smith, Vera Smith, Jack Duffy, Ernie Clark, Chas. Smith, Lieut.-Col. Moore, Lieut.-Col. Stoneman.

Home executive—Robt. Algie, Wm. Algie, Dr. Algie, Amos Mason, Wm. White.

Auditors—Peter Smith, Wm. Colville.
According to custom and with great good will, President Charles Smith was created an honorary member for life. Ald. W. H. McClarity and A. J. Lloyd, grocers, of Owen Sound, were present and they also were accorded honorary membership. The honor roll was swelled also by the names of those of the musical talent not already on. George Dixon, Frank Bemrose, E. R. Bowles.

Burlesque Ladies.

Luncheon was served in Science Hall by the ladies of the Presbyterian church. Then the burlesquers came upon the landscape. A ladies' baseball game was the first item on the programme of sports. The first lady to illumine the

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Hamilton
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Chas. Smith
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Bay Hill ...
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3 George Dix
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THE CANADIAN GROCER

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Breakfast was at 11 o'clock the was called to or Charles Smith, of few words in his y, expressing his ecess achieved this the loyal support eutive. The final lance on the right

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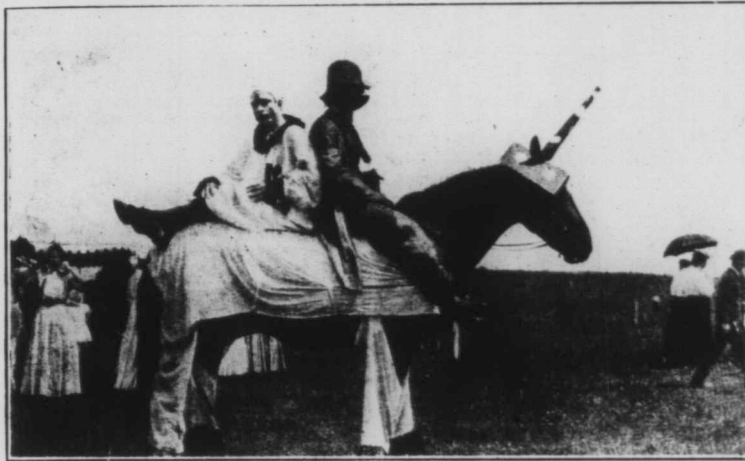
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atmosphere was Sol Walters, looking like the mama of an army of Arabianancers. Ex-President Smith came next, looking like nothing that ever happened. The next to emerge were A. Eccstein and R. E. Smith, young and reckless beauties, and the four performed a cake-walk within the charmed circle of the red-coated band. The rest of the 18 were waited into view as their costum- ing was completed, then a parade was formed and led by the band they march-



MARSHALS OF PARADE.

Photo by Miss Maud Clark, Toronto

ed down the village street and back to the athletic field. The procession was marshalled by Will White, an ancient Rube, and Cecil Hunt, a regulation circus clown, both mounted on Dr. Algie's bay nag, which also wore pants. The baseball teams were:

Hamilton	vs.	Toronto
Mike Malone	.....	Sol Walters
Guy Long	.....	R. Asher
Chas. Smith	.....	Cecil Hunt
V. Smith	.....	W. D. Wark (Owen Sound)
R. E. Smith	.....	M. Thurseson
Peter Smith	.....	E. Bowles
Bay Hill	.....	W. J. White
H. Eccstein	.....	G. Dixon
Bill Irvine	.....	Donald McGregor
T. Scott	.....	John Charles

Umpire—Lieut.-Col. Stoneman.

The score was, Hamilton 12, Toronto 9. As the game progressed, the heat being considerable the ladies gradually discarded their attire, but no one called the police.

Traveler Athletes.

The sports included Comfort soap and Melagama tea races for the ladies and girls. The other events resulted as follows:

Wheelbarrow race—1 Bob Asher and Bill Irvine, 2 Thurseson and Tom Scott.

Early morning call race—1 Bill Irvine, 2 Mike Malone.

Baby show, Donald McGregor and Frank Bemrose, judges—1 Florence Sexton, 2 James Alexander, 3 Evelyn McEnamma.

Three-legged race—1 Bill Irvine and Bob Asher, 2 Guy Long and R. E. Smith.

Egg race—1 Bob Asher, 2 Pete Smith, 3 George Dixon.

Fat man's race—1 Billy Mills, 2 Sol Walters.

Pick-a-back race—1 Bill Irvine and Bob Asher, 2 Verne Smith & Fraser.

100 yards travelers' race—1 Guy Long, 2 R. E. Smith, 3 Bill Meen.

Married man's race—1 Guy Long, 2 R. E. Smith.

Artists' race, a dead heat—Donald McGregor, Will White, Frank Bemrose, George Dixon, Harry Eccstein, Bay Hill, Cecil Hunt; all got first prizes, a box of cigars.

Bandsman's race—1 Charles Calligan, 2 Wm. Algie, Jr., 3 J. Algie.

Will Colville was the man who made the games go. By dint of very hard work he cut out all delays.

Sol. Walter's lullaby:
Hoky pokey, Hankey pankey,
I'm the Queen of the Swikey Swanky;
And I'm very well, I thankee.

At the meeting when they wanted to elect an executive, Bill Colville grabbed a lantern and started in search of a Toronto man. But wait till next year.

Bill Meen, of Melagama tea wore a gown of advertising matter that a modiste must have made. But he was strong on baseball, and the skirt couldn't keep him from making bases.

F. J. White, of the Melagama Tea Co. drove up from Toronto in his auto car with Mrs. White and a couple of friends. The auto was kept busy all day and a good many friends had a spin.

PURE WESTERN CANNED GOODS.

Strange to say, the great majority of the Canadian packing houses have failed to take advantage of the obvious opportunities offered them by the Chicago packing house revelations. One striking exception to this rule has been the Manitoba Canning Co. of Grande Pointe, Manitoba. Realizing that the present is the psychological occasion for impressing upon the minds of trade and consumers that in their Grande Pointe packing house all operations are performed under strict sanitary rules and that the management welcome inspection, the Manitoba Canning Co. at once commenced an aggressive advertising campaign. First the trade were reassured, full page space being used in this paper to show the grocery and provision trade that the Manitoba Canning Company welcomed investigation and that the honest grocer need have no fears in recommending the company's goods to a

Smoking race—1 Will J. White, 2 Mike Malone, 3 Sol Walters.

Seen and Heard.

John Wilson Charles, president.

R. Asher, Toronto, was first man on the ground.

Some pictures of new officers failed to connect.

It was such a warm time that Orangeville nearly caught fire.



A FEW BURLESQUERS AND OTHERS.

Photo by Miss Maud Clark, Toronto

What a pity a group photo was not taken of the lady ball players!

Col. Moore wants a concert by travelers—put the Colonel down for a song and dance.

The Alton band is a wonder. Capt. R. B. Albertson is leader and Dr. Algie president.

Where was Mister Charles when the dormitory lights went out? Sweetly sleeping in his borrowed bed.

perplexed public who no longer knew what to buy. Then followed advertising directed at the consumer. And on July 20 the company published in the Winnipeg Free Press a letter to refute the statement that Manitoba had not a packing industry of its own, and at the same time they made plain to readers their cleanly methods, sanitary surroundings and high reputation of their products.

MAMMOTH GROCER'S PICNIC

Brantford and Hamilton Trade and a Hoste of Friends at the Falls—A Glorious Day Most Enjoyably Spent—Winners of the Games.

The monster annual picnic of the Hamilton and Brantford retail grocers and their friends was held at Victoria Park, Niagara Falls, July 18. A record-breaking crowd attended. All available steam and electric cars were crowded from an early hour. Perfect weather conditions prevailed, and everybody enjoyed this, the greatest annual grocers' picnic in Canada. Hamilton sent out per G.T.R. ten special trains of nine cars each. Brantford sent three special trains. A finer picnic ground than the beautiful Victoria Park, overlooking the great falls, could not be found in all Canada.

Two bands, the 13th of Hamilton and the Dufferin Rifles of Brantford, furnished good music during the day. An elaborate programme of sports was run off without a hitch. Comfort soap ladies' race, open to all married ladies, and catching the greased pig proved the mostly exciting events.

White duck caps bearing the legend "Red Rose tea is good tea" were worn by many Hamilton and Brantford grocers.

Red and blue badges and buttons advertising Victor and N. P. soap were worn by all excursionists from the two cities. Much credit is due the several picnic committees and the G.T.R. officials for the way in which they handled the great crowd of over ten thousand people without an accident of any sort to mar the enjoyment of the day.

The first programme feature was an



DRUMMERS' SNACK—DR. ALGIE,
Physician, Author, Musician and Good Fellow.

indoor baseball match in the morning between Hamilton and Brantford teams for a silver trophy. While the score leaned wildly towards Hamilton, Brantford put up a plucky fight and at no time did their opponents feel they were having a walk-over. The score was 8 to 1 and the teams were:

Hamilton—Williams, G. W. Cann, M.

Cummings, Donovan, Ab. Hobson, Art Lavis, Semmens, Brown, Walter Cann.

Brantford—J. Cammell, J. Newham, D. Noble, J. Mathers, R. Cammell, H. Burns, F. Harp, J. Burns, G. Harp.

The racing results were as follows:

Potato race, 50 yards, potatoes 10 yards apart and to be brought in one by one—Farmer, of Hamilton, Young, of Brantford, Brown, of Hamilton.

Single ladies' 50 yards dash—Miss T. O'Neil, Hamilton, Miss Julia Holtham, Hamilton, Miss Beverstock, Hamilton.

Shoe race—B. Cornell, Hamilton, L. Brown, Hamilton, Wm. Farmer, Hamilton.

Boys' race, under 10, 50 yards—G. Cornell, N. Becker, G. Kingston.

Association race, open to members—J. M. Semmens, J. Lampman, Art Lavis, all of Hamilton.

Wheelbarrow race, 100 yards—B. Cornell and G. Northmon, R. Burns and W. Cornell.

Girls' race, under 10, 50 yards—E. Robinson, A. Caffery, G. Hyland.

Men's open race, 100 yards—R. Kerr, W. Farmer, W. Cornell.

Married ladies' race, 50 yards—Mrs. Long, Hamilton; Mrs. Fleming, Hamilton; Mrs. Bolton, Brantford.

Clerks' and drivers' race, 100 yards—R. Burns, J. Cochran, A. O'Neil.

Girls' race, under 16, 75 yards—Miss J. Beverstock.

Four-legged race, 100 yards—Brown, Brown and Grey; McQueen, Macdonald and Jones; Farmer, Kerr and Lambert.

Catching the greasy pig, prize, the pig—Mr. Noble.

Boys' race, under 15, 100 yards—J. McKeever, H. Graham, E. A. Hyslop.

Three-legged race, 100 yards—Brown and Brown, Becker and Weston.

Commercial travelers' race, 100 yards, open to travelers from Hamilton and Brantford—E. Dore, J. Carroll, C. Griffin.

Race for grocers' wives—Mrs. Vosper, Mrs. Donald, Mrs. Brock.

Ladies' Comfort Soap race—Mrs. Fleming, Mrs. Donald, Mrs. Carey, Hamilton.

The baseball match between Big 3 Special and Two-in-One resulted in favor of the latter, 20—14. Batteries—Big 3, Taylor and Hollington; Two-in-One, Hunt and Young.

D. M. Barton, physical director of the Hamilton Y.M.C.A., won the praise of all concerned by his work as starter. The other officials were: Judges—J. A. McIntosh, C. W. Griffin, J. Lampman. Clerk of course and chairman of the games committee—John Forth. Secretary of games—M. Semmens. Treasurer—H. P. Boyd. W. J. Jackson, J. G. Price.

Associated with these gentlemen were Messrs. Adam Ballentine, Chas. Peebles, Jos. Kirkpatrick, and others, who, under the enthusiastic direction of President A. G. Bain and Secretary M. R. Hill, are responsible for the huge success of the picnic.

The greased pig took to the tall timber. Treasurer Boyd, of Hamilton, mounted a table.

The Grand Trunk did its work well, and to take and return 10,000 people

without an accident and in good time calls for a vote of thanks.

The cash prizes totalled \$80.

The evening band concert left nothing to be desired but more time.

NOVA SCOTIA APPLE CROP.

Some difference of opinion exists regarding the Nova Scotia apple crop. It has been reported a failure. Our correspondent writes:

"It is a very difficult matter this



DRUMMERS SNACK—FRED. C. HUNT,
Toronto Secretary.

year to forecast the prospects of the apple crop. Reports greatly vary and in many cases are conflicting. In some localities a splendid 'set' is reported, and apples are described as hanging as 'thick as currants' on the trees. In other districts the set is said to be far below the average. On the whole, however, it seems probable that the crop for the entire valley will be well up to the average. Gravensteins everywhere are apparently a failure, being small in yield and decidedly 'spotty'. Kings and Baldwins show up well. Ribstones have set very unevenly and on the whole lightly. Russetts are a failure. Other varieties make a moderate showing.

"There will be a decidedly small yield of plums, one-third or one-fourth of an average crop. Pears are a total failure. The great bulk of the potato crop was planted about two weeks later than usual, i.e., between the 12th and 21st of June. It is making splendid progress, however, now, and is almost certain to go above the average. The 'bug' is very little in evidence and to all appearances will not 'cut much ice' this Summer. Owing to the lateness of the season a considerably small area was planted in potatoes this year. All other root crops promise exceedingly well and pastures are in full bite. Taking it altogether the outlook for the present season is a bright one for agriculture, and not unpromising for the fruit raisers, but the question of prices, the great determining facts in the latter case, will not be decided before the end of the year."

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

Biscuits, Confectionery.
Cowan Co., Toronto
Kingsley Mfg. Co., Toronto
McLachlan, Sons
Mooney Biscuit & Confectionery Co., Toronto
Mott, John P., & Co., Toronto
National Licorice Co., Toronto

Brooms and Brushes.
Woods, Walter, Toronto

Canned Goods & Canning.
Balfour, Snye & Co., Toronto
Belleville Canning
Bloomfield Packing
Canadian Cannery, Toronto
Lakeside Canning Co., Toronto
Manitoba Canning Co., Toronto

Canned Goods & Canning.
Old Homestead Canning Co., Toronto
Turner, James & Co., Toronto

Cans, Tin.
Acme Can Co., Montreal
National Cash Register Co., Toronto

Cash Registers.
National Cash Register Co., Toronto

Cash Sales Books.
Carter-Crume Co., Toronto

Cheese Cabinets.
Walker Bin and Storage Co., Toronto

Cigars, Tobaccos.
American Tobacco Co., Toronto
Empire Tobacco Co., Toronto
McDougall, D., & Co., Toronto
Payne, J. Bruce, Toronto
Tuckett, Geo. E., & Co., Toronto

Clothes Lines.
Hamilton Cotton Co., Toronto

Cocoas and Chocolates.
Baker, Walter & Co., Toronto
Cowan Co., Toronto

Cocoa and Chocolate.
Dunn, Wm. H., Montreal
Eggs, James, & Co., Toronto
Lowney, Walter M., Toronto
Mott, John P., & Co., Toronto
Peter's Chocolate, Montreal
Stewart Co., Toronto

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

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

Condensed Milk and Cream.
Borden's—Wm. H. D., Toronto
Truro Condensed Milk Co., Toronto

Consulting Chemists.
Kaufmann, W. P., Toronto

Counter Check Books.
Alison Coupon Co., Toronto
Carter-Crume Co., Toronto

Cordials.
Batger's, Rose & Latta, Toronto
Gowans, Kent & Co., Toronto

Crockery, Glassware.
Gowans, Kent & Co., Toronto

Dairy Produce and Cream.
Clark, Wm., Montreal
Dawson Commission Co., Toronto
Fearman, F. W., Toronto
MacLaren Imperial Creamery Co., Toronto
Montreal Packing Co., Toronto
Park, Blackwell Co., Toronto
Power, B. H., Halifax
Rutherford, Marshall, Toronto
Ryan, Wm., & Co., Toronto

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

Baking Powder.

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

Biscuits, Confectionery, Gum, Etc.

Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.

Woods, Walter, & Co., Hamilton.

Canned Goods.

Balfour, Snys & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Cannery, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.

Acme Can Co., Montreal.

Cash Registers.

National Cash Register Co., Dayton, O.

Cash Sales Books.

Cartier-Crume Co., Toronto.

Cheese Cabinets.

Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.

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

Clothes Lines.

Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowrey, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.

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

Concentrated Lye.

Gillett, E. W. Co., Toronto.

Condensed Milk and Cream.

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

Consulting Chemists.

Kaufmann, W. P., Toronto.

Counter Check Books, Etc.

Allison Coupon Co., Indianapolis, Ind.
Cartier-Crume Co., Toronto.

Cordials.

Bakers, Rose & Lafamme, Montreal.

Crockery, Glassware and Pottery.

Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.

Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance

Bradstreet Co.

Fish.

Atlantic Fish Co., Lunenburg, N. S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N. B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavouring Extracts.

Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.

Wilson, Archdale, Hamilton, Ont.

Foreign Importers.

Boyd, Thos. & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C. & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C. & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.

Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De V. Barrodo, J. V. & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.

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

Grain, Flours and Cereals.

Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co., Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.

Balfour & Co., Hamilton.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos. Sons & Co., Montreal.
Campbell Wilson & Howe, Calgary, Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinross, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D. Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.

Walker Bin and Store Fixture Co., Berlin

Jams, Jellies, Etc.

Batger's—Rose & Lafamme, Montreal.
Carrier, P. W., Quebec.
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P. E. I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.

Improved Match Co., Montreal.

Mince Meat.

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

Office Supplies.

Copeland-Chatterton Co., Toronto.

Oils.

Queen City Oil Co., Toronto.

Oil Tanks.

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

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Lucas, Steele & Bristol, London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Lafamme, Montreal

Purnell, Webb & Co., Bristol, Eng.

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

Polishes—Metal.

Oakey, John, & Sons, London, Eng.

Polishes—Stone.

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

Refrigerators.

Eureka Refrigerator Co., Toronto.

Salt.

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

Soap.

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

Soda—Baking.

Church & Dwight, Montreal.

Starch.

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

Sugars, Syrups and Molasses.

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

Teas, Coffees, and Spices.

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

Vinegar and Cider.

White, Cottell & Co., London, S. E.

Washing Compound.

Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.

Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.

Canada Paper Co., Toronto.

Yeast.

Gillett, E. W., Co., Toronto.

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Established 1886

**The MacLean Publishing Co.
Limited**

JOHN BAYNE MACLEAN President

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

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WESTERN RETAIL CONVENTION.

In point of attendance, the convention of the Retail Merchants' Association of Western Canada, held in Winnipeg last week, was not very satisfactory and the executive will be well advised if they take into serious consideration a resolution passed at the convention, advocating a plan for the representation of the various sections by duly appointed delegates and suggesting some other time of year for the mid-summer meeting. Under the present haphazard system all members and dealers are entitled to attend, but no one feels any special responsibility in the matter. In future it is hoped that there will be a systematic scheme of representation whereby each section will send one or two delegates and all parts of the country will have a voice in the decisions of the convention. Moreover, it would also be an improvement if the convention could be held at some time other than Exhibition week, for the Fair presents many attractive distractions, and it is difficult to get a good meeting.

But while the attendance was not large, the convention was very far from

being a failure and a number of important resolutions were passed. A full report appears in another part of this paper and comment is unnecessary.

MR. TROWERN AND THE MAC-LEAN TRADE PAPERS.

At the meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week, President Hunter, in the absence at a committee meeting of Secretary Coulson, read a long letter to Mr. Coulson from E. M. Trowern, the secretary of the Dominion Retail Merchants' Association. That letter contained a bitter attack upon two of the MacLean trade papers, Hardware and Metal and The Canadian Grocer, and it is certainly the right and privilege of this paper to reply to it. In justice to Mr. Trowern, we should like to reproduce the letter in full, but Secretary Coulson takes the ground that it was a personal letter, and that it was through a misunderstanding on the part of President Hunter that it was read in the open session of the convention. We respect Mr. Coulson for his honorable scruples in this matter, but take the ground that, the letter having been read in open meeting, it became the property of the association, and, an attack having been read upon this paper in an open session of the convention, it is our privilege to reply.

As readers of this paper are well aware, the two retail associations of the west decided in February last to affiliate for certain purposes, and they elected a joint executive known as the "Western Board." This "Western Board" affiliated for certain specific purposes with the Retail Merchants' Association of Canada and it was the duty of Mr. Coulson, as secretary of the Western Board, to keep in touch with Mr. Trowern, the Dominion secretary. Mr. Trowern laid stress last February upon the importance of securing the support and co-operation of the western merchants and the western merchants responded to the appeal.

In the months that have passed since the February meeting, several important matters have come up which would seem to demand the attention of the entire retail trade of Canada. Western merchants were anxious to co-operate with the trade in the east and Mr. Coulson wrote Mr. Trowern repeatedly, asking for information and offering assistance and support. But, strange to say,

no reply was received until the day before the opening of the convention.

And what was the excuse for not writing? The first reason assigned was that certain articles had appeared from time to time in The Canadian Grocer and Hardware and Metal, and the second was that he thought it best not to disturb the slumbers of the western association until the time of their convention. Surely these reasons are quite inadequate, but that is a matter for the association to decide for themselves. The hard-headed business men of the west may require a lot of argument to persuade them that because Mr. Trowern does not like certain articles in the MacLean trade papers, he is therefore excused from answering his correspondence.

In the course of his letter to Mr. Coulson, Mr. Trowern went out of his way to attack the editors and management of the MacLean trade papers and also to discredit the Ontario Retail Hardware and Stove Dealers' Association. He made the statement that the Ontario organization had not been able to secure sufficient attendance at their meeting to elect five officers—a statement which is the direct opposite of the truth, but the motives for which will probably be well understood by the Ontario hardware dealers. In bombastic style he also proceeded to say that the trade in Ontario and Quebec are thoroughly aroused over the attitude of The Canadian Grocer and Hardware and Metal, and they are now taking up the matter with the Dominion Wholesale Grocers' Guild and with the Canadian Manufacturers' Association, and he was perfectly certain that the MacLean Publishing Co. would have to change their plans. This statement is, of course, too ridiculous to deserve serious attention.

The MacLean trade papers desire only the best interests of the retail trade and they do not propose to be frightened by talk of this kind. All honest and intelligent efforts to promote the organization of the retail trade for self-protection will, as in the past, have the hearty support of this paper.

EXPERTS DISAGREE.

As time goes on the details of the pure food propaganda will filter into the understanding of the masses of the people, but in the meantime things are very much unsettled in the minds of the select few, the experts. At a recent national convention in Hartford, Conn., of

the Association departments, ex-commissioners (ing out of stat- emergence of vic- that legally co- pure food prod- for instance, de- five manner th- proportion of- harmless it n- whiskey, batter, poison. Anothe- terms quite as- chemical becom- fatal dose is- Pure food reg- mainly at two t- leting of only- products, and to- shall have the f- they are buying- Strawberry ja- stand it, a con- sugar and water- for some consu- get a healthful, substitute comp- cose and timoth- as it is not so- strawberry jam- what they are- stricted absolut- tionary defines- would be depriv- youth.

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the details of the will filter into the nasses of the peo me things are ver minds of the se At a recent na Hartford, Conn.,

The Association of State Dairy and Food departments, experts all, most of them commissioners charged with the carrying out of state food laws, marked divergence of view was apparent as to what legally constituted pure food and pure food products. One commissioner, for instance, declared in the most positive manner that no matter how small a proportion of preservative nor how harmless it might be, when used in whisky, batter, milk or other foods is a poison. Another delegate declared in terms quite as strong that any drug or chemical becomes only poisonous when a fatal dose is taken.

Pure food regulations should aim primarily at two things, to insure the marketing of only healthful and clean food products, and to provide that consumers shall have the fullest knowledge of what they are buying.

Strawberry jam as the experts understand it, a concern of fruit boiled in sugar and water, may be too expensive for some consumers, and if they can get a healthful, palatable and nutritious substitute composed of apple pulp, glucose and timothy seed, why not so long as it is not sold to them as genuine strawberry jam. They should know what they are buying. If we were restricted absolutely to jam as the dictionary defines it, many a boy and girl would be deprived of one of the joys of youth.

DARK PLACES IN THE CODE.

The absence of clear and definite intention in section 520 of the Criminal Code is causing the wholesale grocers of Canada much expense and annoyance. They pointed this out to the Government months ago and asked, not that their association and its methods be declared legal, but that the act be made plain, that it be made to mean unequivocally what the Government thought in the public interest it should mean. They contended that everything the Grocers' Guild had done was morally and commercially above reproach. But what they asked the Government to do was to make the code plain and not a mere matter of opinion bandied between judges and lawyers. The grocers have no desire to be lawbreakers, but as the code stands now the best lawyers in the country cannot tell them whether they are or not.

Under the circumstances it seems strange that the Government having had ample notice should allow the session of Parliament to conclude without any steps being taken to remedy the situation. It is a question affecting every business interest of the country, the right to trade organization and agreement.

Now comes word that Sir Wilfrid Laurier has promised that the Government shall take the matter up at the first session of Parliament next year and that he expresses the view that those engaged in business should have an equal right of organization with labor men. This is satisfactory so far as it goes, but why should the intention of the law be left in obscurity for a year?

NEW FACTOR IN FRENCH TRADE.

Another indicator pointing to Canada's increasing portion in the world of trade is the formation of a Canadian section in the British Chamber of Commerce of Paris, France. It should be also an influential agent in developing the present not inconsiderable commerce between France and Canada.

As yet Canada has the big buying end and small selling end of this business. In the year 1905 the Dominion bought from France goods to the value of \$7,201,000 and sold to it \$1,511,000 worth. The principal items in this bill of lading were, fish and produce of, mostly lobsters, \$608,000; minerals and metals and manufactures of, \$44,800; wood and manufactures of, \$131,000; breadstuffs, \$211,000. Canada sold that year \$2,754,000 worth of canned lobsters and France took more than a fifth of the output, \$589,000 worth. The only two better customers were Great Britain and the United States. Of the metal products, the largest item was agricultural implements, \$360,000. The other important article under that heading was asbestos, \$45,000. While exporting over \$12,000,000 worth of butter, France bought from us last year, as a beginning, \$14,000 worth; but of cheese not a pound.

The British Chamber of Commerce, Paris, has issued circulars calling attention to the Canadian section, setting forth the advantages of membership and inviting Canadian manufacturers to join.

"The committee appointed for this purpose," runs the letter of the president, "is composed of gentlemen well acquainted with Canadian requirements and will attend to all inquiries relating to Franco-Canadian business. We have reason to believe that there is a large field in France for Canadian produce and manufactures."

The Chamber was established in 1872 and the circular accompanying the president's letter says:

"It offers to its members the experience of thirty-four years of continental business, and has unique opportunities of affording information on channels of trade, of putting British houses in touch

with likely agents, of indicating trade openings and markets, of explaining French methods of business (which, needless to say, differ in many ways from English) and of advising on such important subjects as the best means of advertising and otherwise bringing goods before the French purchaser. The Chamber also obtains for its members information on the commercial standing of French firms. Notice of proposed commercial legislation, customs regulations, inventions in France capable of interesting British manufacturers, and statistical and general information of all kinds are transmitted to members both directly and through the medium of the Chamber's monthly circulars and reports."

With the recent extension of the commercial treaty with France, the establishment of a direct line of steamers and the formation of a Canadian Chamber of Commerce in Paris, Canada's sales to France should materially increase. That there is ample room for development is shown by the imports into France of goods which Canada brings to the markets of the world, grain and grain products, \$22,000,000; cheese, \$6,600,000; machinery, \$22,400,000; meat, \$4,200,000.

CANADIAN PRODUCE IN ENGLAND.

A recent despatch from England comments on the utterances of an English paper, the Newcastle Daily Chronicle, which commends very highly Canadian butter and cheese. Canadian produce was brought to their notice particularly through the action of a Montreal exporter, who is advocating a more stringent inspection of butter and cheese manufacturing. Speaking editorially of Canadian goods, this paper says that they are possessed of a deservedly high reputation in the Old Country. It is very encouraging to those interested in the butter and cheese exporting trade locally to know that their efforts towards maintaining the high standard, for which Canadian goods have long been known, are publicly recognized in the Mother Country. The Newcastle Chronicle states further that if Canadian manufacturers show themselves willing to promote a system which will absolutely guarantee the purity of Canadian butter and cheese their reputation will soar even higher. This is a fact, and there is every reason why Canadian exporters should do all that is possible to ensure purity in the manufacturing of these articles. It is only possible to do this through the co-operation of farmer, factoryman and exporter.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 1, 1906.

Trade in grocery lines has been moving along very satisfactorily during the week. For the time of year business has been quite good, the size of orders received by jobbers being encouraging. The market this week does not present any new feature of interest. The various grocery lines have been moving along steadily at prices which are well maintained. In canned goods nothing new has developed. The trade is anxiously awaiting the new price lists, but they have not yet been forthcoming. Corn is becoming scarce. In some quarters there is talk of a short crop owing to the hot weather. Sugar is moving out steadily. It is thought in some sections that there will be an advance in prices shortly, but this is entirely problematical. Japan teas continue interesting. There is a report current that there will be no third crop teas, while, as is well known, second crop are very short. Molasses is unchanged since last week. The market is firm. Dried fruits are moving along about as usual at this time of year, while coffee and spices present no new features. Evaporated apples are almost an unknown quantity. Some holders of small lots are talking 16c. The report circulated recently to the effect that the bean crop had been more or less seriously damaged by insects has not been confirmed and dealers are not inclined to credit the story.

Collections have been very satisfactory during the past week, and jobbers feel that the fact of there being more money in circulation, as evidenced by the returns, will help business materially.

CANNED GOODS—Canners have not yet issued their price lists. It is said however, that the lists will be out in a week or ten days at most. Considerable activity prevails in canned goods. Many orders are being booked for different lines for future delivery at open prices. Spot salmon is in very good demand, while there is considerable inquiry for future. Tomatoes are unchanged since last report. Peas are moving out very well, as is corn also. It is stated by some that corn is rapidly becoming cleaned up. The present warm weather, according to those in a position to know, may have the effect of insuring a short crop this year. Canned fruits are in fair request.

	Group No. 1	Group No. 2
Cherries—		
2s, red, pitted	2 12½	2 10
2s, red, not pitted	1 57½	1 65
2s, black, pitted	2 12½	2 10
2s, black, not pitted	1 67½	1 65
2s, white, pitted	2 32½	2 30
2s, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92

Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White—		
2	1 75	1 72½
2½	2 50	2 47½
3	2 70	2 67½
Pie, not peeled, gal.	1 27½	1 25
Pie, peeled	3 57½	3 55
Pie, peeled, gal.	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 95	1 92½
" " 3	2 10	2 07½
Bartlett 2	1 80	1 77½
" " 2½	2 17½	2 15
" " 3	2 32½	2 30
Pie, not peeled, gal.	1 27½	1 25
Pie, not peeled, gal.	3 87½	3 85
Pie, not peeled, gal.	3 27½	3 25
Pineapples—		
2s, sliced	2 25	2 25
2s " grated	2 35	2 35
3s " whole	2 50	2 50
Plums—		
2s, Damson, light syrup	1 00	1 00
2s " heavy syrup	1 20	1 20
2½s " " " "	1 57½	1 57½
3s " " " "	1 85	1 85
Gals. " " " "	2 95	2 95
2s " Lombard, light syrup	1 05	1 05
2s " heavy syrup	1 35	1 35
2½s " " " "	1 62½	1 62½
3s " " " "	1 90	1 90
Gals. " " " "	3 15	3 15
2s " Green Gage, light syrup	1 15	1 15
2s " heavy syrup	1 47½	1 47½
2½s " " " "	1 72½	1 72½
3s " " " "	2 00	2 00
Gals. " " " "	3 45	3 45
2s " Egg, heavy syrup	1 57½	1 57½
2½s " " " "	1 80	1 80
3s " " " "	2 10	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2s, heavy syrup	1 52½	1 50
2s, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2s, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2s, wax	\$0 82½	\$0 80
2s, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 85	
Gallon, per doz.	5 00	
Peas—		
2s, standard (No. 4)	0 67½	0 65
2s, early June (No. 3)	0 75	0 72½
2s, sweet wrinkled (No. 2)	0 87½	0 85
2s, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2s, preserved	1 17½	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2s, table	1 42½	1 40
3s, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb. tins		1 00
Tomatoes—		
3-lb. tins, per doz.	1 20	
Gallon tins, per doz.	3 02½	

FISH

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Tails, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, " "	1 57½
1-lb. Flat, 5 cases and over, " "	1 67½
1-lb. " less than 5 cases, " "	1 70
Arrow brand, 7½ cents less.	
1-lb. " 5 cases and over, " "	1 00
1-lb. " less than 5 cases, " "	1 02½
Low Inlet.	
1-lb. Flat, 5 cases and over, " "	0 95
1-lb. " less than 5 cases, " "	0 97½
" This-le " haddies, 4 doz. 1-lb. flats, per doz.	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	1 00
fresh herring in tomato sauce, 4 doz.	
ovals, per doz.	1 00
Canadian plain herring, per doz.	1 00
Scotch kippered herring, per doz.	1 35
" herring in tomato sauce, per doz.	1 30

SUGAR—Good business in sugar is re-

ported on all sides. Orders received by jobbers are very satisfactory. Prices have been well maintained to date, but there is a possibility, though not a certainty, of an advance shortly. Existing conditions make this statement possible, but only time will tell whether or not the advance anticipated in some quarters will be realized.

Granulated, bbls.	\$4 20
" ½-bbls.	4 35
" bags.	4 15
Paris lump, barrels	4 75
" " half-barrels.	4 85
" " boxes, 100 lbs.	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls.	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 " "	3 87
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—The Japan market is strong at present. Buyers are coming forward now, apparently realizing that it will not profit them anything to hold off any longer buying second crop teas. The prices demanded have scared many up to the present. We have been informed by reliable parties that second crop Japans will be "enormously" short, while there will be no third crop. Ceylon greens are inclined to be stiffer. Good prices are obtainable for good quality teas.

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

SYRUPS AND MOLASSES—A firm feeling exists in the molasses market. Trade is not very large, orders being of no great size, but the trade, such as it is, is in a healthy condition.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" ½-bbls.	0 02½
" bbls.	0 03
" 3½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

FOREIGN DRIED FRUITS—Fairly good business is passing in dried fruits. The market has not changed materially during the week. Valencia raisins are unchanged. Very good demand for seeded stock is reported. Currants are moving along about as usual. Nuts are still upward in tendency as regards prices. Brazils will, it is said, be very short this year, only half a crop being expected. Tarragona almonds are still advancing. Filberts are stiffer than they were last week. Almonds are also inclined to go higher.

Valencia Raisins—	
Fine off-stalk, per lb.	0 05
Selected, per lb.	0 05½
Layers, "	0 05½

Dates—
Dates, Hall
Californian
Apricots, pe
Peaches,
Pears,
Malaga Rai
London lay
" Connoiss

Royal Bu

" Excelsior

Californian

Loose musc

" "

" "

Prunes—

30-40s.....

40-50s.....

50-60s.....

60-70s.....

70-80s.....

80-90s.....

90-100s.....

Oregon pru

Oregon pru

" "

Currants—

Filiatras, u

Fine Filiat

" "

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Amalias

Sultana Ra

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" "

Eleme Tab

Six crown,

Three crow

Glove box

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12-oz. boxe

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Jamaica.

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Rio, No. 7

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Peppers, 1

Ginger, w

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Dates—		
Dates, Halloweas, per lb	0 04	0 04
California Evaporated Fruits—		
Apricots, per lb	0 13	0 14
Peaches, "	0 12	0 14
Pears, "	0 13	0 15
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" " 1/2-boxes	0 80	
Royal Buckingham Clusters, 1/2-boxes	1 10	
" " boxes	3 50	
" Excelsior Window Clusters, 1/2-boxes	4 50	
" " boxes	1 3	

California Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09	0 09
" " choice seeded, in 1-lb. pkgs.	0 08	0 09
" " 2 crown	0 07	0 08
" " 3 crown	0 08	0 08
" " 4 crown	0 08	0 08

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

Currants—		
Filiatras, uncleaned, barrels	0 05	0 05
Fine Filiatras, per lb., in cases	0 06	0 07
" " cleaned	0 06	0 06
" " in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 06	0 07
Amalias	0 06	0 06

Sultana Raisins—		
Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton	0 06	0 09

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 09
Four crown, fancy, 10-lb. boxes	0 09	0 09
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 11	0 11
Fancy washed figs, in baskets, per basket	0 20	0 20
" " pulled figs, in boxes, per box	0 22	0 22
" " stuffed figs, " " "	0 28	0 28
12-oz. boxes	0 06	0 07

COFFEE—Nothing new has developed in the coffee situation since last report. Business continues about as large as usual at this time of year.

Jamaica	0 10	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

SPICES—Conditions in the spice market remain unchanged since last week. Reports received from primary markets are along the usual tenor of those recently received in Montreal.

Peppers, black	0 16	0 22
" " white	0 25	0 35
Ginger, whole	0 16	0 24
Ginger, Coghin	0 17	0 17
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES—Stocks are said to be cleaned up entirely. This has been said so many times within the past two or three months, however, that it is hard to say just how stocks stand. It is probable that supplies are well nigh exhausted. In some sections holders of small lots are talking 16c. and in some cases this figure has been obtained.

MAPLE PRODUCTS—No change is noticeable in the market this week. Business passing is not large.

Maple syrup, in wood, per lb	0 05	0 06
" " in large tins	0 04	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 07	0 08

HONEY—Fairly good business is being done in honey for the time of year. Dealers are still asking 14c. to 15c. for comb honey, which is arriving in fairly large quantities.

White clover comb honey	0 14	0 15
White clover, extracted	0 08	0 08
Buckwheat	0 06	0 06

BEANS—The story recently circulated to the effect that the bean crop had been more or less damaged by insects has not been confirmed, and it is now regarded as no more than a rumor. Numerous other rumors are afloat, as

usual, but nothing definite can be stated as yet. In some quarters somewhat lower prices are looked for next season. There is no change in the conditions at present.

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

RICE AND TAPIOCA—There is nothing new to report in the rice situation. Orders received are for immediate delivery. Tapioca is practically out of the market. A large Montreal jobber speaking of the situation said: "Fully nine-tenths of the wholesalers in Montreal are without any stock of tapioca. Orders for this article can not be booked. Plantation owners are not offering anything and in consequence the jobbing trade finds it impossible to obtain supplies. It is uncertain why the planters are holding back, but it is a fact nevertheless. Those jobbers holding any stock at all are asking in most cases 8c., although some sales have been made at 7 1/2c." Under these circumstances the quotations, 7 1/2c. to 8c., are purely nominal.

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

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 2, 1906.

BUTTER—Market firm. Demand steady. Fine Townships quoted 22 to 23c.
CHEESE—Easier feeling in market. Demand light. Finest Ontario, 11 1/2 to 11 3/4c; Town-hips, 11 1/2 to 11 3/4c; Quebec's, 11 1/2c.
EGGS—Market steady under fair demand. Selects, 2) to 2 1/2c; No. 1 caddled, 17 1/2 to 18c.
PROVISIONS—Market firm in tone. Live hogs continue firm. Dressed hogs also firm at \$11 per 100 lbs.

ONTARIO MARKETS.

FLUCTUATIONS—
GALLON APPLES—\$3.
SUGAR—Very strong.
COFFEE—Going higher.

Toronto, Aug. 2, 1906.

The grocery trade this week has been very satisfactory. Sugar has occupied more than its average one-third of the business done and the feeling regarding it is that a rise is past due. The information has been received here that the rise would have taken place had it not been for Montreal importation of some European sugar, and the Canadian refiners did not want to give the interloper more room to move in. Otherwise the market has been very steady and very few changes or fluctuations are noticeable in the grocery list. Figs, like so many other dried fruits, are going to be rather higher this year. Tomatoes are interesting some jobbers, but the situation is practically unchanged. There will be enough of the old stock to go round till the new comes in, perhaps a little more. Castile soap has advanced 1/4c. a pound.

CANNED GOODS—Trade continues steady. Gallon apples have been advanced by some houses to \$3, and the stocks are very limited. There is an ample supply of tomatoes. Some houses are selling at \$1.15, but it is

claimed they could get \$1.25 just as easily. Prices on the new salmon pack are not yet out, and the trade is curious to know what they will be. The market locally is very firm and low grades as well as the choice brands are said to be getting scarce.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.		Group No. 1	Groups 2 and 3
Apples, standard, 3s	1 02	1 00	
" " standard, 3s	1 27	1 25	
" " standard, gal		3 00	
Blueberries—			
2s, standard	0 92	0 90	
2s, preserved	1 42	1 40	
Gals, standard	3 25	4 00	
Cherries—			
2s, red, pitted	2 12	2 10	
2s, " not pitted	1 67	1 65	
2s, black, pitted	2 12	2 10	
2s, " not pitted	1 67	1 65	
2s, white, pitted	2 32	2 30	
2s, " not pitted	1 92	1 90	
Gallons, standard, not pitted	7 12	7 19	
" " pitted	8 62	8 60	
Currants—			
2s, red, H.S.	1 60	1 57	
2s, red, preserved	1 80	1 77	
Gals, red, standard	4 77	4 75	
" " solid pack	7 02	7 00	
2s, black, H.S.	1 77	1 75	
2s, " preserved	2 07	2 05	
Gals, black, standard	5 02	5 00	
" " solid pack	8 02	8 00	
Grapes—			
2s, white Niagara	1 42	1 40	
2 1/2s, white Niagara	1 77	1 75	
3s, white Niagara	1 97	1 95	
Gal, white Niagara	3 52	3 50	
Gooseberries—			
2s, H.S.	1 90	1 87	
2s, preserved	2 12	2 10	
Gals, standard	6 02	6 00	
" " solid pack	8 02	8 00	
Lawtonberries—			
2s, H.S.	1 77	1 75	
2s, preserved	1 95	1 92	
Gals, standard	5 52	5 50	
Peaches—			
1 1/2s, yellow (flats)	1 70	1 67	
2s, yellow	1 90	1 87	
2 1/2s, yellow	2 60	2 57	
3s, yellow	2 85	2 82	
3s, yellow (whole)	2 37	2 35	
2s, white	1 75	1 72	
2 1/2s, white	2 50	2 47	
3s, white	2 70	2 67	
3s, pie	1 27	1 25	
Gal, pie, peeled	4 52	4 50	
Gal, pie, not peeled	3 57	3 55	
Pears—			
2s, Flemish Beauty	1 65	1 62	
2 1/2s, Flemish Beauty	1 97	1 95	
3s, Flemish Beauty	2 12	2 10	
2s, Bartlett	1 80	1 77	
2 1/2s, Bartlett	2 17	2 15	
3s, Bartlett	2 32	2 30	
3s, pie	1 27	1 25	
Gal, pie, peeled	3 80	3 77	
Gal, pie, not peeled	3 27	3 25	
Pineapple—			
2s, sliced	2 32	2 30	
2s, grated	2 57	2 55	
3s, whole		2 70	
Plums, Damsen—			
2s, light syrup	0 92	0 90	
2s, heavy syrup	1 17	1 15	
2 1/2s, heavy syrup	1 47	1 45	
3s, heavy syrup	1 77	1 75	
Gal, standard	2 97	2 95	
Plums, Lombard—			
2s, light syrup	0 97	0 95	
2s, heavy syrup	1 22	1 20	
2 1/2s, heavy syrup	1 52	1 50	
3s, heavy syrup	1 77	1 75	
Gal, standard	3 17	3 15	
Plums, greengage—			
2s, light syrup	1 02	1 00	
2s, heavy syrup	1 27	1 25	
2 1/2s, heavy syrup	1 52	1 50	
3s, heavy syrup	1 82	1 80	
Gal, standard	3 47	3 45	
Plums, egg—			
2s, heavy syrup	1 55	1 52	
2 1/2s, heavy syrup	1 82	1 80	
3s, heavy syrup	2 12	2 10	
Raspberries, Red—			
2s, L. S. (Shafferberries)	1 42	1 40	
2s, preserved	1 87	1 85	
Gals, standard	5 27	5 25	
" " solid pack	8 27	8 25	
Raspberries, Black—			
2s, black, H.S.	1 62	1 60	
2s, preserved	1 77	1 75	
Gals, standard	5 02	5 00	
" " solid pack	8 72	8 25	
Strawberries—			
2s, heavy syrup		2 25	

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NUTS—Trade in nuts, except peanuts, is naturally quiet. Prices are unchanged.

Almonds, Tarragona, per lb.	0 14	0 15
" Formigetta	0 13	0 14
" shelled Valencia	0 28	0 30
Walnuts, Grenoble,	0 14	0 15
" Bordeaux,	0 10	0 11
" shelled	0 26	0 28
Filberts, per lb.	0 10	0 10
Pecans, per lb.	0 14	0 17
New Brazil, per lb.	0 14	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	0 08	0 08
A 1's, banners and suns	0 08	0 08
Japanese Jumbo's	0 08	0 08
Virginia	0 10	0 10

SPICES—Prices continue unchanged:

Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	0 45	0 75
Nutmeg	0 45	0 75
Cloves, whole	0 22	0 28
Cream of tartar	0 16	0 16
Allspice	0 16	0 16
Mace	0 22	0 28

RICE AND TAPIOCA—The market is steady at unchanged prices.

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

DRIED FISH—

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb.	0 05
Fitch-and cod fish, cases of 100 lbs.	6 50

WOOL—AND HIDES—Wool is being offered very freely by various holders throughout the country in quantities varying from 5,000 to 30,000 pounds, but there are very few sales, as the market is easier owing to the recent decline at London sales, and dealers anticipate a further decline in wool similar to Canadian. Hides are coming in freely and the supply is said to be in excess of the demand.

Hides, inspected, steers, No. 1	0 13
" " " " No. 2	0 11
" " " " cows, No. 1	0 12
" " " " " " No. 2	0 11
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
" " " " " " No. 1, country	0 13
Sheep skins	1 65
Pelts	0 55
Horse hides, No. 1	3 15
Rendered tallow, per lb.	0 05
Pulled wool, super, per lb.	0 27
Wool, unwashed fleece	0 17
" washed fleece	0 25

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 2, 1906.)

Business continues very active with few changes of importance in jobbing prices. Tapioca is quoted this week at another advance of 1/4c. per lb. and it is firmly held at the new price.

CANNED GOODS—Cohoe salmon is unobtainable and there is very little sockeye or humpback salmon being offered. Until the new pack is on the market there will be a scarcity of all brands of salmon. It will probably be October 1 before the new pack is available in Winnipeg.

FRUITS.

Apples—	Group	Groups
gallons, per doz.	No. 1.	No. 2 & 3
3-lb.	3 35	3 30
Cherries—	2 75	2 70
red pitted, per 2-doz. case	4 33	4 28
Currents—		
new, red, 2 doz. cases per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	03

Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's	4 08	4 03
3's	6 14	6 09
Plums—		
Damson, 1's	2 13	2 08
Lombard, 1's	2 23	2 18
Greengage, 1's	2 33	2 28
Pumpkins—		
3's	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole, " "	3 75	
2's, whole, " "	4 60	
2's, grated, " "	4 40	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
Strawberries	4 28	4 23
gallon, per doz.	6 80	

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
" "	1 98	1 93
Peas—		
(No. 4) 2's	1 63	1 58
(No. 3) 2's	1 78	1 73
Succotash—		
2's	2 63	2 58
Beets—		
whole, "	2 08	
sliced, "	2 28	
whole, 3-lb., "	2 64	
sliced, "	2 84	
Spinach—		
2's, per doz.	3 08	3 13
3's	4 04	4 09
gallon, per doz.	11 10	
Asparagus, per doz.	2 89	
Tomatoes—		
All groups, per case	3 00	

FISH.

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, "	6 00
" River's Inlet, "	5 90
" Red Spring, "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, 1 to 4 cases	6 75
" " " " 5 to 9 cases	6 65
" " " " 10 to 25 "	6 55
Lobsters (new), 1-lb. flats, per case	16 00
" " " " per doz.	2 15
" " " " 1-lb. flats, per case	10 50
" " " " per doz.	2 70
" " " " 1-lb. tails, per case	14 75
" " " " per doz.	3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " " 2's, "	1 30
" " " " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" " " " 2's, "	1 85
" " " " 3's, "	2 40
" " " " 1 tomato sauce, per case	2 30
" " " " 2's, "	1 85
" " " " 3's, "	2 40
" " " " Chili, "	2 25
" " " " 2's, "	1 35
" " " " 3's, "	2 35
Soups (Van Camp's), per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), "	3 20
" turkey (Aylmer)	3 30
" (Delhi)	3 20
" duck (Aylmer)	3 30
" (Delhi)	3 20
Corned beef	2 80
" " 2's	1 60
" " 1's	2 50
Man. Can. Co. 2's per doz.	1 35
" 1's	2 50
Roast beef (Man. Can. Co.) 2's, per doz	1 35
" 1's	2 50
(Clark's) 1's, per doz	1 55
" 2's	0 65
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's) 1 lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " 1 lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " 1 lb. "	1 85
" " 1 lb. "	3 50
Luncheon (Clark's) 1's, "	3 45
(Aylmer) 1's, "	3 00
Sliced smoked beef (Libbey's) 1-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " 1-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" " 3-lb. glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" 2-lb. "	2 65

SUGAR—Prices are firm. We quote:

Montreal granulated, in bbls.	4 85
" " " in sacks	4 80
" yellow, in bbls.	4 45
" " " in sacks	4 40
Wallaceburg, in bbls.	4 75
" " " in sacks	4 70
Berlin, granulated in bbls.	4 75
" " " in sacks	4 70
Icing sugar in bbls.	5 45
" " " in boxes	5 65
" " " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" " " in boxes	5 45
" " " in small quantities	5 70

Lump, hard, in bbls.	5 55
" " " in 4-bbls.	5 65
" " " in 100-lb. cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES—Prices continue as follows:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " " 5-lb. tins, per 1 "	2 55
" " " 10-lb. tins, per 1 "	2 55
" " " 20-lb. tins, per 1 "	2 45
" " " 1 barrel, per lb.	0 03
" " " Sugar syrup, per lb.	0 03
" Kairomel " syrup, 2-lb. tins, per 2 doz. case	2 55
" " " 5-lb. " " " "	2 90
" " " 10-lb. " " " "	2 70
" " " 20-lb. " " " "	2 80
Barbadoes molasses in 1-bbls. per gal.	0 49
New Orleans molasses in 1-bbls. per lb.	0 03
Porto Rico molasses in 1-bbls. per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" " " 5 gal. bts., each	0 33
" " " "	2 25

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 15
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo " " "	0 19
Choice Rio	0 17
Pure " "	0 16
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" " " 1-lb. "	0 33
Local Blends:	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " " 1-lb. "	0 24

MATCHES—

" Telegraph	Per case
" Telephone	4 35
" King Edward	3 65
" Head Light	4 40
" Rising Star	5 90
" Eagle	2 05
" Victoria	3 25
" Silent, 200's	2 30
" " 500's	4 90
" Comet	2 25

FOREIGN DRIED FRUITS—New apricots will be on the market in a few days. We quote:

Sultana raisins, bulk, per lb.	0 64
" cleaned, "	0 08
" 1 lb pkgs	0 09
Table raisins, Connoisseur clusters per case	2 60
" extra dessert	3 40
" Royal Buckingham, "	4 00
" Imperial Russian, "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80
Valencia raisins, f. o. s.	1 75
" selected	1 85
" layers	2 10
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09
" " " 4 "	0 08
" " choice seeded in 1-lb. packages per package	0 07
" " fancy seeded in 1-lb. packages per package	0 07
" " choice seeded in 1-lb. packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09
Prunes 100-120 per lb.	0 06
" 90-100 " "	0 07
" 80-90 " "	0 08
" 70-80 " "	0 08
" 60-70 " "	0 09
" 50-60 " "	0 09
" 40-50 " "	0 10
" choice silver, per lb.	0 11
" silver, per lb.	0 08
Currents, uncleaned, loose pack, per lb.	0 06
" dry cleaned, Filatras, per lb.	0 07
" wet cleaned, per lb.	0 06
" Filatras in 1-lb. pkg. dry cleaned, per lb.	0 07
" Vostizzas, uncleaned	0 06
Hallowee dates, new per lb.	0 05
Figs, cooking in tins and sacks	0 05
" " boxes	0 05
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21
Peaches " "	0 16
Pears, choice (halves), per lb.	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice.	0 16

CANDIED PEELS—Prices are steady since the decline noted in last issue. We quote:

Lemon, per lb.	0 10
Orange " "	0 10
Citron " "	0 15
Mixed, in 1-lb. drums per doz.	2 10

NUTS—

Almonds, per lb.	0 12
" (shelled), per lb.	0 30
Filberts	0 10

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The Canadian Grocer

VEGETABLES—The market is well supplied with local grown vegetables, such as carrots, beets, turnips, and potatoes. A strange fact about the market at present is that old potatoes are fetching a higher price than the new crop. The latter are selling at \$1 per bushel, while New Brunswick (old) are quoted at \$1.25.

FRUIT—There is an abundance of fruit on the market. The steamer Boston, from Jamaica, landed 1,000 tons of cargo, which included sugar, coconuts, oranges, and 4,000 bunches of bananas. The latter sold from 60c. to \$1.75 per bunch. American apples, Pippins and Williams, are quoted at \$6, and Sweet Boughs at \$5.50 per barrel. California late Valencia oranges are now quoted at \$6 here.

N. B. MARKETS

St. John, N.B., July 30, 1906.

This is usually the quiet season; there is, however, generally a fair business reported. Dealers are disappointed that there is no advance in sugar. In flour the market continues weak. The Maritime Board of Trade will meet shortly in Amherst, N.S. This is one of the fully alive small cities of the Maritime Provinces. More than usual interest has been taken in our Provincial Exhibition, which opens the first of September. The space is now about all taken. The amusement features, which are now so large a part of an exhibition, will be far beyond anything previously attempted here.

In rice a firmer market is reported. Cream of tartar is slightly higher. Tapioca, which has ruled at extreme price, is hardly as firm. Package hops, in which there was quite a break in prices, are again tending higher.

OIL—In burning oil the market is very firm. Dealers for some time have been actively engaged booking orders for Fall. In paint oil prices are held at Fall figures. Business is rather quiet. Lubricating oils just a fair sale. In rod oil supplies are coming in rather more freely.

SALT—This is the active season in Liverpool coarse. Receipts this season have been quite heavy; further cargoes are due. Prices are well maintained. In fine just fair steady business.

CANNED GOODS—Prices are generally firmer. In vegetables this is particularly true of peas, which last season ruled so very low. There is a fair stock of corn. Salmon are firmly held at the advance. This means high prices. Springs are chiefly sold. In fruits, gallon apples about out of the market. Strawberries firmly held. This is rather a small market for fruits. Oysters high and scarce. Domestic fish unchanged. Pack in general will be small.

GREEN FRUIT—There is a large business. Bananas continue to be the chief line. Oranges and lemons are high. A fair grade of apples now being received. In berries season is getting late. Strawberries about done. There is still a fair demand for rhubarb. Apricots are not seen and peaches are high. Pears in fair receipt. Melons do not sell largely here.

DRIED FRUIT—The spot market in seeded raisins is higher; choice are hard

THE MARKETS

to get. For Fall prices are unchanged. Prunes are very scarce here. For Fall prices are rather easier. In Valencia raisins new will cost higher than last season and crop is reported short. Currants are firm; these will also cost, for new goods, higher than last year. This is true of dates, figs and peels. In onions market is getting quite bare. Valencia shortly expected. There are no crab apples.

SUGAR—Dealers continue to carry full stocks, looking for higher figures. The advance is slow coming. Market seems very firm.

MOLASSES—The features of the season is the small quantity of Porto Rico which has been imported; the quantity into Halifax is also very small, and the large quantity of fancy Barbadoes or syrup. This last is still somewhat of an experiment.

FISH—In dry cod prices are rather lower, being nearer a fair value. Some pollock are also being received. There is improved demand for boneless fish, even from the best trade, particularly pure cod. In pickled herring prices are still high, though new fish are more freely received. Smoked are dull. There are still fresh salmon.

FLOUR, FEED AND MEAL—In flour market is weak and lower prices expected. Oats and oatmeal still high. Cornmeal unchanged. Beans are quiet. Market rather firmer, particularly for yelloweyes. Barley and peas are very dull.

BUSINESS NOTES.

J. A. Rochon, grocer, Hull, Quebec, has assigned.

W. J. Elliott, grocer, Coldwater, Ont., has been burnt out.

U. D. McCallum, general merchant, Saltoun, Sask., has sold out.

Margt. Breen, grocer, London, Ont., has succeeded William Thompson.

Wm. Wood, general merchant, Molesworth, Ont., has sold out his business.

Dolphis Corbell & Co., grocers, Montreal, Que., have dissolved partnership.

Theodore Lacouline, grocer, Chateau Richer, Que., has offered to compromise.

Thos. McCormick, grocer, Arnprior, Ont., has been succeeded by M. A. Lamsden.

J. Down, general merchant, Holmfild, Man., has been succeeded by R. S. Malone.

Peter Fontana, confectioner, Virden, Man., has been succeeded by N. F. Ugland.

Narcisse Boucher, general merchant, Guigues, Que., has assigned to H. Lamarre.

Moffat Bros., general merchants, Edrans, Man., have been succeeded by W. J. Moffat.

S. H. Jones, general merchant, Kenton, Man., has sold out to Miller & Howard.

Angus Mundy, grocer and butcher, Hamilton, Ont., has sold out to John Clendening.

Abramovitch & Sons, general merchants, Winnipeg Man. have assigned to C. H. Newton.

Alex. McLaren, grocer, Pembroke, Ont. has sustained loss by fire, covered by insurance.

The general store of T. Marion & Co., Rapides Des Joachims, Que., has been destroyed by fire.

The assets of Geo. Turcot, general merchant, Laurierville, Que., are to be sold on the 7th prox.

P. W. Dueck, general merchant, Aberdeen, Sask., has been succeeded by the Aberdeen Trading Co.

Manitoba, Saskatchewan and Alberta will appoint a joint commission to consider the beef cattle question.

The assets of Anthime Lemieux, general merchant, L'Islet, Que., were to have been sold on the 31st ult.

The cheese and butter factory belonging to A. R. Tetrault, Nutt's Corners, Que., has been destroyed by fire.

A meeting of the creditors of Z. Rairville, grocer, Casselman, Ont., was to have taken place on the 27th ult.

Thomson & Hodgson, general merchants, Caron, Sask., have dissolved partnership, D. E. Hodgson continues.

Pierre L'Heureux and Philippe Massicotte have registered under the style of L'Heureux & Massicotte, grocers, Grand Mere, Que.

A. Alexander Hopkins and David Brown Hopkins have registered under the style of Hopkins Bros., millers, Coaticook, Que.

The cheese factory belonging to Vanluven Bros., general merchants and cheese manufacturers, Moscow, Ont., has been burnt; loss partly covered by insurance.

T. A. Shames has withdrawn from the firm of A. Shames & Co., general merchants, Blind River, Ontario, and the business is continued under the style of A. Shames & Son.

AN ENTHUSIASTIC AGENT.

W. H. Millman, of W. H. Millman & Son, Toronto, has just returned from Picton, the home of the Old Homestead Canning Co., for which W. H. Millman & Son are the western selling agents. He had been making himself personally acquainted with the recent improvements and additions to the plant. To a representative of The Canadian Grocer he said they were just about completing a huge stone and steel storage warehouse 200 feet by 65 feet and three storeys high. It is absolutely fireproof, not a particle of wood being used in its construction, and is also frost-proof and will enable the Homestead Co. to carry their own insurance.

Mr. Millman is more enthusiastic than ever about the company's plant and the product they are turning out. Another improvement is a great new cooling trough with automatic elevators and carriers. Mr. Millman declares it is the finest plant of its kind in the world. Replying to a question as to the outlook, he said the company was already sold as far as they dare until crops develop further. Mr. Millman says they had not a complaint from a single customer last year and everyone had given a bigger order this season.

THE CANADIAN GROCER

EVOLUTION IN GROCERY EQUIPMENT.

Commenting upon recent improvement in grocery store equipment, the Tea and Coffee Trade Journal says:

The introduction of modern fixtures has developed what might almost be termed a craze for displaying goods, and the modern grocers are now vying with one another along this line. The fixtures, therefore, that are popular are those that combine, with convenience and economy in space, attractive display features. The day of the ostentatious fixtures is over, say the dealers in fixtures, and the business of the designers who strive to devise elaborate plans, involving much money and providing few, if any, of the practical requirements of the grocery business, is practically killed. It is not an elaborate show of wood carving, but an attractive showing of goods the modern grocer must have to make business. Elaborate decorations often injure trade more than they benefit it, say the up-to-date fixtures sellers.

Most marked among the improvements in fixtures are those shown by the evolution of the "bins," in which staple commodities are stored. A few years ago the bin was an unsightly thing with a square base and a lid that lifted like the cover of an old-fashioned well. Later some one improved matters a little by inventing the roll-top bin. But it still was unornamental and obtrusive. It was not until the "tilting" bin came that the possible attractiveness of these receptacles was understood.

Improvement has followed improvement in the tilting bin until to-day it combines beauty and convenience and affords the grocer excellent chance for display of goods. This bin works on a pivot and may be easily adjusted to any angle, thus enabling the grocer to reach its contents readily. It can be removed at will and therefore can always be kept clean. A patented false front affords splendid means of displaying the bin's contents. These displays, grocers assert, make many sales for them. The attractiveness of the goods, as seen through the glass front, tempts customers to buy. With the old-style bin there was nothing but a printed sign to tell what the receptacle concealed, and few people believe enough in signs to buy because of them.

According to the present plan of arranging a grocery store, the bins are topped by tea bins, with mirror or display fronts. Above the tea bins the shelves may be extended to the ceiling, if necessary, for the new rolling step ladders, heretofore used only by dry goods houses, are found in every modern grocery.

Even the centre columns, which support the girders in many stores, and which are usually considered unsightly, may now be made pleasing features of the place. These are usually cased in paneled oak or used for display of bot-

tlled and canned goods and cereals. The goods are usually built about the columns pyramid style.

Where counters are still used, the space beneath them is now used for barrels of goods. The barrels are hung from swings which allow them to be hung forward without effort, giving ready access to their contents. The utilizing of this space for barrels also prevents the back of the counter from becoming a receptacle for the refuse of the store.

It is now the correct thing to group spices into what is termed a spice nest. This makes them easy to handle and keeps their odors from reaching other goods.

Fixture dealers say that the demand for "full view" show cases—with both ends, top and front made of glass—has grown rapidly in the past few months. These are used for display of cigars, confectionery, etc., and add to the appearance of a store very materially.

The new computing scales are another of the improvements that have added to the comfort of the grocer. These enable him to know almost at a glance the cost of a quantity of goods and this without having to resort to pencil and paper. The new scales are fitted with agate bearings, instead of steel, making them more sensitive and durable.

The roll-top refrigerators continue to grow in popularity. Hundreds of them are now in use. They are attractively built, permit of a display of butter, cheese and other dairy products and require much less ice than the old-fashioned sort.

Invention has done away with the old method of cutting cheese. The computing cheese cutter makes it possible to cut off the exact amount required, thus preventing loss as well as unsightliness.

And a grocer does not need to carry the aroma of coal oil about with him any longer. The new self-measuring oil tanks enable him by the raising of a lever to draw from the tank the quantity desired. The improved measuring faucet will draw a gallon of molasses, in the coldest weather in one minute. It is absolutely accurate and prevents loss from dripping. The electric coffee mill that will granulate and pulverize in rapid fashion is another of the recent additions to the grocer's equipment.

B. C. CANNED FISH CLEAN.

The British Columbia salmon canneries are clean and their methods are clean. That in a sentence is the report sent by the chairman of the Fisheries Commission now busy on the coast in response to the following request from Hon. Mr. Brodeur, Minister of Marine and Fisheries at Ottawa:

"I am informed that the Chicago meat canning revelations have had a disastrous effect on the consumption of British Columbia salmon in Great Britain. Canners and English agents consider the situation serious. As the chairman of

the British Columbia Fisheries Commission cannot be reached by wire I desire the sub-division of the committee now on the spot to thoroughly investigate and inspect the canning operations and canneries from a hygienic and sanitary standpoint and make me a comprehensive interim report to form a basis, if satisfactory, to cable to England to remove this apprehension."

The commissioners went thoroughly about their inspection and their report is a cause for satisfaction.

AMEND CODE NEXT YEAR.

Premier has Written so—Business Same Rights as Labor.

Sir Wilfrid Laurier has written to the secretary of the Dominion Wholesale Grocers' Guild stating that the amending of section 520 of the Criminal Code to make the meaning of it absolutely plain would be taken up at the first session of Parliament next year. This is what the guild through a deputation to Ottawa some months ago asked to be done at the last session.

Sir Wilfrid, it is stated, has also expressed the view that the same right of organization should be extended to labor and business interests. At present labor unions are specifically exempted from the operation of the code.

AN ANALYSIS OF MEATS.

Chief Analyst Thos. McFarlane, of the Inland Revenue Department, collected throughout Canada for examination and analysis 322 samples of canned meats, Canadian and American, in about equal numbers. Only four showed signs of decomposition. Boracic acid was the only preservative of which traces were found and in no case exceeded the quantity fixed by the English Parliamentary Committee, 0.5 per cent. There were 51 such samples, 15.8 per cent. No distinction was made between Canadian and American goods.

The Department of Agriculture is making an inspection of the sanitary conditions, but the report is not ready.

A NEW INDUSTRY.

The Montreal city food inspector received a peculiar request recently. Some person, a foreigner, evidently, by his accent, telephoned asking whether or not there was any city by-law to prevent one packing horseflesh for exportation to European markets. The food inspector advised the inquirer to call in person when the matter would be discussed. In European countries, some of them, there is at present quite a market for horseflesh for human consumption, and it is thought the person making inquiries has his eye on the future. Should permission to carry on the business of packing and exporting horseflesh be granted it would mean considerable work for civic officials. A whole system of inspection would have to be established and special slaughter houses erected, besides numerous other matters which would require attention.

The "Yacht Club" sardines may be had from H. P. Eckardt & Co.

Brye's of dates should communicate with H. P. Eckardt & Co.

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EFFECTIVE ADVERTISING

Publicity for Specialties—Ten Advertising Do's and Dont's—A Grocer Tells How Advertising Helped Him—Some Things to Avoid.

SPECIALTY ADVERTISING.

Give more publicity to specialties. What is to hinder you from running a small ad on, say, coffee essences, condensed milk, lime juice, table jellies, etc. There is a continuous call for such goods, but some people are apt to forget that their regular grocer has a stock. An ad in the local newspaper once in a while, or a circular sent out periodically, should make it clear to your customers that you can supply such lines as those mentioned above.

TEN AD-WRITING COMMANDMENTS.

No. 1.

Stop!—before you would write. Think! Then when you appreciate thoroughly what you would write—Go ahead!

No. 2.

Don't write all display, or very much display. "All display: no display." The more display is used the less becomes its emphasis, and "emphasis" is its only excuse for existing.

No. 3.

Remember you are not writing to please yourself, nor to meet the approval of the critics. You are after results and "results" is your goal.

No. 4.

Remember that what not to do is always as important as what to do. Sometimes more so.

No. 5.

Don't denounce your competitor. Make sure the goods you advertise are as meritorious as any on the market. Then there'll be no need or, even, desire for denunciation. Poor business is usually traceable to an inferior product which the public condemns as soon as it discovers its shortcomings. Be honest and honorable.

No. 6.

Don't try to produce wonderful ads with an empty head. As a well-fed, well-developed body gives the best physical work, so a well-developed brain produces the best mental work. There is no excuse for poor ads outside of brainlessness.

No. 7.

Be original. The world is just crying for originality, novelty. The successful man will be found to have been original.

No. 8.

Don't waste time. Wasted youth means brainless young manhood. Brainless young manhood means poor earning

power, and poor earning power means penniless old age.

No. 9.

Don't quarrel. If you do, a quarrelsome, insidious spirit will creep into your ads—and you will be wondering why your efforts don't bring results like your competitor whose hand is always held out in friendship and good will.

No. 10.

Don't know it all. No one ever did, could or will, and even though you did, it would ruffle the equanimity of the next fellow to have you let him know of it. If the more you know the less you think you know you're safe. The man you despise can give you good ideas. Don't hesitate to take them.—Selected.

A GROCER'S EXPERIENCE.

"My fish department had never done much, and I had never made much of an effort to push it, but when my friend, Billie, the drummer, told me of the clearance sale to be instituted in New York by one of the largest wholesale concerns, obliged to go to the wall because of the extravagant living of the members of the firm, none of whom seemed to have had a definite idea of what their business was doing, I decided to take the trip down there.

"It seems that they had an enormous stock of sardines—the — brand, which was listed pretty nearly everywhere wholesale at 26 cents. On these I offered a bid of 15 cents—the stock was being sold by auction—and constantly increased my bid a trifle as the price slowly went upward.

"Finally the thing settled down to two of us, the other being a large fish dealer from my own town. I knew him, but he did not know me, it seems. Fortunately for me, too, I had posted myself thoroughly on the market, before starting, so felt confident of my position.

"When he became aware that the bidding had dwindled down to the two of us, I found him looking me over. Evidently he must have come to the conclusion that 'I could not be much,' a small buyer, so he stopped bidding, his intention, presumably, being to purchase what was left at the low price of 21 cents—after I had bought a small lot. This would have been a clever move on his part—if he had sized me up right; but right there is where he made his mistake.

"I quietly told the auctioneer that I would take the entire lot. You should have seen my fellow townsman's face. He was staggered. But it did not take him long to wake up.

How much will you take for the lot?' he said.

"Twenty-six," said I.

"I will give you 23," said he.

"This I declined emphatically.

"And in the end he bought the lot for 25 cents.

"Now why do you suppose he did this? Simply because I was such an aggressive advertiser. He knew that I would do things when the goods arrived, and wisely decided to save me the trouble.

"It was the biggest day's pay by far I ever earned—and I made it only because of my advertising. Does advertising pay? Well, I guess."

Here we have a man who makes a grand day's pay on the strength of advertising he has done. Because he is known to be a hustler for business he is enabled to make a large profit on a deal without even touching the goods.

Now, is it not possible that you lose a great many good trades because you do not hustle, because you do not advertise sufficiently well?

Remember, the traveling salesmen are a wideawake lot. They know what is and what is not. Rather than tell you of a good thing they would rather tell it to another—if he is a better or more extensive advertiser than you.

He will do this because he knows well you will accuse him of overstocking you, in case the goods do not move well—if you are a poor advertiser, and rather than have you find yourself with such he will say nothing, preferring to let well enough alone.

The consequence is that you lose many desirable bargains. And there is no getting away from the fact that the man who buys cheapest is the man who can afford to sell cheapest; that he is the man who can play up bargains to the best advantage.

Suppose you show the drummer what you can do.

You can do it—and do it well—so just try.

To-morrow was yesterday—the day before that.

Play strong—now.—Brains.

WHAT TO AVOID IN AD. TALKS.

- Bad admissions.
- Past history.
- Irrelevant statements.
- Slang.
- Cheap comparisons.
- Broken sentences.
- Time worn expressions.
- Trade cant.
- Big words.
- Incomplete reasoning.
- Superlatives.
- Repetition.
- Complex arrangement.
- Poor copy.

A.A.B.

TAKING A HALF-HOLIDAY.

Brampton, Ont., stores are closing Wednesday afternoons during July and August.

TRADE NOTES OF INTEREST

Warp and Woof of a Week's History in Grocery and Allied Business—Movements of Grocers, Happenings Grave and Gay.

A. Sache, grocer, Hamilton, Ont., is dead.

A. Elliott's grocery, Coldwater, Ont., was destroyed by fire last week.

C. Wedin, of Wedin Bros., general merchants, Midale, Sask., is dead.

Joseph Lamothe, grocer, Three Rivers, Que., is offering his business for sale.

Thos. Edwards, merchant, London, Ont., has assigned to C. B. Armstrong.

J. W. Moore, baker and confectioner, Sintaluta, Sask., has sustained loss by fire.

J. J. Burton has opened a grocery store at 570-572 Yonge street, Toronto, Ont.

A. W. Wylie & Co., general merchants, Theodore, Sask., have dissolved partnership.

Peter Anderson, general merchant, Cylross, Man., has assigned to C. H. Newton.

C. S. Barker, general merchant, Whitewood, Sask., has assigned to G. B. Murphy.

A little of anything good always creates a desire for more. That's what a sample does.

E. W. Lowe, representing F. J. Castle, Limited, Ottawa, was in Montreal during the week.

E. E. McMichael, wholesale grocer, St. John, N.B., called a meeting of creditors for the 25th inst.

Anthime Lemieux, general merchant, L'Islet, Que., has assigned, V. E. Paradis provisional guardian.

Mr. Walker, of Hill & Co., Orangeville, Ont., is now the owner of a handsome driving turnout.

Felix Leebberman and Davis Klebanoff have registered under the style of the Standard Cigarette & Tobacco Co.

As usual this season White & Co. are "in it" on California fruit, handling several cars per week at auction.

Although there is a shortage of strawberries, L. Chaput, Fils & Cie. have a full supply of the best western brands.

A project is said to be on foot in Montreal to raise apples, of yearly varieties, near the city on a large scale.

White & Co. are putting out a lot of California late Valencia oranges these days. Their Hollywreath brand is very fine.

W. J. Huff, general merchant, Faran's Point, Ont., has advertised his stock to be sold by auction on the 1st prox.

A new vinegar factory has been opened in Ottawa. The output is now 75 to 100 gallons a day and it will be doubled shortly.

L. Wallace, of Wallace Bros., Woodbridge, is getting things in shape preparatory to indulging in a few holidays.

He has gained considerably in health since his accident.

Messrs. Laporte, Martin & Cie., Limited, have secured the agency in Montreal for Carton's H. P. sauce, and report good sales.

The catch of eastern salmon this season is the largest on record. Fishermen attribute it to the work of the Government hatcheries.

An English syndicate is seeking to purchase the oyster beds of the British Columbia Native Oyster Co. at Blunden Harbor, B.C.

B. Robertson, of Geo. Robertson & Son, was a visitor to Montreal the beginning of the week. He spent considerable time with the trade.

J. W. Windsor, Montreal, is offering the first Canadian sardines in a key-opening can. This is something the trade has been wanting a long time.

Every employe is an advertisement of one sort or another. If he cannot be a good advertisement he has no right to be a bad one.—Music Trade Review.

Fire, caused by the explosion of a coal oil stove, destroyed the large butter and cheese manufacturing plant of Mr. Treault, Nutt's Corners, Que., last week.

The Canadian Cannery, Limited, have issued a neat and nicely printed price list for their jams, jellies, orange marmalade, baked beans, catsups, meats, relishes, etc.

U. S. Consul E. H. Plumacher, has informed the Department of Commerce and Labor, Washington, of an alleged method of extracting alcohol from the bulb of the coffee bean.

The E. D. Marceau Co., Limited, Montreal, are offering some splendid values in teas this week. Some special shipments have just been received, while other lots are on the way.

Wm. Galbraith & Son, Montreal, are offering special value in choice Barbadoes molasses this week, ex wharf to save storage. They guarantee the quality or will furnish samples.

John M. Kirk, of the Robt. Greig Co., Toronto, dropped in on The Grocer's Montreal office last week. Mr. Kirk was on his return from a very successful trip in the Eastern Townships.

Jobbers and wholesalers would do well to communicate with L. Chaput, Fils & Cie. for prices on spot tomatoes. The new crop will not be too large owing to the largely increased demand.

Laporte, Martin & Cie., Limited, have just completed arrangements with the Societe Nouvelle de Roquefort, France, for direct shipment of fresh Roquefort cheese, ship September and October.

George M. Fielders, of Sunlight Soap, was a caller at the Montreal office of The Grocer on his way home from a trip to Chicoutimi and the Lake St. John district. Mr. Fielder reports good business.

Peas and mushrooms are very high in France owing to dry weather. The crop is reported to be short about fifty per cent. Messrs. L. Chaput, Fils & Cie. were fortunate in securing a large quantity from L. A. Price, one of the largest shippers of vegetables in France.

Russia has imposed retaliatory duties on tea from India and Ceylon as a result of the prohibition of Russian sugar by Great Britain under the agreement reached by European nations at the Brussels Sugar Convention.

Frank Kelusky, brother of John Kelusky, general merchant, Baneroff, Ont., was married last week to Miss Haase, daughter of Mrs. Bertha Haase, also a general merchant in Baneroff. The wedding was largely attended.

British India's total trade for the year 1905-6 ending March 31, was \$1,041,431,000. The imports of merchandise totalled \$363,525,000 and the exports \$513,902,000. Imports increased 31 per cent. and exports 25 per cent.

Robert Greig, of the Robert Greig Co., Toronto, called at the Winnipeg office of The Canadian Grocer on Friday morning of last week. Mr. Greig left for the west on Saturday night, it being his intention to go through to the coast.

S. M. Warriner, general merchant, Stonffville, took his bowling team to Jackson's Point, Friday, and won out against the locals. They've beaten everything they've tackled thus far and are looking for larger fields to conquer.

Widnes, in Lancashire, Eng., has a municipal gas plant and sells gas at 30 cents per 1,000 cubic feet to small consumers and 22 cents to 26 cents to large. It is a town of 30,000 and the profit on the gas works last year was \$22,887.

The boiler in Farmers' Pride cheese factory, Summerstown Station, Ont., blew up and wrecked the whole building last week. Stewart Casselman, of Morrisburg, aged 18, a helper in the cheese factory, was severely scalded about the face.

H. E. Boulle, the greatest olive oil shipper of Marseilles, has agreed to be represented in Canada by Laporte, Martin & Cie., Limited, Montreal. Already a large consignment, certified as to purity by the French Government, is on the way.

Grocers should drop a line to Laporte, Martin & Cie., Limited, for quotations on French macaroni, vermicelli alphabets 1 lb. and loose, of the celebrated Marge & Fils brand. The Canadian agents are under contract for a large quantity. Prices are very reasonable.

J. J. Bridgetts, of the Hills Brothers Company, New York, was in Montreal on a friendly visit the latter part of last week and the early part of this. He called upon the trade in a friendly way in company with Mr. Thos. Montgomery, of Thos. Montgomery & Son.

The sea-borne merchandise exported and imported, of the port of Hamburg, during 1905 amounted in all to 17,374,218 tons, with a value of \$1,268,161,000. As compared with the preceding year, this shows an increase of 1,500,000 tons in volume and of \$123,900,000 in value.

Hunt Bros coal merchant incorporated. The share \$140,000.

Messrs. Montreal, ha Japan teas, prices, and meet all req attractive fi tern is being half-chest or

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Hunt Bros., millers, grain dealers and coal merchants, London, Ont., have been incorporated under Dominion charter. The share capital of the company is \$140,000.

Messrs. L. Chaput, Fils & Cie., of Montreal, have made heavy purchases of Japan teas, new crop, at very low prices, and they are in a position to meet all requirements of customers at attractive figures. A large Chinese lantern is being given away with every five half-chest order.

On demand of Messrs. Laporte, Martin & Co., Louis Annais, grocer, Montreal, has been caused to assign. Their claim against him is \$693, and they allege that he has left the province. L. A. Delorme, member of the firm, has been appointed provisional guardian pending a meeting of the creditors.

T. H. Ellis, of T. H. Ellis & Co., grocers, etc., Mount Forest, Ont., is contemplating a holiday. "He'll take a long trip if the walking's not crowded," said a crotchery traveler to The Grocer the other day. "T. H. is one of those fortunate people who can adapt themselves comfortably to all sorts of circumstances."

Mount Forest, Ont., old Joys, come back for the annual romp and frolic between August 1 and 6 this year. J. S. Ireland, grocer, is taking an active part in the preparations now going on. His store turnout in a new dress will be a feature in the procession on the opening day. Mr. Ireland says business has been good with him all season.

C. A. Phair, general merchant, Lillooet, B.C., has issued a picture post card. The picture is entitled "Big Game Shooting" and shows a pile of heads and horns in front of the Phair store with this explanation: "Spoils of a three months' trip: 6 Rocky Mountain rams, 10 Rocky Mountain goats, 2 caribou, 1 grizzly bear, 1 black bear, 1 stag.

Peter Small, division court bailiff, Toronto, and formerly a locally renowned Liberal politician, is dead. For 10 years after coming to Toronto and until his appointment as bailiff, he was in the grocery business. Before coming to Toronto he was a hotel keeper and general merchant in Adjala, Simcoe County, Ont., where he was born.

Geo. H. Bradwell, Quebec representative of Sutcliffe & Bingham, Limited, Manchester, was married at Christ Church Cathedral, Montreal, this week, to Miss Elizabeth Shaw, of Manchester, England. After the wedding Mr. and Mrs. Bradwell left for a trip up the Saguenay, after which they will go as far west as Niagara Falls.

J. H. Christie, for three years manager of the grocery department of the E. J. Coles Co., Woodstock, Ont., has purchased a grocery, china and crockery business in Wingham. Mr. Christie and his family have made many friends in Woodstock and in business circles Mr. Christie is recognized as a man of marked ability, sure to make a success of the new venture.

"There is a demand, now being supplied by the United States, for about 10

carloads per annum of clothes pegs, and it is suggested that Canadian firms might profitably compete for this trade," Canadian Commercial Agent W. A. McKinnon at Bristol, Eng., writes: "The pegs now come packed five gross in a box, and the price would approximate 1s. 9d per box c.i.f., Bristol."

E. W. Gillett Co., Limited, Toronto, have opened an office in Montreal. Mr. A. A. Carrick is manager of the new branch, the office being room 508, Coristine building. The opening of this branch in Montreal will enable the company to carry on its Montreal and Quebec business with much greater facility. The company already possess warehouse accommodation so that now they are quite ready to meet the wants of the trade.

F. F. Adams, of Adams & Rogers, grocers, Cardinal, Ont., was a visitor at the Montreal office of The Canadian Grocer last week. Mr. Adams is one of the most progressive grocers in Cardinal and his firm is known as a most reliable and up-to-date one in that part of the country. He reports trade in grocery lines very active. Mr. Adams has long been a subscriber to The Grocer and says that he finds in it much information that is very useful to him in business.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, is again back at his desk after a serious attack of appendicitis, which kept him confined to his house over three months. While not yet in complete health, Mr. Montgomery is able to get down to business every day for a while. He has been receiving the congratulations of his many friends in the trade on his recovery. Mr. Montgomery leaves to-day on a short trip to the seaside for the benefit of his health.

F. Houlihan, of Houlihan & May, retail grocers, Sherbrooke, Que., was a caller at the Montreal office of The Canadian Grocer last week. He is one of the brightest grocers in the Eastern Townships, and as senior partner of the firm, has done a great deal towards placing it in the enviable position it now holds. Succeeding T. W. Fuller & Son, this firm has not only held the old trade, but built up a very considerable new patronage of the best class. While in the city Mr. Houlihan spent considerable time calling upon the trade.

NOT GETTING OUT OF ALBERTA.

James Turner & Co. are advised that a report has been circulated in Alberta that they are withdrawing from that province. This report, the firm assert, is without any foundation, as such a move was never contemplated, in fact, they are taking steps to increase their traveling staff, which they have quadrupled inside of the last four years. With the trade they have enjoyed in the west, which they followed up, even in advance of the railways, having commenced doing business in Winnipeg via St. Paul and Red River cart to Winnipeg in 1869, and extended their business with the construction of the C.P.R. through to the coast, it is hardly likely that they will ever consider in any way withdrawing from the territory.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

854. Cheese, etc.—A Manchester provision firm desire to correspond with Canadian shippers of cheese, butter and eggs.

864. Apples.—A Manchester firm of fruit dealers wish to correspond with Canadian shippers of apples.

867. Eggs, etc.—A Belfast provision broker is open to represent Canadian shippers of eggs, cheese, bacon, oatmeal, linseed cakes and feeding stuffs.

868. Apples.—A Lancashire firm of fruit merchants and commission agents is desirous of corresponding with Canadian exporters of apples.

870. Ginger ale, etc.—A Scotch firm manufacturing ginger ale and aerated waters desires to get into communication with Canadian importers.

883. Eggs—A South African produce agent wishes to import about 600 dozen of fresh eggs per week, and asks for quotations f.o.b., nearest port.

884. Apples—A South African produce agent wishes to import first-class eating apples. Quotations to be f.o.b., nearest port.

897. Butter—A large South African firm of cold storage merchants desire quotations from Canadian shippers of high grade butter.

899. Evaporated apples—A Dutch firm is anxious to correspond with Canadian exporters of evaporated apples.

OPENED OFFICES IN TORONTO.

The Peterboro Cereal Co., of Peterboro, Ont., have opened an office at 71 Jarvis street, Toronto, which will be the headquarters of their sales department. Mr. H. B. Collier will be in charge and will direct the company's corps of travelers from this office. The new packages, Household at 25 cents, and English at 10 cents, will be pushed vigorously. In connection with their cereal interests the company will direct the sale of Kkovah jellies, manufactured by Sutcliffe & Bingham, Manchester, England, who have the sales agency for Canada Flakes in Great Britain.

BLOTTER FOR GROCERS.

W. H. Gillard & Co., Hamilton, have issued to the trade a unique and artistic blotter reminding their customers that the firm's mail order department will look after their interests during the travelers' holidays. The back of the blotter carries a pleasing lake view, with fishing and bathing details and a big boat landing at the Hamilton wharf. It's a good ad for Hamilton as well as the firm.

PREFERRED CREDITOR DEFINED.

Willie—Pa, what is a "preferred creditor?"
Pa—A preferred creditor, my son, is one who doesn't care whether you pay him back or not.—Philadelphia Ledger.

FREIGHTS AND CHARTERS

Continued Activity in Grain Shipments at Montreal—American Trade in Meats Going by the Canadian Port—Larger Shipments of Butter—Changes in Rates.

Shipping has been rather active during the past week. Conditions have been better than it was thought in some cases they would. The volume of the trade passing has not materially increased but shipping companies report very bright prospects for trade two or three weeks hence.

Canadian meats are rather slow. Trade with the other side is light in this line

in some quarters, while again reports are made to the effect that it is on the way to being quiet. On the whole, however, export shipments have been good.

Perhaps in grain, more than anything else, there has been a continued activity. Each day large quantities are going forward. One day last week something like seventy-seven thousand bushels of grain were transferred from the harbor eleva-

ments might have been larger, but were very good considering what they were a few weeks ago.

The Jacona, R. Reford & Co. agents, sailed for Leith with cattle and a general cargo, cleared July 27. The Manchester Trader for Manchester with a general cargo, cleared the same day.

This week four changes will be noticed in the rates. Flour to London, Antwerp, Bristol and Glasgow has been advanced.

JAPAN'S PROGRESS.

U. S. Consul-General Henry B. Hiller reports from Yokohama marked development in Japanese industrial un-

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2,240 lbs.	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs.	7/6	*10c.	*11c.	11/3	*9c.	8/9	10/6	11/6	10/	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs.	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs. Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
" Beans and Peas, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Flour and Meal, in barrels, barrel	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples, and other Green Fruit in boxes, 40 cb. ft.	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" Evaporated, in barrels or boxes, "	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Prunes and other dried fruit in boxes, 2,240 lbs.	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
Eggs, in cases or barrels, 40 cb. ft.	15/	20/	20/	20/	21/	15/	.....	.....	21/	21/	.....	20/
Grain, in shipper's bags. Quartern.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Smalls, of less than ¼ ton weight or measurement.	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

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

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

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

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

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

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

as it has been for some time past. There is considerable export trade in American meats through the port of Montreal.

Hay shipments have also been light. This fact is not surprising considering the state of the markets in the U. K. The present state of the market there precludes any better business.

Flour business has been very good

tors to the Montfort, which sailed July 28 for Bristol. This was a record days' transfer.

Manitoba oats are coming forward for shipment in very heavy lots.

Cheese exports have been heavy. The markets have been in such condition as to permit better business than formerly.

Up to last Saturday good business has been transacted in butter. Ship-

dertakings. He mentions especially the canned meat and canned fish industries, cotton yarn business, electric railways and the petroleum industry. The Hoden Petroleum Co. paid 30 per cent. dividend, distributed \$12,500 in bonuses, added \$15,000 to the reserve and carried forward the balance of \$334,900. their net profits.

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Frank M for the F. J a caller at Canadian C and bubblin good humor way 2 in 1

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GETTING A BIGGER FACTORY.

The F. F. Dalley Co. for the American Business in Buffalo.

Frank Menzie, sales superintendent for the F. F. Dalley Co., Hamilton, was a caller at the Toronto office of The Canadian Grocer this week, chuck full and bubbling over as usual with general good humor and enthusiasm about the way 2 in 1 shoe polish is going.

The company's American factory at Jersey City for the manufacture only of 2 in 1 is not big enough and premises have been secured in Buffalo. They are now being remodelled and the company expect ultimately to do all their United States manufacturing there. The manufacture of shoe finders' supplies also will be undertaken at the Buffalo factory.

On August 11 the Dalley Co's traveling staff of 18 or 20 mighty bright chaps will take a day off, and chaperoned by Mr. Menzie will spend the day on the Niagara & Buffalo Electric Railway System, from Queenston to the Falls, down the other side to Lewiston and back to Buffalo. The private car Oronto has been secured and it is fitted with ice boxes and other adjuncts to a complete larder.

The company recently secured the services of Mr. Williams, a consulting chemist of great ability, formerly with Winer & Co., and he is fitting up a fine laboratory at the Hamilton Works.

As a line on how 2 in 1 is moving Mr. Menzie stated he had taken an order from a New York firm for 261 gross, one gross for each of their 261 stores. W. H. Thompson and F. D. Menzie, of the traveling staff are now in Omaha and are meeting with fine success.

NO SULPHITES HERE.

The medical officer of the Borough of Bethnal Green, London, Eng., analyzed six samples of American canned meat goods, one of French, and six of colonial and English. Four of the American he found free of living organisms. One contained a quantity of sulphites. One, an old can of ham, contained living organisms. The French sample contained a quantity of sulphites. Four of the English and colonial samples were free from any improper matter, one contained numerous micro-organisms, the result of improper sealing, and in one, 7.8 grains of boracic acid to the pound was found. The analyst reports that the finding of sulphites in the samples leads to the inference that the meat, before being canned, was partly decomposed, and was dipped into sulphurous acid or sulphite to prevent the smell being noticed.

S. B. Campbell, brother of Jas. B. Campbell, has taken a position on the staff of the Acme Can Works, Montreal. Mr. Campbell has for the last sixteen years been interested in British Columbia mining and real estate and still retains a large interest in the west.



JELLY POWDER THE TEN MINUTE DESSERT

The daintiest, best flavored and most easily prepared of summer desserts.

Put up in twelve delightful fruit flavors. We recommend Raspberry, Strawberry and Pineapple flavors as being particularly delicious.

Jellies made from Gold Standard Jelly Powder are so pure, healthful and easily digested, that they are constantly recommended by physicians for the sick-room.

Try Them Next Time. All Grocers Sell Them. THREE PACKAGES FOR TWENTY-FIVE CENTS.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

SITUATION VACANT.

A YOUNG man with three years experience in a general store would like to have position of salesman in country store in British Columbia. Address: Box 100, CANADIAN GROCER, 511 Union Bank Building, Winnipeg. (29)

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto. (33)

FOR SALE.

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

FOR SALE—A first-class general store business in country town; doing an annual business of \$22,000; good reason for selling. Apply A. M. Smith & Co., London, Ont. (32)

REPRESENTATIVES WANTED

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

WANTED.

FRUIT—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

HIGHEST PROFITS ABSOLUTELY SURE

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

FOR PARTICULARS ADDRESS

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

Expert Bookkeeping

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

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

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Hot Weather

Means a heavy demand for our
MILD CURED

**Hams
Breakfast Bacon
Skinned Backs**

**BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS** **QUALITY
THE BEST**

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.

**PORK AND BEEF PACKERS LIMITED
TORONTO**

TELEPHONE M 3960

POTTED TONGUE

Put up in tins of 10 lbs. each,
ready for use or for slicing on the
counter. In the present high mar-
ket this is a very enticing line at
our price. Order a sample in your
next express shipment

**F. W. FEARMAN CO.,
HAMILTON LIMITED**



CORONA PURE LARD

IN 1 LB. BLOCKS
50 lbs. to Box

QUALITY GUARANTEED

A FIRST-CLASS ARTICLE IN
A CLEAN PACKAGE

Send for Trial Orders by Express

**The Montreal Packing Co.,
MONTREAL, P.Q. Limited**

IT'S SETTLED

that the "go-ahead" grocer looks to us for his supply
of

**Breakfast Bacon, Hams,
Butter, Lard, Eggs, Cheese,
Sausage, Etc.**

He knows his orders are in sure hands and that
he will always be where custom is "hot."

Try the "go-ahead" style.

**THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.**



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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The situation on cheese remains practically unchanged. Prices during last week became firmer and showed a general advance of about 1-4c per pound, but this was mainly due to the previous decline in prices, which brought out new orders. At the present time of writing, the market may be called steady to firm from the seller's standpoint, who paid the advance at late country markets, but cable orders are scarce and bidding prices of British importers are careful and below our current market quotations.

However, it is our duty to state facts as far as known, regardless of any interests for either higher or lower prices as far as the near future is concerned. The facts are that there seems to remain a good consumptive demand in Great Britain, that we have no accumulation of stocks on this side of the Atlantic, and that the make of cheese is shrinking. These are all arguments against a decline in prices. Against this we have to acknowledge that present ruling prices are so high that it is hard to make anybody in the trade sufficiently "bullish" to buy more than pressing demands, and hold for an advance, in other words, there is a general lack of confidence that prices are safe for storing purposes.

The storing of cheese costs money; cold storage, insurance, interests on money and shrinkage in weight are very important items, and, to meet these expenses, the market needs to advance materially before a profit could be realized. Yet, last year's prices, at this date, were almost up to our present basis, and, as they paid holders in the end, and as we have considerably less stocks in Canada and a presumably larger consumption of cheese in the U. K., it may turn out all right after all to keep a few cheese for the demand later on.

According to the Montreal Board of Trade figures, our receipts last week were 121,816 boxes of cheese and 34,875 packages of butter against 111,418 boxes of cheese and 42,254 packages of butter for the same week of last year, or a total since May 1 of 993,256 boxes of cheese and 305,909 packages of butter, as compared with 954,481 boxes of cheese and 362,246 packages of butter for the corresponding period of last year.

The exports from Montreal last week were 106,671 boxes of cheese and 20,751 packages of butter against 112,756 boxes of cheese and 39,705 packages of butter for the same week last year, or a total since May 1 of 966,221 boxes of cheese and 157,794 packages of butter, as compared with 865,631 boxes of cheese and

232,583 packages of butter for the corresponding period of last year.

According to these figures we received since May 1 38,775 boxes of cheese more and 56,337 packages of butter less than last year, while our shipments show an increase of 100,590 boxes of cheese and a decrease of 74,789 packages of butter as compared with the same period of last year, in other words, our stocks of cheese in Montreal, if the receipts were correct, would be to-day 61,815 boxes less than a year ago and our stocks of butter would be 18,452 packages more than last year.

At any rate, these figures show a small increase in the make of cheese, a large decrease in the make of butter, a large decrease in the stocks of cheese in Montreal and a substantial increase in the stocks of butter.

This leaves us in a most peculiar position and demonstrates clearly the fact that cheese is a necessary article of food in the U. K., while butter is a luxury, especially when we consider the relative prices of both these products of milk. Cheese is dearer than butter, yet the latter shows an accumulation while the former shows a decrease in stocks on this side of the Atlantic. It might be said that Canadians rule the British markets on cheese and at the same time they have very little influence on the state of the butter market.

OUR LONDON LETTER.

By Our Own Correspondent.

There has been very little change in the position of the London provision markets. The firm attitude of cheese sellers has been encouraged by the fact that supplies from Canada have not been so large this week, whereas the consumption appears to continue unabated. And this in spite of the fact that the holiday season is here, and folks are leaving the metropolis in thousands.

The supplies of Canadian butter in this district continue to be very small, although slightly larger quantities are finding their way to the northern distributing centres. Quite recently there has appeared in a publication interested in Canadian trade, a paragraph to the effect that some importers around Leeds prefer to handle Canadian cheese in 60-lb. and 80-lb. weights. While it may be possible that a few men prefer to handle such sizes, the rule should be for Canadians to ship a 56-lb. cheese unless asked otherwise. There should be a recognized standard in this respect. It must be borne in mind that the smaller shop-keepers, who form so large a portion of the retail sellers of cheese, are often unable to stock more than one or two cheese, and a large one is apt to be inconvenient, both from a point of econ-

omy and clumsiness. Even the largest houses generally find the 56-lb. cheese the easiest to handle. As for quality, it would be well if Canadian makers could turn out an article with less solidity about it. That is to say, a cheese that would more easily fall apart under the knife—something with greater curdiness. Of course, the color of a cheese is always an important factor in its sale, and the whiter and fresher it looks the better. Sometimes it happens that Canadian cheeses have too deep a color, which, upon the cheese being cut up, becomes yet darker. This is not desirable.

With the prosperous times Canadian farmers are now experiencing, and the bright outlook for all branches of the Canadian dairy industries, it may well be expected that next season will see greater supplies of butter and cheese sent to this market than ever before. This is as it should be. There is room for it all. Now that the Canadian butter season is so near, it becomes increasingly evident how keen importers in Britain are to cultivate the acquaintance of Canadian shippers. Week after week the Canadian commercial agents are forwarding the names of interested men to their headquarters.

What is being done to help on this interest in the Old Country? It is all very well to say that Dominion shippers know where to put every ounce of butter and cheese they have on hand, but such confidence, in the face of keen competition, can not be wise policy. The produce trade is always of a very uncertain nature on account of varying productions and fluctuating prices. It is eminently desirable that the British public should be educated up to the point of asking for Canadian butter. Why? Simply because competitors have adopted such methods. Sweden and Denmark are extensively using the street hoardings in order to tell Englishmen that their butter is alright. They are creating a larger demand for their products, and they are seeing to it that their products do not prove disappointing. This is the kind of energy that makes trade. Of course there are men, even in the provision trade, who, ignorant of the efficacy of publicity, declare that it is impossible thus to make a demand, but facts are against them. A very great deal, however, rests with the shopkeeper, for with him rests the decision whether the public is to have what it asks for, or not.

There are obstacles, but obstacles were not made to be shied at. There was a time when the United States held such a hold on the British produce trade that Canada's chances of supremacy looked pretty small. Now that is all reversed. Moreover, with magnificent dock accommodation in London, and the co-operation of progressive and quite modernized steamship lines, everything is in favor of more perfect trade with the Old Country.

PROVISION SITUATION.

With the pork packers operating about half time and rumors of some suspending operations for a time completely, the statement that from 2-3 to 4-5 of the present output is going into domestic consumption seems plausible. The demand, especially from the Northwest, is very heavy. Prices for the raw and finished product continue to rise, while in the Old Country they fell away 3s. per cwt. Said a prominent packer yesterday, "We are now about 4s. to 5s. 6d per cwt. higher in cost than the present selling price in the Old Country." He thought 40 per cent. a very large estimate of the proportion of total output going into domestic trade.

The scarcity of hogs has now been felt 15 months and for eight or ten weeks, what the packers call the "very extreme" price has been ruling. At any rate it is the highest to extend over any lengthy period, that packers of 15 years experience can remember. The price this week is \$7.65 to \$7.75 f.o.b. country points. At the Toronto cattle market, fed and watered, it is \$7.90 to \$7.95, and off ears at the factory \$8.15. Receipts at Toronto this week have been a shade heavier. October, it is expected, will see a considerable increase in the number of hogs marketed.

NEW CANNING FACTORY.

Work has been started on a new \$150,000 meat canning factory in Montreal for Wm. Clark. The building will be constructed of pressed brick, cement and steel. The interior walls are to be of enamelled brick and the floors of the operating rooms of cement. It is to have 175 feet frontage on Amherst street and 130 on Wolfe street. There are to be four storeys in the front and three in the rear, and the building is to be ready for occupation this Fall.

COW TESTING.

How One Man Wastes Energy—1,000 lbs. of Milk Per Cow.

The Ingersoll, Ont., Cow Testing Association has the distinction of being the first this year to touch the 1,000 lb. mark as an average milk yield of all the cows. The report just to hand is for the 30 days ending June 21: Number of herds, 18; cows, 288; average yield of milk per cow, 1,004 lbs.; average test, 3.2 per cent.; average yield of fat, 32.9 lbs.

Two members of the association own cows giving over 1,600 lbs. of milk each. In strong contrast is a cow that yielded only 400 lbs. of milk during the 30 days. It was one of a herd of 13 cows whose average yield of butter fat was 24.3 lbs., the lowest in the association. One herd of 20 cows yielded an average of butter fat of 40.7 lbs.

The report of the Mansonville, Que., Association shows only one cow giving over 1,000 lbs. of milk in the 30 days ending June 27. One herd of 15 cows yields an average per cow of 852 lbs. of

milk and two other herds not half that, 419 lbs. and 407 lbs. respectively. There were 16 herds with 262 cows and yielded as follows: Milk, average 589 lbs.; fat, average 22.6 lbs.

St. Camille, Que., association has reported 23 herds including 182 cows. One herd falls as low as 17.3 lbs. of butter fat per cow for the 30 days ending July 2. It comprised 10 cows. Another containing five cows has an average butter fat yield of 34.4 lbs. Its owner has just as good a cash income from his 5 cows as the owner of the other who milks and feeds 10 cows. "This," says the report, "looks like energy going to waste." The average yield of milk per cow for the association is 688 lbs., and of butter fat 26.2 lbs.

St. Felicien, Que., association test for 30 days ending July 2 is reported as follows: Herds, 9; cows, 70; average yield of milk per cow, 614 lbs.; average butter fat, 23.4. This is the first report from the Lake St. John district

where seven associations are now organized. The report says: "The records of this comparatively new and rapidly developing section will be followed with much interest. These figures show less variation in the yield than in any other association so far, the records being on the whole very uniform. The average herd test runs fairly high, sustaining the present reputation of the Lake St. John dairy cows; but for this time of year too many cows are yielding less than 500 lbs. of milk per month.

NOTES.

The value of canned meats exported from the United States in June, 1906, was \$461,100, against \$797,127 in June, 1905.

Litigation involving the assets of the Pakenham Pork Packing Co., Stouffville, which went into liquidation some time ago, has resulted in favor of the liquidator, Osler Wade, and the creditors will now be paid in full.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Since last report there has been practically no change in the market. Compound lard is in very good demand, there being in some quarters much more inquiry for it than for the pure article. Hams and bacon are in good demand on all sides. Present rather high prices, while having the effect of making buyers cautious, have not been the means of keeping down the trade to any great extent. Prices are steadily maintained.

Lard, pure tierces	0 12 1/2
" " 56-lb. tubs	0 12 1/2
" " 20-lb. pails, wood (108)	0 12 1/2
" " cases, 10-lb. tins, 50 lbs. incase	0 12 1/2
" " 5-lb. "	0 12 1/2
" " 3-lb. "	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 09 1/2
" " 1/2-bbl., per lb.	0 09 1/2
" " tubs	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10 1/2
" " 12 5-lb. tins "	0 10
" " 6 10-lb. tins "	0 09 1/2
20-lb. wood pails, each	1 88
24-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	\$22 50 \$23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 16 1/2
Hams	0 14 1/2 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER—The market is steady to firm, a fair demand having been experienced for the best butters. Shipments have been fairly large, although receipts are much less than a year ago, on account of the milk being made into cheese in preference, owing to the high prices obtainable for the latter article. In consequence holders are very firm in their views and will not sell under market quotations.

Choicest creamery, saltless	0 22 1/2 0 22 1/2
Choicest creamery, salt	0 22 1/2 0 22 1/2
Medium creamery	0 21 1/2 0 22
Western dairy	0 18 1/2 0 18 1/2

CHEESE—Prices have again advanced but the demand so far has not been encouraging at the high figures asked. Shipments last week were over 100,000 boxes, so that the goods are going forward almost as quickly as they come in. The market is quiet and nearly at top notch as to prices, so that many in the trade anticipate a small decline, although no radical reduction in values is expected.

Ontario	0 11 1/2 0 11 1/2
Quebec	0 11 1/2 0 11 1/2

EGGS—Strictly fresh gathered eggs bring good prices in the market at present, but very few lots are coming forward. Farmers are too busy with their hay to make any trips to the city unless absolutely necessary. Partly in consequence of this, eggs arriving are not of as good quality as they might otherwise be, being held too long before being delivered. Selects are quoted at 20c., although in more than one case 21c. has been obtained. No. 1 are selling at 17c.

IN NEW BRUNSWICK.

PROVISIONS—In pork and beef, barrels, there is little change. Business is very quiet. Pure lard after being a little easier, has been again advanced. Prices continue high. Smoked meats are high. Refined compound unchanged; a good steady sale. In fresh meats, particularly beef, business is not active. Mutton has a light sale. Lamb is lower, but cheap lamb not expected. Veal and pork are scarce.

Mess pork per bbl	\$21 00 \$23 00
Clear pork	20 00 23 00
Plate beef	13 50 15 00
Domestic beef, per lb	0 06 0 08
Western beef	0 07 0 09
Mutton	0 06 0 08
Veal	0 07 0 08
Lamb	0 10 0 11
Pork	0 08 0 10
Hams	0 13 0 14
Rolls	0 10 0 13
Lard, pure, tubs	0 12 1/2 0 13 1/2
" " pails	0 12 1/2 0 13 1/2
Refined lard, tubs	0 09 1/2 0 10 1/2
" " pails	0 09 1/2 0 10 1/2

BUTTER—Butter prices are slightly firmer, owing to the hot weather receipts not as large.

Creamery butter	0 22 0 25
Best dairy butter	0 18 0 20
Good dairy tubs	0 16 0 18
Fair	0 14 0 16

EGGS—Prices are slightly higher; a fair inquiry.

Eggs, strictly fresh	0 20 0 25
" fresh	0 18 0 20
" case stock	0 16 0 17

CHEESE—Cheese are still high and market firm. Local output not large. Cheese per lb. 0 14 1/2 0 15

TO:

The mark the feeling tendency in roll bacon, The demand heavy. The omenal quarter.

- Long clear back
- Smoked breakfast
- Roll bacon, pe
- Small hams, pe
- Medium hams,
- Large hams, pe
- Shoulder hams,
- Backs, plain, p
- pea, n
- Heavy mess p
- short cut, per l
- Lard, tierces, p
- " tubs
- " pails
- " compound
- Plate beef, per
- Beef, hind qua
- " front qua
- " choice ca
- common.
- Mutton
- Yearling lamb
- Hogs, street lo
- Spring lamb...

BUTTER tically unch ed steady f

Creamery prints Dairy prints, chel " tubs e oh Ba e's but er

CHEESE response to try, but pr

New cheese, 1-rg

EGGS—T eases this continues h are unchan couple of e that on acc vert to "b

Eggs (new laid) bakers'

POULTR to come on selling at 1 dressed. to 16c. live 9c. to 10c. come a cen

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TORONTO MARKETS.

The market continues to advance and the feeling is very firm. The upward tendency is felt specially in long clear, roll bacon, hams, backs and lard in pails. The demand, however, continues very heavy. The northwest is taking phenomenal quantities. Street hogs are higher.

Table listing various meat products and their prices, including Long clear bacon, Smoked breakfast bacon, Roll bacon, Small hams, Medium hams, Large hams, Shoulder hams, Backs, Heavy mess pork, Short cut, Lard, Beef hind quarters, Beef front quarters, Choice carcasses, Common, Mutton, Yearling lamb, Hogs, Street lots, Spring lamb.

BUTTER—The situation remains practically unchanged. Prices have remained steady for three weeks.

Table listing creamery prints, Dairy prints, Choice tubs, and Butter prices.

CHEESE—There is a firmer tone in response to the movement in the country, but prices here vary considerably.

Table listing New cheese, Large, and Twins prices.

EGGS—The supply has slightly increased this last week, but shrinkage continues heavy and selling prices here are unchanged. Selected eggs are a couple of cents dearer and don't pay at that on account of the number that revert to "bakers."

Table listing Eggs (new laid) and Bakers' prices.

POULTRY—Ducks are now beginning to come on the market freely. They are selling at 10c. live weight, and 2c. more dressed. Chickens are selling at 15c. to 16c. live weight for young ones and 9c. to 10c. for old birds. Dressed, they come a cent higher.

WINNIPEG MARKETS.

BUTTER—Creamery butter is in better supply and the market is easier. We quote:

Table listing Butter prices for various box and brick sizes.

Local produce houses are paying 13c. to 14c. per lb. for dairy butter delivered in Winnipeg.

CHEESE—

Table listing Cheese prices for Ontario, large, and Manitoba, large.

LARD—

Table listing Lard prices for Tierce basis, Small packages, 50-lb. tin cans, 20-lb. tin pails, 10-lb., 5-lb., 3-lb., and 20-lb. net white wood pails.

CURED MEATS—

Table listing Cured Meats prices for Hams, Bacon, Shoulders, Picnic hams, Breakfast bacon, Clear backs, Spiced rolls, and Dried beef ham.

DRY SALT MEATS.

Table listing Dry Salt Meats prices for Bacon, Shoulders, and Boneless backs.

BARREL PORK.

Table listing Barrel Pork prices for Heavy mess pork and Standard mess pork.

PICKLED GOODS (COOKED).

Table listing Pickled Goods prices for Pig's feet, Pig's tongues, Boneless hocks, and Sweet pickled spare ribs.

EGGS—Produce houses are paying 17½c. per dozen for fresh eggs delivered in Winnipeg.

GONE INTO LIQUIDATION.

D. Fafard & Co., produce merchants, Montreal, have gone into liquidation, with liabilities amounting to \$700. Twenty-six tons of hay constitute the assets.

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

Pay You

it will

WALTER WOODS & CO. Hamilton and Winnipeg.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing, can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

SEARCHLIGHTS OF COMMERCE

Commercial Travelers of To-day and of the Days That Were—A Comparison of Methods and Habits—Keen Business All the Time.

The modern commercial traveler—the diplomatic, unobtrusive, gentlemanly, keen, present day "knight of the road"—is, of his kind, a remarkably interesting example of "the survival of the fittest," for truly the great army of business getters now is peculiarly adapted to the requirements of twentieth century people and methods.

Had Mark Twain served time as a "drummer" he could easily write an equally interesting and intensely exciting and amusing companion book to "Old Times on the Mississippi," under the title of "Old Times on the Road." A book, and a goodly sized one, would undoubtedly be required to convey to the uninitiated any intelligent idea of the old-time traveler's personality and achievements. Ability to successfully absorb unlimited liquid refreshment, smoke continuous strings of brightly banded cigars, loudly retail "the latest" stories, play unlimited poker and clothe his anatomy in raiment likening unto Solomon in all his glory, very often constituted a prominent portion of his most essential qualifications. In his expense account items for "entertaining" and "sundries" predominated, and as long as he "got business" the amount of such expenditure was rarely questioned. His customers, established and prospective, were wine and dined, smoked with and entertained in royal style. He was a "hail fellow, well met," everywhere; patronizing or obsequious as occasion seemed fit, sent forth to conquer large orders from the established—and flirt with the unacquired—country trade, mostly by the method in vogue of prodigal spending and showing the aforesaid "trade" a few pointers in the art of high life.

With the growth of the business world and consequent competition, however, new ideas crept in and have to a great extent supplanted the old plans of campaign. Modern-headed men decided that good goods could be sold on their merits—that liquor, cigars and the like were unnecessary and foreign to the issue, with the result that a new brand of commercial travelers handle the cream of the trade, to the mutual satisfaction of both sellers and buyers. And the change has been helped along not a little by an awakening on the part of the buyers to a grim realization of the fact that it was really their own money they were being feted with, and that just as sure as fate it came out of their own pockets, one way or another, in the long run.

The traveler of to-day is the searchlight of the ship of commerce, lighting up with far-reaching rays the channels of safe and easy business navigation, or quickly bringing to observation any dangerous or obstructive element. He is, or should be, the long distance eyes and ears of headquarters, and in this age of the measurement of brains against brains he must surely have a clear head and be extremely "smooth" to constitute a success. He must be strictly business from start to finish for the retail merchant has wearied of the rehashed story and blarney talks and much more appreciates valuable news and

business pointers from a man he can thoroughly respect. His reports are regular and comprehensive and there is no reckless extravagance in his expense accounts. His real worth is measured largely by his sobriety—a point, by the way, that is considered first and foremost by the wisest heads of the best business concerns on this continent. And right here let us divert for a moment from the traveler specially to say that if any brainy, clever man, in any position, has cause to wonder why some fellow employe—possibly one who is comparatively slow and non-progressive—gradually but surely is promoted up the ladder of success, higher than himself, let such a man take an inventory of his habits and see if they are such as to warrant the perfect confidence of his employer. Let no man allow his sensible nature to be deluded by any foolish "yellow streak" that may be in him, in believing that the use of saloon side doors or breath perfume conceals the fact that he is more or less saturated with liquor, because it is always apparent to the person not so addicted, and to their abhorrence of a depraved habit is added disgust at puny efforts for concealment. If it is not a manly and approved of thing to drink intoxicating liquors and prostitute the brains publicly, sneaking around back doors and otherwise attempting to dodge the issue certainly won't help to gain respect. It would make a good many men squirm if they knew how thoroughly their employers are acquainted with their habits. Not only the banks, railroads and other big institutions, but merchants of every class nowadays avail themselves of means of quietly ascertaining how far they feel they can trust their employes, and sometimes for weeks and even months every movement and if possible every word is recorded by an apparently invisible agency. This system is no injustice to employes. If their way of living is clean and good it is most beneficial; if otherwise, they can blame nobody but themselves for results.

And all this relates just as directly to the present day traveler as any one on earth. Note well the respect of employer, merchant, fellow traveler and people generally for the man who exhibits sober habits, gentlemanly deportment, and honesty in all his dealings, for such is the eminently successful commercial traveler of to-day.

To such men too much appreciation and consideration cannot be shown by employers, for it is within their province to make ten-fold returns for every dollar awarded them, and furthermore, a few words of encouragement and praise when deserved goes a long way towards inducing forgetfulness of many weary days and nights of fatiguing travel during intensely hot or cold, dusty or wet weather, in all manner of conveyances—of unavailing efforts to obtain rest in ramshackle, bug-ridden "hotels," of luxurious repasts on lunch counter sandwiches and railroad coach drinking water—and last but not least, of priceless, lost forever days and nights spent away from loved ones and comforts at home.

H. G.

C. M. A. ITINERARY ARRANGED.

The itinerary of the Canadian Manufacturers' Association members' tour has finally been arranged. Special C.P.R. sleeping cars will leave Montreal and Toronto on Friday, September 14, arriving in Winnipeg Sunday, September 16. The association convention will be held the three following days, and on Thursday the excursionists will leave for Regina, Moose Jaw and Calgary. They will arrive in Montreal and Toronto October 4, the whole trip occupying twenty-one days.

Following is the itinerary:

Leave Toronto 9.30 p.m., Sept. 14.
 Leave Montreal 9.40 p.m., Sept. 14.
 Arrive Winnipeg 8.40 p.m., Sept. 16.
 Convention—Sept. 17, 18, 19.
 Leave Winnipeg 1 a.m., Sept. 20.
 Arrive Regina 1 p.m., Sept. 20.
 Leave Regina 4 p.m., Sept. 20.
 Arrive Moose Jaw 5.15 p.m., Sept. 20.
 Leave Moose Jaw 7.15 p.m., Sept. 20.
 Arrive Calgary 10.15 a.m., Sept. 21.
 Leave Calgary 3 p.m., Sept. 21.
 Arrive Banff 6.30 p.m., Sept. 21.
 Leave Banff 5.30 p.m., Sept. 23.
 Arrive Vancouver 7.30 a.m., Sept. 24.
 Leave Vancouver 1 p.m., Sept. 24.
 Arrive Victoria 6 p.m., Sept. 24.
 Leave Victoria 8 a.m., Sept. 26.
 Arrive Vancouver 12 noon, Sept. 26.
 Leave Vancouver 11 p.m., Sept. 26.
 Arrive Revelstoke 4 p.m., Sept. 27.
 Arrive Glacier 7 p.m., Sept. 27.
 Arrive Calgary 7 a.m., Sept. 28.
 Arrive Edmonton 2 p.m., Sept. 28.
 Leave Edmonton 1 a.m., Sept. 29.
 *Arrive N. Battleford, Sept. 29.
 *Leave N. Battleford, Sept. 30.
 *Arrive Kamsack, Sept. 30.
 *Leave Kamsack, Sept. 30.
 *Arrive Dauphin, Sept. 30.
 *Leave Dauphin, Sept. 30.
 *Arrive Neepawa, Sept. 30.
 *Leave Neepawa, Sept. 30.
 Arrive Winnipeg, 7.30 a.m., Oct. 1.
 Leave Winnipeg 11.50 a.m., Oct. 1.
 Arrive Kenora 5 p.m., Oct. 1.
 Leave Kenora 7.30 p.m., Oct. 1.
 Arrive Fort William 8 a.m., Oct. 2.
 Leave Port Arthur 6 p.m., Oct. 2.
 Arrive North Bay 11.50 p.m., Oct. 3.
 Arrive Montreal 6.30 p.m., Oct. 4.
 Arrive Toronto 7.30 a.m., Oct. 4.
 *Time announced later.

FRUITERS ABROAD.

James Langskill has sold his grocery on Bloor street west, Toronto, and will assume his duties as president of White & Co., fruit importers and commission merchants, to which position he was elected at the beginning of the year. On Saturday, he and W. H. Despard, the enterprising manager of the firm will leave for a week's business trip in the eastern states.

Adelit Beaudoin, grocer, 92 Fulford street, Montreal, has gone into liquidation with liabilities amounting to about \$9,000.

A. E. Hopkins, representing O. S. Fellows, Middletown, N.Y., manufacturers of solder saving machinery, was a visitor to Montreal this week. Jas. B. Campbell, of the Acme Can Works, did the honors in introducing Mr. Hopkins to interested trade.

Is the Cou

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The Red Ont., owned the inside, a less the photo accompanying very much c cers who li and that's ought to be a store int idea. Ther country tha anyone gets write and t There should interest in t

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"Old Coun tion to wi here," rema

now working out by the f (Eng.) firm: "It is as tion' written your shop a styles, and must see the them inside. pression good favor when r "A well di en for a suc sign is in th dex to the q on sale and The great p shop front a

WINDOWS AND INTERIORS

Is the Counter to be Done Away With?—Evolution of Grocery Interiors — A Bright Grocery in Walkerton, Ont.

INSIDE THE RED FRONT.

The Red Front Grocery, Walkerton, Ont., owned by J. W. McIntyre, is, on the inside, a pretty attractive store, unless the photograph from which the accompanying illustration was made is very much of a prevaricator. The grocers who live on the line of discovery, and that's where every food stuff man ought to be, will study every picture of a store interior in search of a new idea. There isn't any store in this country that cannot be improved. If anyone gets an idea from this picture, write and tell Mr. McIntyre about it. There should be a greater community of interest in the grocery trade.

PUT ON A GOOD FRONT.

"Old Country grocers pay more attention to window dressing than we do here," remarked an Old Country clerk

creasing trade, old stocks and cobwebs. In days gone by a man could do business in a cellar or on a box, but those days are gone. You know who you are and what good things you have to sell. The public don't. You've got to tell them, and the first talk with them is from your own shop front."

THE COUNTER GOING.

"I believe it will only be a short time until the counter will be abolished from every up-to-date grocery store in America," says J. J. Frederick, in a recent issue of *Eli Grocer*, of St. Louis. "Already many eastern stores are operating successfully without the old-time fence between themselves and their customers; there is one St. Louis grocery that is doing a huge business, although it is counterless.

"Grocers who have cut out counters tell me that the innovation has improv-

NEW PLAN OF WINDOW DRESSING

Here is an interesting method of window dressing applied by a Bradford, Mass., grocer, and described in the *New England Grocer*:

"First he fills the window with soil about four inches deep front, fifteen inches deep back. In the centre, away back, he places a large fern, while at each end of the window he places a small-sized century plant. Potted flowering plants in bloom are at various times bedded in the soil. Cut flowers, arranged with much taste, are added during the season. . . . With the hours this busy, hustling grocer works he found it impossible to keep the windows clean. Flies would in a few hours spoil his best efforts along the old line. Mr. Taylor's arrangement of flowers (potted and cut), ferns, mosses, grasses, etc., were flanked by rows of large bottled pickles and olives, while lower down, facing the windows, were arranged the smaller bottled goods, stove polish and fancy labeled goods usually found in an up-to-date twentieth century grocery. Once each week the display is changed and windows washed. Potted plants, ferns, mosses, etc., were carefully water-



A Walkerton, Ont., Grocery.

now working in Toronto. This is borne out by the following advice by a Leeds (Eng.) firm:

"It is as important to have 'Invitation' written all over the outside of your shop as to have fresh goods, new styles, and brightness inside. People must see the outside; you've got to get them inside. So make your first impression good, and it will count in your favor when money is being spent.

"A well dressed man is generally taken for a successful man and a shabby sign is in the public mind a sort of index to the quality and quantity of goods on sale and the service to be rendered. The great public associates a shabby shop front and dull sign-work with de-

ed business very materially. For one thing, they say the absence of the counter enables them to display their goods much more advantageously, while it brings them in closer touch with their patrons. Customers are able to view the shelf goods at close range, and if these are attractively arranged they tempt the viewers to buy.

"The place of the counter is taken either by a counter in the rear where all orders are filled, or by sliding shelves, such as those that add to the usefulness of roll top desks, arranged at intervals along the walls. The sliding shelves serve all the purposes of the counter and can be pushed back out of sight when not needed."

ed and another window arrangement made."

WALKER BIN AGENCIES.

The business of the Walker Bin & Store Fixture Co., of Berlin, Ont., is increasing so rapidly in the west that it has been found expedient to open distributing agencies in the west. Stuart Watson, 433 Main street, Winnipeg, is the agent for Manitoba, and the H. W. Laird Co., Regina, will handle the business for Saskatchewan and Alberta. Prompt attention will be given all western business.

FLOUR AND CEREAL FOODS

Harvesting Begun in the West—Quality of Ontario Wheat Very Good and the Yield an Average, if not More—Probable Revival in Oatmeal Trade.

Cutting wheat has commenced in the Northwest and grain men believe that the weeks to come will witness the harvesting of another record crop. Ontario Fall wheat is now practically all cut. The quality is declared to be excellent, but there is some difference of opinion as to the quantity. Certainly it is a good average, but some incline to the view that it will be a little better than that.

The outlook for the oatmeal and cereal milling in Canada is now very bright. The Canadian oat crop promises very well, while that in the States is poor. It is still a fortnight too early to speak positively of the Canadian crop, but if indications are realized there will be a marked revival of business this Fall, both in the domestic and export trades. Many inquiries are now arriving from the Old Country.

Present trade in oats and cereals is very dull. Not much business is passing in flour.

MONTREAL MARKETS.

GRAIN—Nothing new has developed in grain since last week. The market has been quiet and very little trade has been done in any quarter.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 42½
No. 3 white oats	0 41½
No. 4 white oats	0 41
No. 3 yellow corn	0 63
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Only fair business is being done in flour at present. Export demand has fallen off greatly and very few shipments are being made in consequence. Locally, business is rather good, but would stand considerable improvement. Prices are unchanged.

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

ROLLED OATS—Rolled oats remain unchanged. Very few firms are doing more than a very small amount of trade, demand being very slow.

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

FEED—Owing to the very large demand for bran and shorts, prices have been advanced about one dollar. This rise has been caused partly also by the fact that many mills throughout the country are not at present running, owing to poor business obtainable. Feed flour has also been advanced. Dealers are asking \$1.40.

Ontario bran	17 50	18 00
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
bran	17 50	18 00
Mouillie, milled	21 00	24 00
straight grained	25 00	28 00
Feed flour	1 40	

HAY—Locally, the hay market has not changed a great deal since last report. Very little is coming forward, farmers being busy with their new hay and not inclined to take the time to make deliveries. Prices are unchanged, although in some instances there is considerable latitude, according to the quality of the article offered. Figures hereunder, however, are about the average obtained.

In the U. K. the market is no worse, but perhaps a little better. The scarcity in London has induced some buying which has relieved the situation in Liverpool somewhat. In the former city 61s. is quoted, and in the latter 56s. The Manchester market is very weak at 52s., while in Glasgow conditions are improving, while prices quoted are 63s. to 64s.

No. 1	10 00
2	9 00
Clover mixed	6 60
Clover, pure	5 00

TORONTO MARKETS.

GRAIN—Ontario millers took considerable Manitoba wheat last week, but this week trade is not so active on the decline. New Ontario red is selling for export at 72c. and the prices of the little old wheat remaining is fixed by that.

(F.o.b. Georgian Bay points.	
Manitoba wheat, Northern No. 1	0 83½
" " " " No. 2	0 81½
" " " " No. 3, nominal	0 79
Red new " per bushel	0 72
White new " " " " 78 per cent. points	0 72
Mixed, new " " " "	0 72
Spring, nominal " " " "	0 72
Go. se, " " " "	0 72
Barley, No. 1	0 48
" No. 2	0 50
" No. 3x	0 45
" No. 3	0 42
Oats, white, " " " "	0 39
" mixed, " " " "	0 36

FLOUR—Prices on Manitoba patents are steady. Ontario flour has declined in keeping with the price of new grain. Just a fair business is moving.

On track Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 50
" " " " No. 2, " " "	4 10
Strong bakers	3 90
Ontario 90 p.c. patents, No. 1 " " "	3 30
Straight roller	3 20

CEREALS—Prices are unchanged and the demand continues light.

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled wheat in boxes, 100 lbs.	2 40
50 lbs.	1 25
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " " in wood	4 75
" " " " " " for broken lots	4 80

CEREAL NOTES.

John F. Morrissey, representing Schultz, Baujan & Co., millers of Winter wheat at Beardstown, Ill., recently visited Winnipeg for the first time and was greatly impressed with the growth and possibilities of the western metropolis.

There is a demand in Great Britain for about 50 tons of banana flour arriving. Its chief importance is as a diet for children and invalids, for which there is said to be no question as to its value. H. M. Stanley, the explorer, spoke in high terms of its efficacy in gastritis, and the testimony of physicians in India and in the West Indies proves its value to those suffering from dyspepsia. The method of manufacture consists of drying and reducing to powder. The supply is uncertain. In London from \$7.50 to \$8.75 is charged per 112 lbs.

The Royal Commission to investigate regarding the grain trade has been instructed to take into consideration all matters connected with the grain inspection and the Manitoba grain act, and is given power to visit grain-growers and elevators all over the wheat-growing area, to inquire into the methods of handling the grain at the various stations, farmers' elevators, companies' elevators, the distribution of cars, methods of grain dealers in Winnipeg, Toronto and Montreal, the system of Government inspection and collection of fees, selection of grades, and the methods of handling the grain at Fort William and Port Arthur and other lake ports, at Montreal, St. John, Halifax, and in the Old Country.

HAY VERSUS GRAIN.

This week in Windsor, says a correspondent of the Toronto Globe, farmers got 56 cents a bushel for corn, but one man, County Councillor T. J. O'Neil, has long held the theory that it was more profitable to feed it. He kept an elaborate and careful calculation. In a sum of money Mr. O'Neil took home the other day from a sale of hogs at about seven cents a pound he figured he had been paid an equivalent of \$1.25 a bushel for his corn, or nearly double the market price for the grain.

INDIAN TEA AND COFFEE.

The tea planters have been subject to vicissitudes of different kinds—agricultural, commercial, and fiscal—in recent years, but the last year has been much more full of promise. In 1905-6 the total exports were 214,000,000 lbs., or about 2,000,000 lbs. more than in 1904-5, while the value showed an increase of 5 per cent. This advance in price, the accompaniment, it may be presumed, of an improvement in quality, is encouraging to a long-depressed industry. England bought rather less black tea from India in 1905-6, but foreign consumers increased their direct purchases from 43.8 to 47.2 million lbs., the principal buyers being Canada, 14.95 million lbs.; Russia, 9.7 million lbs., and Australia, 7.75 million lbs. Scientific experiments for improving the cultivation and preparation of Indian tea are in progress. On the whole, the tea outlook is extremely good. The coffee industry, which has also been long depressed, is recovering from the effects of plant disease and Brazilian competition. The exports of coffee in 1905-6—viz., 360,000 hundredweight—were the highest for 16 years.

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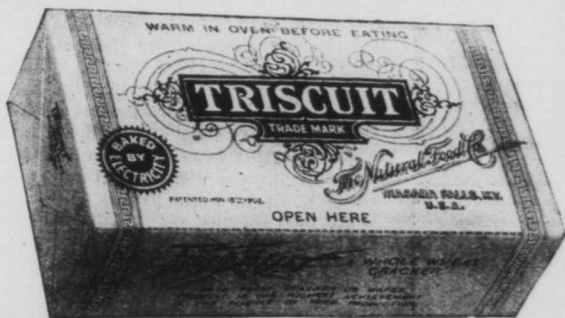
TRISCUIT TRUTHS

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

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

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

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



"It's All in the Shreds"



Household
Canada
Flakes

25c.

A beautiful piece of Decorated China in every package

Already has proven a great success.

Numerous repeat orders of five-case lots.

The package is an attractive novelty.

We want you to share in the hustling sale.

Order to-day.

Single Case, \$5.00 5-Case lot, \$4.95 freight prepaid

MONEY-MAKING

WALL PAPERS

Judging Wall Papers by the standard of price alone will always be unsatisfactory.

It is vastly more important to consider the profit-earning possibilities of the different makes submitted for your approval.

We have learned the way to make our wall papers so pleasingly attractive, that quick sales and good profits are assured to the dealer handling them.

When our salesman turns over our samples you will recognize profit-earning possibilities not to be found in other makes.

Your order will be filled to your satisfaction.

STAUNTONS LIMITED

Makers of Superior Wall Papers TORONTO, Ont.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

WINNIPEG
GODERICH
BRANDON

OFFICES

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

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

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

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

Granose Flakes
 are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15c. Our advertising has introduced them into thousands of homes in Canada.
 Once tried the consumer will not do without them.
 If you have not got them in stock write to
The Battle Creek Health Food Company, Limited
 Canadian Factory and Office, LONDON, ONT.

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

Pot and Pearl Barley
 "Gold Dust" Wheat Cereal "Steel Cut" Graham Flour
THE CANADIAN FLOUR AND CEREAL MILLS
 (Write for Quotations and Samples) **MARKHAM, ONT.**

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

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

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions Commission **Quebec**
 Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
 REFERENCE, HOCHELAGA BANK.

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

DECREASE OF TAPIOCA.

The Grocer is in receipt of a letter from one of the largest importing houses in Montreal on the subject of the tapioca industry. Some very interesting facts are given therein which tend to explain the existing situation in tapioca. Our correspondent says:

"Referring to the subject of the tapioca industry as recently reviewed in your columns, we have before us several letters from correspondents in Singapore which may, perhaps, prove interesting to your readers.

"These letters confirm what we have already made public, viz., that the cultivation of tapioca is to a great extent being abandoned in favor of the planting of rubber. This fact is due in part to the increasing demand and consequent good markets to be found for the latter article, but apart from this the cultivation of tapioca is being relinquished voluntarily, and is also being discouraged by the Government in the colony on account of the way it exhausts the soil. Around the Singapore district they take three crops of tapioca, but in Malacca the planter is only allowed to take two crops off the ground. After these crops of tapioca are raised the land is left absolutely useless for practically a generation, one of our correspondents stating that he knows of land which has been waste for 50 years and probably more from the planting of tapioca. The consensus of opinion is that for some time to come people will go on planting more rubber and less tapioca, unless of course there should be a fall in rubber through over-production, or some insect pest or other cause. While this is the general opinion it must be admitted that in some districts in the colony itself there has been a revival of tapioca planting, possibly attracted by the high prices ruling for the past twelve months. This, however, refers to some districts only, and we think will not by any means counterbalance the pretty general decrease in the planting of tapioca. In Malacca, however, which used to be a great source of supply, all the available land has been used up, and on what is left that could be used, it is naturally preferred to plant rubber or such permanent crops. In fact, no increase is expected in cultivation in the native states. We think it is possible that there may be some reduction before this year is out, from the present high prices ruling, but we are satisfied that we shall not see for several years to come anything like previous low prices which have been ruling."

From the foregoing it will be seen at once that the present situation in the tapioca market is not at all surprising. Stocks locally were cleaned up long since and jobbers have been unable to obtain any new orders.

WHAT INDUSTRY DID.

Thomas Shaw, the new lord advocate of London, is a self-made man. The son of a baker, he earned his living as a lawyer's clerk while attending the university. His industry was tremendous, and the soundness of his scholarship may be judged from the fact that he contributed the article on Talleyrand to the Encyclopedia Britannica. He is a notable fly-fisher.

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From the Ottawa there about 1,500,000 various lakes parts of Canada ed brook trout and Atlantic s

The balance ers' Associati vent annual of surplus. I years' divider which had fa paid, the last to November \$87,000 to sat and claims fo amount to be j ing still a eas

The Ontario cultural Socie ports received the indication a light crop i a complete fa the blight an nose. Onion spite of the will be excep fairly plentifi lying districts from the rot. toes in the Ni mous. In the blight has abo

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- Late Valencia orang
- Dates, per lb.....
- Bananas
- Cocoanuts, per bag o
- Pineapples
- Apples
- New apples, baskets
- Old lemons, per box
- New lemons
- Limes, per hundred.
- Peaches, per box...
- Plums, "
- Cantaloupes, per crs
- Watermelons, each.
- Cherries, per basket
- Jamaica oranges, pe
- Egyptian onions, pe
- Blueberries, 22 quar
- Raspberries, per bo
- Jamaica grape fruit.

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satisfied with ing in vegeta mand which There can be recent very great deal to being transac ing pretty w are now abo and old turni now off the

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rove successful a considerable number will come next year.

From the Government fish hatchery at Ottawa there were shipped this year about 1,500,000 fry. They went to various lakes and rivers in different parts of Canada. The varieties comprised brook trout, salmon trout, grey trout and Atlantic salmon.

The balance sheet of the B. C. Packers' Association, submitted at the recent annual meeting, showed \$483,000 of surplus. It was resolved that two years' dividends on preferred stock, which had fallen in arrears, should be paid, the last payment having been up to November 20, 1903. As it will take \$87,000 to satisfy these preferred dividend claims for each year the total amount to be paid will be \$174,000, leaving still a cash balance of \$309,000.

The Ontario Superintendent of Agricultural Societies states that from reports received from vegetable growers the indications are that beans will be a light crop in all sections, and will be a complete failure in some owing to the blight and the ravages of anthracnose. Onions will be a fair crop, in spite of the maggot. In places celery will be exceptionally good, and will be fairly plentiful on the whole. In low-lying districts potatoes have suffered from the rot. The output of early tomatoes in the Niagara district will be enormous. In the Kensington district the blight has about ruined the onion crop.

MONTREAL MARKETS.

GREEN FRUITS—Excellent business is being transacted in fruit at present. The warm weather has caused the demand to increase very considerably. All lines are in request. Bananas seem to be particularly favored, very many orders being received daily. New apples are now arriving more freely and prices are lower in consequence. Peaches are also coming in more freely. Prices have not changed much otherwise since last report.

Late Valencia oranges, per box	5 75
Dates, per lb.	0 04 1/2
Bananas	1 75
Cocoanuts, per bag of 100	3 40
Pineapples	4 00
Apples	7 00
New apples, baskets	1 10
Old lemons, per box	3 75
New lemons	5 00
Limes, per hundred	1 25
Peaches, per box	1 75
Plums	2 00
Cantaloupes, per crate	5 00
Watermelons, each	0 30
Cherries, per basket	1 00
Jamaica oranges, per bbl.	7 00
Egyptian onions, per 112-lb. bag	1 75
Blueberries, 22 quart boxes	3 00
Raspberries, per box	0 10
Jamaica grape fruit, box	6 50

VEGETABLES—Dealers are quite satisfied with the amount of trade passing in vegetables. There is an active demand which keeps all lines moving. There can be no doubt but that the recent very warm weather has had a great deal to do with the large business being transacted. Old stock is becoming pretty well cleared up. Green peas are now about done, as are old carrots and old turnips. Canadian asparagus is now off the market. Good demand is

CALIFORNIA FRUIT
Fancy Bartlett Pears and
Crawford Peaches

are now arriving in large quantities. You should be handling a share of this fruit if you are not. FRESH DAILY.

Lemons

We predict higher prices. Good Hard New Lemons at present prices will soon look cheap.

Our Weekly Price List mailed to any responsible dealer.

WHITE & CO., LIMITED
TORONTO and HAMILTON

"THEY HAVE TO BE SHOWN"

Is the only way to convince *The Stubbs Marshall Mercantile Co.* that better Watermelons grow than they are now ready to ship—they're from Missouri. Jobbers please enquire.

W. B. STRINGER & CO., - Sole Agents - Toronto

FOREIGN AND DOMESTIC FRUITS

Of All Kinds. Peaches, Tomatoes, Pears, Blueberries, Bananas, Oranges, Lemons, etc. Ring Us Up. FIVE PHONES.

THE F. T. JAMES COMPANY, Limited

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

EGYPTIAN ONIONS Fine Stock at a Snap, \$1.50 per sack.
LEMONS 360s at \$3.50 per box; 300s at \$4.00 per box.

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

BANANAS, WATER MELONS,
ORANGES AND LEMONS

And all kinds of

FOREIGN AND DOMESTIC FRUITS

Send us your order

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

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

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Funter White
Montreal, D. Rattray & Sons

Toronto, F. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,

4 Cullum St., E.C. LONDON, ENG.

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.....	1 25	1 75
.....	3 50	3 50
.....	2 25	2 50
.....	0 30	0 50
.....	0 30	0 44
.....	0 30	0 40
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.....	0 75	0 75
.....	1 75	1 75
.....	1 50	1 50
.....	0 07	0 07
.....	1 00	1 25
.....	0 21	0 25
.....	0 25	0 40
.....	0 25	0 25
.....	1 00	1 00
.....	0 75	0 85
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.....	0 25	0 35
.....	0 15	0 20
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IF YOU ARE ONE OF THE FEW WHO DON'T HANDLE MELAGAMA MOTHER'S FAVORITE TEA

WRITE US QUICK IT WILL PAY YOU

We also carry a full line of bulk Teas and will be pleased to send you samples and quotations, you will find our prices right.

MINTO BROS. Importers and Blenders, F. J. WHITE, Manager
TORONTO.



FINNAN HADDIES

THE FAMOUS
"BRUNSWICK BRAND"

is now on the market. Strictly new pack.
Every tin guaranteed. The large sales
prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited
Black's Harbour, N. B.

1906

Age cannot wither.
Nor custom stale, its infinite variety.

1906

CANADIAN NATIONAL EXHIBITION
TORONTO AUG. 27 SEPT. 10

ONTARIO

LARGER, MORE INSTRUCTIVE AND
MORE ENTERTAINING THAN EVER

AN UNEQUALLED ART LOAN EXHIBIT
HORSE AND CATTLE EXHIBIT
POULTRY AND PET STOCK --
EXHIBIT

MAGNIFICENT EDUCATIONAL EXHIBIT OF PROCESSES OF
MANUFACTURE IN NEW \$100,000 BUILDING.

THE FINEST PROGRAMME OF AMUSEMENTS EVER PRESENTED,
INCLUDING "IVANHOE" WITH EXPERT TILTERS BROUGHT EXPRESSLY
FROM ENGLAND

HIS MAJESTY'S HOUSEHOLD BAND OF THE 2nd LIFE GUARDS
Will play twice daily on the Grand Plaza (free), 11 a.m. and 4 p.m.

NO UP-TO-DATE CANADIAN WILL MISS THIS EXHIBITION
TO AVOID THE GREAT CROWD, COME FIRST WEEK

FOR ALL INFORMATION APPLY TO

LIEUT.-COL. J. A. MCGILLIVRAY, K.C.,
President.

J. O. ORR, Manager and Secretary
CITY HALL, TORONTO, ONT.

EVERY HOUSEHOLD

uses stove polish and, it being an article of everyday use, the quality
is sure to "show up," if

JAMES' DOME BLACK LEAD

is being used you can depend on its quality. Always the same.
Gives a good bright polish, contains no grit, makes no dust.

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

The grocer who pleases all his customers
Is the grocer who makes
"Profit Progress"

How can a grocer please all his customers unless he pleases all their tastes?
You may not be selling

Southwell's Jams and Marmalades

and yet a great number of your customers want these goods. Do you think the "other kind" will please these customers? Do you think they can be talked out of their Southwellian Conviction?

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE
STEWART'S
Chocolates and Confections
ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the
Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
TORONTO LIMITED

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

MILK CHOCOLATE

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

COWAN'S COCOA
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Canadians are proud of their country
We are Proud of our
Canadian-made

Chocolate

There is this to say of

MOTT'S

brands

"Canada's Best—the World's Best"
"DIAMOND" and "ELITE"

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

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. MOINDOE TORONTO J. B. HUKLEY WINNIPEG

BISCUIT

The Grocer Him

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BISCUITS AND CONFECTIONERY

The Grocer Himself Determines the Quality of His Trade—The Best Display is Essential to Handling Profitably the Best Goods.

Confectionery is a luxury and grocers should remember that. It is a trade to be cultivated and the merchant can, as he pleases, confine his trade to cent goods and cheap chocolates or he can have the best class of confectionery business with the highest priced goods. It is much a matter of display and advertising. Of course a modern plate glass show case with its several shelves is best, but a lot may be done with an ordinary counter show case. Dump into a show case a lot of cent suckers with wooden sticks pointing every way, next to that some wrapped goods and then some popcorn, flanked by paper bag prize packages, the display completed with a few trays of cheap chocolates, and you have a combination that would mean nothing to the young man seeking something nice for his best girl. It wouldn't attract any one but the indiscriminating youngster anxious to spend a cent that was burning his fingers. Every grocer has seen small displays of high-class confectionery. What looks better when properly arranged? The manufacturers go to much expense to make their products look tempting. The grocer who does not handle the goods in the same spirit is wasting their money and losing money himself. Nothing is more tempting than a good display of high grade confectionery and there need not be much of it, either.

BIG TRADE IN PEANUTS.

The sales of peanuts in the United States amount annually to eight or ten million dollars. Some dealers sell as much as a million bushels.

The seeds of the peanut are planted like beans, and when the vines have come up and the nuts are ready for harvesting the farmer takes a cultivator especially made for the purpose and starts down the long rows. On either side of this cultivator are two long knives which cut into the ground sufficiently to cut the tap root of the vine. The same process is gone through with on the other side of the vine. The main root being severed and the ground loosened, the vines are lifted into shocks like corn. They are cured by allowing them to stand in the sun for about ten days, when colored women and children are sent into the field to pick the nuts from the vines. An average picker will pick about five bushels a day, for which they are paid at the rate of 10 cents a bushel.

It is not known how peanuts first came to this country. Both Africa and Asia claim the distinction of being the home of this vegetable. Its first record in the United States dates back to 1600. In 1861 the crop amounted to about 50,000 bushels, but it was the

circus that really made the peanut a valuable article of commerce. At the present time the crop amounts to about 11,000,000 bushels annually. Virginia and North Carolina still maintain their lead, but Tennessee now raises about 800,000 bushels, though of an inferior quality. Of the ordinary variety about 22 pounds make a bushel.

REMOVED TO HUNTSVILLE.

Walter Bates for a number of years in the grocery and confectionery business in Lakefield, Ont., has removed to Huntsville, Ont., succeeding Gilmour Bros. Mr. Bates has purchased the property he now occupies which besides the store and dwelling contains a bake-shop, where three men will be constantly employed making IXL home-made bread, the brand that has won such a good name for itself in his section of the country. Both Mr. Bates and his brother in Peterborough, Fred Bates, have been regular subscribers for The Canadian Grocer for a long time. Mr. Bates says: "while in the grocery business I bought many articles through seeing them advertised in The Canadian Grocer, including 'Bowser' coal oil tank, 'National' cash register, 'Dayton' scales, 'Wilson' confectionery scales, gasoline lamps, silent salesman, spice tins, gum machine, etc." Mr. Bates has had 20 years experience as a baker.

CONFECTIONERY NOTES.

There is talk of the establishment of a new biscuit factory in Toronto.

Canadian soda biscuits, classed under the heading of bread by the Customs Department, are meeting with much favor in Trinidad, the Canadian commercial agent writes, and fill a want amongst a class of people who look for a choicer article than the "cracker" of local manufacture which is in general demand by the masses.

TWO WAYS TO MAKE TEA.

Probably there's more than one right way of making tea. Here are two, each given by experts of big tea houses:

To brew a perfect cup of tea use only an earthen or china teapot—never metal. Seald the pot with hot water before using. Allow a teaspoonful of tea for every two cups required, pouring the boiling water on the tea. Never let the tea steep more than three minutes. The water should be boiled as quickly as possible, but thoroughly boiled.

Always make tea in a jug—Warm the jug. Put in a teaspoonful of tea for every two cups. Pour on fresh boiling water and set on the back of the stove for five minutes. Then pour the liquor off the leaves through a strainer, into the teapot, and serve.

HOW MUCH IS SUCCESS WORTH IN YOUR STORE

Have you a little time to experiment and the "pushiveness" to get value quickly?

Are you a seeker of "built-up-trade" goods with no desire to have to "talk up" sales?

To either



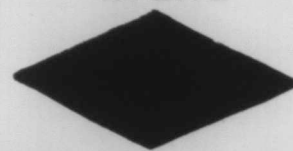
offer a splendid inducement.

Given an opportunity by the right man they will draw trade from quarters where only "kickers" were supposed to dwell. Brought into a store where "others" are supposedly unconcerned, "Perfections" will give a good account of themselves.

Which grocer are you?

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

**DIAMOND
Brand**



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

THE PRODUCTION OF BANANAS

Growth of Banana Trade—The Different Varieties—Yield Upwards from One Hundred Bunches per Acre—Canadian Imports.

How many bunches of bananas were sold in other than tropical countries thirty years ago? Or what is of more interest to Canadian merchants, how many bunches were used in Canada at that time. The answer to both these queries would, when placed beside the figures which represent the consumption to-day, show the tremendous growth of the banana industry in this short time, a little over a quarter of a century.

Bananas originally grew wild in certain tropical places, but afterwards were transplanted in different districts, until now they are grown, more or less, in almost every tropical country. There are certain parts of the world, however, where the fruit reaches greater perfection than it does anywhere else. In Central America the fruit produced is probably the best in the world. The bananas reach a greater size, grow in greater variety, and are all round a better fruit. In Cuba and the West Indies large plantations are cultivated, and the industry has a hold as far north as Florida. These are the only banana cultivating countries worth mentioning.

Many Varieties.

There are over one hundred and fifty different varieties of banana grown in the districts mentioned. In Central America there are many plantations, covering anywhere from one hundred to ten thousand acres. The bananas grow from one to one hundred and seventy-five bunches per acre. The plant is grown in rows quite a distance apart. Each plant is cut down when it yields, thus permitting the growth of another bunch. When the whole stalk is cut down new ones spring up from the roots, the most healthy stalk being allowed to live, the others being killed. The stalk cultivated, in the course of ten or twelve months, produces a bunch of bananas, and then the same process is gone through again. The stalks are as large as a good sized tree, being from one foot to one foot and a half in diameter, and the leaves are in the neighborhood of ten feet long and two feet wide.

Large Shipments.

In the more cultivated portions of the country the bananas are sent to the ship-

ping point by rail, or by boat, but when it is impossible to ship them in this way they are carried, bunch by bunch, by native women. At the shipping point the bananas are loaded on to the vessel by natives, or by loading machines made specially for the purpose. In the old days all shipments were made by sailing vessels, but it was found that these were too slow and entailed too much loss in time and money to make the industry a successful one. Gradually improvements have been made until at present vessels capable of carrying 40,000 bunches per trip are in the service. Refrigerator vessels are used also.

Arrived in northern markets, the fruit is shipped by rail, or vessel, to smaller markets, whence it is distributed to its final destination—the fruit and grocery stores. It is a common sight in several southern cities to see trainloads of this fruit going north every day.

Canadian Imports.

Canada imports in the neighborhood of one quarter to three quarters of a million bunches annually. In 1890 only about 100,000 bunches were sold here. The fruit is shipped to Canada, chiefly to Montreal, from New York, Philadelphia, Boston and Baltimore.

Nearly all the wholesale fruit houses are compelled to handle bananas, so great is the general demand for them.

but there is one which handles

When the banana is in infancy only a few are used for this fruit; nearly every grower has always bunches, or more, every year, that it is quite a million mark course of a few

HOW TO

An Expert Give

iced tea which is delicious. Sumner McGuane, New England Tea Company, says an excellent way of iced tea is to be intended to be and was content of a grower.

"I am taking a few remarks used more or less of the season of the badly ninety percent. In the first place he poured on it no artificial ice to cool it, unless the tea is to be made two or three allowed to cool and lemon served. It will experiment in pouring hot tea a great deal put some hot and you will begin to ferment milky, which,

"The rightful, delicious drink is as a quarter more would when hot. Pour off to steep five remain longer good can be. Pour off and use any artificial it is time to lemon can be though, is a slice of lemon tea is to be two or three enough for it. "Claret ice and refreshing made as above or less of claret in last




Trade is Won and Trade is Held

BY

BORDEN'S BRANDS

Goods that are made as scientifically and hygienically perfect as BORDEN'S must please your customers and make for profit for you.

WILLIAM H. DUNN, Montreal and Toronto

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

"EAGLE" brand
Condensed
Milk

"PEERLESS"
Evaporated
Cream
(Unsweetened)



SHIRRIFF'S

ON EXTRACTS STANDS FOR SUPREMACY

*The Goods
that are Rated Highest.*

MANUFACTURED BY
**IMPERIAL EXTRACT CO.
TORONTO**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Cro
MOLAUCHLA

but there is only one house in Canada which handles them exclusively.

When the banana industry was in its infancy only the best fruit stores handled this fruit; nowadays every fruit and nearly every grocery store in the country has always in stock two or three bunches, or more, and the trade is growing every year, to such an extent in fact, that it is quite reasonable to expect the million mark will be reached in the course of a few years.

HOW TO MAKE ICED TEA.

An Expert Gives Directions for the Delicious Beverage.

Iced tea when properly made is a delicious Summer beverage. James A. McGuane, New York manager of the Salada Tea Company, gives the following excellent advice relative to the making of iced tea. The information was intended to be imparted to customers, and was contained in a letter to a president of a grocers' association.

"I am taking the liberty of making a few remarks about iced tea, which is used more or less extensively at this season of the year and which is made badly ninety times out of one hundred. In the first place, hot tea should never be poured on ice, and in the second place no artificial means should ever be used to cool it, until it is to be served. When tea is to be served iced it should be made two or three hours in advance and allowed to cool gradually; then the ice and lemon added just before being served. It will be worth your while to experiment in this yourself a little. Try pouring hot tea on ice and you will find a great deal of the flavor is gone. Then put some hot tea in your refrigerator and you will discover that it will soon begin to ferment and get more or less milky, which, of course, means spoiled.

"The right way to make this healthful, delicious and refreshing Summer drink is as follows: Use about one-quarter more of the dry leaf than you would when making tea to be served hot. Pour on boiling water and allow to steep five minutes (do not allow it to remain longer on the leaves — all the good can be extracted in that time). Pour off and let it cool gradually. Never use any artificial means of cooling until it is time to be served. Then ice and lemon can be added. The better way, though, is to put cracked ice and a slice of lemon in each glass. When iced tea is to be served it should be made two or three hours in advance, or time enough for it to get cool gradually.

"Claret iced tea is a most delicious and refreshing Summer drink, and it is made as above, adding a tablespoonful or less of claret to each glass. Put the claret in last; it will remain on top un-

til stirred and gives a beautiful appearance.

"Don't pour hot tea on ice. If you do it will lose its delicious flavor.

"Don't put hot tea in the refrigerator to cool. If you do it will spoil in short order.

"Don't use a cheap tea for iced tea. It is poor economy at all times, and particularly when you are going to use it iced.

"Tea when properly made and poured off the leaves will keep for two or three days perfectly if kept in a moderate temperature."

**SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.**



Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.

**KINGERY MFG. CO.
106 E. Pearl St., Cincinnati**

**45 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS**

AND

CHOCOLATES



Registered,
U. S. Pat. Off.

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.



UPTON'S

Jams, Jellies

and

**Orange
Marmalade**

are easy to sell.



Sixty
Years of
Popularity

**COX'S
GELATINE**

may now be had
in a new form as

**COX'S
INSTANT POWDERED
GELATINE**

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

Canadian Agents:

J. & G. COX,

C. E. Colson & Son, Montreal

Ltd.

D. Masson & Co., "

Gorgie Mills,

A. P. Tippet & Co., "

EDINBURGH

Cultivate your Biscuit trade by ordering

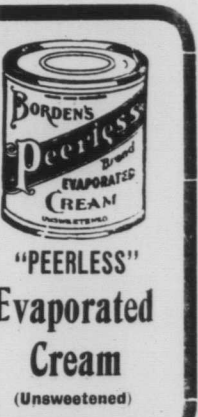
McLAUGHLAN'S

Cream Soda Biscuits

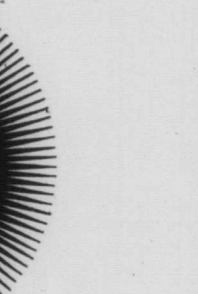
McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

by boat, but when they are taken to them in this way, they are packed by bunch, and the shipping point is on to the vessel. Loading machines are used for this purpose. In the past, these were made of wood, but it was found that iron was better and entailed less money to make a useful one. Gradually, they have been made of iron and are able of carrying up are in the same vessels are used at all markets, the fruit is in a smaller vessel, to be distributed to the fruit and grocery stores. It is a common sight in some of the cities to see trainloads of fruit every day.

Imports. In the neighborhood of the quarters of a million. In 1890 only 100,000 were sold here. To Canada, chiefly New York, Philadelphia, Baltimore. Wholesale fruit houses handle bananas, and the demand for them is



CUSTOMERS



Sole Importers

*You
can
find
Granby
all
right*



That's where J. Bruce Payne resides, and from there he sends out his remarkable

500 CIGAR OFFER

You get 500 of the fastest-selling cigars on earth, and if you change your mind can get your cash back. Guess you won't miss this offer!

J. BRUCE PAYNE, LIMITED, Mfrs., - - Granby, Quebec, Canada



T. & B. trade was once like the acorn.
Now it is like the oak.

T. & B. influence is felt wherever a smoker dwells.

T. & B. is a household word with grocers.

T. & B. is a boon to grocers.

Get some of **T. & B.** "oak" trade.

THE GEO. E. TUCKETT & SON CO., Limited

HAMILTON, CANADA.

TO

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TOBACCO AND CIGARS

Cigar-Band Collectors—The Source of Meerschaum—The Making of Cigars—Tobacco Leaves—A Cigar Factory Opened at the Capital.

Cigar band decorating is growing steadily in favor with the younger element, who have the fever for collections of many and every sort to a serious degree.

Just why it stays in favor so long would be hard, indeed, to say; but the fact itself remains.

Trays are its most popular form of expression—ash trays and queer plaques for using in dens and such places whose furnishing is allowed to take in all sorts of oddities without question.

The work is all done by original groupings of the pretty bands, pasting them upon the under side of a glass plate. Then, when the plate is well covered, felt is covered with paste, and while in its moist state, is stretched until it takes on the shape of the glass, fitting without a wrinkle, and is trimmed off evenly at the edges.

Occasionally a photograph is applied to the centre of the plate the bands forming a sort of illuminated frame for it.

Besides cigar trays and plates, a number of other things are decorated with the bands. Odd-looking steins, for instance—which cannot be used, except as a fanciful bit of furnishing, as the felt lines them—are made, and the quaintest of tobacco jars; and, for a man's room, photograph frames to hold the picture of the maiden of his "pipe dreams," a graceful tribute to the "great god nick o' teen," whose devotees are so widely scattered, and many of them so fanatical as worshippers.

THE SOURCE OF MEERSCHAUM.

The following particulars of the meerschaum industry of the district of Eskischehir, Asia Minor, which, it is stated, supplies the whole of the meerschaum consumed throughout the world, are taken from the Bulletin Commercial (Brussels):

The chief sources of meerschaum production are found within six hours' journey from Eskischehir, the Seped-schi, Sariou, Odbseak Konigli and Jar-pak mines giving the best yield; but there are still nearly 2,000 points where meerschaum is extracted from the sea. The industry gives employment to about 4,000 persons, mainly Kurds and Persians.

The methods of working are primitive, and no attempt is made to secure immunity from accidents, although these occur from time to time. Batches of from three to fifteen workmen are set to sink a well about one metre in diameter, and no propping up is effected until they strike—at a depth of 20, 40, or even 60 metres—a bed of the red clay in which is found meerschaum mixed with serpentine, in pieces ranging from

the size of a hazel nut to that of an apple. The extraction of these pieces is often attended with great difficulties, but the work is carried on day and night.

Once a week retail traders from Eskischehir visit the mines in order to purchase the raw material. This is brought into the town and passed through three cleansing operations; the clay adhering to it is then carefully removed, and the irregular pieces are rounded. The meerschaum is next examined by the wholesale merchants who have to possess considerable experience in order to distinguish the various qualities of the pieces, to calculate the number of these to a case (the product being sold by cases or boxes, not by weight), and to estimate their value.

When purchased by the wholesale merchants the meerschaum is humid, heavy and of a yellowish tinge. It has, therefore, to be dried, either in the sun or in a kiln, according to the season of the year; this causes two-thirds to waste away, but turns it a snow-white color. It is afterwards rubbed with hot water and sand, and finally polished with wax.

The meerschaum is then ready to be placed on the market, the pieces being sorted into four classes, according to quality and size, viz., Svya-Malay, Birimbirlik, Pembeli and Doekme. Each of these classes is in turn divided into eleven categories. When sorted the pieces are wrapped in cotton wool and packed in boxes of different sizes containing from 32 to 40 pieces of the

first, or 75 to 90 pieces of the second quality; 100 to 200 pieces of the third quality fill a large box, which would contain from 200 to 400 pieces of the fourth quality.

TOBACCO NOTES.

The Joseph Tasse Cigar Co., Montreal, have assigned and creditors meet today. Arthur Wilks was appointed provisional liquidator.

A cigar factory has been opened in Ottawa by a Montreal man, and in a short time he expects to employ 25 hands and make 5,000 cigars a day. The present output is 2,000 a day.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE MAKING OF CIGARS.

(Continued from last issue.)

Ordering Room.—The process of drying out is liable to have left the outside leaves of the tobacco a little too dry for packing, and, therefore, the trucks with their load are taken out and placed in what is known as the ordering room. Here the tobacco strips are subjected to a current of humid air at a temperature of from 92 to 95 degrees, for a period of from fifteen minutes to half an hour. The trucks are then wheeled out and the contents removed and packed in paper-lined cases, after which the cases of tobacco are placed in storage for from three to five months, in order to allow the tobacco to make a further exchange of aroma. The product is then ready for shipment to the cigar factories.

A most notable feature in this stemmery is its absolute cleanliness, the free circulation of fresh air, the absence of dust, and the clean personal appearance of the people who are employed. Another feature that will be appreciated by smokers is the fact that the tobacco leaf in the stemmeries rarely comes in contact with the hands of the workmen. Machinery takes the place of human hands wherever possible, and this of course aids in keeping the finished product free from anything objectionable.

The manufacture of little cigars and cheroots by machinery was studied in a factory employing 1,750 hands, the largest single cigar factory in the world. As in the hand-made cigar, the whole operation is performed by hand, so here it is done entirely by machines, which handle the tobacco and go through the operations of bunch-making and wrapping with more than human dexterity and accuracy. The total annual output of this one factory reaches the figure of 250,000,000 cigars and cheroots.

As the tobacco reaches the factory in a comparatively dry condition, it is taken from the cases, dipped in water, and set upon a casing board to drain. It is left in this condition over night to insure distribution of the moisture, and is then shaken out and taken to the stemming department, where nearly 200 stemming machines are employed. In these machines the stems are stripped from the leaf. They consist of a pair of rotating cylinders, of the same diameter and carried on the same shaft, which are so placed that their abutting inner ends leave just sufficient space for the stem of the tobacco leaf to pass through. Engaging and projecting through the abutting edges is a circular rotary knife, which, as the tobacco leaf is drawn over the cylinders, neatly cuts out the stem, the two halves of the leaf or "strips" being wound on the cylinder. The process is repeated until fifty leaves have been passed through the machine and neatly laid one above the other in two piles or "books," as they are called, of fifty leaves each. The stems drop into a box below, and are ultimately sold as fertilizer. Both the binders and wrappers are stripped by this method. The books of fifty binders are now cut up into suitable lengths for the particular size of cigar that is to be made.

Automatic Bunch Machine.—In making the "bunch" (the rough cigar, before the wrapper is rolled on) in the ingenious machine for that purpose, the

binders are carried in a box in front of the operator, and the filler is loaded into a large circular hopper at the back of the machine. The girl operator spreads two pieces of binder on a horizontal rubber rolling belt, and the requisite amount of filler falls from the hopper and is pushed down into the binder by means of a rectangular plunger. Then the belt, by a swift movement, rolls the bunch, which is picked up by the girl and placed in a wooden mold, which is provided with pockets for twenty bunches.

The bunches are then loaded in their molds onto trucks, each of which carries 250 molds, or 5,000 bunches. The trucks are wheeled to a hydraulic press and subjected to a pressure of 1,500 pounds to the square inch, the whole time occupied in pressing this number being half a minute. The capacity of the bunching machine may be understood from the fact that these 5,000 cigars represent about one day's output of a single bunch-maker. The molds are now taken to a machine, which cuts off the long ends of the bunches, after which they are carried, still in the mold, to the automatic rolling floor.

Automatic Rolling Floor.—The most ingenious invention in this establishment is the machine for rolling the wrappers on the cigars. The wrapper is spread over a die and held down upon it by suction, acting through a large number of holes with which the die is perforated. A knife, formed in the peculiar cucumber-like shape of the wrapper, rises through the die, and a roller passes over the wrapper, pressing it on the knife and cutting out the desired piece. Then another arm or carrier, which is connected by a flexible air hose with the curved suction pipe, picks up the wrapper by air suction. As it does so, a loop of wire rises from a little pot of paste, and pastes the end of the wrapper. Meanwhile another arm has brought over a bunch and placed it within a nest of three rotating rollers, which open to receive it. Next a needle comes forward, disengages one end of the wrapper from the carrier, and holds it against the large end of the bunch until the latter has made a turn and a half. Then, as the traveling carrier sweeps across the roller nest with its contained bunch, the wrapper is transferred and rolled on the bunch. Next the arm which brought over the bunch picks up the finished cigar, and places it between two rotary knives which cut it to length. As each cigar is rolled, the bunches, which have been placed on a feeding chain, are moved forward by the space of one bunch; and each bunch is picked up by mechanical fingers, taken over to be wrapped, and returned to the chain, without any human handling whatever. Here again machinery performs even more perfect work than is possible by human hands, and absolute cleanliness of the finished product is insured.

Humidors.—A marked feature in the manufacture of the product of this factory is the care that is taken to keep the cigars in the proper moist condition, which is done by storing them for a certain length of time in humidors. The humidor is a room of special construction, with brick floor and walls, in which the temperature and humidity are maintained at a desired degree.

Cigars are liable to become too dry in the process of manufacture, hence, as soon as the wrapping has been done they are taken to the humidor, where they are drawn back to perfect packing conditions. From the humidor they are taken to the cigar packers, where they are carefully sorted according to color and packed in boxes of twenty, five, fifty, and one hundred. The packed boxes are placed in large presses, and left there over night. The next morning they are returned to the humidor, where they remain for a period of from three to six weeks, at the end of which time they are ready for shipment to the dealers.

BUSINESS CHANGES.

Ontario.

Canadian Castile Soap Co., Limited, Berlin, obtained charter.

Geo. Bailey, baker, Haileybury, has been succeeded by S. Stall.

James Langskill, grocer, Toronto, has been succeeded by H. G. Doyle.

S. Barkoff, general merchant, Renfrew, has removed to Pembroke.

Mrs. Beaudre, confectioner, Keewatin, Ont., has sold out to Mrs. Wadon.

J. J. Cracknell, grocer, Toronto, has been succeeded by Helen M. Butler.

S. W. Beswick, general merchant, Galetta, is selling out to J. A. Cameron.

M. C. Drew, general merchant, Barwick, Ont., has sold out to T. B. Wilson.

Jones & Clark, general merchants, Exeter, have sold out to Coward & Clark.

Davis & O'Connor, general merchants, Temagami, have been succeeded by J. Sands.

Reid & Co., general merchants, Hawkestone, Ont., have assigned to W. M. Harvey.

Lapier & Mayhew, general merchants, Earleton, Ont., has been succeeded by Thos. Briscoe.

McArthur & Ewing, wholesale produce and commission merchants, Toronto, have dissolved.

W. B. Crawford, general merchant, Ottawa, assets to be sold; Royal Trust Co. appointed curators.

Quebec.

Euclide Gagnon, grocer, Montreal, has compromised.

M. Gauvin, grocer, Ancienne Lorette, Que., deceased.

E. Gagnon, grocer, Montreal, offering compromise.

H. Boulay & Co., general merchants, Sayabec, demand of assignment.

Thomas Cote, general merchant, St. Hilarion, balance of assets sold.

J. H. Richer, general merchant, Notre Dame De La Paix, assets to be sold.

J. B. Legault & Co., grocers, Point Gatineau, Que., assets sold by bailiff.

C. H. Clark, general merchant, Waterville, Que., has sold out to C. C. Shaw.

F. X. Nadon & Co., general merchants, St. Agathe Des Monts, assets to be sold.

C. C. Shaw, Montreal, N.S., is offered for sale, Que.

Blaquiere & Co., merchants, Avignon, provisional guarantors.

Adelard Labrecque, Montreal, for the style of the grain, Montreal.

J. B. Plourde, Mount Carmel, Quebec, provisions.

C. D. Fontaine, manager of C. D. Fontaine & Co., Montreal, general merchants.

Andre Guertin, registered under the name of Grocers, Montreal.

British Columbia.

W. Townsend, advertising business.

Manitoba, Alberta.

O. Couture & Co., face, Man., have been succeeded by H. F. Harmer.

McIntyre & Co., Sask., have been succeeded by Hunter.

Jacob Goldet, Broomhill, Man., has sold out to Newton.

Wm. Dickson, land, Man., has sold out to Pickard.

Campbell Brant, Minnedosa, Man., has sold out to Mader & Co.

P. W. Marshall, Westbourne, Man., has sold out to Bert Plains.

W. L. McInnis, Strathelton, Man., has sold out to Manson & Son.

Smith & Sons, Fielding, Sask., has sold out to James McGregor.

J. C. Anders, merchant, Solsburg, has sold out to W. A. Manly.

Mrs. E. S. Johnson, Moose Jaw, has sold out to W. S. Will.

TAKE YOUR

Discounts are offered to dealers who take advantage in making their economy, which is a habit of good business. In addition, it is a habit of greater ability. Ever prompt attention to better service is a habit of good business when relations are on a footing of mutual respect and courtesy.

Canadian Grocer

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CHANGES.

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 G. Doyle.

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 Mrs. Wadon.

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 to J. A. Cameron.

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 out to Coward &

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Co., grocers, Point
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ral merchant, Water
 out to C. C. Shaw.

o. general merchants
 nts, assets to be sold.

C. C. Shaw, general merchant, Avon-
 de, N.S., is opening a branch at Wat-
 ville, Que.

Blaquiere & Arseneau, general mer-
 chants, Avignon, Que., V. E. Paradis,
 provisional guardian.

Adelard Laberge has registered un-
 der the style of A. Laberge & Co., hay
 and grain, Montreal.

J. B. Plourde, general merchant,
 Mount Carmel, has assigned; Alf.
 Lemieux, provisional guardian.

C. D. Fontaine has registered as
 manager of C. D. Fontaine & Co., gen-
 eral merchants, Wickham West.

Andre Guertin & Donis Guertin have
 registered under style of Guertin & Co.,
 grocers, Montreal (Maisonneuve).

British Columbia.

W. Townsend, grocer, Vancouver, is
 advertising business for sale.

Manitoba, Alberta and Saskatchewan.

O. Couture & Co., grocers, St. Boni-
 face, Man., have sold out to J. R. Cote.

H. F. Harmer & Co., Limited, general
 merchants, Qu'Appelle, Sask., incorpor-
 ated.

McIntyre & Edwards, grocers, Regina,
 Sask., have been succeeded by S. W.
 Hunter.

Jacob Goldenberg, general merchant,
 Broomhill, Man., has assigned to C. H.
 Newton.

Wm. Dickson, general merchant, Hol-
 land, Man., has been succeeded by J. J.
 Pickard.

Campbell Bros., general merchants,
 Minnedosa, Man., have sold out to Cal-
 der & Co.

P. W. Martin, general merchant,
 Westbourne, Man., has removed to Gil-
 bert Plains.

W. L. McInnis, (Est. of), general mer-
 chant, Strathelair, Man., stock sold to
 Manson & Son.

Smith & Shea, general merchants,
 Fielding, Sask., have been succeeded by
 James McGregor.

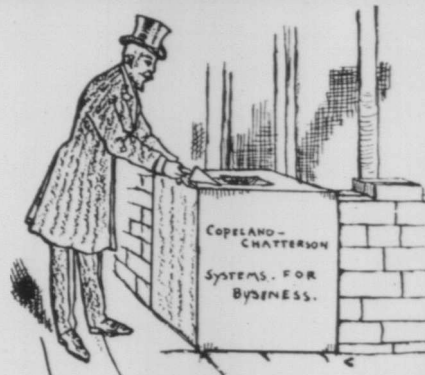
J. C. Anderson, (Est. of), general
 merchant, Solsgirth, Man., stock sold
 to W. A. Manwaring.

Mrs. E. S. Lebedinsky, general mer-
 chant, Moose Jaw, Sask., has assigned
 to W. S. Willoughby.

TAKE YOUR DISCOUNTS.

Discounts are certain profits. Also,
 dealers who take their discounts are
 favored in many ways. This source of
 economy, which also insures prompt
 shipment of goods, is the beginning of
 success. In addition to making a good
 reputation, it enlarges your fortune and
 brings greater business opportunities.
 This custom is an index of business
 ability. Every business man desires
 prompt attention. Dealers who wish to
 get better service should form the dis-
 count habit and they will have their
 goods when requested, can have addi-
 tional goods on short notice, and many
 other courtesies which are not valued
 in currency.

Every Business a Good Business



USE THIS CORNER STONE WHEN
 BUILDING UP YOUR BUSINESS.

Every business is a
 good business — how
 good depends upon
 how ingeniously effect-
 ive and economic are
 the general business
 and office methods
 employed. "Office methods" is a broad term which
 includes accounting in a retail store.

It all means that you must not blame your business
 for your troubles if you refuse to adopt modern meth-
 ods—if you refuse to instal the Copeland-Chatterson
 Systems for Business.

The Copeland-Chatterson System of accounting in a
 retail store consists of one active book, which does the
 work of a number of books intelligently, and without
 any undue effort on the part of the accountant.

This one book is labelled "Monthly Account System,"
 and stands in practice for just exactly what the label says.
 It is the only active book the merchant requires. He
 knows through it, at the first of each month, just where
 he stands, and his customers know just what they
 owe him.

It's labor-saving condensed and refined too, for one
 writing charges the goods and makes out the invoice. On
 any day selected, therefore, the statements can be prompt-
 ly sent out to customers. Then you have recapitulation
 Sheets, Ledger Sheets and Purchase Sheets all indexed.

The Copeland-Chatterson Co.

Devisers and Manufacturers of Systems for Business Limited

Works
 Brampton, Ont. Liverpool, London & Globe Building, - Montreal
 141 Bannatyne Avenue, East, - - - Winnipeg General Offices
 14 Citizen Building, - - - - - Ottawa Toronto

Maconochie's Sweet Pickles

Mixed and Gerkins

For two years we have been working to produce a perfect Sweet Pickle, our efforts have been crowned with success, the Pickle is now on the market—Ask your Jobber for it. The Combination :

Small Selected English
Garden Vegetables
Pure and Mature Malt Vinegar
Pure High Grade Italian Honey

Your profit? We have looked after that—just as handsome as the pickle is sweet.

Agents in Canada :

McLAREN IMPERIAL CHEESE CO., Ltd., Head Office, Toronto
For Ontario, Quebec and N.W.T.

J. HUNTER WHITE, St. John, N. B., For New Brunswick

SEETON & MITCHELL, Halifax, For Nova Scotia

MARTIN & ROBERTSON, Vancouver, For British Columbia

Quotat
The fo
responsibl
Grocer, at o

Bak

Cook's Friend—
Size 1, in 2 and 4
" 10, in 4 doz, b
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins, 2 doz
12-oz. tins, "
5-lb. " "

w. H.
Diamond—
1-lb. tins, 2 doz. in
1-lb. tins, 3 "
1-lb. tins, 4 "

IMPERIAL

Cases.
4 doz.....
3 doz.....
1 doz.....
3 doz.....
1 doz.....
1 doz.....

Ocean Baking Pow
" "
" "
Borax, 1 lb.
Cornstarch
Freight pal



ROYAL
Sizes.

Royal—Dime ..
1 lb.
6 oz.
1 lb.
12 oz.
1 lb.
3 lb.
5 lb.

Barrels—When p
cent. discount

CLEVELAND

Sizes
Cleveland's—Dime
1 lb.
6 oz.
1 lb.
12 oz.
1 lb.
3 lb.
5 lb.

Barrels—When p
cent. discount

T. KIN

Crown Brand—
1 lb. tins, 2 doz. in
1 lb. " 2 " "
1 lb. " 4 " "

Keen's Oxford, per
In 10-box lots
Reckitt's Square B
Reckitt's Square B
Gillett's Mammoth
Nixey's "Cervus"
" "
" "

According to sta

"Batger's"

**Lemon Squash, &
Lime Juice Cordial**

When your customers come in and ask for a *Good Summer Drink* sell them *Batger's* Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—*No Sugar Required*, but just add water. Very *handy* and *economical*. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 33 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1833.

This space \$15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

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

JAMES MARSHALL
ABERDEEN, SCOTLAND.
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference - Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

This space \$15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

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

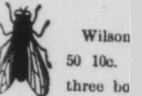
Coupon Bo
For sale in Canada
Limited, Toronto
File, Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind as
100 to 500 books ...
100 to 1,000 books ...

Allison's Co
\$1.00 to \$3.00 book
5.00 books
10.00 "
15.00 "
20.00 "
25.00 "
50.00 "



The Davidson &



Wilson
50 10c.
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Bode's Brands
RETAIL
Bode's Mental "
5 cent 1 kg. to the
Bode's Crushed Fru
pkgs. to the box.
Bode's Pepsin Gum,
the box
Bode's Chulets in 3-
teed 200 to the pot
Bode's Chulets, 6/5
cartoon.....



WM. BRAID & CO.,

Importers of TEAS, COFFEES and SPICES



NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers numbered.	and numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.	
100 to 500 books	3 1/2c.	4c.	
100 to 1,000 books	3c.	3 1/2c.	

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0 80
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box (r three boxes for \$8.40).

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box.	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box.	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 6 1/2 5-cent. pkgs. to the cartoon.	2 10

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	1 25
" "	groats	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

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

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in orate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07 1/2
30-lb. wood pails	0 06 1/2
Compound 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 1/2
7 and 14-lb. wood pails, 8 pails in orate	per lb. 0 07
30-lb. wood pails	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 08 1/2
2-bbls.	0 79 1/2
Tubs	0 69 1/2
Cases, 3-lb. tins	0 09 1/2
" 5-lb.	0 09 1/2
" 10-lb.	0 09
20-lb. wooden pails	1 53
20-lb. tin pails	1 73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	1 50

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40
Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

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
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35 1/2
4-lb. jars	per jar 1 30
1-lb. jars	0 35
Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 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 Marmalade.

T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.	
36 large size pkgs., per case	\$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
1/2 bbls., 25-lb.	0 25
Terms 30 days net, or 1 per cent. 10 days.	

Sauces.

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra.	

Soda.

COOW BRAND.
DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 30
" black	15 30
Oriole soap	10 30
Gloriola soap	13 00
Straw hat polish	10 30

Montreal

COTT & CO.
John St., LIVERPOOL
lid connections and
with a shipmen of
D GOODS.
tish, Liverpool.

\$15.00 per year.

ISAY WARD.
Lewisham, England.
on of Canadian shippers
and Canned Woods to
on large English whole-
sive connection. High-
ecurity.

WICKES & CO.,
kers, EASTCHEAP, LON.
A STREET, LIVERPOOL.
tions made in Canned
nd Vegetables. Consign-
rrespondence solicited.

ters of Candied Peels.
plant: ten thousand lbs
A.B.C. Codes.
d Switzerland. Reports
f meats.
ST BANK REFERENCES

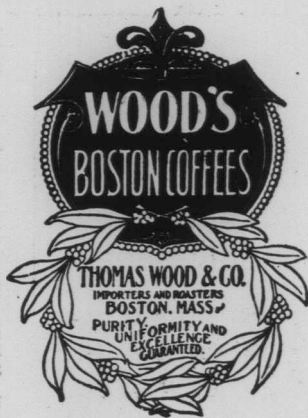
GOOD TRAVELLING

There may be no royal road to success, but a road can be built that may be travelled with royal ease. For many years such a highway has been in process of construction for the grocer, illustrated in the development and perfection of

WOOD'S COFFEES

The grocer of to-day profits by the high reputation and great popularity they have achieved. Do not forget that there is more money in pure, honest, high quality, uniform Coffees than in haphazard mixtures, however cheaply bought, however dearly sold.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL



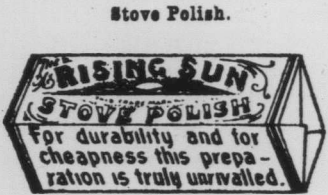
Starch.	
EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches— per lb	
No. 1 White or blue, 4-lb. carton.	0 05½
No. 1 " " 3-lb. " "	0 05½
Canada Laundry, 4-lb. " "	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters.	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal.	0 06½
Benson's satin, 1-lb. cartons.	0 07½
No. 1 white, bbls. and kegs.	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box 1 25 to 2 50	
Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch.	
1 case, 5 doz.	\$5 00
5 " " 5	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case.	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
3-lb. cartons, 36 lb.	0 05½
200-lb. bbl.	0 05
100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.	
Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight.	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c



Stove Polish.	
Per gross.	
Rising Sun, 8-oz. cakes, 4-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste, 5c. size, 4-gross boxes	5 00
Syrup.	
"CROWN" BRAND PERFECTION SYRUP.	
Per case.	
Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
3 lb. tins, 2 doz. in case.	1 90
5 " " " " " "	2 35
10 " " " " " "	2 25
20 " " " " " "	3 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.	4 40
1 " " " " " "	4 90
" " " " " "	5 45
" " " " " "	5 70

Teas.	
SALADA (SALADA CEYLON.	
Wholesale. Retail	
Brown Label, 1's	\$0 20 \$0 25
Green Label, 1's and ½'s	0 21 0 26
Blue Label, 1's, ½'s, ¼'s and 1/8's	0 22 0 30
Brown Label, 1's	0 30 0 40
Gold Label, 1's and ½'s	0 36 0 50
Red Label, 1's	0 44 0 60
LUDELLA CEYLON, 1's AND ½'S PKGS.	
Blue Label, 1's	\$0 18½ \$0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Green Label, 1's and ½'s	0 30 0 40
Red Label, 1's	0 35 0 50
Red Label, ½'s	0 40 0 60

MOTHER'S FAVORITE MELAGAMA TEA.	
put up in 30, 60 and 100 lb. boxes.	
Wholesale. Retail.	
Black, green, mixed, 1 lb.	0 18 0 25
1 lb. & ½'s	0 19 0 25
1 lb. & ¼'s	0 20 0 30
1 lb., ½'s & ¼'s	0 28 0 40
1 lb. & ¼'s	0 35 0 50
1 lb. & 1/8's	0 40 0 60
3 p.c. off 30 days or 3 months.	

KOLONA PURE CEYLON TEA.	
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 35c.	\$0 19
1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55

RED ROSE TEA.	
Wholesale. Retail.	
Brown Label, 1's and ½'s.	0 20 0 25
Crimson " 1's and ½'s.	0 22 0 30
Green " 1's and ½'s.	0 25 0 35
Blue " 1's, ½'s, ¼'s & 1/8's	0 30 0 40
Bronze " 1's, ½'s, ¼'s.	0 36 0 50
Gold " 1's, ½'s, ¼'s.	0 44 0 60
All grades, either black, green or mixed.	

BLUE RIBBON TEA CO., TORONTO	
Wholesale. Retail.	
Yellow Label, 1's and ½'s.	0 20 0 25
Green Label, 1's and ½'s.	0 22 0 30
Blue Label, 1's and ½'s.	0 25 0 35
Red Label, 1's, ½'s, ¼'s and 1/8's.	0 30 0 40
White Label, 1's, ½'s and ¼'s.	0 35 0 50
Gold Label, 1's and ½'s.	0 42 0 60
Purple Label, 1's and ½'s.	0 55 0 80
Embossed, ½'s and ¼'s.	0 70 1 00



"CROWN" BRAND	
Wholesale. Retail	
Red Label, 1-lb. and ½'s.	\$0 35 \$0 50
Blue Label, 1-lb. and ½'s.	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Japan, 1's	0 19 0 25

E. D. MAROEAU, Montreal.	
Japan Teas—	
"Ondor" I 40-lb. boxes	\$.....
" " II 40-lb. boxes	".....
" " III 80-lb. boxes	".....
EMD AAA Japan, 40 lb "at.	".....
AA " 40 " "	".....
Blue Jay, basket fired Japan, 70 lbs.,	".....
"Ondor" IV 80-lb. "	".....
" " V 80-lb. "	".....
" " XXXX 80-lb. boxes	".....
" " XXXX 30-lb. "	".....
" " XXX 80-lb. "	".....
" " XXX 30-lb. "	".....
" " XX 80-lb. "	".....
" " XX 30-lb. "	".....
" " LX 60-lb. per case, lead 0 27½	packets (25 1's and 70 ½'s)
"Ondor" Ceylon black tea in lead packets	
Green Label, ½'s and ¼'s,	60-lb. cases.....retail 0 27½ at 0
Grey Label, ½'s and ¼'s,	60-lb. cases.....retail 0 30 at 0 23
Yellow Label, ½'s and ¼'s,	60-lb. cases.....retail 0 35 at 0 26
Blue Label, ½'s and ¼'s,	50-lb. cases.....retail 0 40 at 0 30
Red Label, ½'s and ¼'s,	50-lb. cases.....retail 0 50 at 0 34
White Label, ½'s and ¼'s,	50-lb. cases.....retail at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17½

THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 6s and 12s.	
" Amber, 6s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6s.	0 45
" Fair Play, 8s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

Vinegars.	
E. D. MAROEAU, Montreal. Per case.	
EMD, pure distilled, highest quality.	\$0 27
Ondor, pure distilled	0 27
Old Crow	0 25
Special prices to buyers of large quantities	
Yeast	
Royal yeast, 3 doz. 5c. pkgs.	\$1 00
Gillett's cream yeast, 3 doz. in case.	1 00

"Don't... You not... which... is lik... cont... trou... You are alw... BA... CHUR... TEA... FOR... YOU should... to-day... HOW TO... WHERE... BULK V... HOW TO... TEA BLE... Price... THE CA... 10 Front St... Is Hone... just the... to Make... Business

"Don't make the same mistake twice"

You may have bought Baking Soda which has not had color, quality or strength, and of which your customers have complained. This is likely to happen to any business man; but to continue buying the same quality that caused trouble is poor judgment.

You are always ABSOLUTELY sure of getting the best soda on earth when you order.

"COW BRAND"



BAKING SODA

Every jobber in Canada sells it.

CHURCH & DWIGHT, LIMITED

Manufacturers
MONTREAL



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, - ONTARIO

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK v. PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

275 pages; Cloth.

Price, postpaid, - \$3.00

BOOK DEPT.

THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. O. STEWART, Halifax.

You are interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00
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1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
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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.

may be travelled with construction for the

popularity they have high quality, uniform and cheaply sold.

DOM: MONTREAL



1-lb. \$0 35
1-lb. 0 35
1-lb. 0 35

LOWE'S BRAND
Wholesale. Retail
and 1/2 lb. \$ 0 35 \$0 50
and 1/2 lb. 0 28 0 40
1 lb. 0 19 0 25
1 lb. 0 30 0 25
1 lb. 0 19 0 25

ROBEAU, Montreal.

I 40-lb. boxes \$
II 40-lb. boxes
III 80-lb. boxes
1 lb. 40 lb " at
40 "
1 lb. fired Japan, 70 lbs.
1 lb. 80-lb. "
80-lb.
XXX 80-lb. boxes
XX 80-lb. "
XX 80-lb. "
X 80-lb. "
X 80-lb. "
X 80-lb. "
X 60-lb. per case, lead 0 27 1/2
cigarettes (25 1's and 70 1's)
in black tea in lead packets
1/2 lb. and 1 lb.
1/2 lb. and 1 lb. retail 0 27 1/2 at 0
1/2 lb. and 1 lb. retail 0 30 at 0 23
1 lb. and 1 lb. retail 0 35 at 0 28
1/2 lb. and 1 lb. retail 0 40 at 0 30
1/2 lb. and 1 lb. retail 0 50 at 0 34
1/2 lb. and 1 lb. retail at 0 40

ld Crow " blend—
of 10, 25, 50 and 80-lb.
per lb. 0 35
" 0 30
" 0 25
" 0 20
" 0 17 1/2

Tobacco
TOBACCO CO., LIMITED
1/2, 4s, 6s and 12s \$0 46
1/2, 8s. and 3s 0 50
1/2 0 51
1/2 0 46
1/2, 12s. and 6s 0 48
1/2, 12s 0 51
1/2, 7s 0 56
10 oz. 0 45
6s. and 12s. 0 45
10 oz. bars, 6s 0 45
1/2, 8s. and 12s 0 53
6s. and 12s. 0 46
1/2, 12s 0 47
1/2 0 56

Vinegars.
ROBEAU, Montreal. Per gal.
1/2, highest quality.. \$0 32
1/2 0 27
1/2 0 25
1/2 buyers of large quantities

Yeast
1/2 oz. 5c. pkgs. \$1 00
1/2, 3 doz. in case... 1 00

COME IN AND SEE US

We would like every grocer visiting Toronto to make time to call and look through our Show-Rooms. We have made up several special lines to help "pay expenses" but apart from them want you to see just what goods we have.

Won't you try next time?

GOWANS, KENT & CO.
TORONTO LIMITED

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY,

LIMITED

ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

VOL. XX.

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53 Front St.
TORONTO