

MARITIME NUMBER

# THE CANADIAN GROCER

VOL. XIX.

NO. 34.



AUGUST  
25

1905

PICTURESQUE YARMOUTH, WHERE MET THE MARITIME BOARD OF TRADE.

**THE MACLEAN PUBLISHING CO., Limited**  
MONTREAL TORONTO WINNIPEG

THERE is no item on a grocer's shelves that more readily stamps the class of goods he handles than Flavoring Extracts. In the mistaken idea that it is more profitable for them, many grocers will sell inferior grades of flavorings, but the housekeeper is not long in finding it out, and, feeling that she has not been fairly treated, is apt to take her trade away.

It never pays to handle inferior grades of food products—the best is always cheapest and most profitable in the end. That is why Greig's Flavors have enjoyed the confidence of thousands of housewives for so many years. They are made so pure and strong that a little goes a long way. This fact, together with our long and successful experience in manufacturing, enables us to state with absolute assurance that the WHITE SWAN flavors will satisfy the most exacting. It is not possible to make better goods.

Samples and quotations cheerfully sent on request. We want your trade.




---

**The Robert Greig Company,**

LIMITED

White Swan Mills, TORONTO

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, AUG. 25, 1905.

NO. 34.

## Robinson's Patent Barley

*Is a Steady Seller*  
*With the BEST TRADE*

Your store is the **finest** in the town. And,  
therefore, you are or should be selling

**ROBINSON'S**  
**PATENT BARLEY**

Liberal sampling among your customers  
on receipt of list addressed to

**Frank Magor & Co., - 403 St. Paul St., Montreal**  
Agents for the Dominion



Raised on It.

## CHRISTIE'S BISCUITS

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

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

# CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

# Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

## Concentrated Sal Soda

Casks, 560 lbs.

## Winn & Holland Montreal

SOLE AGENTS FOR CANADA.



## Peacock Brand Mince Meat

THE SEASON IS ON  
GET IN YOUR SUPPLY

PEACOCK BRAND MINCE MEAT is delicious. Marvellously low in price. If you will send in a trial order to-day, we will see that you get the goods quickly. Send along the order.

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

### A GUARDIAN

of your interests and  
a guarantee of safety  
to your customers is

## "COW BRAND" BAKING SODA

"Cow Brand" Baking Soda is manufactured of uniform quality, because its materials are **absolutely pure**—so much for the safety of your customers. For the dealer it is a **safe, steady** and sure profit-maker.

Bear these facts in mind and order "COW BRAND."

**CHURCH & DWIGHT, LIMITED,**  
Manufacturers, MONTREAL

# National Licorice Co.

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

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

**You want the best**

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**Griffin & Skelley's  
Dried Fruits**

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

**Prunes.**

**"Griffin"  
Brand.**

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow.

"Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

**"Easter"  
Brand.**

**Seeded Raisins.**

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. Insist on having the "Griffin" Brands. *They satisfy.*

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,  
8 Place Royale, Montreal

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

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

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

**Wilson Commission Co., Limited**  
Brandon, Man.

CALGARY.

**The Best Salesman**

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

Excellent Storage Accommodation.

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Commission Merchant

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Domestic and Foreign Agencies solicited.  
Highest references.

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and Jobber,

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MONTREAL.

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MACLEAN PUBLISHING CO., LIMITED, TORONTO.

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Grocery Brokers and Agents.

Established 1865

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WHOLESALE GROCERY BROKER  
and MANUFACTURERS' AGENT

27 FRONT ST. E., TORONTO

Highest references. Commissions solicited.

**W. G. Patrick & Co.**

Manufacturers' Agents

and  
Importers.

29 Melinda St., TORONTO

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

**W. H. MILLMAN & SONS**

GROCERY BROKERS  
TORONTO

VANCOUVER, B. C.

**J. M<sup>CA</sup>. CAMERON**

Manufacturer and Wholesale Commission  
Agent

Correspondence Solicited

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

Reference—Bank of Hamilton

**The Vancouver Warehouses, Limited**  
**STORAGE**

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

Consign your cars to us.  
Correspondence invited.

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**Radiger & Janion**

VICTORIA AND VANCOUVER

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COMMISSION BROKERS

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North America, Victoria.

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**Dingle & Stewart**

Winnipeg, Man. Calgary, Alb.  
COMMISSION BROKERS.

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Winnipeg, Man.

Open for good  
Canned Goods Agency  
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Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

**CANNED SALMON**

1905 PACK

Wire or write us for prices:

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

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

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Wholesale Commission Merchants and Brokers.

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ST. JOHN'S N.F.

**THOMAS B. CLIFT**

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ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Depart-  
ments and Commercial Travellers  
from foreign countries.

**SALT**

**FULL STOCKS. ALL KINDS.**

No trouble to give information.

**VERRET, STEWART & CO.,**  
MONTREAL

**THE PICKLING SEASON**

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

**HEINZ WHITE PICKLING VINEGAR**

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

**BEST FOR PICKLING PURPOSES.**

*Anything That's*  
**HEINZ**  
*Is Safe To Buy.*

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

No mistake is made when

**STERLING**  
Brand  
**PICKLES**

are offered a customer.

There's something appetizing about these pickles that has won them favor in all parts of the Dominion.

Made in Canada by

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



**ROSE AUTOMATIC GRINDERS**

**DIRECTIONS**

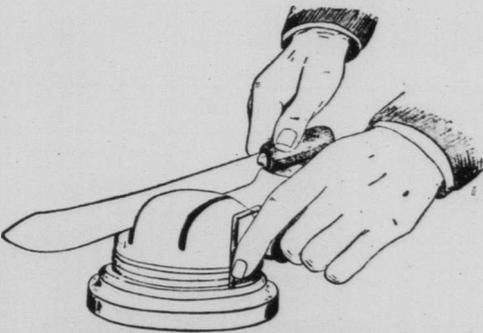
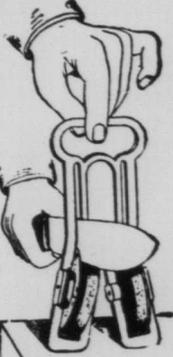
1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in fig. 3. Use some pressure and run the blade its full length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

**LIBERAL DISCOUNTS TO AGENTS AND DEALERS.**

**GET FURTHER PARTICULARS FROM**  
**THE ONTARIO SUPPLY CO.,** OWEN SOUND, ONT.

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

Rose Automatic Knife Grinder, No. 5.

As distinctively characteristic as the wonderful  
Empire of Japan and its people are the

## Teas of Japan

—Teas of other lands possess certain qualities inherent  
—to all teas—such as a modicum of flavor, aroma—  
—teas of some “boomed” districts possess undesirable  
—features, astringency and bitterness.—

### The Teas of Japan

possess all the good qualities and none of the  
poor—this is the result of the most careful  
study, preparation and grading, and no  
amount of *imitation* can ever produce the  
naturally flavored *Teas of Japan*.



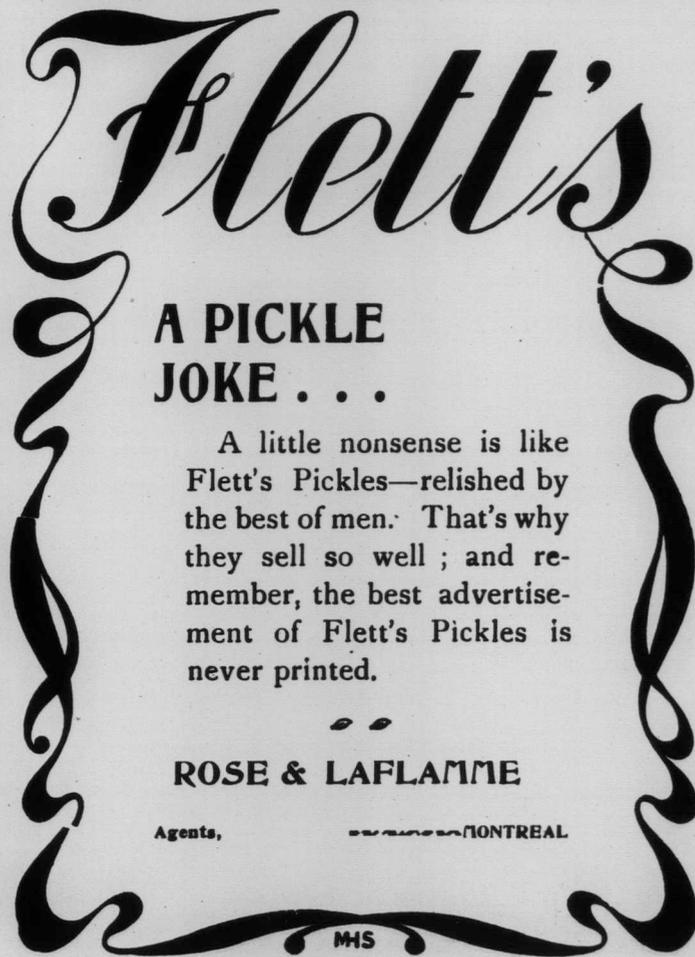
“Memory is built of the  
bricks of attention.”

We want to ask you  
to let your attention  
linger on

## Paterson's Camp Coffee Essence

So that when you are buying Coffee  
your memory will serve you faithfully.

ROSE & LAFLAMME,  
Agents, Montreal.



# Flett's

## A PICKLE JOKE . . .

A little nonsense is like  
Flett's Pickles—relished by  
the best of men. That's why  
they sell so well ; and re-  
member, the best advertise-  
ment of Flett's Pickles is  
never printed.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

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

Advice regarding processes of manufacture and technical applications of chemistry.

**20th Century Account Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**W. T. SLOANE, WINNIPEG, MAN.**  
**ALLISON COUPON CO., Manufacturers.**  
Indianapolis, Indiana.

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
**"GLENER"**

might bring inquiries. Better write for rates to

**I. G. STEWART, Halifax.**

**Want Ads.**

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

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Montreal and Toronto.

...ESTABLISHED 1849...

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

THE  
**"VAMPIRE"**  
**Spiral Flycatcher**



**5cts.**  
each

**Clears the house of flies**

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

**KAY BROS., Ltd., Stockport, England**

SOLE AGENTS FOR CANADA:

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**Pickling Season**

Why is Purnell's English Pure Malt Vinegar superior to all others? **BECAUSE** it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. **ORDER TO-DAY.**

**Purnell's** English Pure Malt Vinegar

makes delicious pickles and delightful salads

**Purnell's** Sauces and Pickles are on top for quality.

**PURNELL, WEBB & CO, LTD.**  
**BRISTOL, ENGLAND**

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S. Side Queen Square  
Halifax, N.S.—E. St. G. Tucker, 1 Bedford Row  
St. John, N.B.—Robert Jardine.  
Toronto, Ont.—J. Westren, 630 Ontario Street  
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street  
Winnipeg, Man.—Ashley & Thompson, 159 Portage Avenue East  
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block  
Hamilton, Ont.—Bickle & Greening

*Well Joined*

Public  
Favor

**CEYLON TEAS**

Tea  
Stability

Well joined!

Perfectly joined!

Just the essentials for success! You ought to be glad of the privilege of selling

**CEYLON  
TEAS**

Made many a grocer a happy man. Tided many another over difficulties. Why? Because these grocers could always count on the "call." You say: "Yes, but other teas have stability and favor also." Right you are—to a certain degree. Other teas, no doubt, "try" to be "best." Public "try" to "like" them. Can't do it. Luck's against these teas.

**CEYLON  
TEAS**

have simply got the prerogative—Special Growth, Special Taste, Special Flavor. Too bad for other teas! Cannot be helped. No use your bemoaning the inevitable. Better cheer for the victor,

**CEYLON  
TEAS**

They have been good to you anyway.

# MINTO BROS.,

Telephone Main 353

**F. J. WHITE,**  
 Manager

**DIRECT TEA IMPORTERS AND BLENDEES**

TO THE PUBLIC:

As **Canada's Greatest Exhibition** is fast approaching we this week remind our numerous patrons of the fact that we most respectfully invite you all to visit our exhibit in the Manufacturers' Building and have with us a cup of that most delicious beverage **MELA-GAMA TEA**, admitted by thousands to be the most invigorating of any on the market to-day. Our young ladies will be pleased to serve you and hand you sample.

"**White's Special**" X, XX, XXX, is attracting considerable attention and is forging ahead to soon be a leader. Don't fail to write us regarding your wants. We assure satisfaction.

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

DURING YOUR VISIT TO

## TORONTO EXHIBITION

AUGUST 26th to SEPTEMBER 11th, 1905

**FAVOR US WITH A CALL**

We will be pleased to have you pay a visit to our Offices and Mills at 116 Jarvis Street—It will be a pleasure for us to welcome our old friends, and make new ones—

**A. M. PIPER & CO., 116 Jarvis St., - TORONTO, ONT.**

## Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have **CANADIAN SALT** that is superior to any foreign salt that is made.

Why not help build up Canada by using

## Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples

ADDRESS

# THE DOMINION SALT AGENCY

**LONDON, ONT.**

 Telephone No.  
 1971

 Offices: 2nd FLOOR MERCHANTS' BANK BUILDING.  
 Entrance on Queen's Avenue.

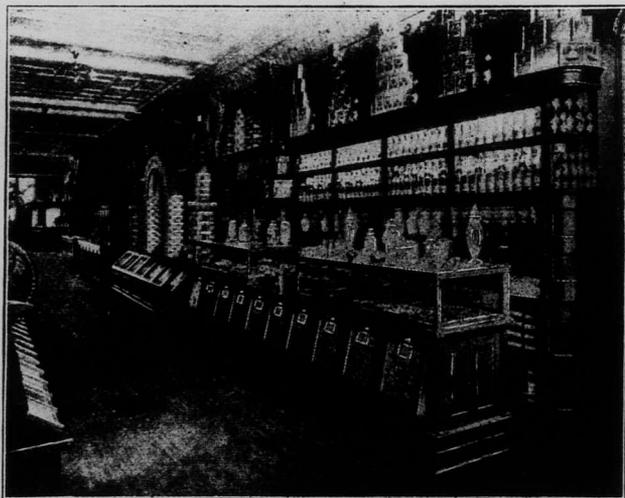
**IF** you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are. your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins. you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.



WRITE FOR BOOKLET

The Walker Pivoted Bin and Store Fixture Co.

HEAD OFFICE : 516 Board of Trade, TORONTO



The *Maple Syrup*

that passed through the recent test of purity at the Inland Revenue Department, as

**GENUINE**  
*Maple Syrup*

was

**GRIMM'S**

It's always the same—  
We buy only the best and  
guaranteed pure syrup—  
We are not blenders—

Send for sample lot and prove it yourself.

**THE GRIMM MFG. CO.**

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

**MONTREAL**

**GROCERS**

**LOOK TO YOUR INTERESTS**

Antiquated ideas and old books are a loss of money.

OUR

**MONTHLY ACCOUNT SYSTEM**

of bookkeeping is just what you want. Accounts are always ready for customers. Write for circular and further information.

**The ROLLA L. GRAIN Co., Limited**

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Branch Offices:

Toronto :  
18 Toronto St.

Montreal :  
74 Alliance Building

Winnipeg :  
54 Princess St.

**COLES** Electrically Driven  
Coffee Mills.

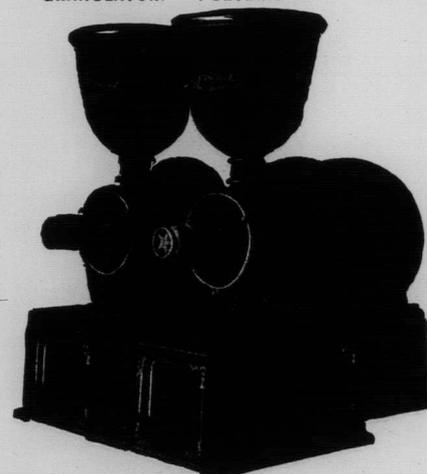
GRANULATOR. PULVERIZER.

Single and  
Double  
Grinders

Pulverizing  
and  
Granulating

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

**Our Grinders**  
**Wear Longest**



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

**No. 65**  
GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.  
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.,**

Nos. 1615-1635 North 23rd St.

**PHILADELPHIA, PENN., U.S.A.**

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

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

## Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—***it is all Salt.***

*The Canadian Salt Co., Limited  
Windsor, Ont.*

# Think of it!

Coffee is one of the most important articles in your store. It is your best advertisement, too.

For, good Coffee, backed by many years' reputation for uniformity and purity, will do more than anything else towards winning customers who will be loyal to your store.

The standard to-day is *CHASE & SANBORN'S* High-grade Coffee.

# CHASE & SANBORN

The Importers, Montreal

# PARADISE AND HAYCASTLE CURRANTS

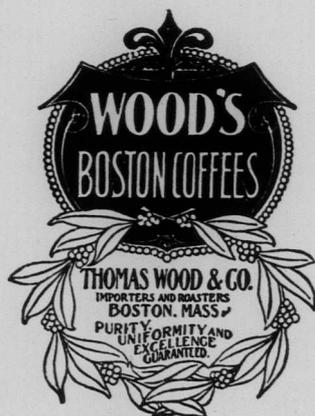
Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

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

SOLE AND ONLY AGENTS FOR CANADA

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

Wholesale Grocers, Tea and Coffee Importers.



## ON GUARD

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

# WOOD'S COFFEES

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

### Handle Goods That Sell

Your time, capital and shelf room are too precious to waste on goods that are uncertain sellers.

### Mathieu's

### Nervine Powders

and

MATHIEU'S SYRUP OF TAR  
AND COD LIVER OIL

are among the best things that sell.

Because nothing sells more quickly, except perhaps bread and butter.

Because nothing is more appreciated by sufferers.

Because they are advertised largely and consistently.

Because they bear a handsome profit.

Be ready with a good stock of these remedies for the batch of Colds, Sore Throats and Neuralgic Pains which the Fall brings.

**J. L. Mathieu Co., Limited**

PROPRIETORS

SHERBROOKE, - - QUE.

## TEAS

**Ceyloya Ceylon**—In lead packages.

**Bee Brand**—In fancy tins.

**Coronation** } Blends in bulk.

**King's Royal** } " "

*Have no Equal for Quality,  
Flavor and Economy.*

**Warren Bros. & Co.**

Toronto

## Manufacturing and Distributing Industries of the Maritime Provinces

THE interests of the Maritime Provinces are, generally speaking, the same; they have the same advantages and the same drawbacks. Climatic conditions are the same, unless St. John may claim distinction on account of the fog. They were settled about the same time, and the early settlers were largely of one nationality. We would expect, therefore, that they would stand shoulder to shoulder, that here, at least, there would be no room for petty rivalries and jealousies.

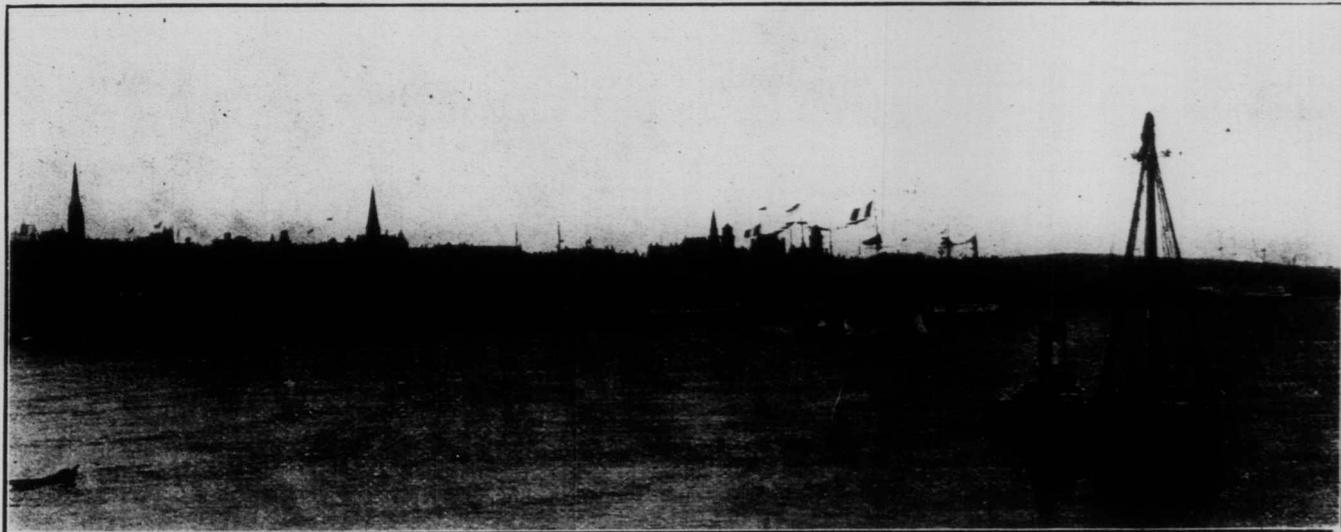
While the Provinces have not yet reached that ideal state "where none was for the party but all were for the state," the tendency of the last few years has been towards union. Every citizen should be loyal to the interests of his own city, town, village or Province, but there is a larger patriotism than this, and at times local interest must be sacrificed for the good of the

United States. The young men look on the west or the New England States as a very Utopia. One way to induce the young men to stay in their own Province is for the business men to be more optimistic, to lay more emphasis on the advantages which must accrue to the Maritime Provinces both from their natural resources and from their geographical position.

In population, the east has still the advantage. Nova Scotia has as large a population as Manitoba, British Columbia and Northwest Territories combined. Winnipeg and the west have received more free advertising than any other portion of the world. We have heard so often of the growth of this section of the Dominion that we have come to believe half the population of Canada lies west of the Great Lakes. We have placed the telescope horizontally across Canada, and have looked at the west

The Maritime Provinces have a great advantage in importing goods either from Great Britain, United States or West Indies. Both Halifax and St. John have open ports the year through, and so make a large saving by avoiding a high railroad freight. Moreover, they do not have to order so far ahead or keep such a large stock as do wholesalers in the west.

In the west the yield of wheat acts as a barometer for all lines of trade. In New Brunswick the lumbering business is the magic hand of the barometer. Inactivity in the lumber trade means poor business generally, and if extending over more than one year a number of failures is the inevitable result. This year the lumbering business has been very slow in opening up, and wholesalers, generally, are looking for the silver lining in what seems to be a very dark cloud. In Nova Scotia, fishing and mining are the



The Beautiful City of St. John.

whole country. To take an example; in case the Maritime Provinces were united, would St. John be willing to make Halifax the capital, or would Halifax acquiesce in the capital being located in New Brunswick? There can be no unity of the Provinces, either geographically or in spirit, until each Province and each city is willing to give way at times to its sister Province or city.

In this connection, the Maritime Provinces can take a lesson from the west, and it might be worth while to contrast the eastern and western sections of Canada.

The most noticeable difference to a casual observer is the confidence or indifference manifested by so many business men in the east. There are, of course, many exceptions to this, but it is a fact that this lack of enthusiasm is causing many young men to leave for

through the small end, and at the east through the large end. As a matter of fact, the Maritime Provinces have a population of about 800,000, while Manitoba and the west have only 500,000.

There is a great difference, too, in the distributing trade. In the east it is seldom wholesalers have to ship goods farther than two hundred miles, and the bulk of the business is done within a much smaller radius. From both St. John and Halifax a great deal of the shipping is done by boat. In fact, this is so great a factor that wholesalers of Halifax do practically no business with Bay of Fundy ports, while St. John does very little with certain parts of the Nova Scotia coast line. The freight rates by water are very low, and as boats leave for these parts every day, wholesalers are able to give prompt delivery.

dominating industries. Twenty or thirty years ago ship chandlery was the big line, not only in Nova Scotia, but also in New Brunswick; but this has generally diminished, although three large wholesale hardware firms in Halifax still devote a good deal of attention to ship chandlery.

A few years ago many wholesale grocery and provision firms handled considerable quantities of ship chandlery. This was probably due to the fact that they sold fishermen canned goods and food supplies and, having established a connection with these men, gradually came to sell sails, pulleys, rope, and the smaller fittings for wooden ships.

The days of the building of wooden ships are past, but there is no reason why at some future date the Maritime Provinces should not occupy the same proud and prominent place in building

steel ships that they once held in building wooden ships. The Maritime Board of Trade took a very strong stand on this question and will send a delegation to Ottawa to urge the Government to offer some inducement in the way of bounty to induce firms to erect plants for the building of steel ships.

The general store business is an important factor in the Maritime Provinces as it is in the west. For this reason many of the wholesale hardware and metal firms carry a number of lines which would properly belong to the wholesale grocery trade. These general stores in many cases do a large business, some of them carrying over \$20,000 stock.

With regard to manufacturing facilities, the Maritime Provinces are much better off than the west. Coal, which is usually one of the largest items of expense, may be had in either of the three Provinces almost direct from the mines. Raw material may be imported by water, thus securing low rates. However, a good deal of the raw material used in manufacturing is found right at home, and is as easily secured as the coal. Labor is cheaper than in the west, and there is no scarcity of skilled workmen in the Maritime Provinces. These advantages should more than make up for the handicap of the freight rates to

nections traversing the whole western and southern portion of the continent.

St. John, however is ambitious, and aims at carrying not only Canadian trade, but United States as well. The distance from Chicago to Liverpool is shorter vis St. John than via New York.

Through rates of freight via St. John are as low as any rival route. This, coupled with the fact that safe carriage and prompt despatch are assured, has attracted considerable trade to St. John in live stock, dressed meats, dairy produce and eggs.

It has been said dressed meats via St. John reach their destination in a more marketable condition than through any other port. This is due to the climatic condition which makes St. John more adaptable for transhipment of perishable goods than the ports farther south.

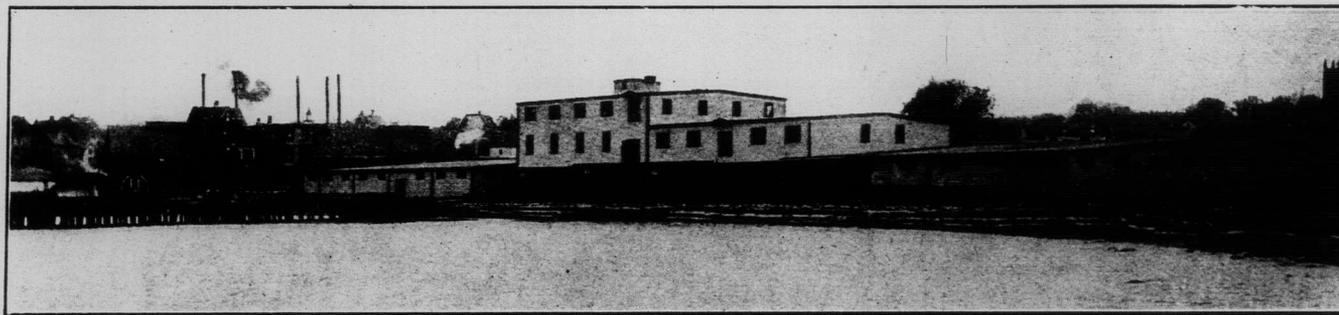
St. John is ideally situated for a manufacturing and distributing centre. It is not only able to import by water, but has the additional advantage of being able to ship by water to the majority of the retail trade.

In the pages that follow a detailed account is given of the leading wholesalers and manufacturers. In most cases the men at the head of these firms have built the business up themselves, and it is largely owing to their energy and foresight that St. John occupies the

sent out of St. John. At that time, he related, he was employed by F. Hatheway & Co. He told Mr. Hatheway he thought a good trade could be worked up by selling tea in packages. Mr. Hatheway was somewhat skeptical at first, but agreed to give it a trial. Mr. McLean spent a week or so getting his stock ready and then started out to dispose of it. It proved to be a success, and the package tea business soon came to be an important item in the business of F. Hatheway & Co.

Flour is not as yet handled in paper bags in the Maritime Provinces, but is sold by the retail trade in barrels and half barrels. There is no doubt flour in paper bags would be as popular in the east as it is in Ontario and the west. The difficulty, however, is in the shipping. The most of the shipping out of St. John is done by water and the paper bags would not stand the rough usage to which they would be subjected in loading and unloading.

The package system, however, is as popular in the Maritime Provinces as in any part of Canada. This system, whether it be in connection with teas, cereals or flour, has come to stay, and we may expect each year to have articles which are now sold in bulk trade-marked and sold in packages. One wholesale grocer in Halifax made the sweeping statement



Plant of Dominion Molasses Co., Limited, Halifax.

either Ontario or the West. A few firms, however, are able to compete successfully with Ontario firms for western business, as the railway companies give a very low through rate.

Teas, sugars, molasses, confectionery, condensed milk and fish products are the principal lines in a grocery way that find their way from the Maritime Provinces to Western Canada.

#### ST. JOHN.

For the last ten years St. John has carried on an energetic campaign for recognition as the Winter port of Canada. In 1895 the Canadian Parliament decided to subsidize lines of steamships to run between St. John and Liverpool, and to employ the existing service between St. John and London. Since that time the business men of St. John have not been idle and a large portion of the trade which had been carried on through United States ports has been diverted to a Canadian port. St. John has excellent railway connections with the western part of Canada. The Intercolonial Railway has entry into Montreal over its own rails, and connection is made there with the Grand Trunk system. St. John is the Atlantic terminus of the Canadian Pacific Railway, with its main line running direct to the Pacific Coast, and with its numerous branches and con-

proud position she has to-day in the Maritime Provinces.

There are few large buildings in St. John such as are being erected in Winnipeg. The wholesalers in St. John started with a small building and just enough capital to keep their credit good. As their businesses grew they added a wing to the original building or else secured a warehouse nearby. In this way some of the larger firms have warehouses in all parts of the city. Considerable time must be lost by these firms and they must at times be considerably inconvenienced by this arrangement. No doubt in the near future a number of these firms will erect compact buildings. Emerson & Fisher have been the first to move and last year they erected a very fine building; a view of which is shown on another page. The most of the large wholesale grocers in St. John are young men. This is something we would hardly expect to find in a city as old as St. John. These men have been successful in accomplishing what in many cases takes a lifetime to achieve.

St. John is a great tea centre—in fact, the dealers in St. John will tell you it is destined to be the tea centre of Canada. Mr. McLean, manager of the Vim Tea Co., has the distinction of having put up the first "package tea" to be

that if he had money enough he would trade-mark everything he sold, as it would be a guarantee of cleanliness and quality. He did not probably mean this to be taken literally, but wished to express very strongly his approval of package and trade-marked goods.

It would almost seem to a casual observer that St. John had more wholesale houses and commission agents than necessary. For the population it serves it has more than any other city in Canada. Some of them do a small business, however, and one man who has been in business on the wharf for years, intimated quite seriously that he was not anxious to increase his business. He made, he said, about \$1,500 per year from his business and he had only one man to look after. Why, then, should he wish to extend his business when he had enough to live on? He had no ambition to be rich, and an increase of business would mean an increase of trouble and worry to him. We mention this little incident as it is typical of a class of business men in the Maritime Provinces. True, only of a small class, for the men who are doing the large share of the trade have to exercise just as much foresight and energy as their confederates in the west. There is, however, in both St. John and Halifax a class of wholesale and commission agents who merely buy

when the market is low, but who make no effort to do a steady business the year through. They have a few friends who send in their orders and this is the extent of their business. For it is a fact that friendship counts for more in the Maritime Provinces than it does in the west. A connection in the Maritime Provinces is hard to secure, but once obtained it is just as hard for your competitor to take it away.

#### W. M. Barlow.

This firm commenced business in 1891, under the name of McCavous & Barlow. In 1893 the name was changed to Wilfred M. Barlow. From 1883 to 1891 Mr. Barlow was with Thos. Gorman. He has no travelers on the road, but does a cash business.

#### Geo. S. De Forest & Sons.

This is the second oldest wholesale grocery house in St. John, having been originally established in 1848. In 1888, Clarence W. and H. W. De Forest, two sons, were taken into the firm. In 1894, Geo. S. De Forest died, and the business was carried on by the two sons till 1901, when the partnership was dissolv-

ed. This is their Ontario flour. The Manitoba flour is called the "Red Rose."

They have also a cereal food called "Gritz," a Canadian food put up in five-pound sacks.

In 1903 the firm became a limited company and took in four travelers, Jos. A. Marven, D. W. Puddington, C. S. E. Robertson, and W. L. Harding.

#### Thos. Gorman.

For thirty years Mr. Gorman has been in the wholesale grocery and fish business in St. John. He had only been in business two years when he was burned out in the great conflagration of 1877. He rebuilt, however, immediately, and his business has grown with the city.

"Index Blend" teas and "Gold Coin" flour are his leaders and both are vouchered for by the merchants as being first class. As one merchant remarked: "You can depend on these lines for quality as you can depend on Mr. Gorman himself, and that is saying a good deal."

Mr. Gorman started business in a building 20x50 ft. He has now twice as much space, and in addition has two large four-storey warehouses at the head

half. Both partners were about the same age, twenty-two years. Perhaps their success is accounted for by the courage shown by these two lads in launching out in a business about which they knew so little. Mr. Schofield related a very amusing incident which took place when they moved to the north wharf. They had ordered a man to put up 13 in large letters on the window. He brought down the letters, but, as it was Friday, he hesitated about putting them up. Mr. Schofield, however, told him to go on, and then proceeded to write some letters; but as he wrote down the date he noticed it was the thirteenth day of the month. This set him thinking, and as he counted up the staff he found it also consisted of thirteen members. And yet in the face of this the firm have succeeded and have now four travelers on the road, viz.: H. L. Doane, M. Atkinson, T. H. Cochrane and G. McConnell.

#### John Sealy.

Mr. Sealy's interests are varied, for, besides doing a large fish business in St. John, he has also a large general store at Grand River, Gaspé County,



Picturesque Old Halifax, Looking Across the City and Harbor from the Citadel.

ed, H. W. De Forest taking the "Union Blend" tea business and Clarence W. De Forest taking the wholesale grocery business. He is now applying for incorporation, and the firm will be Geo. S. De Forest & Sons, Limited.

Imported cigars from Havana and Jamaica and "Honeysuckle" teas and coffee are their specialties.

#### W. F. Hatheway Co., Limited.

This business was established in 1878 by W. F. Hatheway, who is still the president and manager of the firm. Fifteen years ago Mr. Hatheway introduced a system of co-operation which has proved very successful, not only to the firm, but to the employes as well. Tea girls, porters, clerks, in fact all classes of employes have stock in the company. This, of course, increases their interest in the company and at the same time enables them to get together a neat little sum of money for a "rainy day."

"Tiger Brand" tea is their specialty. Mr. Hatheway claims to have been the first to start a private label for flour. In 1884 he put his "Golden Eagle" brand

of the wharf. He also has another warehouse for heavy goods on Water street.

Mr. Gorman has always given his personal attention to his business and he deserves the success he has won. He was born in St. John and has practically been in the grocery business all his life.

#### Jones & Schofield.

Jones & Schofield are one of the younger firms in the wholesale grocery business of St. John. They commenced business in 1897, occupying the building on the south wharf where Bennett Bros. now are. In 1901 they moved to 13 north wharf and there they have remained. In 1902 they purchased a warehouse in Nelson street and started a branch warehouse in Campbellton.

A peculiar thing in connection with this firm is that both Mr. Jones and Mr. Schofield had had practically no experience in the grocery business when they started in 1897. Mr. Schofield had been in the New Brunswick Bank and never worked a day in a grocery store. Mr. Jones had been with Geo. S. De Forest & Sons for about a year and a

Quebec, M. J. Ahern being in charge. He also controls the Beaver Herbert Trading Co., in which over one hundred men are employed.

Mr. Sealy has been on the wharf since 1876. In 1883 he took a trip around the world, and in 1886 started in business for himself.

He does business all over Canada and a large and increasing West Indian trade, shipping such varied lines as cheese, potatoes, flour and even shingles.

#### Northrup & Co.

This St. John firm commenced business in 1883 and went under the name of H. W. Northrup. In 1890, I. H. Northrup was taken in as a partner, when the name was changed to Northrup & Co. In 1890 Mr. H. W. Northrup dropped out and Mr. I. H. Northrup has carried the business on himself.

The firm started with very little capital and its success is, therefore, due to the intelligence and industrious work of the two brothers.

Royal Standard flour is one of their specialties. This is an all-Manitoba

# DILLON BROS.

## Grocers, Wine and Spirit Merchants

We offer a well selected stock at lowest prices consisting of

Clarets, Liqueurs, Ports and Sherries  
Scotch, Irish and Rye Whiskies  
Brandies and Gins  
Bottled Ale and Stout

Barclay & Perkins London Stout

In wood and bottle.

Pabst & Everard's Lager

Cantrell & Cochrane Ginger Ale  
Seltzer, Apollinaris, Radnor  
and White Rock Waters

Angostura, Orange, John Bull and  
Cocktail Bitters

French and Italian Vermouth

*All the leading  
Brands of* Champagne

*Sole selling agents for the famous whisky*

“Scotland's Best” In bond or duty paid.

Also a full line of

Staple and Fancy Groceries  
French and Canadian Goods In glass and tins.

Try

Dillon's Special or British Blend Teas

*If there is anything good we get it.*

Telephone 213

71, 73, 75, 76, 78 and 80 Sackville Street  
Halifax, N.S.

flour, sold in bbls. or ½-bbls. Brown's clams is another line which this firm handle in large quantities.

**L. G. Crosby.**

L. G. Crosby, who is making a specialty of molasses at St. John, N.B., is well known, having been in the West Indian business for twenty-five years. Mr. Crosby is a native of Yarmouth, N.S.,

several cars of the N. K. Fairbank Co.'s goods.

Associated with Mr. White is his father, H. B. White, who is manager of his large and growing business in cheese and butter factory furnishings, in which he carries the only full assortment in the Maritime Provinces. Mr. White makes a specialty of cream separators, and is the Maritime depot for the Shar-

accommodation. Mr. Baird's death occurred in 1892, and was a serious loss to the firm; but Mr. Peters had the faculty of gathering about him clever and capable young business men, and the trade of the house continued to expand.

Four years ago it was decided to make a specialty of tea, which had previously been carried only as a general line. A warehouse was secured on the south wharf and a blending, packing and labelling plant installed, under the direction of a tea expert. The firm at once became large importers and blenders of tea. But the rapid growth of this branch and a corresponding development in their general business rendered enlarged premises once more necessary. They secured the very large warehouse just across Ward street from that in which their grocery business was carried on, and last Spring took possession of it, removing their tea branch to the warehouse thus made vacant.

But it was found desirable to take another step in advance, and the tea business was organized as the Vim Tea Co., named after a very popular blend they had put on the market when they first made teas a specialty.

Before removing their grocery department to the new warehouse, the latter was thoroughly renovated, and new offices constructed, which are conceded to be among the handsomest in Canada, if not on the continent in this branch of trade.

Baird & Peters claim to be the largest molasses importers in the Province. Last year they imported no less than 9,328 packages, or nearly a million gallons.

The firm employ six travelers in their general grocery, six in tea and two in the department of smokers' supplies. They are now discussing the desirability of putting in a plant to manufacture



Dillon Bros' warehouses, Halifax, both corners being occupied by this firm.

where he started in the West India shipping business in 1888, but has been located in St. John for the past ten years. He has made frequent trips through the West Indies, and is thoroughly conversant with his business. For some years he has been one of the largest importers of molasses in Canada. Mr. Crosby also exports large quantities of Canadian products, such as lumber, shingles and flour, to the West Indies.

**J. Hunter White, Merchandise Broker.**

Mr. White is a St. John boy who has always been connected with the wholesale grocery trade, having been associated for many years with one of the large wholesale grocery houses. Since 1893 he has been in business for himself, acting as a manufacturers' agent, etc., selling principally to the wholesale grocery trade, although doing some business with the other wholesale houses, particularly in drug and hardware lines. Having a connection throughout New Brunswick and Nova Scotia, he has been successful in building up a large trade. Among the houses represented by him are such well-known firms as the J. K. Armsby Co., San Francisco; S. Hanson & Son, London; Maconochie Bros., London; the Island Lead Mills, London, Eng.; Jose Segalerva, Malaga, Spain; Aughinbaugh Canning Co., Baltimore; the Gwaltney Bunkley Peanut Co., Smithfield; Bennett, Day & Co., New York; N. K. Fairbank & Co., Montreal; the A. F. MacLaren Imperial Cheese Co., Toronto; L. Schepp Co., Toronto; R. J. Graham, Belleville, and others.

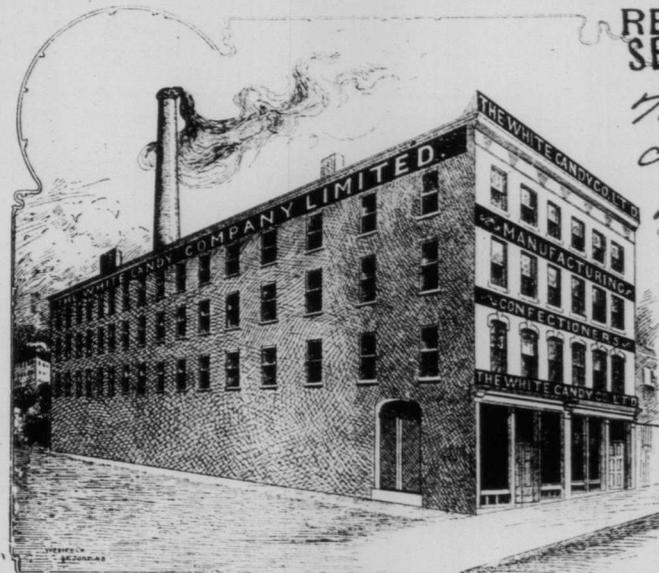
Having a frost-proof warehouse in the very centre of the wholesale district of St. John, Mr. White gives considerable attention to Customs House work, forwarding and storage, and also for some houses collects their local accounts. In this way, among others, he represents D. McDougall & Co., Glasgow, Scotland, and is also the distributing agent for the Diamnod Flint Glass Co., of Montreal, and regularly carries in stock

ples Separator Co. Mr. White is the representative of The Grocer in St. John.

**Baird & Peters.**

One of the largest wholesale grocery houses in the Maritime Provinces is that of Baird & Peters, Ward street, St. John, N.B.

This firm was organized in 1886 by John H. Baird and C. H. Peters, the latter being the present head of the



The White Candy Co. Building, St. John.

firm. Mr. Baird was one of the pioneer travelers of the Lower Provinces, and Mr. Peters had received a thorough training in the grocery business. They established themselves in a warehouse and offices on the south wharf, but in 1889 removed to larger premises, in a four-storey building on Ward street. Their trade grew from the very start, and soon they needed more warehouse

grocery specialties, as the next forward step. The record of the house has been one not only of continuous, but of rapid growth and success.

**T. H. Estabrooks.**

The success of the tea trade of T. H. Estabrooks is remarkable. Mr. Estabrooks began business on his own account in May, 1894, with one clerk, in a

RETURNED  
SEP 20 1905  
To Owner  
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page 54  
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small store on Dock street, St. John. For the first five or six years the trade in tea occupied only a portion of his attention. To-day he has one of the finest tea warehouses in Canada, employs over seventy persons, has seventeen travelers on the road, has branch houses in Toronto and Winnipeg, and his "Red

**ST. STEPHEN.**

**Ganong Bros., Limited.**

About thirty-six years ago Ganong Bros. began business in St. Stephen as manufacturing confectioners. They have always manufactured a complete line of candy, although they state that the

peg and Vancouver. Their business has increased over 50 per cent. in the last two years.

The firm consists of G. W. Ganong and Arthur D. Ganong. G. W. Ganong is the member of Parliament for Charlotte county.

**MONCTON.**

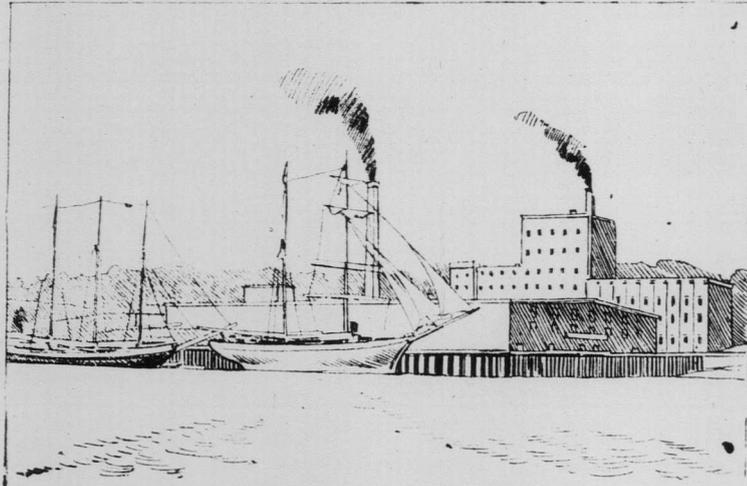
**F. P. Reid & Co.**

This Moncton, N.B., firm was established in 1891 as a wholesale grocery firm. They were burned out in 1897 and erected their present building in 1899. Their main building is 90x50 ft., and four storeys high. In addition to this, they have four small warehouses, all close together. They ship by both boat and rail. They have an I.C.R. siding close to their building, and for their river business they have two boats of their own. Mr. Reid died in 1902, and the business is now carried on by Mr. J. W. Y. Smith and Mr. I. F. Edgett.

"Nectar" tea and "Pyramid" lard, spices and flour are their specialties. They have a branch warehouse in Campbellton for their North Shore business. Their travelers are: Chas. L. Carter, Jas. P. Whelan, and W. H. Sharpe.

**HALIFAX.**

The wholesale business of Halifax is largely confined to Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland. Some firms have extensive business connections in the West Indies and Bermuda. Trade with the West Indies has shown special progress during the last few years. The exports from Halifax and St. John show a large increase in agricultural products and manufactured goods. Canadian flour is growing more and more in favor with the West Indies as well as other lines of



Acadia Sugar Refinery, Woodside Plant.

Rose" tea is sold from Newfoundland to Vancouver. From the moment when he first devoted his whole attention to the tea business, importing, blending, and packing teas, the growth of his trade has been phenomenal.

A little over a year ago Mr. Estabrooks erected a new warehouse. The new building consists of five-storeys with the basement, and is located on a corner of one of the principal streets of the city near the Intercolonial Railway station; a cut of the same appears in Mr. Estabrook's advertisement in this issue of The Grocer.

**White Candy Co.**

This firm was established in 1891 by Mr. Thomas White, who had had some twenty-six years' experience in the wholesale and manufacturing confectionery business.

The firm manufactures a full line of confectionery from penny goods to high-grade chocolates and caramels, and in 1900 received the medal from the Paris Exposition for their exhibit of high-grade chocolates.

Their present building consists of four storeys, and basement, has 40 feet frontage and extends 100 feet to the rear.

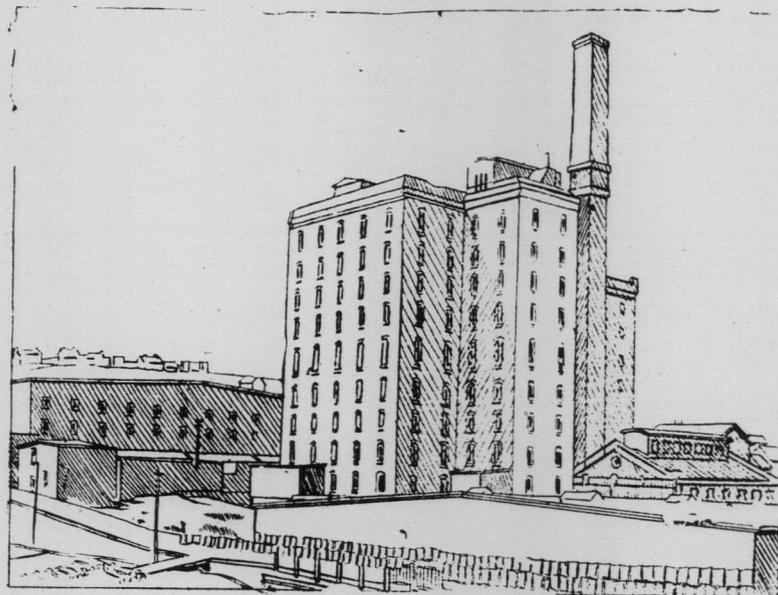
Mr. White has always looked after the dipping of the chocolates himself, this being the most important part of the manufacturing of high-grade confections.

Mr. White claims the people of the Maritime Provinces, owing to the proximity to Boston, are better able to appreciate high-grade chocolates than are the people in any other place in Canada. This compels the manufacturer to put out the very best goods.

The firm have been gradually extending their business, and have now an excellent connection in Winnipeg. They are represented in Montreal by J. S. Creed, Board of Trade Building, and in Winnipeg by A. L. Moran.

quality of their high-grade chocolate has steadily advanced.

They were incorporated in 1891, and erected a fine brick building in 1895, which was destroyed by fire. Another building was built and this was again destroyed by fire. They immediately rebuilt, and have now one of the finest



Acadia Sugar Refinery, Richmond Plant.

manufacturing plants to be found east of Montreal.

"G.B." chocolates are their specialty. This is their high-grade chocolate, and the initials "G.B." are stamped on every chocolate as a guarantee of quality.

The firm are doing business in all parts of Canada, having offices in Quebec, Ottawa, Montreal, Toronto, Winni-

mill products. Boots and shoes, corn brooms, box material, paper, paints and cordage are finding their way to the southern markets, and in return Canada is taking largely increased quantities of sugar, coconuts, cocoa, coffee, pimento, hides, etc.

All Canada is proud of Halifax harbor. Here the water is so deep that the

**G. E. BARBOUR COMPANY, LIMITED**

**Wholesale Grocers**

**Importers : Manufacturers**

---

**PROPRIETORS :**

***Maritime Spice and Coffee Mills***

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**DEALERS IN**

***Sugars, Molasses, Salt Fish, Flour,  
Provisions, Dried Fruits, Staple  
and Fancy Groceries, etc.***

**MANUFACTURERS OF**

***"Acorn" Brand Pure Spices, Coffees,  
Baking Powders, Flavoring Ex-  
tracts and Package Specialties.***

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**OFFICE AND SALESROOM, 11-12 NORTH WHARF**

***ST. JOHN, N. B.***

# LEST YOU FORGET

We would remind the trade that we carry a full and complete stock of

## Staple and Fancy Groceries

... INCLUDING ...

Beef Flour Molasses Tobacco Cigarettes  
 Pork Meal Sugars Cigars Pipes  
 Breakfast Cereals, Jams, Jellies, Pickles  
 and Fancy Shelf Goods

We pride ourselves on keeping our stock always fresh and up-to-date, prices right and satisfaction guaranteed. Prompt attention to orders is our specialty.

If You Give Us One Order You Will Give Us More.

**J. FRANK CROWE & CO.,** Wholesale Grocers

213 and 215 Lower Water St., HALIFAX, N.S.

If our traveller does not call on you, drop us a line and your interests shall receive our prompt attention.

# MOLASSES

A large and fresh stock of the following brands always on hand.

## PORTO RICO.

**Cintron Brand (Fajardo) Extra choice Molasses.**

**Bravo & Co. Brand (Mayagin) Extra choice Molasses.**

## BARBADOS.

**Jones & Swan Brand (Barbados).**

**Jones & Swan Brand fancy Molasses.**

All the above goods are direct importations and quality guaranteed the best.

*Write or wire for Quotations.*

## L. G. CROSBY,

Office—7 Nelson St.

ST. JOHN, N. B.

PRICES ALWAYS RIGHT.

largest vessel can come in close to shore, and the harbor is large enough to float the whole of the British fleet of war-ships. It would be hard to overestimate the commercial favor of such a harbor to any nation. Up to the present time

he is familiar with the needs of the country and the idiosyncracies of the people to whom he must sell. The foreign manufacturers, on the other hand, must depend on some firm to look after their interests, and the jobber, with his

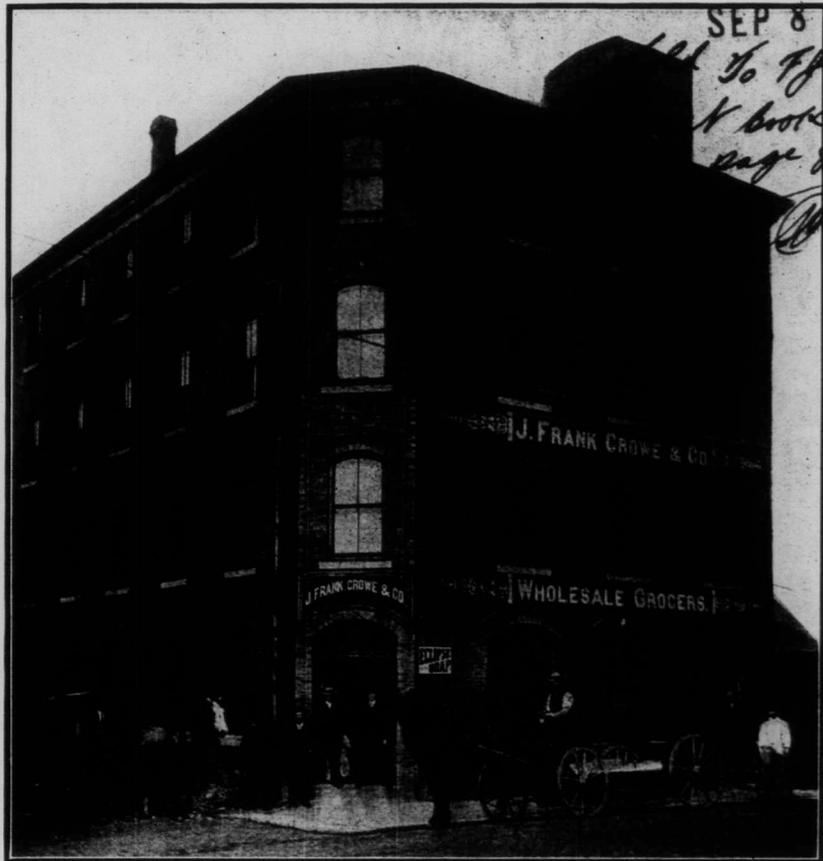
ware but provision firms as well devoted most of their attention. Wooden ships built and rigged up in the Maritime Provinces were to be found all over the world. It is interesting to note how some of the firms, as the ship chandlery line decreased gradually, branched in other lines. Black Bros., for instance, have worked into the fish curing business and have had marked success with their Halifax and Acadia brands of package codfish. Halifax is, indeed, a great fish centre for the Nova Scotia Coast and in this connection has developed an important trade with the West Indies, trading fish and other food products for the sugar, molasses and rum of the Indies, which from Halifax is sent all over the Dominion.

Halifax has many advantages to offer manufacturers. There are from twelve to fifteen miles of waterfront yet not used, and suitable sites for manufacturing plants can be procured at very reasonable prices. The rate of taxation in Halifax is very low and the manufacturer improving his plant to the extent of say \$30,000 or \$40,000, will not be taxed one cent for the improved value. Halifax has excellent railroad and steamship connections. It is served by four different lines of railway, Intercolonial, Dominion Atlantic, Canadian Pacific and the Southern Railroad, which has just recently been built. Another line is to be built shortly to run along the eastern coast. There are also three large steamship lines plying between Halifax and distant points. The Allan line to Liverpool and Glasgow, Pickford & Black steamers for Bermuda and the West Indies, and the Plant line to Boston and New York. There is also a monthly steamship service direct to Havre, France.

Below we give short accounts of a number of the leading wholesale and manufacturing industries located in Halifax.

**H. W. Wentzell & Co.**

One of the finest wholesale warehouses in the Maritime Provinces is that of H. W. Wentzell & Co., Halifax. They started in business in 1887 on Water street, when the firm was known as Wambolt & Wentzell. In 1889 the partnership was



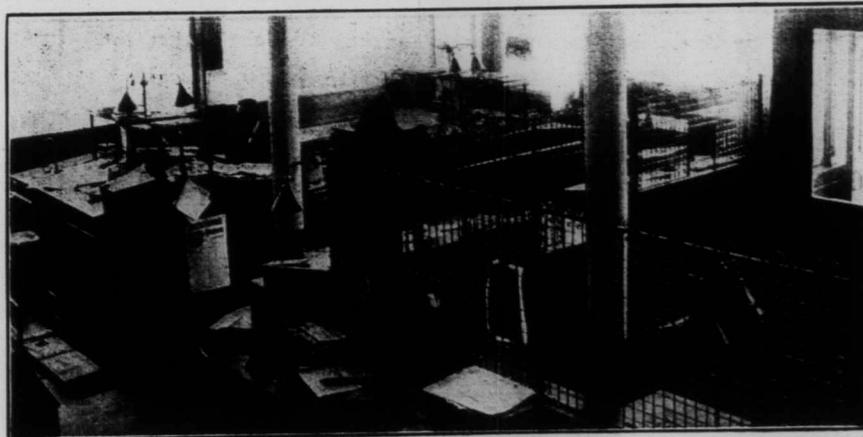
Warehouse of J. Frank Crowe & Co., Halifax.

the advantages have been purely commercial, but the time may come when the life and independence of the whole nation will depend on the fortification of Halifax.

The supremacy of England and Germany as the leading manufacturing countries of Europe has resulted in the possession of their extensive coal fields, and of a navy powerful enough to protect the interests of their trade vessels. The New England States still hold supremacy in manufacturing and distributing trade of the United States. We may therefore expect Halifax to be one of the best distributing points in Canada for sea-borne commerce.

Tendency for the last few years has been for many manufacturers either to sell direct to the retailer instead of through the jobber, or put their own trademark on the goods they manufacture. The argument is that the manufacturer must first interest the retailer in his goods before the jobber will handle them, and that when he has gone to the expense of making the goods known to the retailer he might as well have the profit instead of dividing it up with a middleman. There is much to be said for and against this argument, but the jobber must always be the medium through which imported goods are to be distributed. The manufacturer in Canada has his whole organization to look after his Canadian business. Moreover,

wide and extensive connections among the retail trade, is the one man available. Halifax, therefore, with its excellent harbor and its wide steamship connection, has the very best facilities



Offices of the Pickford & Black Co., Halifax.

for imported goods. It is for this reason we see more foreign goods in the wholesale warehouses in Halifax than in any other city in Canada.

Many years ago ship chandlery was the line to which not only wholesale hard-

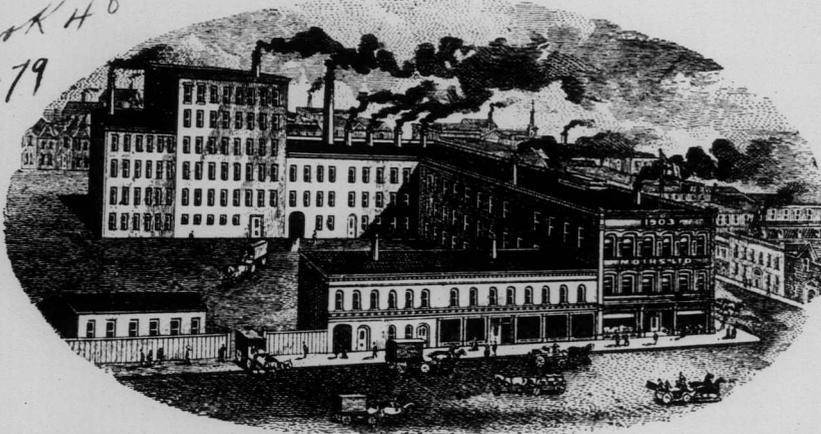
dissolved and the business has been continued up to the present by Mr. Wentzell under the name of H. W. Wentzell & Co.

Quite recently they moved into new quarters—a solid brick building, 85 x

# A Business Built On the Solid Rock Of Quality

RETURNED  
EP 27 1905

to owner  
in book 40  
page 79



## THIS IS THE LARGEST BISCUIT AND CONFECTIONERY FACTORY IN THE MARITIME PROVINCES

It was not always so, for it was once a very small affair; and it would not be so to-day, except for the fact that its policy has always been to make quality the foundation of its appeal to consumers. Beginning in a small way it grew "from less to more," as the poet says, "and from more to more," until now its products are familiar in every part of the Maritime Provinces and even further afield. We claim that in **Moirs Biscuits and Confectionery** the consumer gets the best value that the best materials and the best manufacturing methods can afford. People may get goods they will have to pay more for, but nothing they will like better, line for line. We are not the least bit afraid of comparisons and would be pleased to enter into correspondence with merchants anywhere who may be interested in knowing what we can do for them.

# MOIRS, Limited,

HALIFAX, N. S.

210, formerly known as the Kenney Block—purchased over a year ago from the Kenney estate for \$30,000. It consists of four floors, all lighted by electricity with electric freight elevators in the rear and many other modern and up-to-date conveniences to correspond.

H. W. Wentzell & Co. are direct importers and have their own bonded warehouse. Their success is largely due to their up-to-date business methods, and they do practically a cash business. They employ some forty hands, including six regular outside travelers. They claim to have the largest stock of groceries in Nova Scotia and have a reputation for handling goods at a very close margin. One of their specialties is the "Three Star" brand tea, which is widely advertised and has an extensive sale in the Maritimes. Mr. Wentzell is also the largest shareholder in the Cape Breton Wholesale Grocery Co., of Sydney, C. B.

### Acadia Sugar Refining Co.

Sugar refining began in Halifax immediately following the adoption of the National Policy, the first sugar being placed on the market early in 1880. At that time three refineries were built in the Maritime Provinces, one at Moncton, and two at Halifax. In 1893 these were merged into one company under the name of the Acadia Sugar Refining Co. The refinery at Moncton was destroyed by fire in 1896; the other two, situated at Richmond and Woodside, have worked continually since that date.

The raw sugar used by the Acadia Sugar Refining Co. is imported exclusively from the British West Indies, and the regular steamers running between Halifax and the British West Indies have the bulk of their space on the inward voyage taken with sugar for this refinery.

The company's offices are at the corner of Duke and Hollis streets, Halifax, and in Glasgow, Scotland. The directors are as follows: Thos. E. Kenney, chairman; Wiley Smith, Robert E. Harris, and T. M. Cutler, secretary, all of Halifax; W. D. Gillies, Alex. S. Brand, Wm. Henderson, and D. Brand, secretary, all of Glasgow, Scotland, and Wm. F. Humphrey, of Moncton, N.B.

### Payzant & King.

Payzant & King have been in the wholesale grocery business since 1862. Their territory is confined to Nova Scotia. Owing to the rapid development of their business they have increased the size of their warehouse no less than three times. At the present time they are situated at the corner of Bedford Row and Sackville street. The personnel of the firm is made up of L. S. Payzant and L. K. Payzant.

### Black Bros. & Co.

The firm of Black Bros. & Co. was founded by W. A. and S. Black as early as 1815. In 1830 the firm name became Black Bros.; in 1854 it was changed to Black Bros. & Co., and in July, 1903, to Black Bros. & Co., Limited. The present directors are: C. J. Troop, president; G. S. Troop, vice-president and manager; W. S. Troop, secretary, and R. P. Butler, treasurer. In September, 1904, they gave up their hardware business, and since then have dealt exclusively in fish, with headquarters at La Have. They have also branches at Meccatina Island and Mutton Bay, Saugeny County, Quebec, their head office being at Halifax. Black Bros. & Co.'s

package fish, "Halifax," "Acadia" and "Blue Nose" brands, are all well known throughout the Canadian trade.

#### R. B. Seeton & Co.

R. B. Seeton & Co. date their business existence from 1875, when the firm was organized by Robert B. Seeton, who died in 1900. Since then the business has been carried on by R. M. Symons and R. H. Seeton, who conduct a wholesale grocery business under the firm name of R. H. Seeton & Co. Their offices and warehouse are situated on Pickford & Black's wharf.

#### Bauld Bros. & Co.

This pioneer wholesale grocery firm date from 1860. Wm. Bauld was the founder, and with his half-brother, John Gibson, carried on business in the early days under the name of Bauld & Gibson. Later, Wm. Bauld, jr., was admitted to the firm and in the year 1880, Henry G. Bauld. Since then the three senior partners have died and the junior partner, Henry G. Bauld, has carried on the business, which was started seventy-four years ago. Bauld Bros. & Co. carry one of the largest assortments of groceries in the Maritime Provinces and make a specialty of tea.

#### Pyke Bros.

Pyke Bros. recently celebrated their fifth birthday as manufacturers' agents in Halifax for staple groceries. Since 1900 the development of their business has been phenomenal and at the present time they occupy a large warehouse extending from Hollis to Water streets, in which they keep large stocks to supply the wholesale trade. Among the western firms represented by them are Christie, Brown & Co., the N. K. Fairbank Co., Libby, McNeil & Libby, B. L. Schenn Co., the St. Lawrence Starch Co., Collingwood Meat Co., Swift & Co. and the Postum Cereal Co.

#### Chas. H. Harvey.

Mr. Harvey is one of the pioneers in the grocery and fruit trade of the Eastern Provinces, having made his first sale when he was seventeen years of age. He started in business in 1879 on Sackville street, which premises he has occupied ever since. He does a big trade with the West Indies and is a large importer of West Indian and Mediterranean fruits and produce. He has also established a big business connection throughout Newfoundland and the Maritime Provinces, and has a large sale among other things for his special brand of tea known as "The Crescent."

#### Dillon Bros., Halifax.

Dillon Bros. have been in the grocery business in the Maritime Provinces for upwards of fifty years. The firm was organized in the first place by Patrick Dillon and twenty years later it was handed over to his sons, John, William and Denis, who gave it the firm name of Dillon Bros., which it has retained ever since. The present members of the firm are: D. C. Woods and H. B. Mac-kasey. Dillon Bros. have two fine warehouses on Sackville street, which are elegantly fitted out. They make a specialty of fancy French groceries and high-class wines. For many years they have had a contract for supplying H. M. ships of war calling at the port of Halifax.

#### Bryant & McDonald.

Bryant & McDonald started in business as tea merchants in 1900, but had the misfortune to be burned out in September last. A fine new building has replaced the old one and is fitted out with every modern appliance required by an up-to-date wholesale warehouse. They report a satisfactory trade throughout the Maritime Provinces and Quebec, especially in a package tea of "The Three Crown" brand.

#### Billman, Chisholm & Co.

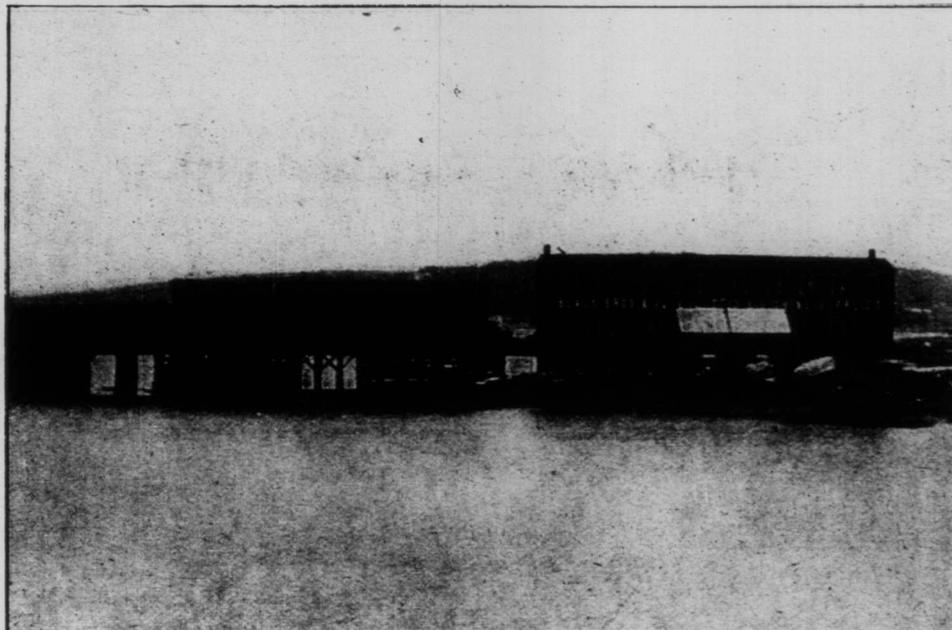
This enterprising firm occupy a large three-storey brick warehouse on Hollis street, Halifax, where they started business in 1892. James Billman and John S. Chisholm are the principal members of the firm and do a large business as wholesale grocers throughout the Maritime Provinces.

#### I. B. Shaffner & Co.

About ten years ago, Ingram B. Shaffner and James Adams started in

sive. Their manufacturing plant is new and up-to-date and the company have won an enviable reputation in catering to the requirements of the Canadian grocery trade. The organization of the firm dates from 1901, when the molasses business of H. R. Silver was taken over; since then their trade has developed rapidly, and at the present time it extends from Halifax to Vancouver. All the standard brands of molasses are handled by the company in addition to their private brands. These have secured a strong position among the retail trade, namely, "Beaver," "Porto Rico," "Fancy Trinidad," "E. M. Co.," all of which are too well known throughout Canada to require further reference.

An illustration on another page shows the company's premises at Dartmouth, opposite Halifax. The plant is devoted exclusively to the molasses business and contains every modern appliance for handling goods in a clean, economical manner. The business of the firm is con-



Black Bros. Factory at LaHave.

business on Barrington street as wholesale merchants in hay, flour, feed, etc. A year later they bought a large building on Water street—their present premises—from which point they conduct one of the largest businesses in their line in the Maritime Provinces. They have a branch establishment at Elmsdale, N.S., and do an extensive business in the West Indies, Newfoundland, St. Pierre and other foreign ports. Their biggest seller is "Ogilvie's Royal Household" flour.

#### John Tobin & Co.

John Tobin & Co. enjoy the distinction of being one of the oldest grocery firms in Canada, having started the business in 1825. Their present fine warehouse on Water street, Halifax, is a sure indication that they are still enjoying a first-class patronage from merchants in the Maritime Provinces.

#### Dominion Molasses Co.

While not one of the oldest business firms of Halifax, the Dominion Molasses Co. are easily one of the most progres-

ducted from the head office, Halifax, 109 to 111 Upper Water street.

#### Moirs, Limited.

One of the foremost manufacturing establishments in Halifax city is that of Moirs, Limited, who produce biscuits and confectionery and supply a large percentage of the bread, cake and pastry sold in Halifax. It commenced as a bakery many years ago and was conducted in a small way for some time, producing the kind of bread known in those days as "baker's bread." It occurred to this management that if they would produce bread as good as the home-made article they would not only capture the best part of the bread trade then existing, but would create more by inducing people by the quality of their product to give up making bread at home. This they set out to do, and how they succeeded will be understood from the fact that they make and sell 40,000 loaves every week. They were also producers

RETURNED  
SEP 20 1905

*White's*  
ST. JOHN, N. B.

# Chocolates and Caramels

**STRICTLY FIRST-CLASS**

**...Received Medal at Paris, 1900....**

Put up in 1-lb., ½-lb. and 10c. boxes, for fine retail trade. Put up also in 5-lb. boxes bulk.

RETURNED  
SEP 20 1905

*To Owner  
cut back 40  
page 54*



Correspondence invited from leading Grocers, Druggists and Confectioners in every town.

**SAMPLES ON APPLICATION.**

## THE WHITE CANDY CO., Limited

ST. JOHN, N. B.

AGENCIES : { MONTREAL—J. S. CREED, Board of Trade.  
WINNIPEG—A. L. MORAN, 62½ Princess St.

of cake and pastry for city trade, and out of this branch grew their biscuit trade, which now extends all over the Maritime Provinces, and into outside markets as well. In this as well as in the bread department, they made quality the point to be arrived at, and they have had the reward which quality always brings, viz. appreciation and increasing patronage. When they commenced the manufacture of confectionery they undertook to build up their trade on exactly the same principle, and they succeeded. Their chocolates are first-class, and they have the reputation of manufacturing the biggest and best piece for a cent that the market affords in the line of penny goods.

Moirs, Limited, have also had their vicissitudes; three times their plant was burned out, and on two other occasions they suffered from fires which partially destroyed their premises. Their last fire was on February 28, 1903, when the whole plant was destroyed, leaving only bare ruined walls and confused piles of brick and twisted iron. They were not daunted, however. The very next day they were producing bread as usual, having rented various ovens, by means of which they were able to maintain their output. They promptly commenced manufacturing candy in another building and proceeded to rebuild. Within a few months they were occupying a new biscuit and candy factory, the largest and best equipped in Eastern Canada. The firm also make paper boxes, and the capacity of their two box plants is sufficient to supply not only the wants of their own business, but of a large clientele of customers for their packages.

### J. Frank Crowe & Co.

This successful wholesale grocery house dates from 1897 when Mr. J. Frank Crowe purchased the wholesale and retail grocery business of A. M. Boutilier & Co. on Gottingen street, Halifax. Under the new regime trade assumed big proportions, and about five years ago it was thought advisable to sell out the retail business and concentrate on the wholesale trade. About this time the firm were obliged to move into larger premises on Water street, formerly occupied by George A. Pyke & Son. In March, 1904, fire almost completely wiped out their warehouse and stock, but thanks to their commendable enterprise, the trade was occasioned only a temporary inconvenience. On May 1, 1904, they moved into their present commodious quarters at the head of City Wharf, Water street, and since that time to date report business as having exceeded their most sanguine expectations.

### NEW SWEET-MEAT.

Sutcliffe & Bingham, of Manchester, England, are placing on the Canadian market an attractive sweet-meat in the form of "Jelly Cubes." This confection has been on the English market for some time and, we understand, has made a hit.

# Your Trade Requires the Very Best



RED ROSE TEA, in the Maritime Provinces, has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth.

When it was first put on the market it was the best tea that had ever been sold at the price.

To-day it is the best tea sold anywhere in Canada.

This is a fact admitted by every independent judge of tea—admitted by every tea salesman who tries to sell a tea which he claims is "as good as Red Rose."

I have the same faith in good goods that I have always had—I have the same determination—that Red Rose Tea shall always be the best—a tea without an equal.

Order a case now. Your next order will come without being asked for.

## T. H. ESTABROOKS, St. John, N.B.

Branches: TORONTO, WINNIPEG.

# SARDINES

Sardines are liable to be higher, as this year's catch has been very limited. We have anticipated this, with the result that we have laid in a large stock of standard brands and we are therefore in a position to sell at old prices.

**John Sloan & Co.**

Toronto

Belleville

## THOS. GORMAN

WHOLESALE GROCER

DRY, PICKLED and SMOKED

**FISH**

27 and 28 South Market Wharf, - SAINT JOHN, N.B.

TELEPHONE NO. 284.

Our Leaders: Gold Coin Flour and Index Blend Tea

## Eleventh Annual Convention of the Maritime Board of Trade

Yarmouth, N.S., August 16, 17 and 18, 1905

Special Report by Our Own Representative.

**D**ESPITE wet weather at the outset and a somewhat small attendance of delegates, the eleventh annual convention of the Maritime Board of Trade at Yarmouth, N.S., will go down to history as one of the most valuable and satisfactory meetings ever held by this important commercial organization. A stage has at length been reached in the career of the board when its members have come to the conclusion that its functions should be more than deliberative. At the Yarmouth meeting, time and time again, speakers impressed on the board the need for action, and as a result, this year an important step has been taken by the board and a permanent committee has been appointed to follow up and take action on the various resolutions passed.

Prince Edward Island was prominently to the fore at the meeting and the presence of Rev. Father Burke contributed much to quicken the interest of the board in the efforts the Islanders are making to secure their pet project,—the tunnel. At the election of officers, another Prince Edward Island man, Captain Joseph Read, was honored by being appointed to the presidency.

Several important resolutions were put through. A fast Atlantic service, better train service throughout the Provinces, a legislative union of the Provinces, confederation with the West Indies, the cultivation of tourist travel, steel ship-building, the abolition of statute labor and the representation of incorporated towns in county councils, were among the subjects discussed.

The meetings were presided over by Past-President E. K. Spinney, of Yarmouth, who, together with Mayor Armstrong, the city council and the Yarmouth Board of Trade, did all in their power to make the visit of the delegates a pleasure. By way of entertainment they gave a drive about the city just prior to the Thursday afternoon session, while on Friday a most enjoyable trip to Barrington by rail and return by boat was provided.

As the place for next year's meeting, Amherst was selected, as being a central place and one to which many delegates could come.

### The Convention Opens.

In a steady downpour of rain, which has lasted since the preceding afternoon, the convention opened in Boston Hall soon after ten o'clock on Wednesday morning. President E. K. Spinney occupied the chair, and with him on the platform were Vice-President Joseph Read, Secretary Creed and Father Burke of Alberton, P.E.I. About fifty members were present.

Before proceeding with the business of the convention the chairman called on Mayor Armstrong, of Yarmouth, and introduced him to the delegates.

### The Mayor's Welcome.

Mayor Armstrong recalled having invited the board to come to Yarmouth

last year at the meeting at Moncton. It was an additional pleasure for him to be privileged to welcome the delegates this year to Yarmouth. On behalf of the citizens of the town he extended a most hearty welcome to all those present and hoped that their sojourn in Yarmouth would be both pleasant and profitable.

### Roll Call.

Secretary Creed then called the roll and the majority of the constituent boards were found to be represented. The list of delegates present was as follows:

#### Nova Scotia.

Amherst—E. B. Elderkin, C. Owen Thompson.  
Annapolis—J. M. Owen, F. C. Whitman.  
Beaver River—Herbert Rice.  
Bennick—J. E. Woodworth.

#### YARMOUTH.

Historically, Yarmouth is one of the most interesting towns in the Dominion of Canada, as in point of time it is one of the oldest. While to-day it has lost much of its early splendor as a great shipping port, this deficiency has been somewhat compensated for by a greater attractiveness in its appearance, which bids fair to make it one of the most pleasing tourist centres in the Dominion. Situated near the western extremity of Nova Scotia, on an arm of the Bay of Fundy, it extends along a gentle slope for a considerable distance east and west. It has direct railway communication with Halifax by Dominion Atlantic Railway, while it can also be reached by boat from Boston and other points.

At one time Yarmouth could boast of possessing the second largest tonnage of any port in the world, having no less than 260,000 tons aloft at one time. It was then world-famous. To-day its maritime interests are comparatively small and its industries are not very important. It is, however, a beautiful residential town, possessing attractive homes, beautiful gardens, extensive hedges and excellent roads. Its leading hotel, the Grand, is one of the best appointed houses in the Provinces, and one where the tourists' lot is made extremely pleasant.

Canning—C. E. Starr.  
Canso—J. B. Saunders.  
Digby—Clarence Jamieson, E. F. L. Jenner, W. E. Van Blascum.  
Halifax—J. E. DeWolf, A. Stephen, W. A. Major, A. M. Bell, Hon. W. Ross.  
Kentville—M. G. DeWolfe, C. W. Webster, Robert Harrington, W. E. Potter, Wm. Yould, B. H. Dodge.  
Kings Co.—J. A. Kinsman.  
Lockport—Robert McDonald.  
Parrsboro—James W. Day.  
Windsor—W. H. Roach.  
Wolfville—J. D. Chambers, R. W. Starr.  
Yarmouth—E. K. Spinney, B. B. Law, E. N. Armstrong, Arthur W. Eakin, Seymour C. Baker, W. D. Ross, R. S. Crawford, Augustus Cann, Willard M. Kelly.  
Sydney, C.B.—C. P. Moore, S. P. Challoner.

#### New Brunswick.

St. John—W. S. Fisher, E. A. Abbott, H. C. Tull, L. G. Crosby.  
Chatham—W. S. Loggie, James Nichol.  
St. Stephen—E. G. Vroom.

#### Prince Edward Island.

Alberton—Rev. A. E. Burke, John Agnew.  
Summerside—Joseph Read, M. P. P., Neil Sinclair, W. A. Brennan.

#### Committee on Orders.

A committee to determine the order in which the various subjects proposed by the local boards should be discussed was named by the chairman and was composed of J. E. DeWolf, Halifax; F. C. Whitman, Annapolis; E. B. Elderkin, Amherst; C. Jamieson, Digby; B. H. Dodge, Kentville; J. Kinsman, Kings County; J. Day, Parrsboro; W. H. Roach, Windsor; R. Starr, Wolfville; W. Kelley, Yarmouth; S. P. Challoner, Sydney; L. G. Crosby, St. John; J. Read, Summerside; Father Burke, Alberton; E. G. Vroom, St. Stephen; C. P. Moore, Sydney.

While the committee were absent from the hall, Secretary Creed read letters of regret from R. L. Borden, W. S. Fielding, Hon. Senator Josiah Wood, Sackville; P. Gifkins, general manager D. A. R.; D. Pottinger, general manager I.C.R.; J. M. Lyons, general passenger agent, I.C.R.; Lieut.-Col. J. B. Maclean, Toronto; the secretaries of the Montreal, Ottawa, Toronto and Hamilton Boards of Trade and the Montreal Star and Toronto Globe.

#### Minutes of Last Meeting.

On motion of M. G. DeWolfe, seconded by J. M. Owen, the minutes of the last annual meeting at Moncton, as published in The Canadian Grocer and the annual report, were taken as read.

#### Report of Committee on Resolutions.

After a protracted session the committee on resolutions presented their report, recommending the discussion of the following subjects:

1. Annapolis—The inspection of cooperage stock and a standard apple barrel.
2. Berwick—The necessity of an improved railway train service between Halifax and that portion of the Annapolis Valley west of Kentville.
3. Halifax—Fast Atlantic steam service.
4. Kentville—Should not incorporated towns have representation in the council of municipalities?
5. Kentville—Municipal ownership of electric light plants.
6. Wolfville—Preservation of historic grounds.
7. Kings County—Is it desirable that the young men of the Maritime Provinces between the ages of 16 and 21 should be obliged to perform three annual drills in the militia of Canada?
8. Sydney—The desirability of wider publication in Maritime press of reports of Canadian commercial agents abroad.
9. Halifax—Protection of inland fisheries.
10. West Prince—Subsidy for steam-

ship to ply between ports on the north side of P.E.I., Miramichi, Magdalene Islands and Sydney.

11. Parrsboro—Diversion of the Intercolonial by building a loop from Truro to Amherst, via Parrsboro.

12. Amherst—The advisability of uniting the three Maritime Provinces under one Government. Union of the Maritime Provinces.

13. Amherst—The question of the advisability of advertising by literature the advantages of the Maritime Provinces as a desirable place of settlement.

What can be done to investigate and make better known the resources of these Provinces?

Co-operative efforts on the part of the Governments of the Maritime Provinces to promote desirable immigration from Europe.

14. Bear River—The necessity of urging

ward Island the importance of improvement in the common roads of the Provinces, and to take steps to diffuse information on the subject, especially by the distribution of literature and the appointing of an official who shall confer with the county councils and lecture on the subject in the various communities throughout his Province.

18. St. John—Recoinage by the Government of worn and mutilated Canadian silver coins.

19. Charlottetown, Southern Kings, Souris, Summerside and West Prince—Transportation between P. E. Island and the mainland.

Tunnel under the Northumberland Straits connecting P.E.I. with the mainland.

Better Winter communication between P.E.I. and the mainland.

### WEDNESDAY MORNING.

#### Secretary's Report.

Amid applause the veteran secretary of the board, C. M. Creed, rose to present his report as follows:

To the President and Members of the Board of Trade:

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year. All the resolutions and recommendations passed at the last annual meeting were forwarded to the Ministers of the various Departments of the Federal Government, those concerning the Local Governments were forwarded to the Premiers of same. Copies of The Canadian Grocer containing the proceedings of the annual meeting were forwarded to all boards of trade in the Maritime Provinces, as also to the delegates to the meeting.



Members of the Maritime Board of Trade in Convention Assembled at Yarmouth, N.S.

upon the Government the granting of adequate financial assistance to any company that will build a railroad from Caledonia in the County of Queens to a point on the D.A.R. at or near the mouth of Bear River or to Digby, as may be deemed advisable, thereby affording railway connection to that section of Nova Scotia which is entirely without railway communication, and placing the towns along the route of said railway upon equal terms with other parts of the Province.

15. Halifax—Is it advisable to place the Intercolonial under a commission?

16. St. John—Daily steamship service between New Brunswick and Nova Scotia via St. John and Digby.

17. Wolfville—Abolition of statute labor in Nova Scotia.

That the Maritime Board of Trade urge upon the Governments of New Brunswick, Nova Scotia and Prince Ed-

The tunnel from P.E.I. to the mainland.

Daily Winter communication with the mainland.

20. Yarmouth—The advisability of the Government of the Maritime Provinces assisting local associations or boards of trade in promoting tourist travel.

21. Halifax—Steel shipbuilding.

22. St. John—Improvement in the London steamship service.

23. St. John—Prohibition of export of pulp logs.

24. Sydney—Night express train between Sydney and Halifax.

25.—Advisability of confederating the Dominion of Canada and British West Indies.

26. Yarmouth—The advisability of the Dominion Government taking over the railways of Western Nova Scotia and making them a part of the Intercolonial system.

On October 28, in order to keep the resolutions passed at the annual meeting before the boards, they were printed and copies forwarded to each board, with a circular letter impressing upon them the necessity of calling the attention of the members of both the Dominion and Local Parliaments in their counties to them.

On December 21, copies of all resolutions were forwarded to W. S. Loggie, M.P., Chatham, N.B.; J. J. Hughes, M.P., P.E.I.; Dr. J. B. Black, M.P., Windsor; H. J. Logan, M.P., Amherst, and B. M. Law, M.P., Yarmouth, in advance of the meeting of the Federal Parliament in order that they could become familiar with them. On January 23, shortly after the opening of the Federal Parliament, copies of all resolutions were forwarded to all the members from the Maritime Provinces and also to several of the Senators. The correspondence connected with the same, as also from

the various boards, being too voluminous to read, are on the table for the inspection of the members.

**Correspondence With the Board.**

This has been conducted with vigor during the year. Some of the secretaries have promptly responded to notices and letters, but the majority of them have been slow in answering, while some have never answered. It is hoped, however, the secretaries will be more prompt the coming year.

The subjects for discussion, notices to boards of the annual meeting and railway arrangements for delegates, were mailed to the boards affiliated and unaffiliated.

The annual report was published as usual and forwarded to all the boards of trade in the Maritime Provinces, and

wick, 6 boards, Chatham, Moncton, Newcastle, Sackville, St. John, St. Stephen; Prince Edward Island, 5 boards, Charlottetown, Summerside, Souris, Montague, Alberton; Nova Scotia and Cape Breton, 23 boards, Annapolis, Amherst, Antigonish, Berwick, Bear River, Canning, Canso, Chester, Digby, Halifax, Kentville, Kings Co., Lockeport, New Glasgow, Pictou, Parrsboro, Truro, Windsor, Wolfville, Yarmouth, Louisburg, Sydney, North Sydney.

**Unaffiliated Boards.**

New Brunswick, 2 boards, Fredericton, Woodstock; Nova Scotia and Cape Breton, 10 boards, Bridgewater, Dartmouth, Hantsport, Lunenburg, Liverpool, Middleton, Pugwash, Stellarton, Westville, Glace Bay. Total membership of all boards 2,205.

H. Armstrong, Esq., of Yarmouth, the corresponding secretary.

**Accounts for the Year.**

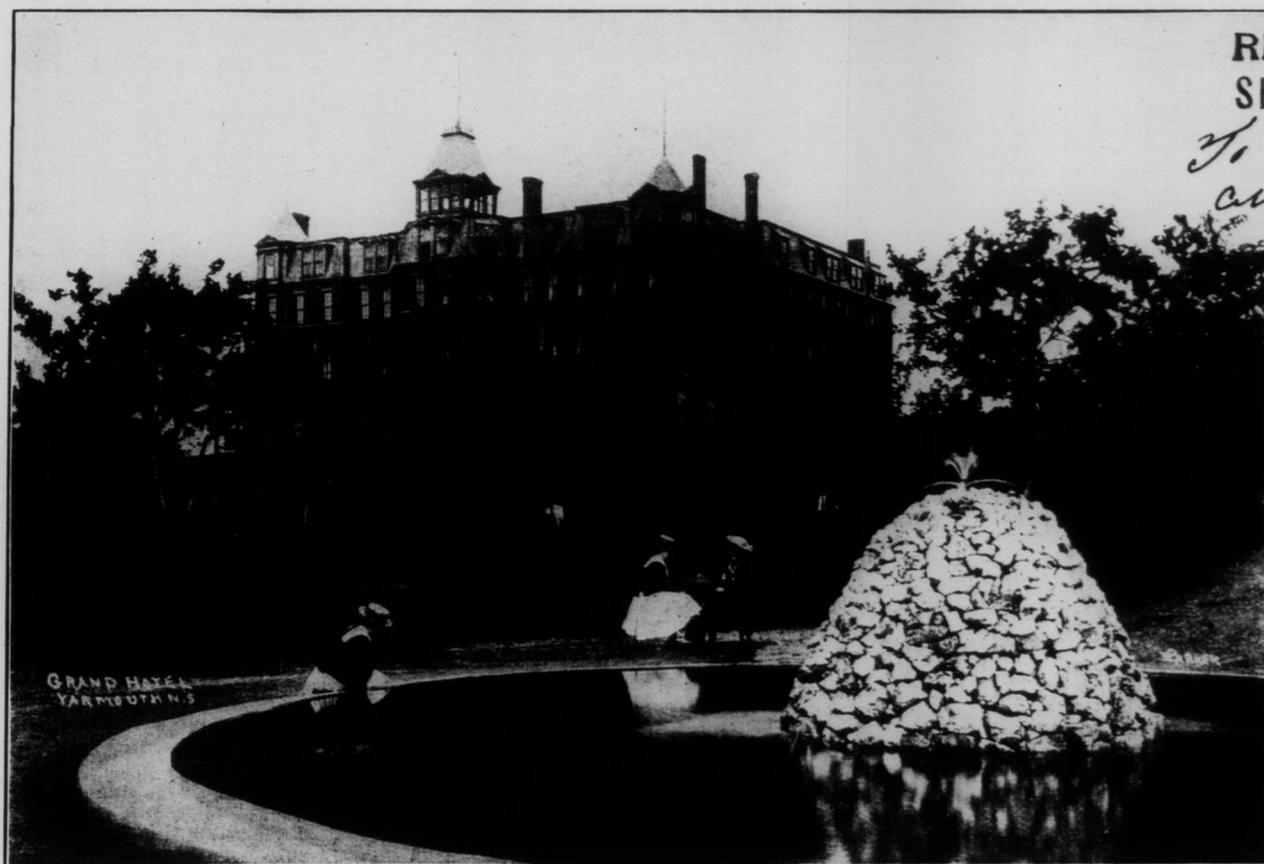
The accounts for the year are all prepared, but as several boards will pay their per capita tax before the close of this day's meeting they will be presented to-morrow for your approval and audit. All of which is respectfully submitted.

CHARLES M. CREED,  
Permanent Sec'y-Treas.

On motion of Captain Read, seconded by C. Jamieson, the report was unanimously adopted.

**President's Address.**

The popular president of the Maritime Board, E. K. Spinney, was heartily received on rising to read his annual address.



Courtesy of Yarmouth Herald.

Grand Hotel, Yarmouth, N.S., where Board of Trade met.

circulated generally as occasion presented.

**New Boards.**

During the year two new boards have been formed in Nova Scotia, viz.: Lockeport and Bear River. I am also pleased to say that the Boards of Parrsboro and North Sydney have re-affiliated and are in fine working order.

Unaffiliated boards have had every attention paid them, they have been written to frequently asking them to affiliate, I also forwarded them copies of all resolutions passed at the annual meeting and copies of the annual report, and invited them to send delegates to the annual meeting.

**Affiliated Boards.**

The affiliated boards on the roll of membership are as follows: New Bruns-

**Chambers of Commerce.**

The sixth congress of Chambers of Commerce of the Empire will be held at London, G.B., in June, 1906. An invitation has been received from the secretary, Kenric B. Murray, Esq., asking this board to send delegates and subjects for discussion at said congress, to which a reply was sent thanking him for the invitation and informing him that it would be laid before the members at the annual meeting at Yarmouth, on August 16.

In conclusion, during the past year everything requisite has been done for the advancement of the board, at the same time doing all possible to assist your worthy president, and as usual the valuable assistance and advice of M. G. DeWolfe, Esq., of Kentville, has been given, and also the able assistance of E.

Gentlemen of the Maritime Board of Trade:

Before proceeding to the subject of my address, I wish to avail myself of this, the first opportunity I have had, to express my thanks for the honor you have done me in electing me president of this most important body of commercial and professional men. I regret that this prominent position has not been placed in the hands of one more competent to discharge its duties, or who would have achieved greater results. I regard your generous act, however, as a compliment to the town of Yarmouth.

You will also permit me, on behalf of the Yarmouth Board of Trade to extend a most hearty welcome. I sincerely trust that the time spent here will be well freighted with pleasure to yourselves, and as a result of your delibera-

RETURNE  
SEP 8 1905

To Owner  
at Book 3  
Page 8

tions a vast amount of good may be done to the Maritime Provinces in particular and to the Dominion of Canada generally.

The discussion of the very important matters which will come before you systematically and vigorously, following up decisions reached by determined effort, must result in needed reforms and increased prosperity.

The report of your secretary, Mr. C. M. Creed, whose efforts have been indefatigable in the interest of the boards of trade of the Maritime Provinces, has been placed before you.

While the growth and extension of these boards have not been so great as we could have wished, yet there has been much encouragement in the fact that two new boards have been established and two others have become affiliated with the Maritime Board in the past year, and which now represents within its fold thirty-seven boards with memberships aggregating nineteen hundred and eighty-five members.

We can look to the future with confidence in anticipating the great influence they may exert on all important questions, voicing as they do the carefully considered views of the leading commercial and professional element of the Maritime Provinces.

#### Canada's Growth.

I do not propose to take up much of your valuable time on this subject, but simply desire to draw your attention to the fact that immigration has increased our population during the past ten years by 113,661. Of this Europe supplied 281,096 and our neighbors to the south 159,565.

Nearly two-thirds of this particularly large increase to our population has taken place during the years 1903 and 1904, and statistics of immigration into Canadian ports during the present year give promise to exceed greatly that of the past two years.

The financial report of the exports in 1904 shows an increase over that of 1895 of \$99,882,132, while the imports in comparison with similar dates show the enormous increase of \$118,130,121.

#### Canadian Banks.

show a net increase from beginning of 1900 to June 30, 1905, of

In paid-up capital .....	\$ 15,975,357
Net increase in reserve .....	23,666,779
Increase in deposits .....	227,309,721
Increase in current loans .....	203,375,159
Increase in circulation .....	33,219,751

The above statement shows: First, that Canada is regarded favorably as a permanent home for reasons of climate, resources and broad educational facilities. Second, this fact has developed the enormous expansion of commerce. Third, the successful employment of capital is the natural outcome of commercial prosperity.

#### Transportation.

Since your last annual meeting that second great national transcontinental highway, the Grand Trunk Pacific, has made substantial progress. Corps of engineers have surveyed a great section of the route which this important road will traverse. It will only be a few months before the work of construction will begin, opening up a new field for the further expansion and development of this, the most important colony of the Mother Country.

While the greater benefits arising from

the construction of this great national highway must necessarily accrue to the western Provinces, and while the transportation question is of supreme moment to the whole Dominion, its importance to Maritime Province interests, both for land and sea transit, cannot be overestimated.

Our coast line of 3,000 miles, dotted with commodious ports with rail connections, demand at our hands the imperative duty of unflinching vigilance to secure the material advantages to which our geographical position entitles us.

Rail connection is steadily increasing through the length and breadth of the Atlantic Provinces, and it is confidently anticipated that by the time the national transcontinental line is completed the internal arteries will supplement the great main trunk system with up-to-date branches in each of the three Provinces.

The Halifax & South Western Railway is already circling the western portion of Nova Scotia, and construction will be



Capt. Joseph Read, Summerville, P.E.I.  
President Maritime Board of Trade 1905-06.

well under way by next season on the eastern side of that Province, giving alternate lines from Yarmouth to Sydney.

The heart of New Brunswick will be intersected by the N.T.R. and other connections between Quebec and Moncton. The long-desired and urgently-needed communication between New Brunswick and Prince Edward Island will round out the plan of twentieth century methods of transit to and from eligible trade centres at all seasons in this end of the Dominion. The coastal steam packet service gives evidence of continuous improvement. Substantially every harbor and connecting vantage point is being brought in regular touch with the principal supply centres of trade in the Maritime districts.

#### Business Interests.

In natural products the output throughout the Maritime Provinces has been fairly well maintained. The catch of fish has not been up to the ordinary average but higher prices have prevailed,

compensating to some degree for the shortage.

An important paper was introduced at your last annual meeting discussing the importance of the Government taking active measures to preserve the lobster fisheries. While no action has yet been taken, I am informed the subject is under their careful consideration and doubtless some course will be adopted by them to further this very necessary end. Efforts should not be relaxed, as it is a matter of vital importance to those engaged in this lucrative industry.

The recommendations to establish freezing establishments and fertilizing plants for abating the ravages of the dog fish have had the attention of the Ottawa authorities, and a better condition in both cases is hoped for in the near future.

The depressed condition of the lumber trade in Great Britain has had the effect of restricting the output of lumber in sections catering to this branch of supply. The South American and West Indian markets, however, are well maintained, with the result that the mills operating in this class of product are actively and lucratively employed.

Coal mining progresses favorably, the large quantities now raised annually making it one of our leading industries. The gold from our gold fields shows a trifle lower result than the average of previous years, but with the introduction of new and up-to-date machinery much improvement is anticipated. In manufacturing industries steady advance is well sustained, the operations of several organizations assuming proportions entitling them to the front rank in comparison with similar enterprises in any part of the Dominion. The distributing business, the West Indies' trade, and different wholesale and retail trades have all enjoyed a profitable turnover, the imports and exports of the three Provinces giving in nearly every instance fair all round averages in comparison with former years.

#### Tourist Travel.

The volume of tourist business in the direction of the Maritime Provinces maintains satisfactory averages. Some idea of its magnitude can be gathered from the fact that the line of steamers plying between the United States and Yarmouth carried to and from these ports last season over sixty thousand passengers. Statistics for this year are not, of course, complete, but during the past month the number of passengers arriving at this port was increased by six hundred over the same month last year.

The scenic advantages and salubrious climate in our sea port Provinces are being gradually supplemented by hotels and Summer cottage accommodations in keeping with modern improvements, while entertainment and recreation show marked improvement with each successive season.

By systematic attention to advertising and furnishing concise guide books and data, the tourist business has become a recognized and welcome addition to the ordinary "between season" business of many localities.

The aggregate of tourist expenditure in the Maritime Provinces now runs into several millions of dollars annually, clearly illustrating the advantages to be derived from well directed effort. This important question will come up for

your careful consideration during the present session.

#### Steel Ship Building.

The ardently-desired establishment of steel ship building at some point within the Maritime Provinces to replace the former flourishing industry of wooden ship building has not yet materialized, although strenuous efforts have been made to make a commencement at Halifax as an eligible locality. The postponement of the granting of a bonus by the Dominion authorities at the recent session of Parliament is a source of regret to the persons undertaking this important national work, but further efforts will be made to secure its realization in the near future.

A modern steel ship building plant has been well described as the mother of nearly every other industry, and the expansion of population resulting has been marvelous, especially in the ship yards of Germany as the latest instance. The subject is doubtless an ambitious one to carry out, but the enterprise and determination of the live business men in these Maritime Provinces will surely solve the problem at no distant day.

#### Chamber of Commerce of the Empire.

The London Chamber of Commerce has notified the boards of trade and commercial bodies throughout the Empire that the sixth Colonial Congress will be held in London in June, 1906. The last congress assembled in Montreal in 1903, about five hundred delegates being in attendance. Numerous important subjects will come up for discussion, some of which may well come within the scope of this board.

Trade and tariff relations between the Mother Country and its dependencies—the vital question of Imperial defence, codification of the commercial laws and customs of the whole Empire in connection with bills of lading, consignment advances, etc., are among the subjects for discussion suggested by the London Chamber.

The beneficial results accruing from these colonial conferences fully justify systematic endeavor to assist in development of the movement to promote concentration of Imperial influence on twentieth century lines to meet the strenuous trade competition in evidence throughout the world.

The cordial reception of the Canadian Manufacturers' Association in England recently is an object lesson, illustrating the far reaching benefits to be achieved by thorough combination in efforts to impress business circles in Great Britain of the great strides of progress taking place in all sections of Canada from year to year.

#### Maritime Union.

The rapid expansion of the western portion of the Dominion of Canada, demonstrated by the creation and admission of the Provinces of Alberta and Saskatchewan, emphasizes the importance of safeguarding the status of the Atlantic Provinces on lines of co-operation, securing a due equilibrium of political influence. The prospect of a legislative union of the Maritime Provinces was one of the leading ideas submitted at the formation of the Maritime Board of Trade.

Economy in local administration and more substantial influence in the councils of the several Parliaments are as potent factors to-day as they were a decade ago.

In connection with this important question should also be considered the imperative necessity of our Federal Government arranging some basis by which Newfoundland can be brought into union with Canada. The benefits accruing from such a result would be of incalculable value.

#### Fast Atlantic Service.

A slight improvement in the Atlantic mail service between the Mother Country and Canada is claimed from the records of the two new turbine steamers placed on the route in March and April last.

The first voyages of the Victorian and Virginian from Moville to Halifax did not come up to expectations. But somewhat better speed was accomplished by the Cape Race course up the Gulf of St. Lawrence to Rimouski—the last trip of the latter having reduced the time between Moville and Rimouski to six days.

A test was made in June of the chances of a more rapid and satisfactory Atlantic mail delivery by intercepting



E. K. Spinney, Yarmouth, N.S.  
Retiring President Maritime Board of Trade.

the Virginian off the port of North Sydney and rushing the mails by special trains from that point. The result was a considerable improvement in the deliveries to the Maritime Province trade centres, but the deliveries beyond Rimouski were somewhat disappointing.

The running time of the special train between North Sydney and Montreal established a record, conclusively demonstrating the great advantages to be secured through landing the mails at an Atlantic terminal by steamers of modern speed. The subject will doubtless be one of those nominated for your consideration, as in the case of each of the annual gatherings since the formation of the Maritime Board of Trade.

#### Insurance.

Excessive premium rates of fire and marine insurance have occupied the attention of the Maritime Board of Trade for several years past, but an all round satisfactory solution has not yet been reached.

An important paper was discussed be-

fore your board at one of your previous sessions urging upon the wholesale houses insisting upon their clients protecting themselves against losses by fire. It is to be regretted that no practical results have followed the resolutions passed at that time. The subject is worthy of your earnest attention.

In addition to the increased and necessary security to the system of credit, it would lead to such improvement to the physical hazard that lower rates of premium would unquestionably result.

Some improvement has taken place in the rates on marine risks, due to the additional care given to our seaboard by the several Governments in increasing and improving the light and buoy service.

The business of life insurance, which is of even still larger importance to the people as a whole, also represents phases suggesting careful inquiry as to the safety of the invested funds representing the hard-earned savings of nearly every family in the land.

The overwhelming necessity of absolutely faithful Government inspection applies to holders of policies in the Maritime Provinces as urgently as in other portions of the continent. On general public grounds it is beyond doubt a subject demanding a certain amount of watchful consideration by representative bodies.

#### Exhibition.

The Provincial and county exhibitions have been held throughout the Maritime Provinces as usual, resulting in healthy emulation and endeavor in the various localities.

Next year the Dominion Industrial Exhibition will be held in the Maritime Provinces, Halifax having been decided on as the location. To these fairs and exhibitions we are undoubtedly indebted for the establishment of the Agricultural College at Truro, by the Dominion Government, under the able superintendence of Professor Cummings.

In view of the establishment of a line of steamers between Canada and Mexico, opportunities are presented for trade in farm products and live stock in the West Indies, as well as in Mexico and South America.

The Maritime Stock Breeders' Association has already taken steps to develop its business by holding annual auction sales, duly advertised in these new markets.

#### Wireless Telegraphy.

The installation of wireless telegraphic apparatus at Glace Bay, Sable Island and Chebucto Head, under the personal supervision of the distinguished inventor, Signor Marconi, clearly indicates the importance of these geographical vantage points in the Atlantic Provinces, not only to the Dominion but to the marine interests of the Empire.

The successful operations of these wireless stations should also prove of substantial value to passing ships of every nationality and add to the prestige of Canada as one of the foremost factors in utilizing this modern aid to the world's progress.

#### Municipal Betterment.

A noticeable advance is taking place in many cities, towns and villages in the Maritime Provinces in the better shape of roads and the installment of asphalt pavements, the cultivation of lawns in front of residences and numerous other improvements designed to further higher

ideals of utilizing the conveniences and comforts to modern social needs.

#### Russo-Japanese War.

The war between Japan and Russia has continued without cessation since our last annual meeting. Although much more remote from the scene of conflict than our fellow Canadians on the Pacific Coast, we are fully alive to the dangerous complications liable to arise among the great world powers, particularly in maintaining neutral rights on the high seas, in which all Maritime communities are more or less interested.

The indications at present all seem to augur hopefully for peace, and it is much to be desired that the negotiations at Portsmouth, New Hampshire, so largely due to the well meant efforts of President Roosevelt, will, ere long, result in a complete termination of the war and the establishment of an enduring peace.

The shrewd diplomacy of King Edward VII has brought about a better understanding with France, clearing away many former causes of difference.

Cordial co-operation between the Mother Country and the great American nation to the south of us will exert a powerful and almost overmastering influence in bringing about a cessation of war for many years to come, and the substitution of arbitration in its stead for the settlement of international disputes.

All of which is respectfully submitted.

E. K. SPINNEY, President.

#### Referred to a Committee.

When the applause evoked by the address had subsided, M. G. DeWolfe rose and expressed his appreciation of the president's report, which he termed one of the best he had ever heard during his eleven years' connection with the board. He moved that the address be referred to a committee consisting of J. M. Owen, Alex. Stephen and Father Burke, who would report at the evening session. The motion was seconded by J. E. DeWolf and carried.

The convention then proceeded to take up the subjects for discussion in the order suggested by the committee.

#### A Standard Barrel.

F. C. Whitman, of the Annapolis Board, introduced the subject of a standard apple barrel and the inspection of cooerage stock. He thought there should be a standard-sized barrel for the whole Dominion. In Ontario, where the barrels were made from seconds and flour barrel staves, the size was larger than in Nova Scotia and the apple shippers of the latter Province were consequently laboring under a disadvantage. Mr. Whitman explained that a committee from the Nova Scotia Fruit Growers' Association had gone to Ottawa, and they had been promised a general meeting next June, at which a standard barrel would be established.

At present, conditions in Nova Scotia were most unsatisfactory. A large number of barrels were unfit for use and all sizes were utilized. The remedy was legislation along the line of uniformity. Every barrel should be subject to inspection; both ends should be planed; the name of the cooper should be stamped on the barrels and an inspector should visit the factories. Mr. Whitman suggested that under the Fruit Marks Act, the fruit inspectors should be required to watch the manufacture of barrels. He

presented a resolution to the board along these lines.

Father Burke, president of the P.E.I. Fruit Growers' Association, in seconding the resolution, suggested leaving the working out of details to the Government and resolving the resolution into the following form:

"That a uniform barrel be adopted for Canada and the material entering into its construction be placed under Government inspection."

R. W. Starr said that he could not add much to what had been said, except to emphasize how reasonable it was to have a uniform barrel for the Dominion. Nova Scotia has passed an Act before Confederation for a minimum barrel, and now she had to compete with the large Ontario barrel. What should be impressed was that the barrel should be a unit of measurement.

J. M. Owen thought the resolution should be worded to the effect that a standard barrel be made and no shipments be sent from the Dominion except in standard barrels. He would present



W. S. Fisher, St. John, N.B.  
1st Vice-President Maritime Board of Trade, 1905-06.

an amendment that no apples be exported from the Dominion in other than standard barrels and that suitable provision be made for the inspection of barrels.

J. E. DeWolf—"Why should there be a different standard for export and home consumption? I am prepared to support Mr. Whitman's resolution, as a fruit inspector could do the work before the apple season begins."

C. Jamieson suggested referring the several resolutions to a committee to draft a uniform motion, but this idea was overruled as establishing a dangerous precedent.

Upon Mr. Whitman accepting Father Burke's revision of his original resolution, the motion was put to the meeting and carried unanimously.

#### WEDNESDAY AFTERNOON.

At 3.15 the convention was again called to order, when Chairman Spinney read a telegram from the Amherst Board

inviting the Maritime Board to come to Amherst next year.

#### Improved Railroad Service

J. E. Woodworth, of the Berwick Board, in introducing the resolution from his board (No. 2), pointed out that his district was being discriminated against by the Dominion Atlantic Railway in their train schedule. People living east of Kentville could go to Halifax or Sydney, spend the day there and return the same day. Business men west of Kentville could only reach Halifax by an afternoon train and must spend the night there. Mr. Woodworth also pointed out that the small fruits from the Valley were at a great disadvantage in reaching the Halifax market. Correspondence with Halifax was also seriously handicapped by the lack of trains. Efforts to get the D.A.R. to remedy the trouble had so far been futile.

Mr. Woodworth moved the following resolution: "That in the opinion of this board, increased facilities for railway travel between Halifax and that portion of the Annapolis Valley lying west of Kentville should be provided."

This was seconded briefly by J. M. Owen. The discussion was continued by several of the members.

M. G. DeWolfe took exception to the resolution as a local one. He thought the board should only deal with broad and general subjects, and regretted that the present resolution had not been amalgamated with the general question raised by the Yarmouth Board on the subject of railway service, through the whole of Western Nova Scotia.

The chairman proposed deferring the settlement of the question until the Yarmouth resolution came up.

J. E. DeWolf saw no similarity between the two resolutions.

J. E. Woodworth claimed his resolution was not a local one, as the interests involved were not local by any means, but concerned the welfare of the whole Province.

The resolution was carried unanimously.

#### Fast Atlantic Service.

A. Stephen, of Halifax, found it difficult to introduce this subject in any new way, as it had been up before the board for many years. The question now was, where did the board stand after all the resolutions that had been passed since Confederation. He thought but little progress had been made and hoped that the series of resolutions, which he was about to make, would result in some definite good. The resolutions read as follows:

"Whereas the Atlantic mail service between the Mother Country and her possessions in British North America at the inception of Confederation was admittedly the shortest mail route between the continents of Europe and America, having been already in 1867 fully tested by the matured experience of over a quarter of a century;

"And whereas in the negotiations incident to merging the intended union of the Maritime Provinces into the larger compact between the two Canadian Provinces and their Atlantic neighbors a binding stipulation was agreed to in clause 145 B.N.A., to insure independent modern means of communication throughout the Dominion for obvious national considerations;

"And whereas this stipulation in clause 145 B.N.A. was the one thing needed to maintain the established ad-

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vantages of the all-British mail route between Liverpool and Halifax through the construction of the railway between Halifax and Quebec, afterwards known as the I.C.R., or the people's road of Canada;

"And whereas immediately after the Act of Union the alteration of the Atlantic mail route at first to Portland, Maine, and subsequently to an unsatisfactory divided Summer and Winter route has resulted in the transfer of the greater portion of the Canadian Atlantic mails through distant foreign avenues of communication, the Postmaster-General of Canada having stated in Parliament that 564,000 pounds of Canada's Atlantic mail matter had been conveyed via New York in 1903, while only 147,000 pounds (largely parcel post) had been conveyed by the subsidized Canadian mail steamers, notwithstanding our great geographical advantages;

"And whereas the rapid expansion of Canada's cereal areas in the Western Provinces forecasts an immense development of transportation interest by land as well as by sea towards both hemispheres, which transportation interest will be largely dependent on the control of national avenues of transit for mails, passengers and freight equipped on the most modern lines;

"And whereas the opportunity to control the shortest and quickest ocean communication between Europe and America, which was within the grasp of the Dominion, has been unaccountably neglected by the governing powers in Canada, to the amazement of successive viceroys and prominent statesmen and visitors from abroad, who find themselves practically compelled to avoid Canada's direct subsidized mail and passenger service, and seek the better transportation afforded by foreign ports;

"And whereas the recent I.C.R. speed tests between Sydney and Montreal confirm and emphasize the certainty of regaining control of the shortest and quickest mail and passenger route between Europe and America as soon as modern steamers connect;

"Therefore, resolved that the Maritime Board of Trade emphatically urges upon the Dominion Government the paramount importance of stipulating in future Atlantic mail contracts that steamers capable of competing with the swiftest liners on the Atlantic should be the only vessels eligible for mail service and that Canada's expanding revenue justifies the appropriation of adequate subsidies for that purpose.

"And further resolved that the arrival and departure of the Canadian mails for Europe shall be, as far as the Dominion of Canada is responsible, at one Canadian port on the Atlantic coast line, accessible all the year round, in order that the mails between London and Montreal shall be delivered in from 120 to 150 hours, with reasonable regularity at all seasons of the year.

"And further resolved that while it may be inexpedient to enforce binding stipulations as to the transatlantic course for mail steamers, the Maritime Board of Trade once more unreservedly endorses the chart of Capt. C. O. Allen, submitted and approved at the annual meeting held at Sydney, Cape Breton, Aug. 20, 1902, as not only the shortest, but also the safest and most reliable sea route, year in and year out, for subsidized Canadian Atlantic mail steamers."

Mover A. Stephen, seconder Jos. Read. Commenting on these resolutions, Mr. Stephen said that after Confederation the Allan Line secured a subsidy from the Government to carry the mails. These were landed at Portland until such an outcry was raised that the next contract required a landing at a Canadian port. Halifax was selected as a port of call by the Allans, and the mails were landed there. Later mails were landed at Rimouski in Summer, and this is the position to-day.

Mr. Stephen felt that the board was not active enough in this matter, and that resolutions were useless. Delegations received attention from the Government, while resolutions were pigeon-holed. He hoped the board would send two or three well-informed men as far as the Pacific Ocean to address the leading Canadian boards and secure their support. He pointed out that much attention was being given to securing quick communication with the west, while the connection with the Old Country was being neglected.

"What is the cause of the delay in the establishment of a fast mail ser-

Captain Read, in seconding the resolution, pointed out that it was not the present kind of boats that were required, but boats equal in speed to the best that come into New York harbor. The Government were trying to placate Canadians with small morsels now and then, but Canadians required the best. They should stand on their rights, and when they asked for a fast Atlantic service show that they meant what they said.

S. P. Challoner, Sydney, referred to the fact that Sydney was the nearest point to Europe. Why should steamers go to Halifax, two hundred miles farther west? In the recent experiment in landing mails at Sydney, Sir Wm. Mulock selected that port because it was nearest to Liverpool. When the mails were landed at Sydney they reached Halifax in 10 hours. Later, when landed at Rimouski, they were 24 hours on the way. He put in a plea for Sydney, as the landing place for the mails, and thought that the resolution was restricting the Atlantic port to Halifax.

J. E. DeWolf denied there was any localism in the resolution, and held it should remain as it was.

A. Stephen said it was time to stop the antediluvian method of carrying mails up the Gulf. If they were carried there Sydney was all right, but there were considerable periods when Sydney was not accessible. The board stands on record as favoring the best all round route.

The resolution was carried unanimously.

#### Towns and County Councils.

M. G. DeWolfe introduced the subject (No. 4) showing how the incorporated towns paid more taxes in proportion than the rest of the county. It was a case of taxation without representation. He moved, seconded by Robert Harrington:

"That in the opinion of the Maritime Board of Trade incorporated towns should have representation in the councils of the municipalities."

Jas. Nichol, Chatham, N.B., referred to the law in New Brunswick and sympathized with the incorporated towns of Nova Scotia.

J. W. Day, Parrsboro, said that in Cumberland county there were four incorporated towns, which contributed 50 per cent. of the county's expenditure. This called for some representation from the towns.

Captain Read explained conditions in Prince Edward Island.

A. W. Eakins, Yarmouth, showed how Yarmouth was treated under the existing system. He was followed by Mayor Armstrong, who expressed grave fears about the efficacy of the remedy suggested. There would be difficulties about how the representation should be made.

M. G. DeWolfe asked if there were not cases when questions came up in the county council of interest to the town, of which the town never heard until too late. To this Mayor Armstrong replied there were such cases, but that the relations between towns and counties were usually amicable.

#### Municipal Ownership.

J. W. Day of Parrsboro brought up subject No. 5.—the municipal ownership of electric light plants. He stated that Parrsboro was the first town in Nova Scotia to install its own electric light plant. It was now running 150 sixteen candle power lights on the streets of the



A. M. Bell,

2nd Vice-President Maritime Board of Trade.

vice?" asked Mr. Stephen. "It is not a matter of such enormous expense. The Allans stand in the way, endeavoring to keep things as they are. They are getting big subsidies for freight boats. How long is this condition to last? I think it has lasted long enough. Let us subsidize a service which will give us the quickest and best service."

Continuing, Mr. Stephen pointed out how safe the route was and how rapidly mails could be delivered. While it might be doubtful whether New York would profit by such a service, there was no doubt about Chicago and the Western States.

It was often asked whether the service would pay. That was not the question, but rather would it benefit Canada? This he believed it would do by advertising the country and strengthening the ties between the Dominion and the Mother Country.

Mr. Stephen urged the sending of a delegation to Ottawa, and hoped the question would not be laid over by the board.

town, as well as giving private service to the citizens. The revenue derived from the latter was at present only a little behind the total expense of running the plant, which was a very complete one valued at \$17,000. Mr. Day referred to the difficulty other towns encountered in taking over lighting plants from private ownership and then moved: "That municipal ownership of electric light plants would be beneficial and in the best interests of the towns in the Maritime Provinces."

The resolution was seconded by Captain Read.

W. S. Fisher, St. John, inquired of Mr. Day what provision was made at Parrsboro for wear and tear, and how they paid interest on their investment.

In reply, Mr. Day stated that they were able to pay about \$125 for new equipment last year out of current revenue and the interest on their loan was also charged up to current expenses.

The resolution on being put to the meeting was carried unanimously.

#### Historic Spots.

J. D. Chambers, Wolfville, introduced this subject in an excellent speech. He referred to the resolution along the same lines passed last year at Moncton. A committee had at that time been appointed to discuss the whole question, but no report had as yet been prepared.

Continuing, Mr. Chambers pointed out how tourist travel meant dollars and cents to any country. The marking of spots of historic interest by monuments and stones gave a new interest to them and attracted the tourists. He believed that Canada should do its utmost to cherish the memories of the past, and moved that last year's resolution be reaffirmed.

S. P. Challoner, of Louisburg, seconded the motion, referring to the private efforts which were being made to raise a fund of \$25,000 to erect a monument at Louisburg to the English and French soldiers who had fallen there.

J. M. Owen gave some details about the preservation of the old fortifications at Annapolis.

The resolution being put to the meeting was unanimously passed.

#### Annual Drills.

J. Kinsman, of the King's County Board, introduced the following resolution from his board:

"That it is not desirable that the young men of the Maritime Provinces between the ages of 16 and 21 should be obliged to perform three annual drills in the Militia of Canada."

In this connection Mr. Kinsman said this military service interfered with the work both of the farmer and the manufacturer, as young men of this age were the persons they relied on for their help.

J. E. Woodworth seconded the resolution, stating that the advantages to be derived from compulsory drills did not appeal to him. The drill became antiquated in ten years. Facilities for training the youths of the country in the use of the rifle were more to the point.

R. W. Starr, as an old militia officer, held that every young man should know something about drill and the use of the rifle. The early days were the time to train soldiers and make them obey orders.

M. G. DeWolfe saw good in both sides of the question, feeling that military training for the young was needed, but realizing that to take youths away from

the country's industries would interfere with the revenues of the country.

A. Stephen said it was absurd to bring up such a subject at the meeting.

J. D. Chambers advocated rifle clubs, and thought militarism was running rampant in King's county.

J. E. DeWolf pointed out that they were discussing a question about which they knew little or nothing. They did not know whether there ever would be such a law.

W. S. Loggie, M.P., on being appealed to, said he had no information to give.

On motion the subject was deferred for consideration until the next annual meeting.

#### Commercial Reports.

In speaking on this subject (No. 8) C. P. Moore of Sydney explained that even

"Resolved, that this Maritime Board of Trade do, and does hereby, request of the Maritime Province press that they publish each week such information as these trade reports may contain relative to Canadian trade and commerce, and that a copy of this resolution be sent to each and every newspaper in the Maritime Provinces."

The motion was seconded by W. S. Fisher and carried unanimously, whereupon the convention adjourned until 8 o'clock.

#### WEDNESDAY EVENING SESSION.

When the delegates reassembled at 8.15 a good attendance of members was present, quite encouraging the hearts of the officers. J. M. Owen, on behalf of the committee, appointed to draft a



Headquarters of Pickford & Black Steamship Line, Halifax.

though the Government supplied weekly reports from agents in all parts of the world, yet these were never made prominent in the local press. He would request the press to give a wider publicity to these matters. The people were a little slow in advertising, and should be educated up to it.

He moved:

"Whereas, in the opinion of this Maritime Board of Trade the reports of Canadian commercial agents abroad, as published by the Department of Trade and Commerce, contain much information of value to Canadian manufacturers, to Canadian shippers and dealers in produce; and whereas, these reports constantly present opportunities looking to the advancement of the export trade of the Dominion;

vote of thanks to the president for his address, read a resolution which the committee had prepared. This was, on motion, adopted by the meeting. President Spinney replied briefly, thanking the delegates for their appreciation.

#### Steel Ship-building.

This important subject was introduced by J. E. DeWolf, of Halifax. In 1904 the difficulty had been to get a uniform opinion as to what should be the necessary protection, builders above the canals requiring more than those below. At a meeting last March, however, a resolution was drawn up and presented to the Government. Unfortunately the Government had not dealt with the matter. Mr. DeWolf simply desired to reaffirm last year's

resolution and to lend the board's support to the memorial presented to the Government. Extracts from the memorial were read by Mr. DeWolf, who expressed a hope that the Government would yet take some action in the matter. He moved:

"That the Maritime Board of Trade reaffirms its resolution of Aug. 18, 1904, in favor of Government assistance to steel shipbuilding, and regrets that the Federal Government did not deal with this important matter during the last session of Parliament.

"Further resolved that this board approves of the memorial presented to the Government at Ottawa, March 23, 1905, by those now engaged or interested in steel shipbuilding and urges that early action be taken by the Government to grant the measure of assistance necessary to secure the resumption of work in the shipyards now idle, and to establish other steel shipbuilding plants in Canada. Also resolved that copies of this resolution attached to copies of resolution of 1904, be sent to all members of the Cabinet, as well as to all Maritime Province members of Parliament, and that each board here represented solicit the support of its representatives at Ottawa toward securing the necessary Government aid."

C. P. Moore, Sydney, seconded the resolution, remarking that Sydney was deeply interested in the question.

E. B. Elderkin, Amherst, said it was not a subject to be passed over lightly, as Canada needed the industry. He held that it was on just such a subject as this that the board should take energetic action. Pressure should be applied and pressure was needed to secure prompt action on the part of the Government. He did not see why the Provinces should not take the same position in steel shipbuilding as they used to in wooden shipbuilding.

J. E. DeWolf thanked Mr. Elderkin for his support and said that the Halifax Board did not intend to let the matter drop until it was settled.

Senator Ross felt that with unanimity and pressure the matter would receive better attention at next session. The Ministers had many weighty matters to consider at last session.

Father Burke recalled seeing Mr. Fielding at Ottawa soon after the delegation of manufacturers interviewed the Government and at that time the Minister was strongly in favor of helping the industry. Possibly it was for the reason given by the Senator that no action was taken.

Speaking for St. John, W. S. Fisher, explained what that city had done in helping on the matter. He believed much of the work of the board was useless, because it was never followed up, and advocated the sending of delegations to the capital. He admitted difficulties in making up delegations, but felt that obstacles were not insuperable. He felt that the time was now most opportune for the men of the Provinces to make demands for those things they needed for their development.

M. G. DeWolfe said that with such

speakers as Mr. Fisher on a delegation success would be undoubted. But the Provinces had many champions at Ottawa, and yet why was it necessary to reaffirm year after year resolutions on vital matters. He could not understand it, and believed a good strong delegation might do some good.

Captain Read pictured conditions today and contrasted them with conditions a few years ago.

W. H. Roach of Windsor feared the resolution would be side-tracked again, and hoped that a delegation would be sent to Ottawa who would present such resolutions as were deemed important enough. He advocated a committee of three, one from each Province, who would deal with these questions.

E. B. Elderkin thought the matter should be crystallized immediately and a determined lobby be begun at Ottawa.

The resolution was then put to the meeting and carried unanimously.

#### P. E. I. Transportation.

Father Burke introduced the vital question of communication between Prince Edward Island and the mainland.



C. M. Creed, Halifax, N.S.  
Secretary Maritime Board of Trade.

After thanking the board for the opportunity of presenting the subject, Father Burke proceeded to discuss the proposed tunnel. The question of communication was constantly to the fore. The people of Prince Edward Island would not desert the project until it was accomplished. Support was being received from many boards of trade in Canada.

Father Burke pointed out that Confederation was discussed in Prince Edward Island as early as 1864. The Province, however, did not enter Confederation in 1867, holding off until conditions should be made favorable for them. Efforts were made time and again to get Prince Edward Island into Confederation. Sir George Cartier finally made a promise to give the Island adequate communication, and the Island Province joined the Dominion. The terms of Confederation called for a daily steam communication with the mainland. These terms have never been carried out, and it now became the duty of all Canadians to see that they should be. Father Burke trusted the Maritime Board would lend its support to the agitation.

He traced the methods of communica-

tion since Confederation, all of which have been inadequate. Last Winter the Island was cut off for 59 days, and in other years for even longer periods the Island had been isolated. Some other means than navigation must be adopted. No one believed that continuous communication could be kept up by navigation. One permanent system of communication must be secured, and that could only be secured by a tunnel under Northumberland Straits.

The project was not impossible. The distance was only 6½ miles, and conditions were such as to make the work of construction very easy. This project of a tunnel had been before the people for twenty years. Famous geologists had found the strata under the straits most favorable for tunneling. Shale and clay existed there, and there would be little percolation of water. The tunnel, said Father Burke, could be built in five years at a cost not exceeding \$10,000,000. M. J. Haney of Toronto had offered to undertake the work for that price and to hand over the complete tunnel in 6 years. American contractors were eager to build the tunnel as a private venture.

Father Burke believed the payment of \$300,000 a year interest would more than be justified in comparison with the present expenditure on ships. These cost annually \$100,000 for depreciation, \$100,000 for insurance, and the Prince Edward Island Railway lost \$100,000 of business every year because it lacked a connection with the mainland. Accordingly Father Burke moved:

"Whereas, the Province of Prince Edward Island entered the Canadian Confederation under specific terms as to continuous communication; and, whereas, such communication has not to this day been accorded to her; and, whereas, much loss and very great hardship is occasioned to her yearly in the Winter season especially, owing to the want of permanent communication, her natural progress and the extension of interprovincial trade being thereby greatly hampered and handicapped; and, whereas, no Province of Canada, irrespective of size or population, should be without at least one permanent and efficient system of communication, provided it can be afforded by the reasonable expenditure of public money, since such system is essential to the intercourse of the the different parts of the Federation and lends greatly to up-build and consolidate them; therefore,

"Resolved, that this Maritime Board of Trade in annual convention assembled request, and does hereby urgently request, the Federal Government to complete the terms of Confederation with Prince Edward Island by the construction and operation as soon as possible of a railway tunnel under the Straits of Northumberland, the only sure, permanent and adequate system of communication available; and, further resolved, that the system of navigation in vogue, pending the construction of the tunnel, be made as perfect as may be, the new ice-breaking steamer to be built being equipped with all the modern improvements for such vessels, and by employing one of the fleet of ice-breakers on what is known as the western route."

Captain Read, in seconding the motion, gave some practical information about tunnels, referring to tunnels in London, railway tunnels under rivers, where ferries used to run, and tunnels where bridges stood. He pointed out

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the heavy freight rates between the Island and Halifax, and the frequent handling of freight. If direct rail communication could be secured, values in the Island would go up immensely. Then, too, the tunnel was as necessary in Summer as in Winter.

He showed how tunnels are built, referring to the Severn Tunnel, almost quite as long as the proposed Island Tunnel. To-day a tunnel could be built much more rapidly.

Still further he explained the need for regular communication with the mainland in order to steady prices, and the necessity for having the Island food products put down rapidly in any part of New Brunswick or Nova Scotia.

The resolution, on being put to the meeting, was carried unanimously.

#### THURSDAY MORNING SESSION.

A. M. Bell brought up the subject referred to on the preceding day—the neglect to follow up resolutions by the board—and introduced the following motion:

"That on the request of any board of trade in the Maritime Provinces, the president, or in his absence one of the vice-presidents, may appoint one or more delegates to represent the Maritime Board in any matter which has been favorably passed on by this board at any of its meetings, provided that if such delegate should not be immediately interested in the matter to be presented, his expenses shall be paid by the local board making the request."

Father Burke believed there should be a permanent committee to follow up resolutions. He suggested three men from each Province.

E. B. Elderkin seconded the resolution but believed a standing committee of one man from each Province, one of whom should be the president of the board, would be a good arrangement.

W. S. Fisher outlined a plan for a permanent committee, consisting of three men from each Province. The president and the two vice-presidents would be the senior members of the committee, and would be supported by two men from each Province.

The discussion was continued by M. G. DeWolfe, Senator Ross, and several other members.

Alex. Stephen considered a committee of three too small. He advocated a larger deputation, who would convince the Government that the Maritime Board meant business. He thought the delegation should be appointed immediately.

Father Burke, having consulted with

Mr. Bell, introduced a revised resolution covering both suggestions. The following prefix was added to the original resolution:

"That a permanent committee on resolutions, composed of three members from each Maritime Province, the three presidents being members ex officio, be appointed to carry on resolutions to the sources affected and further resolved."

W. S. Fisher objected to the sending of local delegations.

J. M. Owen explained how cases would arise when local matters would have to be considered and local boards would have to take action. He believed the resolution was satisfactory.

A. M. Bell considered that the resolution should be made as elastic as possible.

The revised resolution, being put to the meeting, was now carried unanimously.

#### Steamship Service.

On behalf of the West Prince Board, John Agnew introduced the subject of a steamship service for the northern ports of Prince Edward Island. At present a few schooners do the trade, but a good steamship would be most beneficial. He moved:

"That the resolution passed at Moncton last year, with reference to steamship communication between Sydney, north ports of Prince Edward Island and the Magdalen Islands and Miramichi, be, and is hereby, reaffirmed."

S. P. Challoner seconded the motion on behalf of Sydney Board, believing such a service would be of considerable advantage to Cape Breton Island.

James Nichol, speaking for the Miramichi District, pointed out the advantages his section would derive from this service.

The question was put and carried.

#### Maritime Union.

W. S. Fisher regretted that the St. John member, who had proposed the subject, was unable to be present.

Speaking for Amherst, E. B. Elderkin said he was in much the same position as Mr. Fisher. He had no resolution to offer.

J. E. DeWolfe suggested a large committee to draft a resolution, as the matter was most important.

M. G. DeWolfe saw no reason for putting off the settlement of the question. It had been put off at Moncton, and should not be put off again. He read the 1303 resolution introduced at Charlottetown, and suggested passing it this year.

A. M. Bell moved that the considera-

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tion of the question be deferred, and a committee of three be appointed to draft a resolution.

Mr. Fisher seconded the motion which was carried. A committee consisting of W. E. Porter, Captain Read and W. S. Fisher was appointed.

### I. C. R. Diversion.

In the absence of Mr. Day, of Parrsboro, E. B. Elderkin introduced the resolution of the Parrsboro Board. At present the road from Moncton to Truro was over-taxed. A loop by Parrsboro would be only slightly longer and the grades less steep. Either the present road would have to be double-tracked or a new loop be built. The former alternative was not a wise one. He accordingly moved:

"That this board press upon the Government of Canada the importance of constructing a loop on the I.C.R. between Amherst and Athol to a point on the I.C.R. at or near Truro, and urge the said Government to immediately hold a survey of the proposed route to locate a line with a view to constructing the same."

### A Commission for I. C. R.

A. M. Bell stated that the Halifax delegate, who was to take up this subject, was absent and suggested passing it over.

### Inland Fisheries.

A. M. Bell brought forward a resolution on this subject as follows:

"Resolved, that the Government of Canada be requested to ascertain by scientific investigation what measures are necessary to restore and protect our inland fisheries. That having obtained this report, it should be published and distributed as widely as possible, to the end that public opinion regarding this question may universally be aroused; and that subsequently such measures may be adopted as may be found to be desirable and practical in the light of the report and the discussion which may follow its circulation."

Mr. Bell, continuing, said the matter was not sectional, nor should it be approached from the sportsman's standpoint. He believed Nova Scotia was the natural nursery for fish, being one-fifth covered with water. He understood the Government had appointed a large number of inspectors at small salaries, who did not do their work properly. There should be proper protection. If the fisheries were only protected, sportsmen

would come to the Province and spend their money there.

J. M. Owen seconded the resolution. He believed the game wardens were not paid enough. He cited instances of infractions of the law and explained how the Nova Scotia fisheries were being destroyed. He advocated a permanent commission, believing the present system quite inadequate.

Senator Ross pointed out that there were laws, but they were not enforced. Complaints were made, but the culprits were never prosecuted. He thought if outsiders were appointed inspectors, there might be some improvement.

J. E. DeWolf asked why culprits were not interfered with,—simply because the game warden didn't like to accuse his neighbors and for political reasons. Even the wardens broke the law. He thought the resolution did not go far enough.

Several other speakers discussed the question, which was unanimously carried.

Chairman Spinney appointed the following committee: W. S. Fisher, E. H. Armstrong, Father Burke, Alex. Stephen and M. G. DeWolfe, to nominate the officers and select a place of meeting for next year.

### Better Steamship Service.

W. S. Fisher introduced the subject (No. 16). He thought there was no doubt there should be a better service across the Bay, to give access to the west. He moved:

"That this board reaffirm its position with reference to the desirability of securing a daily steamship service between New Brunswick and Nova Scotia via St. John and Digby, and that the incoming executive be requested to again bring the matter before the Federal Government with an urgent request that this service be provided at the earliest possible date."

Continuing, he remarked that some doubts had been expressed on the possibility of keeping up a daily service. He felt, however, that there might be considerable improvement.

The resolution was seconded by C. Jamieson, who said the difficulty was to get the company to give a better service for a larger subsidy.

J. M. Owen considered the resolution did not go far enough and thought a service to Annapolis could be instituted as well. He desired to have Annapolis added to the resolution.

President Spinney believed he was the originator of the movement. From the business standpoint, freight service to



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Western Nova Scotia was very inadequate in Winter. The matter had been discussed at Ottawa with the Minister of Commerce and should be prosecuted until it was an accomplished fact.

The question was put and carried.

#### THURSDAY AFTERNOON SESSION.

##### A Pleasant Drive.

No sooner had luncheon been disposed of than the delegates were taken in hand by the Yarmouth Board and given a drive of an hour's duration about the town. The perfect weather, the smart turnouts and the genial hosts made the drive an ideal one, and on every hand exclamations of admiration were heard at the beauties of Yarmouth. The residences in the town are of substantial build and attractive architecture and are surrounded with broad lawns, gardens and hedges. The latter are the pride of the citizens of Yarmouth, and well deserve all the encomiums that were bestowed on them.

About 3.30 the convention reassembled and business was resumed.

##### Abolition of Statute Labor.

R. W. Starr, of Wolfville, introduced the subject. He explained that he was not the member selected to take up this matter and consequently had no resolution to offer. However, he believed it to be a subject worthy of discussion. He contended that it was better to employ skilled labor than to force every man to perform his share. It was an antiquated law and required amendment. So far as good roads were concerned everybody wanted them, but few knew how to get them. He thought that the money now being laid out on statute labor could be employed to much better advantage in securing good roads.

Captain Read suggested framing a resolution from the words of the subject on the programme, which was accepted by Mr. Starr. The latter accordingly moved:

"That the Maritime Board of Trade urge upon the Governments of New Brunswick, Nova Scotia and Prince Edward Island the importance of improvement in the common roads of the Provinces and to take steps to diffuse information on the subject, especially by the distribution of literature and the appointing of an official who shall confer with the county councils and lecture on the subject in the various communities throughout his Province; and further, that statute labor in Nova Scotia be abolished."

Captain Read seconded the resolution, explaining conditions in Prince Edward Island, where statute labor was abolished five years ago. A poll tax was now in force to make up for the deficiency. Under the present conditions, it did not take any more money out of the treasury now than when statute labor was in force. He explained the system in force at some length. With regard to advocating good roads, he referred to the literature issued by the good roads associations in Ontario.

E. B. Elderkin was doubtful about how an improvement could be brought about. He recalled that there was a Good Roads Association in Nova Scotia, which had been active a few years ago, but did not think much good had been accomplished. He also questioned whether it would be possible to get statute labor abolished.

Speaking to the motion again, Mr Starr showed how there were difficulties in purchasing material for the roads, under statute labor, owing to the difficulty of getting money. The discussion was continued by J. E. DeWolf, J. Kinsman and others.

B. H. Dodge said it was a vexed question on which he had a public and a private opinion. He explained the present system in force in Nova Scotia. The chief objection to direct taxation was that the people preferred to give the labor rather than the money.

Senator Ross referred to the advantage the farmers in Ontario derived from better roads. In the matter of bridges the Province was well supplied. He advocated a system of direct taxation in place of statute labor.

Alex. Stephen, Halifax, offered a suggestion that the Legislative Council and other useless institutions be abolished and the money be expended on roads.

Captain Read thought the trouble lay in the timidity of the politicians and yet they need have no cause to fear because the new system would soon prove cheaper than the old.

The resolution was put to the meeting and carried.

##### Recoinage.

H. C. Tilley, St. John, introduced the following resolution:

"That in the opinion of the Maritime Board of Trade, Canadian worn silver coins should be redeemed by the Government, because,

"(1) The Government have received full face value for the coins; have made a very large profit out of their issue (on

present issues the profit being about one hundred per cent.), and can reproduce from worn coins, coins of full weight at a comparatively slight expense;

"(2) Coins pass from the current to the uncurrent stage imperceptibly, and the circulation of worn coins, when not redeemable, induces a large amount of small deceit in the passing of the coins and lowers the public opinion of Governmental management;

"(3) Great Britain and the United States redeem at the face and recoin their worn silver coins."

Speaking on this resolution, Mr. Tilley felt that there was a great deal of deception practised, which should not be allowed. He cited instances where coins were passed off for higher values than they were worth.

The motion was seconded by W. S. Fisher, St. John, in a brief speech. The St. John Board had recently passed a resolution on the subject at the instance of the Toronto Board. The proposition was a very fair one and should be adopted by the Government.

C. Jamieson brought up the resolution of the Digby Board on the subject of deposing Newfoundland 20-cent pieces and asked that it be added to the resolution before the meeting. This resolution read: "Resolved, that in the opinion of this board, the Government of Canada should deport alien silver specie of the denomination of 20 cents and call in the present Confederation silver of that denomination."

This was agreed to by Mr. Tilley and the question was put and carried.

##### Maritime Union.

W. S. Fisher reported for the committee appointed at the morning session, and introduced a resolution to the effect,

"That in the opinion of this board the time has arrived for a union of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island, and that a memorial to this effect be forwarded to each of the Governments and that they be urged to arrange for a meeting of representatives from each Government at an early date."

One idea brought forward by Mr. Fisher was the growing power of the west, compared with the small growth of the Maritime Provinces. The question was what should be done to maintain the balance of power. The Provinces had helped in the development of the west and were now waiting for some share in the benefit. So far they had been

somewhat disappointed. The great need was summed up in the one word "transportation." Better facilities for exporting the products of the west were needed. To nationalize the ports, to make them easy of access, and to improve means of traffic were the objects to be aimed at. When it was realized that for six months of the year the Provinces were the sole exits for Canadian goods, the position was stronger than was thought. In union there was strength, and possibly in a union there would be greater possibilities for securing what the Provinces needed.

A. M. Bell seconded the resolution. He felt that the matter would be fully discussed and believed an economy in government would be secured by a union.

Senator Ross considered the matter of supreme importance. What was needed was to educate public opinion. He thought the three Premiers and their Attorney-Generals should come together and formulate a plan of union, which might be put before the people.

Speaking for the Island, Captain Read was sure the people would need education before they would come into a union, though the feeling would be different if the tunnel were built.

E. B. Elderkin felt the matter was impracticable. The Provinces could not be brought together. He referred to the fact that in Prince Edward Island the tax rate was 2 mills. In uniting with Nova Scotia they would be subject to a far higher tax. He did not see how a union would give greater influence. It would reduce the number of members at Ottawa. He felt that the three Governments with all their machinery had more power and that the Provinces were fairly well treated.

Jas. Nichol realized how foolish it was to have three Parliaments for a population of 800,000, but failed to see how a union could be arranged. Some years ago it would have been easier, before the Parliament Buildings at Fredericton were built. On behalf of the people of New Brunswick, he invited the Nova Scotians to come to Fredericton and make it the capital of the united Provinces.

M. G. DeWolfe produced and read a number of newspaper clippings illustrating public opinion on the question and showing how desirable union was. He believed that the young men of the Provinces would feel prouder if they belonged to a larger portion of the Dominion and would be inclined to remain in the country.

Mayor Armstrong felt that the day for a union of the Provinces was passed in 1867, and that the difficulties were now almost insurmountable. He held that moral suasion should be employed now and later on something might be done. He did not see how there would be any more influence exerted at Ottawa if there were a union than if there were not. More good would be done by a union of the business men of the Provinces in such business unions as the Maritime Board than by legislative unions.

Captain Read deprecated the idea that there would be no greater influence at Ottawa if there were a union. At present the members from the Island exert little influence, but as members from a Maritime Province they would have a still greater influence.

In reply, Mayor Armstrong said that on all general questions the members from the Maritime Provinces stood together.

The resolution was carried with a few dissenting voices, and the meeting adjourned.

#### THURSDAY EVENING SESSION.

At 8.15 the chairman called the meeting to order and J. E. DeWolf presented a resolution to the effect that the Maritime Board of Trade memorialize the Government to appoint a third member on the Dominion Transportation Commission from the Maritime Provinces.

E. B. Elderkin seconded the motion, commenting on the lack of energy in the Provinces in pressing their claims. The motion was put and carried.

#### Sydney and Halifax Service.

S. P. Challoner of Sydney introduced the subject of a night service from Sydney to Halifax. It was not a local question as some might suppose. Sydney was a great mining and industrial proposition, with several most important industries. It had consequently a direct interest for all the towns and cities of the Provinces. At present there are two trains out of Sydney, leaving at 7 o'clock and 1 o'clock, one of which was not satisfactory for mails or for travel because of poor connections.

Mr. Challoner outlined how mails go and come from Sydney, showing the length of time consumed. Sydney and its neighboring towns did not ask for a third train, but wanted the one o'clock train removed and a night train substituted. Such a night train would facilitate travel immensely in all directions, and give an improved mail and passenger service.

The resolution presented by Mr. Challoner read that:

"Whereas, the inaugurating of a night express train service between Sydney and Halifax must prove of very great advantage to the business men of the Maritime Provinces, and a benefit to interprovincial trade interests generally;

"And, whereas, such a service would admit of the best possible through connection by rail and water for all points west of Truro, Halifax and Yarmouth;

"And, whereas, a night express train between these points would mean a great saving of time to travelers going both east and west;

"And, whereas, such a service would stimulate tourist traffic to this Province;

"Therefore, resolved that this Maritime Board of Trade do urge upon the Department of Railways that a night express train service between Sydney and Halifax be put into operation at the earliest possible moment, and that a copy of this resolution be sent to all of the Federal representatives for the Maritime Provinces, to the Minister of Railways, and to the several civic corporations throughout these Provinces."

The resolution was seconded by Alex. Stephens of Halifax. It was simply a question of justice to Cape Breton. Today the island was in a position to demand such a concession. Sydney had all the elements to make a great city and it was being built up rapidly. In the district other cities were growing up, and the place was entitled to consideration.

The resolution was passed without further discussion.

#### Federation With West Indies.

The subject was introduced by E. B. Elderkin of Amherst, who claimed the

matter was of the utmost importance to the Maritime Provinces and the whole Dominion. The day must be looked forward to when Canada would be a mighty nation, and it was time to round off Canada with possessions which would supply wants not to be supplied inside the Dominion. He believed the British West Indies would be willing to enter a confederacy with Canada. Neither Canada nor the Indies produced similar products, and an interchange of products would be of mutual advantage. If Canada did not take in the Indies, the opportunity would pass and the latter would join the United States. By taking in the Indies the importance of the Maritime Provinces would be increased. The ports of the Provinces would be the gateways for the passage of all Canadian products for the West Indian Islands. He moved that:

"The Maritime Board of Trade at Yarmouth in annual session convened, respectfully ask the Federal Government to take such action in the premises as will lead to the entrance of the British West India Islands into the Canadian Confederation;

"Further resolved, the secretary be, and is hereby, instructed to forward this resolution to the members of the Federal Government, and to the members of the Senate and the House of Commons."

The resolution was seconded by W. S. Fisher of St. John. There was a strong desire among the islands to trade with Canada, but they had better connections with United States ports. The time was opportune to do something, as they would soon be united with some larger country, and this larger country should be Canada.

W. D. Taunton, Halifax, corroborated the statements made about union sentiment in the islands. Since the adoption of the preferential tariff, the situation had been greatly strengthened. The system of Government was bad and was a heavy tax on the people, so that they would welcome relief by joining the Dominion.

J. E. DeWolf pointed out that the United States were monopolizing trade between the Philippines and their home ports, and between their West Indian Islands and home ports, and he indicated that trade between Canada and the Indies would be of advantage to the Canadian marine and to Canadian shipbuilding.

The resolution was carried unanimously.

A committee comprising Messrs. Fisher, Elderkin, Taunton and Read, was appointed to draft a memorial along these lines to be presented to the Government. The same committee was empowered to take steps to interest the people of the islands in the subject.

#### Advertising the Provinces.

Captain Read moved that the board reaffirm the resolution of last year and reappoint the committees then appointed, asking them to make a report at the next meeting of the board.

J. E. DeWolf seconded the motion, which was carried.

#### Tourist Travel.

A. W. Eakins of Yarmouth introduced the subject. For several years he had much to do with advertising his part of the Province. He felt that the work was of sufficient importance to merit attention from the Government. Provided 10,000 tourists visited Yarmouth

and spent at least \$50 each, the benefit to the town would total \$500,000. He felt that the most effective plan which the Government could adopt would be to employ two or three experts to write up illustrated accounts of the Provinces to be inserted in the leading American magazines. He accordingly moved:

"That in the opinion of this, the Maritime Board of Trade, the several Legislatures of the Maritime Provinces should take into consideration the expediency of appropriating some reasonably large sum of money and expending it in a comprehensive and systematic plan of publicity in the direction mentioned, or in assisting the several local associations which are organized for the purpose of promoting tourist travel."

The motion was seconded by M. G. DeWolfe, who realized that the local efforts made by the various boards of trade were inadequate and should be supplemented by Government aid. He further hoped that better hotels and boarding houses would be opened, better conveyances provided, and no overcharging indulged in. He read a letter from a gentleman in Dublin, in reply to his article in the 1905 Export Number of The Canadian Grocer, showing how little the Provinces were known. Advertising was the great remedy for this defect.

The discussion was continued by Senator Ross, W. S. Fisher, John Agnew, S. P. Challoner, and some others, and the resolution was passed unanimously.

**New Officers.**

Father Burke reported for the nominating committee, naming the following officers:

- President—Capt. Read, Summerside.
- 1st Vice-President—W. S. Fisher, St. John.
- 2nd Vice-President—A. M. Bell, Halifax.
- Per. Sec'y.—C. M. Creed, Halifax.
- Auditor—M. G. DeWolfe, Kentville.
- Cor. Sec'y.—D. K. Currie, Summerside.

On motion the report was adopted and the chairman introduced the new president to the meeting.

In a brief speech Captain Read thanked the convention for the honor conferred upon him.

**Financial Statement.**

C. M. Creed now read the financial statement of the association.

Yarmouth, N.S., August 17, 1905.  
The Maritime Board of Trade.

In account with Charles M. Creed.		
Secretary-Treasurer.		
To general expenses, 1905.....	\$191 47	
Secretary's salary, 1905.....	175 06	\$316 47
Credit.		
By Balance on hand, 1904.....	\$156 04	
Per capita tax collected, 1905.....	\$210 00	
Per capita tax uncollected, 1905.....	63 20	273 20
		429 24
Balance.....		\$112 77
Examined and found correct.		
	M. G. DeWolfe,	
Yarmouth, N.S., August 16, 1905.	Auditor.	

On motion the report was adopted.

**Place of Meeting.**

John Agnew invited the board to visit Summerside next year, and moved that Summerside be the next place of meeting. The motion was seconded by Father Burke.

J. E. DeWolf moved that the invitation from the Amherst Board be accepted, on the ground that Amherst

was a more central point. The motion was seconded by J. Nichol.

Upon a standing vote being taken, Amherst was selected as the next place of meeting, and E. B. Elderkin thanked the board for their acceptance of the Amherst Board's invitation.

Father Burke moved that the thanks of the board be extended to the retiring president of the board, to the officers of the Yarmouth Board, and to all others who had assisted in making the present meeting a success, including the press and the mayor and council of Yarmouth.

The motion was seconded by Senator Ross and carried unanimously.

Speeches followed from E. K. Spinney, who replied both for himself and the press and Mayor Armstrong, after which President Read announced the names of the permanent committee to act as a delegation for the board when necessary, as follows: E. K. Spinney, Yarmouth; W. M. Jarvis, St. John; Father Burke, Alberton; J. E. DeWolf, Halifax;



M. G. DeWolfe, Kentville, N.S.

Auditor of Maritime Board of Trade.

J. Nichol, Chatham; S. N. Rattenbury, Charlottetown; G. A. R. Rollings, Sydney; J. Robinson, Moncton; A. P. Prouse, Murray Harbor.

The meeting concluded with the singing of the "National Anthem."

**SOME YARMOUTH CHICKENS.**

Room 109!

\* \* \*

Who said Yarmouth was a dry town?

\* \* \*

B. H. Dodge, M.P.P., kept the fun going every time he rose to speak.

\* \* \*

Past President Spinney is a capital entertainer, and he had everything just right—except the rain.

\* \* \*

References to the presence of the representatives of the MacLean Publishing Co. were greeted with applause. Thanks!

\* \* \*

There's a nice Whist Club in Yarmouth, and through President Spinney's

kindness some of the delegates were entertained there.

\* \* \*

Secretary Creed was given a splendid opportunity to sing a song for the crowd at the opening session, but he failed to rise to the occasion.

\* \* \*

"May I ask the mover of the resolution," said Captain Read, "if he means three drills a year for the boys or a drill for three years?" (Laughter).

\* \* \*

"I'm the old man yet," said "Charley" Creed amid wild applause as he thanked the convention for re-appointing him to the secretaryship.

\* \* \*

M. G. DeWolfe was rather taken back when his remark that the members at Ottawa didn't get much of a reward for their services was greeted with laughter.

\* \* \*

Senator Ross was an apologist for the Government whenever an accusation of neglect came up. His expression, "wearied with their long labors at Ottawa," evoked much comment.

\* \* \*

Special thanks were tendered the MacLean Publishing Co. for the attention they paid to the proceedings of the board. The company had three representatives this year at Yarmouth.

\* \* \*

The Grand Hotel came in for many compliments. M. G. DeWolfe said it only lacked an elevator and elevators. Another delegate claimed it was the best hotel in the Provinces.

\* \* \*

Senator Ross told with great glee about his present of a 20-year-old bottle of Scotch last Christmas. He kept it until March 24, when he celebrated his golden wedding with it.

\* \* \*

**Captain Read Tells One.**

"Tunnels are so common in England that people there wonder there are so few in Canada. Why, when they were building the C.P.R. across the prairie, an Englishman came along and on seeing the work of construction exclaimed: 'I don't see how you can ever put this railway through; there won't be any tunnels!'"

**Senator Ross' Sympathy.**

"The way I feel towards Prince Edward Island is something like the way the Irish M.P. felt in London, when he encountered one night a big man lying in a gutter. 'My man,' said he, 'I wish I could help you up, but I can't; so I'll just lie down beside you and keep you company.'"

**Father Burke is Witty.**

"When it comes to advertising this tunnel we may be accused of being like the fussy man who was traveling some distance on the railroad. He had a trunk in the baggage car, and every stop the train made he would rush into the car to see that the trunk was there. Finally the irritated baggage-man called out to him, 'I wish you were an elephant instead of an ass, and then you'd always have your trunk with you.'"



## Brantford Prepared Corn Starch

is a heavily advertised, staple Starch product that has fulfilled its advertised promises.

Wise dealers know that they must carry **BRANTFORD STARCH** sooner or later--the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with **BRANTFORD PREPARED CORN STARCH** that is deliciously different.

Don't resist the inevitable, but put in a supply of **BRANTFORD**, and do it **NOW**.

**Brantford Starch Works, Limited**  
Brantford, Canada

## RUN FAST!

You cannot get away from the fact that we have the best

### Wrapping

### Paper

and the best service. We'll prove this on your first order and always after. Send it along.

**DOUGLAS & RATCLIFF, LIMITED.**  
TORONTO

## Pickling Spice Quality

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

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

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

**S. H. & A. S. EWING,**

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



### THE SELLING OF LAUNDRY BLUE

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

**"BLUEOL" The "Never-streak Blue"**

—the result will surprise you.

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

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

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

**MONTREAL**

# THE CANADIAN GROCER

President:

**JOHN BAYNE MACLEAN,**  
Montreal.

## The MacLean Publishing Co. Limited

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**SUGGESTED BY CONVENTION.**

THE Maritime Board of Trade, whose proceedings are fully reported in this issue of The Canadian Grocer, is a unique organization, a business man's voluntary parliament, where matters of interest, local, Provincial and National, are discussed with a refreshing frankness, and to which the student of current thought may turn with confidence for a trustworthy index of Maritime opinion.

The impression is received from attending the meetings of the board that the members are very much in earnest, and a laudable enthusiasm for the advancement of the interests of the east is

everywhere apparent. If open to criticism upon any point it is on a perhaps natural tendency to consider matters of purely local interest of greater National importance than their sister Provinces may be disposed to admit, and a desire to shoulder the financing of these local projects upon the Federal Government.

These matters are, however, incidental and the questions of larger interest were handled in a manner that would have reflected credit upon a parliament whose members were under the fine stimulus of an adequate indemnity.

\* \* \*

A fast mail service is one of the questions discussed of general interest. It is, indeed, little creditable that in spite of our present subsidies, 564,000 pounds of Canada's Atlantic mail matter had been conveyed in 1903 via New York, while only 147,000 pounds, largely parcel post, via Canadian ports. The demand for first-class service in return for future subsidies was well advised.

\* \* \*

The proposition for a union of the three Eastern Provinces, endorsed by the convention, was a step in the right direction, and if local interests can be overcome the east would gain in strength and solidarity. Economies of administration and a better choice of public men could be secured.

\* \* \*

The resolution dealing with the placing of the Intercolonial Railway under a commission was, unfortunately, not discussed. There are many in Central Canada who are of the opinion that such a move would result in placing the Intercolonial on a paying basis. The views of those most directly concerned would be interesting.

\* \* \*

The resolution passed a year ago, calling on the Government to afford protection necessary to encourage the building of steel ships, was reaffirmed, and it is to be hoped that in the tariff revision, so long promised, this important matter will receive due and sympathetic consideration.

\* \* \*

The rounding off of Confederation by the inclusion of Newfoundland and the West Indies, endorsed by the convention, affords food for thought. As to Newfoundland there is little question in the minds of Canadians generally and the Government could increase its prestige in no more signal manner than by the realization of this project. The inclusion of the West Indies is a matter that has been given less thought. The idea is almost Imperial in its scope, and is extremely seductive. The fact that our Maritime friends, who are best acquainted with the conditions in the Island, have so enthusiastically endorsed the

idea argues for its feasibility. May the day hasten when we can speak of our Canadian Dominions beyond the sea.

**A NOT IMPOSSIBLE TASK.**

IT is to be hoped that the proposed reorganization of the Intercolonial Railway will be upon a business basis. In spite of the best efforts of the few good men who have occupied the portfolio of Minister of Railways, the Intercolonial has been managed altogether too much in the interests of the politicians. This has been the case no matter which party happened to be in power. Men well-intentioned in both parties have tried to manage the road properly, but they have each in turn had to submit to the pressure of party exigencies.

If the Hon. Mr. Emmerson can introduce a system of management similar to that employed by private commercial enterprises he will be entitled to the thanks of the country, while a stigma under which public railway ownership now rests would be removed. There may be a great deal to discourage him, but there is also a great deal to encourage him. And the task is not, after all, a hopeless one. It can be done, if there is steadfastness behind the resolution.

**PERNICIOUS BUSINESS LEGISLATION.**

THE business interests of Canada have of late been the victims of a series of Provincial Legislative abortions that have been aimed at that freedom of trade throughout the Dominion which was one of the great objects of Confederation. These ill-advised and futile measures have taken the form of taxes on commercial travelers, registration fees, and the like, and while yielding no great revenue have been vexatious in the extreme, tending to discourage trade rather than to assist in defraying the expenses of Government.

A number of incorporated firms doing business throughout the Dominion have recently received notice from the Government of Nova Scotia that by a recent Act of that Province they were required to pay a registration fee according to the amount of their capitalization. Some paid it, and others paid no attention to the notice. It is claimed that there the matter dropped, that the Act is ultra vires and the fee non-collectable. At any rate those that have paid the fee are making efforts to recover the amount paid, and so far as known no steps have been taken to enforce payment from delinquents.

If there is anything that mitigates the distaste mankind in general have for paying a tax it is the feeling that the

impost is inevitable and is levied on all alike. Otherwise taxation becomes unbearable.

All this system of petty taxation is wrong, and savors of the "octroi" duties of the middle ages, by which each locality sought to hedge itself around with a multiplicity of petty exactions directed against their neighbors, but which succeeded only in discouraging commerce and making life wearisome.

Nova Scotia is by no means alone in this regard—all the Provinces have sinned. But as in this case there seems no possibility of making the collection of the fee general it should be dropped altogether.

An early occasion should be taken for an inter-Provincial conference, at which this vexatious subject should receive attention, and means be taken for the removal of all such barriers to trade among the various Provinces.

Whatever their pretext, such extra-Provincial enactments are opposed to the Confederation principle, and should be abolished. They emphasize the necessity frequently urged by this paper of larger representation of business men in our Parliaments.

#### TECHNICAL TRAINING FOR CLERKS.

**I**N this age of canned and package goods there is a danger of the storekeeper becoming merely an automaton for the distribution of goods. Latterly he is able to worry along with little or no technical knowledge of the articles handled. The fixing of prices has got beyond his control to a large extent, and even his profits in many instances are practically arranged by the manufacturer. Many of the older men in the trade know what it is to have served an apprenticeship varying from three to seven years under a master who had in all probability plodded along quietly, and was not only master of his men but an expert in his line.

Time has changed all this; a great deal of the detail which was formerly considered a necessary part of the grocer's education is now done in the factory. What is more, there is a growing tendency among the trade to accept this state of affairs, and to consider that any man will do for a grocery clerk. As a matter of fact there never was a period when there was greater necessity for the retail grocer to be thoroughly conversant with the technicalities of trade. A grocer is in that most important position of standing between the producer and the consumer, and it is imperative that he should have an intimate knowledge of the goods he handles. He should be prepared to fill the position of honest advisor to his clients in such a manner

as will secure and hold their confidence; he cannot do this unless he first knows the A.B.C.'s of the goods he is selling.

It is here that the importance of the technical education of the present generation of clerks comes in. True, the system of teaching in force fifty years ago is no use to-day. The average grocer is not near enough to his man to impart the necessary knowledge. Besides, many of the articles in a grocery store to-day were unknown a decade ago. The clerk is to a large extent thrown on his own resources, but given an honest desire to acquire knowledge of the trade, he will find ample means of acquiring much useful information. The Canadian Grocer has anticipated the need by giving "articles" from time to time on the origin and manufacture of foodstuffs and staple articles in the grocery trade.

#### A NARROW POLICY.

**M**ANUFACTURERS west of Montreal are continually complaining about the policy of the Nova Scotia Government in exacting a royalty upon the coal mined in that Province, in consideration of the protection accorded

#### A SPECIAL INVITATION.

We extend to our readers a hearty invitation to visit our Toronto offices and make themselves at home during the National Exposition. Our staff will be entirely at your disposal and will be glad to give you any information desired. Remember, we are always

#### AT YOUR SERVICE.

them by the tariff. This royalty, added to the great cost of transportation, makes the price of Nova Scotia coal in Ontario quite prohibitive, and the result is that practically all the coal consumed in Ontario is imported from Pennsylvania and Ohio. On this coal a duty of 67 cents per ton is exacted, and it adds materially to the cost of production in Ontario manufactories.

Now this duty was, of course, imposed to benefit the mines of Nova Scotia, but the Ontario manufacturers claim that this result is not achieved in their case, as the Provincial royalty prevents the eastern coal from being marketable in Ontario.

For a solution of the problem, two courses are proposed. One is that the Nova Scotia Government should waive the royalty on coal shipped west of Montreal, which would enable it to compete successfully with the imported fuel. But this question has often been discussed, and the authorities in the eastern Province show no disposition to make such a concession. The other plan is to

remove the duty from coal coming into Ontario; but this would give rise to complaints of unfair discrimination in favor of one Province.

The question is rapidly becoming an acute one, and the Ontario men are using all possible means to secure a more equitable adjustment of the difficulty.

#### MEN WANTED.

**T**HE cry comes from the Great West that in spite of the thousands of men who have gone there to help gather the bounteous harvest the supply falls far short of the demand.

This state of affairs is likely to be repeated for some years to come. The grain-producing qualities of the west promise for a great while to increase faster than the army of workers and the machinery for gathering the harvest. This illustrates more than words can demonstrate the possibilities of the western prairies, whose fringe has scarcely yet been touched by the agriculturist.

The scarcity of labor is not confined to the agricultural industry of the Great West. In Ontario there is also a scarcity, although not to the same extent as in the newer and less settled parts of Canada. The Government reports recently issued show this.

Nor are the growers of grain alone in experiencing a shortage in the supply of labor. Manufacturers employing skilled mechanics also want more men of desired ability than they can get. There may be a superabundance of incapables, but of men who know how to do things there is a dearth rather than an over supply.

Canada wants men, but they must be of the right type.

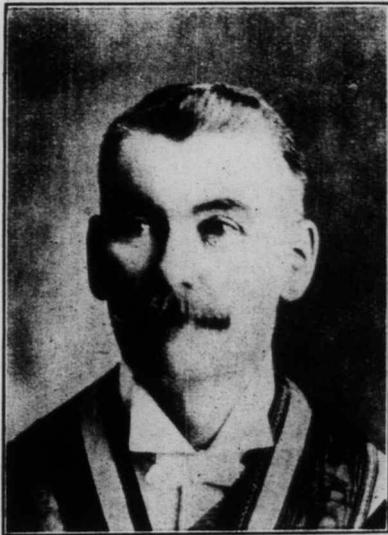
The time is not far distant when Canada will follow the lead of Great Britain in the matter of educating the grocery clerk, namely, by opening technical schools. By such means clerks are able to acquire knowledge which would be impossible under other conditions. Many grocers considered experienced and well informed under the old regime, find it well worth their while to refresh their memories and get hold of new ideas. Sons of tradesmen, after availing themselves of the advantages of technical training, are found re-forming the business established by their fathers on a distinctly scientific basis. The question of technical education is one of importance to the business community at large, and calls for immediate attention; meanwhile it behoves each clerk to see to it that he leaves no stone unturned to thoroughly equip himself in regard to the knowledge of his trade.

**WESTERN ASSOCIATION NEWS  
AND TOPICS**

WITH organization of the southern part of Manitoba almost completed, the association executive have a solid basis to build on. As good results of organization are seen in Southern Manitoba it should be comparatively easy work to interest the merchants who remain outside the association. At the recent semi-annual meeting, Secretary Coulson remarked in reply to a question from some person that his strongest argument in approaching a merchant and asking him to join was the long list of members already secured. Everyone recognizes that the association has before it projects which can be successfully carried out in any district only as all the retail merchants in that district accord their support to the movement. Consequently there are many who are willing to join only when they are assured that the "other fellow" is also a member. The large membership list already secured should help materially to overcome this very common objection.

\* \* \*

A leading Winnipeg wholesaler, in conversation with The Canadian Grocer the other day, explained the position which he and others in the wholesale trade take in regard to the association proposals respecting the opening of new accounts in towns which are thought to be well supplied already with retail stores. He agreed that it would be most unfair for any wholesale house to start up in business a new man in any town



J. D. Baine, Boissevain, Man., 2nd vice-president Retail Merchants' Association of Western Canada.

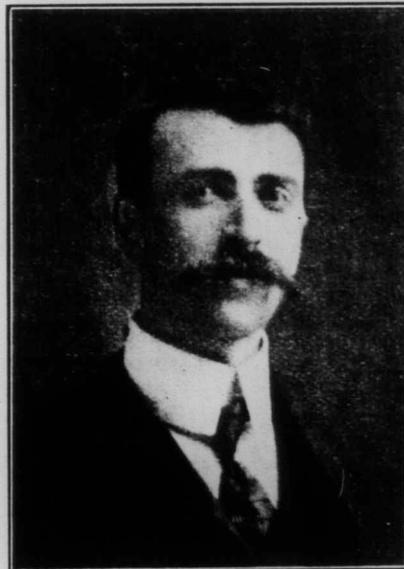
already well supplied with stores simply because that house was unable to sell to any of the merchants already in business. He would condemn any such policy as unfair to the retail trade. But there was another side to the story.

"In very many towns," he explained, "the stores now doing business are not

as progressive as they should be. The merchants are not up to date and, moreover, they are very slow pay. They do a long credit business and we have to wait a long time for our money. Now, suppose some live, up-to-date man comes here from the east, looks over the ground and decides to start in business in one of those towns. He comes to me with the cash to buy his stock. Now, why shouldn't I sell to him?"

\* \* \*

Evidently, to this question there are two sides, which can be argued at considerable length. Perhaps in the final analysis it is dangerous to make sweeping statements or to lay down general rules. Each case should be considered on its merits and each case requires careful consideration by the executive and by the wholesale trade.



W. Ledoux, Arnaud, Man., member of Executive Retail Merchants' Association of Western Canada.

**MR. A. M. PIPER.**

THE GROCER has from time to time had the privilege of presenting to its readers photos of prominent Canadian merchants, manufacturers, and men connected with the grocery trade, a feature much appreciated by its readers throughout Canada.

In this issue we present the portrait of Mr. A. M. Piper, of A. M. Piper & Co., coffees, spices and baking powders, etc., 116 Jarvis street, Toronto. Mr. Piper may be said to have been raised and brought up in the business which he so thoroughly understands and with which he has always been closely identified, and though still a comparatively young man he is thoroughly well known to the trade in Canada. Mr. Piper served his apprenticeship with the large and well-known Rochester, N.Y., coffee

and spice house, R. D. Van De Carr, where he remained seven years. In 1872 he made his first trip to Canada to Clifton, now known as Niagara Falls, re-shipping from that point his firm's goods to all parts of the Dominion. This was prior to the National Policy days. On the adoption of that policy by



A. M. Piper,  
A. M. Piper & Co., Toronto

the Government of Sir John A. Macdonald in 1878, Mr. Van De Carr opened up a branch in the city of Hamilton, Ont., and Mr. Piper was placed in charge of the Canadian business. After four years in Hamilton the branch was moved to Toronto, with Mr. Piper still as manager. After a year he went with Todhunter, Mitchell & Co., as manufacturer, and was in that capacity two years, when his health failing the firm gave him a position as traveler, and it speaks well for his work on the road when it is stated that he occupied the position for fifteen years.

About this time he went into business on his own account on Adelaide street west, being joined in the venture by Mr. Langskill, one of Toronto's best known retail grocers, under the name of Piper & Langskill. After six years, during which time his firm had built up a good trade, not only locally but in the outlying districts, he made an arrangement with Todhunter, Mitchell & Co., disposing of his business to his old firm and resuming a prominent position on the road.

On January 1 last Mr. Piper severed his connection with Todhunter, Mitchell & Co., and opened up the factory at 116 Jarvis street, Toronto. Here he has established an up-to-date coffee roasting and grinding factory, baking powders, extracts and spice mill, and is now securing a goodly share of the trade. Mr. Piper's knowledge of the business in every detail, combined with his pleasant and agreeable manner, brings him a welcome wherever he has once done business. For many years Mr. Piper made periodical trips through the Maritime Provinces and Quebec, and his many customers in the east have ever found his word and conduct reliable, and if knowledge of business, experience on the road and hard work make for success, the firm of A. M. Piper & Co. will secure it.

# **“MOUNT EVEREST” OF THE HIMALAYAS**

Is the Highest Mountain Peak in the World, being 29,000 Feet Above Sea Level.

The 14,000,000 Packets Representing One Year's Sale of “SALADA” Ceylon Tea would, if placed in a perpendicular line, Produce a Pyramid 5,600,000 Feet in Altitude.

Or, 193 Times Higher than the Highest Mountain in the World.

CAN YOU GRASP THE MAGNITUDE OF THE DEMAND FOR

# **“SALADA”**

CEYLON TEA?

We ask you, as Intelligent Business Men, whether such a condition of affairs could possibly have been brought about without the aid of “SUPERIOR QUALITY?”

**WE THINK NOT.**



Wholesale Terms and other information cheerfully furnished on application.

“SALADA,” Toronto or Montreal.

# MARKETS AND MARKET NOTES

## Quebec Markets.

### GROCERIES.

Montreal, Thursday, Aug. 24, 1905.

THE general condition of the grocery jobbing trade is a quiet one. Business is not equal to that of last week. The fact that travelers have been off the road on holidays, and the harvesting operations of farmers, have resulted in lighter orders from country points. The demand for sugar is not as heavy as it has been, country demand being small. Teas have shown good business and the generally firm prices and strong feeling of further enhancement in all grades and kinds of teas, has resulted in better business. The general opinion among the trade is that higher prices in teas are undoubtedly in sight during the next month or six weeks. The heavy shortage in Japans, particularly low grades, has provoked lively trade, and good demand. London and Colombo are both strong in Ceylon greens and blacks, and China teas also are stronger. Molasses and syrup are quiet. Coffees, firm and looking higher. Spices continue strong. Canned goods have been fairly active, deliveries of early orders being attended to by jobbers. The speculation as to new prices on corn and tomatoes is interesting, and low prices are looked for. Weather conditions at present promise large crop and the cry of short pack is being discounted by the trade. Certain it is that the restrictive prices of 1904 are not looked for. Dried fruits are showing interest and the near arrival of new dried fruit at low prices will tend to stimulate buying. California dried fruits are high, and in prunes, small sizes may be left out of consideration—there are none under 50 to 60's. Fish business is commencing to look up, and the arrival of the first oysters is noted. Codfish is scarce and high. Green fruits are fairly active, apples being prominent as well as pears. Bananas fairly plentiful at good prices. Flour is steady and feed scarce. Hay coming in slowly, farmers being too busy with harvesting. Butter, cheese and eggs are worrying dealers exceedingly, and the situation in these lines is decidedly unusual and puzzling.

**Canned Goods**—Trade is reported good. Orders for early fruits and vegetables are being filled by the trade. New prices of corn and tomatoes are not yet out. Some speculation is noted by brokers and jobbers, and it is reported that both tomatoes and corn are being sold short. Speculation as to price puts figures at about 80c. for tomatoes and 70c. to 72 1-2c. for corn, and even under this is mentioned. If the fine weather holds it is expected large crops will be available.

A letter from one of the leading packers was shown us, in which it is stated that there will be sufficient of both corn and vegetables to fill all orders, and barring untoward weather, the pack will be heavy. In face of this, prices are looked to as being away under those of last season. The feeling in the trade is that these two lines will be listed to allow of retailing at three tins for 25c., a popular price, and one that would meet the approval of both jobber and retailer, and certainly that of the consumer.

As regards canned salmon, despite the reported heavy run of sockeye and corresponding pack, prices asked on the coast to-day are in most instances higher than opening prices of the season. Watt, Scott & Goodaere, in their report under date of Aug. 21, explain this anomaly as follows:

"The U. S. canners, in a desire to drive buying into Alaska Red channels, have fixed a price of \$6 per case on Puget Sound sockeye. We have not heard that the U. S. Association are making one price for home consumption, and another for export to G.B.; if not, it follows that the B. C. packers have London market to themselves.

"Even should Great Britain leave a handsome balance in British Columbia at the end of the season, there is on record an order-in-council making 1906 a close season for B. C. salmon. But if this legislation is annulled, there remains the fact that 1906 will in the ordinary course of events be a season of small runs.

"We do not advocate buying salmon for 1906-7 requirements, but more foolish things have been done."

	Group No. 1.	Group No. 2.
Beans, Wax	\$0 82 1/2	\$0 80
Refugee Beans	0 85	0 82 1/2
Currants, red, heavy syrup	1 63	1 57 1/2
" " preserved	1 20	1 77 1/2
" " black, heavy syrup	1 77 1/2	1 75
" " preserved	2 07 1/2	2 05
Gooseberries, heavy syrup	1 90	1 87 1/2
" " preserved	2 12 1/2	2 10
Lawtonberries, heavy syrup	1 77 1/2	1 75
" " preserved	1 95	1 92 1/2
Raspberries, red, light syrup	1 42 1/2	1 40
" " heavy	1 67 1/2	1 65
" " preserved	1 87 1/2	1 85
" " black, heavy syrup	1 62 1/2	1 60
" " preserved	1 77 1/2	1 75
Sugar beets	\$0 85	0 95
2's Asparagus Tips	2 50	2 50
2's Beans, Golden Wax	0 80	0 80
2's " Refugee or Valentine	0 82 1/2	0 82 1/2
2's " Crystal Wax	0 92 1/2	0 92 1/2
2's Peas, No. 4 "Standards"	0 82 1/2	0 82 1/2
2's " No. 3 "Early Junces"	0 85	0 85
2's " No. 2 "Sweet Wrinkled"	0 95	0 95
2's " No. 1 "Extra Fine Sifted"	1 30	1 30
2's Table Spinach	1 40	1 40
Pears—Flemish Beauty, Bartlett's and pie in 2, 2 1/2 and 3's	\$1 15	\$2 20
Peaches—White, yellow and pie, 1 1/2's, 2's, 2 1/2's, 3's	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2
" peaches	3 35	4 50
Pumpkins, 3-lb. tins	0 72 1/2	0 72 1/2
" gal.	2 50	2 50
3-lb. squash	1 00	1 00
2's Cherries, red, pitted	2 20	2 20
2's " red, not pitted	1 75	1 75
2's " black, pitted	2 20	2 20
2's " black, not pitted	1 75	1 75
2's " white, pitted	2 40	2 40
2's " white, not pitted	2 00	2 00
2's Currants, red, heavy syrup	1 57 1/2	1 57 1/2
2's " red, preserved	1 77 1/2	1 77 1/2
Gals. " red standard	4 75	4 75
Gals. " red, solid pack	7 00	7 00
2's " black, heavy syrup	1 75	1 75
2's " black, preserved	2 05	2 05
Gals. " black, standard	4 00	4 00

Gals. " black, solid pack	8 00
2's Gooseberries heavy syrup	1 62 1/2
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57 1/2
2's " preserved	1 85
Gals. " standard	4 97 1/2
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " heavy syrup	1 20
2 1/2's " " " "	1 77 1/2
3's " " " " "	1 85
Gals. " " " " " "	2 95
2's " Lombard, light syrup	1 15
2's " heavy syrup	1 35
2 1/2's " " " " "	1 62 1/2
3's " " " " " "	1 90
Gals. " " " " " "	3 15
2's " Green Gage, light syrup	1 15
2's " heavy syrup	1 47 1/2
2 1/2's " " " " "	1 72 1/2
3's " " " " " "	2 00
Gals. " " " " " "	3 45
2's " Egg, heavy syrup	1 52 1/2
2 1/2's " " " " " "	1 80
3's " " " " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " " " " " "	5 00
Gals. " " " " " "	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " " " " " "	4 75
2's Rhubarb, preserved	1 15
3's " " " " " "	1 30
Gals. " standard	2 62 1/2
2's Strawberries, heavy syrup, 1903 pack	1 47 1/2
2's " " " " " " 1904 pack	1 69
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

### New Canned Goods for 1905:

	Group No. 1.	Group Nos. 2 & 3
2's—Heavy syrup	\$1.52 1/2	\$1.50
2's—Preserved	1.67 1/2	1.65
Gallons—Standard	5.27 1/2	5.25

### Cherries.

2's—Red, pitted	2.02 1/2	2.00
2's—Red, not pitted	1.57 1/2	1.55
2's—Black, pitted	2.02 1/2	2.00
2's—Black, not pitted	1.57 1/2	1.55
2's—White, pitted	2.22 1/2	2.20
2's—White, not pitted	1.82 1/2	1.80

### Rhubarb.

2's—Preserved	1.17 1/2	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

### Asparagus.

2's—Tips	2.52 1/2	2.50
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### Peas.

2's—Standard (No. 4)	.62 1/2	.60
2's—Early June (No. 3)	.70	.67 1/2
2's—Sweet Wrinkled (No. 2)	.82 1/2	.80
2's—Extra fine sifted (No. 1)	1.22 1/2	1.20

### Spinach.

2's—Table	1.42 1/2	1.40
3's—Table	1.82 1/2	1.80
Gallons—Table	5.02 1/2	5.00

### Specifications of Groups.

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

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

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

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

Horseshoe, 1 to 4 cases—Talls	\$1.57 1/2
Horseshoe, 5 cases and over—Talls	1.55

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

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

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

**Sugar**—Trade during the past week has been fair, though a slight falling off in demand is reported by the jobbing trade. An easier foreign beet market leaves the possibility of a decline in the air. Country orders are getting smaller and dealers seem to have sized up their requirements.

Granulated, obls	\$5 00
" ½-bbls	5 15
" bags	4 95
Paris lump, boxes and bbls	5 50
" ½-boxes and ½-bbls	5 60
Extra ground, bbls	5 35
" 50-lb. boxes	5 55
" 25-lb. boxes	5 15
Powdered, bbls	5 35
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 50 4 75

**Syrups and Molasses**—Conditions are unchanged in molasses. A fair amount of business is turning over and the fear that was prevalent lately that an advance would take place, has not as yet materialized. General conditions warrant careful study of the situation. Corn syrups are showing some improvement in demand.

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 30
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 16

**Teas**—The situation in teas is reported very much improved during the week. Brokers and jobbers alike say business is good and all feel that this condition is likely to improve. Japans are firm. Early liquoring medium grade Japans have advanced in the United States during the past few weeks; in fact, first crop teas of all grades are firmer, due no doubt to shortage in settlements, and this will no doubt be felt in greater measure after the third crop has been picked. Ceylon greens are firm, but show no change since last report. New pea leaf Chinas are arriving and showing fair quality, though in the opinion of some heavy dealers, not as good cup quality as last year. China blacks steady and firm.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 12½	0 15

Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gingepowders	0 13½	0 14
China greens—Gingsay gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

**Coffees**—Market has strong tone, particularly in Rios, which show a slight advance in New York. It is expected that reliable statistical information as to the Rio and Santos crops will be out in a few weeks. In the meantime, the general feeling is firm in coffees generally.

Good Cocos	0 11½	0 13
Choice	0 12	0 13
Jamaica coffee	0 10½	0 11
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 19	0 12
Santos	0 09	0 12

**Spices**—There are no new advices to hand re advances in peppers noted last week, but New York is firm and strong, and grinders are taking advantage of the higher outlook to get hold of all they can. Ginger and nutmegs also firm and show good business. Other lines unchanged and featureless.

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

**Rice and Tapioca**—No new features; trade is quiet and prices unchanged, the

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug 24, 12.30 p.m.

**BUTTER**—Market unchanged and dull some dealers looking for advance; no profit at present high prices; good to fine, 21½c to 22½c; choicest, 22½c to 23½c and Fancy Townships, 22½c.

**CHEESE**—Market continues strong; export demand lighter; Townships, 11½c; Quebecs, 11½c; finest Ontario, 11½c.

**EGGS**—Firm market; demand light; country buyers still troubled to get supplies at profitable figures; have to pay 16½c to 17c for straight gathered stock.

**PROVISIONS**—Quiet, but steady market; no change; live hogs, supplies light, but equal to packers' demands.

late advance and strong tone in tapioca is being maintained. We quote:

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

**Foreign Dried Fruits**—More activity is noticed among the trade in foreign dried fruits. As regards currants, the arrangement with the Bank of Athens having now been completed, the market has assumed a steadier tone and considerable business has been done during the past few days. Naturally, the price of currants is somewhat higher than it has been during the past two years, but is still very moderate, more so, perhaps, than was expected, owing to the powers conferred by the Government upon the syndicate.

**Raisins**—Quite important orders have been given for Valencias for shipment, during the present month, as well as for first direct steamer at prices about 2s. less than was paid last year for similar shipments. With an average crop these low prices seem to be appreciated by importers, and it would not surprise us in

view of the scarcity of fruit on this market and the natural active demand for new fruit, to see shippers increase their prices in the near future. It has occurred in the past that the opening prices were found to be the lowest of the season and history may repeat itself. First shipments via Liverpool were made on the 20th inst. and should reach here in about three weeks.

**Walnuts**—The small stocks remaining in France, of Grenobles, have been cornered by a Bordeaux shipper and prices have consequently advanced. Shelled walnuts are practically in the same position and the advance we predicted some time ago is now "un fait accompli," the market having advanced about 3c. per lb. during the last month. Sicily Filberts seem to have touched bottom, and importers who took advantage of our advice to get their orders in early at the recent low prices are to be congratulated.

Dates are going to be cheap this year, and it is expected that shipments will be made from Bussorah early in October, and prices are expected to open low.

As regards California evaporated fruits, A. P. Tippet & Co. advise a strong market, and crop far short of original estimate. Small prunes will be practically unobtainable, the largest quantity of fruit running 50-60's. Quotations are subject to change without notice.

Valencia Raisins	0 05	0 06
Fine off-stalk, per lb.	0 06½	0 06½
Selected, per lb.	0 07	0 07½
Layers	0 07	0 07½
Dates		
Hallowees, per lb.	0 04	0 04½
Californian Evaporated Fruits		
Apricots, per lb.	0 13½	
Peaches	0 10½	
Pears	0 13	
Malaga Raisins	2 00	
London layers	2 50	
" Commoisseur Clusters	0 80	
" Royal Buckingham Clusters, ½ boxes	1 10	
" boxes	3 50	
" Excelsior Window Clusters, ½ boxes	4 50	
" boxes	1 35	

Californian Raisins		
Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 05	0 05
" " 3 crown	0 06½	0 06½
" " 4 crown	0 06	0 08

Per lb.	
Prunes	
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), ½ boxes	0 08
" 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" 90-100s	0 04
" 100-120s	0 04

Currants		
Fil atras, uncleaned	0 04½	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" cleaned	0 04	0 04½
" in 1-lb. cartons	0 03½	0 06
Finest Vostizzas	0 06½	0 07½
Amalias	0 06	0 06

Sultana Raisins		
Sultana raisins, per lb.	0 06½	0 08
" 1-lb. carton	0 09	

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

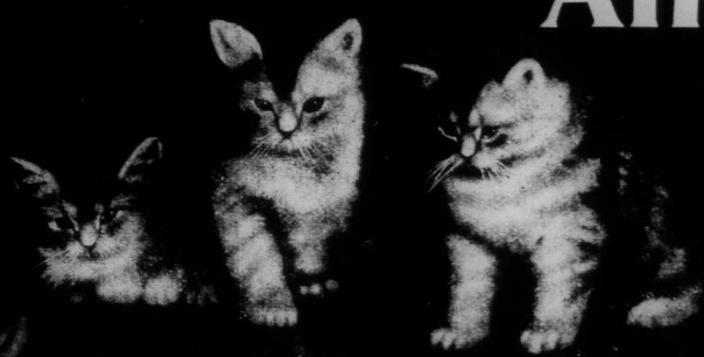
**Fish**—A good and steady demand is reported for fresh fish of all kinds. Lake fish, however, continues scarce, specially white fish, dore and trout. As was announced last week, fresh Gaspe salmon is out of the market. Fresh haddock

August 25, 1905

THE CANADIAN GROCER

RETURNED  
AUG 28 1905

*Hasn't scratched yet!!!* **Bon Ami**



A SCOURING SOAP  
A METAL POLISH  
A GLASS CLEANER

*The Best Scouring Soap Made*  
(12 yrs <sup>in</sup> the mkt)



**Cases of 3 Doz.**  
\$1.19 per doz. or \$14.28 per gross.  
F.O.B. Wholesaler's shipping point.

**Lots of 5 Gross**  
\$13.40 per gross.

Delivered to any Railway Station from Halifax to Vancouver.

Terms: Net 30 days. or 10 days.



RETURNED  
AUG 28 1905

1892

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y'r's <sup>on</sup> the m'k't—  
*Hasn't scratched yet!!!*

**Bon Ami**

The Best Scouring Soap

**CLEANS**

Woodwork Paint  
Oil Cloth Kettles  
Bath Tubs Marble

**CLEANS AND POLISHES**

Windows  
and  
Mirrors

**POLISHES**

Nickel Steel  
Brass Copper  
Tin Aluminum

AGENTS IN  
CANADA:

RETURNED  
AUG 28 1905

*To Montreal  
at Book 39  
page 35*

**Hudon, Hebert & Cie., Montreal**

THE MOST LIBERALLY MANAGED FIRM IN CANADA

enjoys the largest demand of all lines, and seems to be plentiful enough. Dealers agree that the supply of fresh fish is just sufficient to meet requirements. Smoked fish is in fair demand and an improvement is shortly expected. In salt fish there is little doing. We quote:

Fresh B.C. salmon	0 15
Sword fish	0 10
Black bass	0 12
Fresh mackerel, per lb., chilled	0 09
Gaspé Salmon, per lb.	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 20
Brook trout	0 20
Choice select bulk oysters, per gal.	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb.	0 04
Fresh pike	0 08
Fresh halibut	0 13
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl.	3 90
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per half bbl.	6 50
" " " per keg	1 00
Holland herring, per keg	0 65
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" " fish	0 05
" " fish, loose, in 25-lb. boxes	0 04
Labrador salmon, half bbl.	9 00
" " (200 lbs.) bbls.	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls., 200 lbs.	10 00
" " half bbls.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian 1/2 sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

**Maple Products**—No change to report since last week. The demand is still very quiet for both sugar and syrup. Prices firm and unchanged.

Maple syrup, in wood, per lb. 0 06 0 06 1/2  
in large tins 0 074 0 074  
Pure new sugar, per lb. 0 10  
Pure Beauce County, per lb. 0 06 0 07

**Evaporated Apples**—Owing to a shortage in the apple crop, and perhaps also to a slight improvement in demand, last week's advance in evaporated apples has been maintained; none are to be found, it is claimed, for less than 7c. per lb., the margin being from 7c. to 7 1/2c. Dried apples, however, have seen no change and are still dull at 2 1/2c. to 3c.

**Beans**—The demand for beans has taken a bad drop and in consequence prices are now easier. A large jobber says that no offer is made in beans outside of \$1.60. The stocks continue to be very light and fully equal to demand.

Choice prime beans 1 60  
Lower grades 1 40 1 50

**Honey**—The honey trade is practically the same as last week. New honey is coming freely, though not in large quantities and there is some inquiry for it at quotations.

White clover, extracted tins 0 07 0 074  
" kegs 0 074 0 074  
" comb. new 0 12 0 13  
Buckwheat 0 06 0 06 1/2

**Hops**—Nothing of note to report; the market is in the same dull condition. News of the crop, however, becomes more encouraging. It is now thought that there will be a large yield of hops which fact might improve the present uneasy situation. Prices are unchanged.

B.C. 0 36 0 38  
Choice Canadian 0 25 0 30  
Fair to good 0 23 0 24

**Feed**—The feed market is this week in first-class condition. Although the demand was very good last week, it has nevertheless much improved. This is

due to inquiries from the country, where pastures, it is said, are poor and to the fact that very little hay is arriving. Both Ontario and Manitoba bran have gone up, while moullie, which shares also this improvement, seems to hold firm. We quote:

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

**Flour**—This week's trade in flour is decidedly quiet. Millers report a small demand generally and some have taken forward steps in reducing their prices. Exports do not seem to be in any better condition than for a few weeks past. This dragging condition has prevailed for quite a few weeks, although occasionally an improvement has looked near. Just at present dealers are much reserved in their prophesies. We quote:

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

**Rolled Oats**—The usual dullness prevails in this line. Demand is limited both locally and abroad. In fact, exports are very small, while dealers report a very quiet local business in rolled oats as well as in oatmeal. Prices have seen a drop on account of this quietness. We quote:

Fine oatmeal, bags	2 85 2 90
Standard oatmeal, bags	2 70 2 75
Granulated	2 70 2 75
Rolled oats	2 30 2 35
" " bbls.	5 25
" " 90-lb. bags	2 50
" " 8-lb. bags	2 20

**Hay**—Receipts of hay are small, and consequently, local stocks light. A good demand is reported, however. The hay crop this year has been large, but not especially fine in quality. Farmers are still busy in the country and do not bring in their new hay freely.

No. 1 new hay is not to be found on the market and No. 1 old is very scarce, and selling at \$9. Medium grades are more plentiful, and at firm prices, as below:

No. 1 timothy	9 00
" " choice	7 00 7 50
" " ordinary	7 00 7 25
Clover	6 00 6 50
Clover mixed	6 10 6 50

Ontario Markets.

GROCERIES.

Toronto, Aug. 25, 1905.

THE general business conditions are presenting a better aspect since our last issue; there has been a greater activity in receipt of orders, which points to the fact of depleted stocks, owing, probably, in measure to the report of the return of a number of the holiday folk. Prices of canned goods have been amended to suit revised canners' prices, with demand showing slight improvement. Sugar has been active, with reports from foreign markets showing fluctuation and home prices firm. Syrups are slow and no new feature to report. Coffee has shown more activity with prices firming.

There has been more demand for tea but little inclination is manifest to purchase beyond immediate need, ow-

ing to the belief that the present high prices are not warranted by either the quality or the general conditions. In foreign dried fruits there has been good business doing with prices ruling firm. Nuts are featureless. Rice and tapioca are quiet, with strong reports from primal points. Spices have made a distinct move, with good prospects. Eggs are arriving in more abundance and firm prices are ruling. Fresh fish is well to the front and prices inclined to firm up for rise.

The wheat market is showing greater activity. Some export sales have already been effected in Ontario Winter wheat, but not of sufficient account to establish a definite price. Flour has been steady with former prices ruling firm, and trade of only small bulk. Cereals have been occupying attention, and oats have made an advance of 25c. The situation in hides is somewhat unsatisfactory; prices have advanced without apparent reason, and consequently buying is somewhat deranged. It is expected that prices will drop to a lower parity at early date.

**Canned Goods**—Trade in canned goods has remained inactive though somewhat improved upon the previous week's report. Our quotations have been amended according to the supplementary lists of new cannings, all other goods remaining unchanged. We quote:

	Group No. 1	Groups 2 & 3
<b>Beans</b>		
2's, golden wax	\$0.82 1/2	\$0.80
2's, refugee	.85	.82 1/2
3's	1.27 1/2	1.25
Gals.	3.77 1/2	3.75
<b>Blueberries</b>		
2's, standard	.92 1/2	.90
2's, preserved	1.42 1/2	1.40
<b>Cherries</b>		
Gals., standard, not pitted	7.02 1/2	7.00
Gals., standard, pitted	8.52 1/2	8.50
<b>Currants</b>		
2's, red, H.S.	1.60	1.57 1/2
2's, red, preserved	1.80	1.77 1/2
Gals., red, standard	4.77 1/2	4.75
Gals., red, solid pack	7.02 1/2	7.00
2's, black, H.S.	1.77 1/2	1.75
2's, black, preserved	2.07 1/2	2.05
Gals., black, standard	5.02 1/2	5.00
Gals., black solid pack	8.02 1/2	8.00
<b>Gooseberries</b>		
2's, H.S.	1.90	1.87 1/2
2's, preserved	2.12 1/2	2.10
Gals., standard	6.02 1/2	6.00
Gals., solid pack	8.02 1/2	8.00
<b>Lawtonberries</b>		
2's, H.S.	1.77 1/2	1.75
2's, preserved	1.95	1.92 1/2
Gals., standard	5.52 1/2	5.50
<b>Red Raspberries</b>		
2's, L.S. (Shafferberries)	1.42 1/2	1.40
2's, H.S.	1.67 1/2	1.65
2's, preserved	1.87 1/2	1.85
Gals., standard	5.27 1/2	5.25
Gals., solid pack	8.27 1/2	8.25
<b>Black Raspberries</b>		
2's, H.S.	1.62 1/2	1.60
2's, preserved	1.77 1/2	1.75
Gals., standard	5.02 1/2	5.00
Gals., solid pack	8.27 1/2	8.25
<b>Peas, standard, 2's, group 1</b>	0 63 1/2	0 60
" " 2 and 3	0 60	0 60
" " early June " 1	0 70	0 70
" " 2 and 3	0 67 1/2	0 67 1/2
" " sweet wrinkle, " 1	0 82 1/2	0 82 1/2
" " 2 and 3	0 80	0 80
" " extra fine sifted, 2's, group 1	1 22 1/2	1 20
" " 2 and 3	1 20	1 20
<b>Spinach, 2's, group 1</b>	1 40	1 40
" " 2 and 3	1 82 1/2	1 82 1/2
" " 3's, group 1	1 80	1 80
" " 2 and 3	1 42 1/2	1 42 1/2

**WE ARE AGENTS FOR:**

**Sir Thomas Lipton's** Teas and Coffees

**Ph. Richard,** Cognac

**Chs. Couturier,** Cognac

**Cardinal & Cie,** Champagne, Rheims

**Vve. Amiot,** Champagne, Saumur

**Blandy Bros.,** Madeira and Malaga Wine  
Port and Sherry Wine

**Pollen & Zoon,** Gin and Liquors

**Japan Teas,** Victoria  
Princess Louise

**Ceylon Teas,** Lady  
Duchess

---

**Laporte, Martin & Co'y**  
LIMITED

70, 72, 74, 76, 78, 80 St. Paul Street,  
9, 11, 13 St. Helen Street,

**Montreal**

Asparagus, 2s, group 1	2 52½
" " " 2 and 3	2 50
" " " 2s tips	2 55
Strawberries, heavy syrup, 2s, group 1	1 92
" " " 2 and 3	1 50
" " " preserved, 2s, group 1	1 67½
" " " 2 and 3	1 65
Rhubarb, 2s, group 1	1 17½
" " " 2 and 3	1 15
" " " 3s, group 1	1 92½
" " " 2 and 3	1 90
" " " gal. group 1	2 65
" " " 2 and 3	2 62½
Tomatoes, 3s	1 30
Corn, 2s	1 10
Sliced beets, 2s	0 85
" " " 3s	0 95
" " " whole	0 95
Pumpkin, 3s	0 75
" " gal.	2 50
Squash	1 00
Golden waxed beans, 2s	0 80
Refugee or Valentine beans, 2s	0 85
Crystal waxed beans, 2s	0 92½
Tomato sauce, 1s	0 50
" " " 2s	0 78
" " " 3s	1 00
Chili sauce same as tomato sauce	0 65
Catsups, tins, 2s	0 80
" " gal.	4 50
" " jugs	7 70
Apples, standard, 3s	0 85
" " " preserved, 3s	1 47½
" " " standard, gal.	1 50
Pears, Flemish Beauty, 2s	1 52½
" " " 3s	2 00
" " Bartlett, 2s	1 87½
" " " 3s	2 82½
" " whites, 2s	1 72½
" " " 3s	2 67½
Peaches, pie, 3s	1 00
Plums, Damson, light syrup, 2s	1 00
" " " heavy syrup, 2s	1 30
" " " 3s	1 85
" " Lombards, light syrup, 2s	1 05
" " " heavy syrup, 2s	1 35
" " " 3s	1 90
" " green gage, light syrup, 2s	1 15
" " " heavy syrup, 2s	1 47½
" " " 3s	2 00
" " egg, heavy syrup, 2s	1 52½
" " " 3s	2 10
Pineapple, sliced, standard, 2s	2 35
" " " extra, 2s	2 47½
" " " grated, 2s	2 62½
Rhubarb, preserved, 2s	1 15
" " " 3s	1 90
" " " gal.	2 62½
Lobster, talls	3 50
" " 1-lb. flats	3 85
" " ½-lb. flats	2 00
Mackerel	1 00
Saimon, Sockeyes—	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 87½
½-lb. flats, 5 cases and over	1 17
½-lb. flats, less than 5 cases	1 26
Chums	0 95
Salmon, new pack, fall delivery: Horse Shoe, Maple Leaf, Clover Leaf	
1 lb. Talls, 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
½ lb. " 5 cases and over, "	1 00
½ lb. " less than 5 cases, "	1 02
Low Inlet	
½ lb. Flat, 5 cases and over, "	95
½ lb. " less than 5 cases, "	9½
Sardines, French ½s	0 14
" " " ¾s	0 23
" " " Portuguese ¾s	0 08
" " " P. & C. ½s	0 25
" " " P. & C. ¾s	0 35
" " " Domestic, ½s	0 03
" " " Mustard, ½ size, cases 50 tins, per 100	8 00
Haddies, per doz	1 05
Haddies, per case	4 00
Kipperd herrings, domestic	1 00
" " " imported	1 45
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40
California ripe olives, tins, per doz	5 50
Corned beef, 1s, per doz	1 40
" " " 2s	2 50
" " " 3s	7 80
" " " 4s	17 50
Lunch tongues, per doz	2 75
Potted meat's, 1s, "	0 47½
" " " 1s, "	0 85

**Sugar**—The local sugar market has been more active the last week, and prices continue firm at previous quotations. From foreign markets reports are somewhat eccentric. The firm tone at European points, which has developed at close of last week, proved of short duration. On Monday last cables denoted a decided fall on the London markets, with only slight recovering, market closing with lower prices and steadier prospects.

The United States market for "refined" is reported as steady with prices stiffening to firmness, refiners holding at present quotations. Few new sales were reported, but a fair quantity was removed on previous contracts. Some

heavy sales are reported of "raws" by the refiners at the present basis of quotations, but no authentic confirmation is reported. Our previous quotations still rule. We quote:

Paris lumps, in 50-lb. boxes	5 73
" " " in 100-lb.	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 93
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2	4 68
No. 1	4 58
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

**Syrups and Molasses**—Home trade in these goods is of small volume and uninteresting. Prices remain without change. Reports from United States points denote small holdings with dealers not pushing sales. Jobbers and bakers were inquiring against Fall season, and a limited business has been done. We quote:

Syrups—	
Dark	0 33
Medium	0 33
Bright	0 35
Corn syrup, bbl, per lb.	0 02½
" " 4-bbls	0 02½
" " kegs	0 03
" " 3 gal. pails, each	1 30
" " 2 gal.	0 90
" " 2-lb. tins (in 2 doz. case) per case	2 35
" " 5-lb. (in 1 " ) "	2 25
" " 10-lb. (in ½ " ) "	2 25
" " 20-lb. (in ¼ " ) "	2 10

Molasses—	
New Orleans, medium	0 30
" " " 4-bbls	0 30
" " " open kettle	0 35
Barbadoes, extra fancy	0 45
Porto Rico	0 42
West Indian	0 32
Maple syrup—	
Imperial qts.	0 27½
1-gal. cans	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. Imp. brand, per can.	4 50
1-gal.	5 10
½-gal.	5 60
Qts.	6 00

**Coffee**—Trade in coffee has been more active, and our previous quotations continue firm. The advices to hand from New York denote a firmer market. For spot coffee the demand was active, but little business was transacted owing to the relatively high prices asked. In mild grades a firm market continued to be reported with good business done at full prices. The report of frost in the Brazil area, and consequent damage to the crops was a factor in firming prices, and created a measure of activity on the speculative markets. We quote:

Green Rios, No. 7	Per lb.	0 10	0 10½
" " No. 6		0 11	
" " No. 5		0 11½	
" " No. 4		0 12	
" " No. 3		0 12½	
" Mocha		0 21	0 23
" Java		0 22	0 23
" Santos		0 11	0 13
" Plantation Ceylon		0 26	0 35
" Porto Rico		0 22	0 25
Green, Guatemala		0 22	0 25
" Jamaica		0 15	0 20
" Maracaibo		0 16	0 23

**Tea**—There has been a measure of activity in tea sales since our last issue for stocking up purposes. It is considered, however, that present prices will not warrant heavy buying. The general opinion is that the London market excitement is altogether unwarranted, and that a few weeks will see a steadier and easier market. The London market for July experienced a brisk demand for all descriptions of tea, buyers showing great anxiety to replenish stocks, and had it not been for the heavy stocks accumulated a much higher ratio of price would have resulted, considering that July is one of the smallest months for arrivals. Withdrawals for the month of July will be the highest in the history of the trade. The great demand is for high-grade teas. All teas showing good cup

quality are stoutly competed for at an advance of 4c., while commoner grades are less keen at an advance of about 1c. The London sales have been closed since our last issue, and no new reports are to hand. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " Pekoes	0 25	0 30
" " Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" " Pekoes	0 18	0 20
" " Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
" " Orange Pekoes	0 22	0 29
" " Pekoes	0 18	0 24
" " Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" " half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" " cases, small leaf, firsts	0 30	0 37
" " half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" " half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

**Foreign Dried Fruits**—There has been greater activity in the home market since our last report, and we are able to report good business in Valencia raisins, with prospects advancing. Prices for new arrivals are ruling about 1c. lower than was obtained at opening of last season. Currants are getting active with every prospect of firm prices. We quote:

Prunes—			
90-100s	Per lb.	0 05	0 05½
60-70s		0 06½	0 06½
80-90s	Per lb.	0 05½	0 05½
50-60s		0 07	0 07½
70-80s	Per lb.	0 06	0 06½
40-50s		0 08	0 08½
30-40s		0 09	0 10
Candied Pec's—			
Lemon	Per lb.	0 09	0 10
Citron		0 15½	0 17
Orange	Per lb.	0 09½	0 10½
Figs—			
Elemes, per lb.		0 08	0 13
Apricots—			
Californian evaporated			Per lb.
			0 15
Peaches—			
Californian evaporated			Per lb.
			0 11
Pears—			
California evaporated, per lb.			0 13
Currants—			
Fine Filiatras	Per lb.	0 04½	up
Vostizzas		0 07	0 7½
Patras	Per lb.	0 06	0 06½
Raisins—			
New selects		0 05½	0 06
Sultana		0 05½	0 10
California, loose muscatels—			
3-crown		0 05	
4-crown		0 07	0 08
Dates—			
Hallowees	Per lb.	0 4½	0 05
Fards new choicest		0 09	0 10½
Sairs	Per lb.	0 04	0 04½
new choicest		0 09	0 09½

**Foreign Nuts**—Nuts have been particularly inactive since our last issue, and there is no new feature to report. There is an upward tendency on primary market for Brazil nuts. Walnuts continue to be reported firm, on confirmed news of shortage. Almonds too are firmer for spot buyers. We quote:

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

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

**Rice and Tapioca**—A quiet market is reported in these lines. No new develop-

# Retailers of Soap

Those who have been in the business for 25 years or more know that the price of Baby's Own Soap to the trade has never changed. The retailing price, however, has gradually declined from 40c. to 30c. and even to 25c. a box. At that price the profit to the retailer is almost nothing.

That this state of affairs injures the sale of Baby's Own Soap we are quite sure, and while in the last five years its production has doubled we know that under other conditions it would have trebled or more. For us to cut our price would in no way meet the case. Ambitious dealers would at once, as they have in the past, announce a further cut in the price of Baby's Own to draw custom for their other lines, and we would be paying the price.

When the question of forming the business of Alfred Savage & Son into a joint stock company was discussed, one of the important factors which decided the change was the opportunity it would afford to interest dealers in the manufacturing profit as well as their own end of all our lines.

A retailer owning a few shares in the business would surely push the sales of our products. So before offering the few shares which we have decided to sell to the public we are tendering them to the trade throughout Canada.

Until Sept. 30th no application will be considered except from dealers in soap. Not only will the dealer thus stand to profit from every sale he makes of Albert Soaps, but the increase in the market value of the shares will surely benefit him.

Similar concerns in England and the United States have seen their shares increase from par to two or even three times their face value. The issue, however, is limited, and first come first served. It is hoped, however, that every shareholder in Albert Soaps Limited will be a handler of their goods. Prospectus containing full information will be mailed on request.

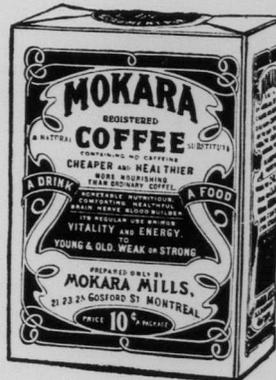
## ALBERT SOAPS LIMITED MONTREAL

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

**ORDER 5 BOXES TO-DAY.**



The St. Croix Soap Mfg. Co., St. Stephen, N.B.



The season is approaching when the demand for warm and cheering drinks is steady and regular.

**"MOKARA"** is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit. Write for particulars and sample.

**Mokara Mills**

21, 23, 25 Gosford Street, - - MONTREAL



Our traveller, **Mr. J. E. Millette**, is now in the Maritime Provinces with full lines of our goods. Look out for him and remember that

**Chinese Starch**

Is a trade-winner for you. All our "Ocean Mills" goods show you handsome profits.

*We Guarantee Quality of all our Goods. Dont be afraid to place an order. Special Prices to Wholesalers and Jobbers.*

**OCEAN MILLS - Montreal**

ments are reported from primary points. Foreign markets denote increased firmness, with inclination to do business at the slightest break in quotations.

We quote:

Rice and Tapioca—		Per lb.	Per lb.
Rice, stand. B.	0 03½	Tapioca, staple.	0 04 0 14½
Rangoon	0 03½		
Patna	0 05 0 05½	" double goat	0 05½
Japan	0 06 0 07	Carolina rice	0 08 0 08½
Sago	0 03½ 0 04	Louisiana rice	0 05 0 07

**Spices**—There has been a good steady trade since our last issue, with every indication of good business ahead. Prices continue firm at previous quotations. Foreign markets all point to continued firmness, with steady trade. We quote:

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

**Dried and Cured Fish**—There is still a small trade in these lines, at quoted prices, but generally the trade is uninteresting. We quote:

Boneless fish, per lb.	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb.	0 08 0 10
Quail-on-toast, per lb.	0 06
Flitched cod fish, in cases of 100 lbs., per lb.	0 06

**Country Produce.**

**Eggs**—Eggs are coming to hand freely, and in good condition, trade is fairly brisk at quoted prices.

New laid eggs, per doz. 0 17½ 0 18½

**Evaporated Apples**—Trade is reported as uninteresting with present quotations nominal. We quote.

Evaporated apples..... 0 07 0 07½

**Beans**—Beans are attracting little attention, and quotations are nominal. We quote:

Beans, handpicked, per bush.	1 80
prime, No. 1	1 65
prime, No. 2	1 50 1 60
Lima, per lb.	0 07 0 07½

**Honey**—Moderate arrivals continue to come to hand, and condition is reported as all that could be desired. Present quotations are ruling firm. We quote:

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

**Fresh Fish**—Fresh fish continues in good demand, with prices firming to advance. Arrivals are coming to hand in fine condition. We quote:

Fresh halibut, per lb.	0 13
haddock	0 07
trout	0 08
cod steak, per lb.	0 07½
lobsters, boiled, per lb.	0 25
B.C. salmon, per lb.	0 20
Shrimps per gal.	1 15 1 25
Whitefish, per lb.	0 08
Herring	0 05 0 07
Pickarel	0 07½ 0 08

**Grain, Flour and Breakfast Foods.**

**Grain**—The market has shown greater activity since our last issue, and prices have again shown a more even tendency. Sales are reported for export of some Ontario Winter wheat. We quote:

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 08 1 08½
No. 2	1 05 1 05½
No. 3	0 89 0 89½
Red and white, per bushel, old	0 82 0 83
new	0 80 0 81
Barley	0 50 0 52
Oats, old	0 43 0 43½
new	0 34 0 35
Peas	0 71 0 72
Buckwheat	0 63 0 64
Rye, per bushel, new	0 64 0 65

**Breakfast Foods**—Trade in cereals continues good, especially considering the time of year, new Winter wheat is now

to hand, and prices are firming up, rolled oats showing an advance of 25c.

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 30
rolled wheat in boxes, 100 lbs.	2 90
50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
in wood	5 00
for broken lots	5 00
Rolled wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
in wood	4 25

**Flour**—Flour has been more active, with better prospects showing, but the disposition is still to await future arrivals. Prices meanwhile remain unchanged. We quote as follows:

Manitoba wheat patents, per bbl. in bags	5 00 5 51
Strong bakers	4 80 5 20
Ontario wheat patents	4 40 4 60
Straight roller	4 30 4 40

**Hides, Tallow, Skins and Wool**—The market in hides has assumed an eccentric attitude, suddenly jumping to a figure which makes business profitless, without apparent reason. No. 1 and 2 have advanced 1-2c. Lamb skins and pelts, 5c. to 10c., and country hides 1-4c. to 1-2c., with similar advances all through. Trade is good, but arrivals are not coming to hand quick enough to meet demand. We quote as follows:

Hides, inspected, No. 1 per lb.	0 10
" " " " " "	0 09½
Country hides, flat, per lb.	0 09 0 10½
Calf skins, No. 1, sel. ctd.	0 12
" " No. 2	0 10
Lamb skins and pelts	0 65
Rendered tallow, per lb.	0 04 0 04½
Unwashed wool, new clip, per lb.	0 15
Wool-washed fleece	0 25 0 26
Rejections	0 20
Pulled wools, super, per lb.	0 21 0 23
extra	0 22 0 24

**Your Profits**

come with your

Customers'

Confidence

Sell them good goods. It pays you best, not only in the end but all the time. Quality goods mean business increases, more profit, success, and without any trouble of returned goods and dissatisfied customers. **Lion Brand Bulk Pickles** have built their reputation on the solid foundation of their Quality. They are, without question, the best bulk pickles made.

Everything is the best: Selected vegetables, whole pure spices and a malt pickling vinegar that is perfect.

Crisp, wholesome and appetizing.

They'll sell.

\$3.00 per 5 gal. pail

THE OZO CO., LIMITED  
MONTREAL.



## N. B. Markets.

New Brunswick, Aug. 21, 1905.

**T**HERE is improved business, though it might still be called quiet. With, however, the beginning of September Fall trade will commence. Not only is there the regular business of supplying the retail grocers in the city and throughout this Province, as well as a large part of Prince Edward Island and Nova Scotia, but there is also a large business with those lumbermen who send crews into the woods. This is chiefly business in the heavy groceries. The accounts are large. Just now our tourist business is large. August is the best month.

**Spice**—In spice the season of demand is just beginning. The market is tending firmer. Particularly is this true in cloves. There have been no cloves for a long time. Ginger is still low and nutmegs are cheap. Cream of tartar is costing a shade lower.

**Oil**—In burning oil there is an improved sale. The demand for Canadian burning oil is very small. Price of oil has been extremely low. In fact, oil was never so cheap as the present tank wagon price. Lubricating oils are finding rather less sale as the season advances. There is a fair sale for paint oil.

Burning oil, barrels, 17c. to 17 1-2c., tank wagon, 15c. Linseed raw, 52c.; boiled 55c. Turpentine \$1.

**Salt**—In Liverpool coarse market has been well supplied this Summer, there being continued regular arrivals. Prices have ruled firm. Sales are good and this is the season of demand. Liverpool factory filled has a limited sale. Canadian fine is freely sold. There is increased sale for fancy table salt prepared so as not to harden. Liverpool coarse salt, 62c. to 65c. Canadian fine, bulk bags, \$1.15 Liverpool factory filled, \$1.10; Canadian fine bulk, barrels, \$1.85. Trapani salt, 18c. to 20c. per bushel; Canadian cheese salt, \$2.25; Canadian fine, 20-lb. boxes 23c., 10's 14c.; Canadian butter salt, \$2.20; barrels, 100-3 \$3.30, 60-5 \$3.10, 30-10 \$2.85; cartons, cases of 24, 60-5 \$1.90.

**Canned Goods**—Many of our dealers are losing money on peas, as quite a quantity were carried over. New are extremely low. In spot corn and tomatoes, prices are rather higher. Large quantities have been contracted for, both from association and outside packers. Fruits unchanged. In oysters, prices are firmer. Meats have a steady sale. New Spring salmon are here. This means rather lower prices. Lobsters hold at extreme figures. Domestic sardines unchanged. Haddies, kipper and clams, only a fair supply. Scallops are scarce. Corn, \$1.05 to \$1.25; tomatoes, \$1.30 to \$1.35; beans, 80c. to 95c.; peas, 65c. to 80c.; Flemish beauty pears, 2's, \$1.55 bartlett's, 2's, \$1.70; 3's, \$2.25; peaches, 2's, \$1.90; 3's, \$2.87 1-2; to \$2.90; pumpkin, 85c. to 90c.; cherries, 2's, \$2.35 to \$2.50; salmon, pinks, \$4; cohoes, \$4.50 to \$5.50; Springs, \$5.75 to \$6; lobsters, \$12 to \$13; sardines, 1-4's, \$3.75 to \$4; haddies, \$4; kippers, \$4; clams, \$3.75 to \$4.

**Green Fruit**—Dealers are very busy. Bananas are still the backbone of the trade. Oranges, very scarce and high. Lemons are at almost extreme figures. There is a steady sale, but in small quantities. Pears are high. Eastern as well as California stock now offered. California plums are high. Quality fine. Georgia peaches were a short crop. Californias are high. Apples are still quite high. Melons sell slowly. Some grapes seen, but are still high. The crop of Nova Scotia cherries was very small. All fruits east are a light crop. Bananas, \$1.50 to \$2.50; oranges, California, \$6.50; lemons, \$8.00 per case, \$6.50 per box; tomatoes, 5c. per lb.; apples, \$5; California peaches, \$2; pears, \$4; plums, \$2.50; melons, 60c.

**Dried Fruits**—This is a line of increasing interest. California peaches and apricots have advanced rapidly. Prunes are higher and are much above last year. Old seeded are higher. While new California raisins are not quoted, full prices are expected. Loose muscatels are out of the market. Spot valencias are scarce. New will cost quite low, and the outlook is for good business. Malaga layers quoted about as last year. Loose, higher. In currants, old are higher; new will cost high; market firm. The sale is for cleaned, chiefly in packages. Dates and figs will be quite low. Peels about as usual. There was a wide range in the price of citron offered. Evaporated apples are higher. The outlook is for full figures. Onions are a light stock. Valencias hold the market, prices firmer. Valencia onions, \$2.50 to \$2.75; evaporated apples, 7 1-2c. to 8c.; Valencia layers, 6 1-2c. to 7 1-2c.; loose muscatels, 3 crown, 7c. to 7 1-2c.; seeded, 8 1-2c. to 9 1-2c.; currants, bulk cleaned, 6 1-2c.; packages, 7c. to 7 1-2c.; sultanias, 7c.; prunes, 90-100, 25's, 5c.; apricots, 14c.; peaches, 12c.; dates, 4c.

**Sugar**—While the price has been advanced slightly, there is little confidence in the market. Stocks very light. Dealers buy from hand to mouth. Some foreign granulated has been offered very low; fair shape. Granulated, barrels, \$5.10; bags, 5c.; bright yellow, barrels, \$4.90; second grade, \$4.60; unbranded, \$4.45.

**Flour, Feed and Meal**—Ontarios are again lower and it is felt Manitoba must follow. Difference is greater than for a long time. Oatmeal, while still high, is not so firmly held; stocks large. Oats are rather lower. Cornmeal is higher; a steady sale. Beans are unsteady in price, but are higher, though some have been able to import at shaded figures. Manitoba flour, \$6.10 to \$6.15; Ontario, \$5.05 to \$5.10; oatmeal, \$5.50; cornmeal, \$3; hand-picked beans, \$1.90 to \$1.95.

## N. S. Markets.

Halifax, N.S., Aug. 22, 1905.

**R**EVIEWING the grocery trade since the opening of the year up to the present time, a member of one of the largest wholesale houses in this city said that business was now good; in fact it was beyond expecta-

tions. The bad Winter and the backward Spring very greatly affected business, and he pointed out that during the month of February the Intercolonial and the Dominion Atlantic Railways moved freight only on a two or three days' schedule, and this stagnated trade.

The markets are very slow at present. The Bank fish which have been made are coming in now more freely, and the last sale here ex-vessel was at \$5.55. Heavy arrivals, however, will not be along for another month. Some shore fish from Newfoundland are also coming in, and are bringing from \$5 to \$5.50. According to advices from St. John's, Newfoundland, prices there are steady and unchanged. There is not likely to be any drop this month. The position of the market will be largely dependent on the size of the catch on the northern part of the Coast of Labrador, from which there is no definite news at the present time. If the take by the floaters is about fair, the whole catch will be an average one, and even this will make a five dollar price for prime mercantile. The northern floaters are getting more and more into the custom of bringing their fish home to make on the Newfoundland Coast, and thus making it rank within shore, and tending to overstock the shore market and force down the price. The foreign markets are a little slow all around just at this time. The demand in the Portuguese and Oporto markets is light, and prices are low.

**Canned Goods**—Last season's canned goods have all been cleared up, and the new pack is coming to empty markets. The feature of the market at the present time is the low price of the new pack of peas. Standard brands are being quoted here at as low as 62½c. a dozen. Local dealers have placed good orders this season.

**Sugar**—The demand for sugar continues good. Since June 27 last there has only been one advance in the price. The increase was 5c. per 100 pounds, and this is considered something unusual in the preserving season. The demand may be said to be unusually heavy, and there is no indication of a change in prices. Holders of raw sugar are now more confident of the market. Quotations here follow: Cut loaf, in bbls., \$5.65; granulated, \$5.10; Austrian granulated, \$5; bright yellow, \$4.90; No. 1 yellow, \$4.60; unbranded yellows, \$4.45. All net prices.

**Hams and Bacon**—On the local market hams and bacon have all been cleared up. Prices have been strong straight along. The supply has not been equal to the demand, and at times there was a shortage on the market. Hams are quoted at 15c., and bacon at 12c. This has been an exceptionally good year for this class of goods. Teas and coffees are in good demand, with prices about steady.

### BUSINESS CHANCES

**P**ARTNER wanted with \$2,000 capital in paying grocery business in live Western Ontario city; stock and fixtures new; cash business; sales \$75 per day; stock, \$2,000; fixtures, wagons, horses, etc., \$1,000. Apply Box X, THE CANADIAN GROCER, Toronto.

**T**ENDERS will be received till September 1st for retail grocery business of C. McIlhargey, Straff rd., Ont.; stock, \$4,000; annual turnover \$45,000; best stand in city. For particulars apply to C. McIlhargey, Manager Strafford Wholesale Grocery Co.

# FISH <sup>a<sub>n</sub>d</sup> OYSTERS

**Fresh, Frozen, Dried, Green, Salted and Prepared Fish**

***Oysters in Bulk and Shell  
Consignments Solicited***

The largest and most up-to-date Fish Warehouse in Canada.  
Prompt returns and best results.

## LEONARD BROS.

20, 22, 24 and 26 Youville Square

References:  
BANK OF NOVA SCOTIA  
R. G. DUN & CO.

**MONTREAL**

P. O. BOX 639  
LONG DISTANCE TELEPHONE

*Montreal*

*St. John, N.B.,*

*Grand River, Gaspe*

# THE BEST FLOUR FOR THE LEAST MONEY

You cannot buy any better flour than we make—no matter where you try  
**An Old Established Business with An Up-to-Date Mill**

Our Brands  
of  
Flour

TILLSON'S PRIDE  
DELIGHT  
WHITECOAT  
RAINBOW

Winter  
Wheat  
Blends  
Manitoba Pat.

Rolled Oats, Flaked Wheat, Buckwheat Flour, Split Peas, Pot Barley, Cornmeal  
WE ARE MILLERS OF ALL THESE

**MIXED CARS OUR SPECIALTY.**

**THE TILLSON COMPANY, Limited, - TILLSONBURG, ONTARIO**

# The Brand of Quality

From the beginning, THE OLD HOMESTEAD people have made quality the first object of their efforts. For quality always tells in the end and, sometimes, as in the case of OLD HOMESTEAD canned goods, from the beginning.

Grocers who have worked late and early building up a good business know the importance of a reputation for just a little better goods than their competitors.

OLD HOMESTEAD goods just fitted their case. The labels were more beautiful, the tins more dependable, and the contents more delicious than any of the old brands. As a consequence,

OLD HOMESTEAD goods made a strong hit with the consumer, and increased trade for the retailer.

If you have never given OLD HOMESTEAD BRAND a trial, try them now. A small order will do at first, for larger will follow. Be sure you get OLD HOMESTEAD BRAND.

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**The Old Homestead Canning Co.**  
**Picton, Ont.**

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The greatest success of all CEREAL FOODS

is

# “NORKA”

BECAUSE

- “ NORKA ” has the flavor that never tires the palate.
- “ NORKA ” gives the consumers full value for their money.
- “ NORKA ” pays the retailer a fair margin of profit.
- “ NORKA ” is well advertised, thus creating and maintaining an active demand—IT IS A SELLER.

Cases 36 pkgs.

\$4.50 c/s

Five case lots

\$4.40 c/s

Usual freight allowance

INCLUDE A CASE WITH YOUR NEXT ORDER

The **EBY, BLAIN CO., Limited**

Sole agents for Canada and the British Isles.

TORONTO

## B. C. Markets.

Vancouver, B.C., Aug. 17, 1905.

RAPID as the expansion of the fruit growing industry has been in B.C. during the past two or three years, it by no means keeps pace with the vast market demand in the three Canadian west Provinces. At Winnipeg, and even further west, the remark is frequently made that B.C. does not give the people of the prairie city a chance to try its fruit. The reason simply is that there is not enough fruit to go round. Down the main line of the C.P.R. as far as Regina, and on the Calgary and Edmonton and the Prince Albert branches, a considerable proportion of B. C. fruit is now marketed. In fact, this year it is very noticeable that the fruit from Washington State and other U. S. points, is nearly displaced by similar varieties of fruit from B.C.

The peaches raised in the Okanagan are all being marketed in the Northwest, and they are of the very finest quality. A comparison with those from California results in a verdict in favor of the B. C. peach. It is juicy, luscious, and full-flavored. Firm of texture, it is yet as full of juice as a plum, though handling well and standing the shipment splendidly. This is but the second year that any quantity has been available for the market, but another year will see large additions to the quantities produced. Being raised on irrigated land,

the crop is independent of climatic conditions and the number of orchards coming into bearing is very considerable.

The work done by the British Columbia Government in the past two years under the very able management of R. M. Palmer, of the Department of Agriculture, has placed B.C. before its natural market in a proper light. It has shown that the varieties and the quality of fruit can be shipped from this Province, and now the Northwest are looking this way for their supplies. The work carried out by Mr. Palmer has been in the form of exhibits of fresh and preserved B. C. fruits at some of the leading Manitoba and Northwest exhibitions. Last year Winnipeg and Brandon were visited. This year both these places were favored with the handsome and attractive fruit exhibits, and Indian Head and Regina were also visited. Mr. Palmer, assisted by Mr. W. J. Brandrith, secretary of the B. C. Fruit-Growers' Association, was in charge of the exhibit. There was this year a much larger variety of fruit displayed for the reason that small fruits and cherries were later in their season, and apples, pears, plums, peaches and apricots were earlier. A very great range as to variety was available. The exhibits through the three or four weeks of the campaign were refreshed from time to time by daily supplies shipped direct by growers. That which was in danger of going stale was sold at cost, and the people given

a concrete illustration of the quality of the fruit of B. C.

Mr. Palmer, who has just returned, says that the campaign was in every way successful, and the splendid showing made is bringing the capacity of the Province as a fruit producer very strongly before the people of the Prairie Provinces. It merely remains for the growers in B. C. to continue as they have started and they will capture the whole market, as soon as the supply enables them to do so.

For once more, and most authorities say for four years, the salmon run is over. The legendary fourth year of plenty has once more been well exemplified. Never was there a better run of fish. The regrettable feature is that never was there more waste. Millions of dead fish were floating on the waters of the Gulf. These were destroyed because the canneries could not take care of them in the heaviest portion of the run, and the fish would go stale. Sometimes it was the surplus of individual fishermen over the limit of 200 to the boat placed by the canneries. But undoubtedly part of the fault (the individual fisherman, of course, says all the fault) is to be charged to the fish traps. They swept with their great drag nets thousands at a haul. Scow-loads were said to have gone bad and to have been taken out to sea and dumped.

The serious feature of the salmon situation is that the prospects are that

next year there will be a very light run. Also that 1908 will be a poor run. Last year was extremely poor and in 1902 the run was but little better. The run of 1903 being somewhat better than the other two years, making up the four year cycle, the canners think that 1907 will be better than the year 1906 and 1908. It was for this reason that the Dominion Government enacted the regulation to make a close season for the two years last mentioned. This will, however, be inoperative, because the Legislature of Washington State failed to enact co-operative measures.

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Settlement is progressing in Northern B. C. this year to an extent hardly to be credited. Up the Skeena River and its branches, hardy pioneers have pushed their way in to valleys known to be fertile for farming as well as rich in coal, timber and minerals. The Premier, Hon. Mr. McBride, and the Minister of Lands and Works, Hon. Mr. Green, have returned from a tour of the northern part of the Province, which the Premier dubs "New British Columbia," so great is its extent and so great the development beginning. It is anticipated that in reaching the coast a line from the G.T.P. will cross this region, hence the attraction of so many prospectors and settlers there. They are preparing to go in for grain and cattle very extensively and have a large area under settlement.

**WHOLESALE GROCER'S HOLIDAY.**

MR. Hugh Blain, of the Eby, Blain Co., Limited, Toronto, is taking a well earned holiday through Quebec, the Maritime Provinces and the Eastern States, in company with his daughter. The Grocer had the privilege and pleasure of an interview at the Windsor, and a few hours of pleasant reminiscences were indulged in. Recognizing in Mr. Blain one of Toronto's leading merchants, and undoubtedly one of Canada's best known figures in wholesale grocery circles, The Grocer took occasion to inquire into his views

on grocery conditions and trade matters in the West. Speaking of grocery affairs, Mr. Blain said: "The general condition of the grocery trade in Toronto and as far as my knowledge goes, of Ontario and the west generally, is most satisfactory, and the outlook decidedly encouraging for a good season's trade. Crop conditions on the whole are good, trade is on a good basis, manufacturing steady and new industries springing up in a substantial manner. As regards my own city, I may say that Toronto

day the effect has shown itself in a greater and more substantial rebuilding in the visited section. It is this very commercial resiliency that makes Toronto great and augurs for a great future. It would be impolitic for me to make comparisons with your great metropolis, its position is well known and recognized, and the growth and prosperity of Montreal reflects itself upon the country."

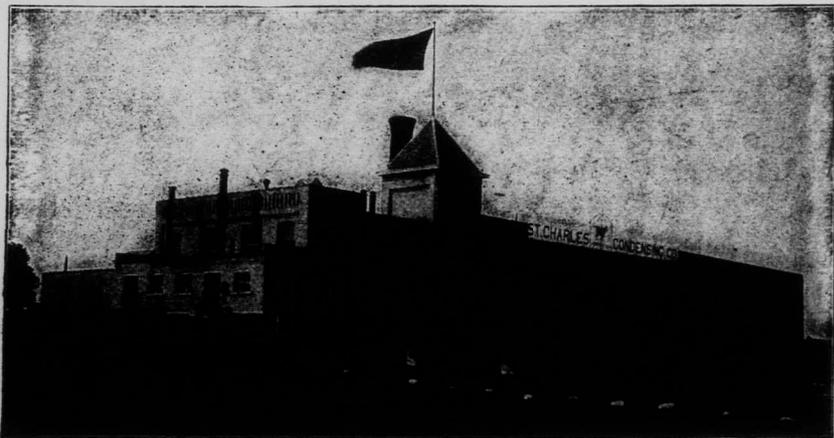
Reverting to the conditions between the jobbing and retail grocery trade, Mr. Blain stated that many of the questions that had been disturbing in the trade were eliminated and those that were still of a more or less frictionous character would gradually be reduced and done away with. "It requires only a rational consideration of matters, a common sense consideration of the conditions surrounding many of the retailers, to bring all these disturbing elements into line, and so place both the jobber and retailer on a footing where a reasonable living profit will obtain. The calling of the grocer is one which at best is none too profitable for the amount of money invested, the hard labor, long hours and the natural risks of the business necessary for its conduct, and it is in the interests of the trade generally that many of the changes introduced have been made, and I believe, conscientiously are admitted as being positively beneficial by even those who were too prone to criticize the movement as one of caste or class. Trade is in a continual state of evolution and conditions that were logical twenty or even ten years ago, could not be accepted and workable now, and it is necessary that business men, both wholesale and retail, adapt themselves to such means and methods as are in keeping with prevailing conditions, only by so doing can all interests be satisfactorily served."

Mr. Blain and daughter spent Sunday and Monday in Montreal, departing for Quebec and the Saguenay. The sight of the squadron of H. S. H. Prince Louis of Battenburg at Quebec will be one taken in by them en route. Mr. Blain expects to be back in Toronto during the second week of the Exhibition, no doubt greatly benefitted by the tour.



Mr. Hugh Blain,  
The Eby-Blain Co., Limited, Toronto.

is assuming the position its geographical location entitles it to, that of the leading receiving and distributing centre of the products of the soil, and with the completion of the several lines of railway under construction by the C.P.R., the Great Northern and James Bay lines, will more than ever make it the centre of a vast trade. The serious fire which visited our city last year was a hard blow but the vitality of the commercial interests of Toronto, with the enterprise of the business community, was strong enough to overcome the disaster, and to-



INGERSOLL, CANADA—FACTORY.

**AN EASY ONE.**

Added to our splendid assortment of  
**GOLD MEDALS.**

**ST. CHARLES  
EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best. and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**

Results are more convincing than arguments.

Our blend of **PICKLING SPICES** gives best results.

**TODHUNTER, MITCHELL & CO.,**

7 East Front Street.

**TORONTO**

NOT ONLY IN THE **MARITIME PROVINCES**

but throughout the entire Dominion of Canada have



**"Eagle" Brand  
Condensed Milk**

and

**"Peerless" Brand  
Evaporated Cream**



obtained the favor of the trade. Quality alone has won this preference.

**William H. Dunn, Montreal**

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

JOS. IRVING, 92 Wellesley St., TORONTO

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

# To the Trade . . .

In Parry Sound, Nipissing and Algoma Districts.

We wish to advise the withdrawal of our late representative, Mr. Wm. C. Sutton.

As yet we have not made any arrangements for covering your territory, and may find it necessary to solicit your business by mail for a short time.

All business you may see well to favor us with will receive careful attention, as to goods and prices and prompt shipment.

As soon as we complete our arrangements, will advise through these columns and by direct circular.

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

**FRUIT and PICKLES**

Now is the time the housewives are putting up their Winter stock. See that you are well supplied with the following :

Fruit Jars, all sizes, Rubber Rings, grey and white, Ten cent tins Bottling Wax, ready to use,  
 One lb. cakes Paraffine Wax, ready to use, Whole Pickling Spice, A I values,  
 Parke's Catsup Flavor, Imperial Vinegar, none better.  
 And to keep the flies away, Wilson's, Smith's and Bacon's Fly Paper and Tanglefoot.

**LUCAS, STEELE & BRISTOL, HAMILTON.**

THE YEAST ON THE SQUARE—  
 JERSEY CREAM YEAST CAKES.

TO THE TRADE,—

We beg to thank you for your very liberal orders for Jersey Cream Yeast Cakes since the dismissal of suit against us by the Privy Council of England. We were totally unprepared for the large business, but have done our best by shipping part orders to keep you all supplied, and trust within the next few days to catch up with orders and ship same day received, as we are largely increasing our staff.

Again sincerely thanking you,

We remain,

Sincerely yours,

**HAMILTON YEAST CO.**

THE YEAST ON THE SQUARE—  
 JERSEY CREAM YEAST CAKES.

**THEY ARE AT IT AGAIN**

Book your **TARTAN** Salmon and Canned Goods before it is too late.

**Long Distance Phone 596**

**BALFOUR & CO., - Hamilton, Ont.**

**MANITOBA MARKETS.**

Special Report from the Winnipeg Office of THE CANADIAN GROCER.  
 Quotations corrected by telegraph up to 12 a.m. Thursday, August 24th, 1905.

**B**USINESS continues very active in all branches of the wholesale grocery trade, and local houses have no reason to complain of Mid-summer dullness. Values throughout are firm and particularly in foreign dried fruits there is a very strong tendency towards much higher prices this season.

**Sugar**—Prices continue steady at the figures quoted for several weeks back. The local prices have not been affected by the speculative changes in New York. We quote:

Montreal granulated, in bbls.	5 65
" " in sacks.	5 60
" yellow, in bbls.	5 15
" " in sacks.	5 10
Wallaceburg, in bbls.	5 55
" " in sacks.	5 50
Icing sugar in bbls.	6 25
" " in boxes.	6 45
" " in small quantities.	6 85
Powdered sugar, in bbls.	6 05
" " in boxes.	6 25
" " in small quantities.	6 50
Lump, hard, in bbls.	6 35
" " in 1-bbls.	6 45
" " in 100-lb cases.	6 35

**Canned Goods**—Canned meats are in very heavy demand and salmon is selling well for September-October delivery. Prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 28	
Currants, red, 2 doz. cases, per case	3 35	
" black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2's, " " "	3 35	
Pears (Bartlett's), " " "	3 50	
Peaches, 2's, " " "	3 75	
" 3's, " " "	3 75	
Raspberries, red, " " "	2 90	
" black, " " "	3 00	
Strawberries, heavy syrup, 2's, per case.	3 28	
Plums, Lombard, 2 doz. per case.	2 35	
" green gages, 2 doz. case, per case.	2 50	
Pineapples, 2's, sliced, 2 doz. cases, per case.	4 25	
" 2's, whole, " " "	4 50	
" 2's, whole, " " "	4 50	
Tomatoes, 3's, per 2 doz. cases.	2 85	
Corn, 2's	2 20	2 35
Peas (No. 4), 2's, per case.	1 48	
" (No. 3), early June, 2's	1 63	
" (No. 2), Sweet Wrinkle, 2's.	1 88	
" (No. 1), extra fine sifted, 2's	2 68	
Beans.	1 90	1 95
Salmon, Fraser River sockeye, per case.	6 25	
" Skeena River, " " "	6 00	
" River's Inlet, " " "	5 90	
" Red Spring, " " "	5 75	
" humpback, " " "	3 75	
" cohoes, " " "	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases.	6 30	
" " " " " 5 to 9 cases.	6 20	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" " " " " 2's, " " "	1 90	
" " " " " 3's, " " "	2 60	
Soups (Van Camp's), per doz.	1 25	

**Picnic Supplies List**—Selling briskly during the hot season. We quote:

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

**Lime Juice**—Still some demand at following prices:

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

**Salad Dressings**—Selling well at following prices:

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

**Sauces**—Prices are quoted as follows:

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

**Macaroni and Vermicelli**—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets, is now quoted at 8 1-4c., a slight reduction.

**Spices**—Prices are quoted again as last week:

Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 18
Cassia, " " "	0 15
Allspice, " " "	0 12 1/2
Ginger, in 10 lb. " " "	0 10
Mixed spice, in 5 lb. boxes, per lb.	0 20
Mace, in 5 lb. boxes, per lb.	0 70
Black pepper, per lb.	0 18
White " " "	0 25
Cinnamon (ordinary), per lb.	0 16 1/2
" (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves (according to quality)	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 8 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

**Rice, Tapioca and Sago**—There have been no further changes since last week. Tapioca is still very firm with a strong tendency to advance. The demand is heavy. Japan rice has been very scarce on the local market for some time, but new supplies are now available. We quote as last week:

Rangoon rice, per lb.	0 03 1/2	0 03 1/2
Patna " " "	0 04 1/2	
Tapioca, per cwt.	3 70	4 15
Sago, per lb.	0 03 1/2	

**Pot and Pearl Barley**—Quoted as last week at following prices:

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

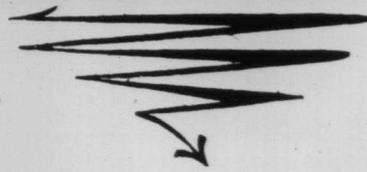
**Syrups and Molasses**—Quoted at following steady prices:

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

**Coffee**—There are no new features in the local coffee market. Prices are quoted as follows:

Whole green Rio, per lb.	0 10 1/2
" " roasted, per lb.	0 13
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 1/2
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " 1-lb " " "	0 33

**IT'S  
HOLBROOK'S**



**" THEN WE**

**KNOW IT'S**

**GOOD "**

This is the unanimous opinion of all who have tasted **HOLBROOK'S** Worcestershire SAUCE.

**GENUINE IMPORTED LISTEN!**

**YOUR CUSTOMERS LIKE IT, YOUR JOBBER SELLS IT.**

**YOU SELL IT TOO.**

# CANNED FRUITS

We have been so busy discussing the Canned Goods' situation in general the past few weeks that we have neglected mentioning Canned Fruits.

We are very pleased to be able to say that **Our Canned Fruits** this season **are the very finest** that have ever been packed in this or any other country. [Owing, however, to the very high prices we have had to pay this season for fruits (you know how much more you yourselves have had to pay for your fruits this season) and, also to the increased cost of sugar, we have had to make a slight advance in prices over last season, we could of course, have kept down the cost of packing by slack filling the tins and by using less sugar, but in conformity with **our determined policy to pack only goods of the very best quality**, we have filled the cans to their capacity and have preserved the fruits in **extra heavy syrup**. In this connection we may say that some packers have been accustomed to pack their fruits in a light syrup. We, however, have preserved our fruits in an extra heavy syrup, which means an extra cost for sugar of about 15c. per doz.

We consider it **highly important** that **you should call the attention of your customers** to the fact that **all our fruits** known as **Heavy Syrup and Preserved, under any of our brands**, are **equal to the finest home-made fruits**, and **are ready prepared for the tables of the most fastidious**. You should also draw your customers' attention to the fact that we only accept for canning purposes fruits at their highest stage of perfection and when best fit for table use.

**We guarantee our fruits to be absolutely pure and preserved with cane sugar only. Our fruits are also put up under perfect sanitary conditions and in a most scientific manner.**

If you have not yet placed your season's order for fruits you should do so at once, as the pack is limited and the demand is extraordinarily strong.

**Housewives** have come to **realize** that the **canned fruits of the Canadian Cannery, Limited**, are **cheaper in price and better in quality** than those preserved in their own kitchens. If you wish to increase your trade in canned fruits, buy and sell **only** brands such as: **Aylmer, Little Chief, Log Cabin, Bowlby's, Auto, Simcoe, Delhi, Boulter's, Lalor's, Thistle, Kent, Lakeport, Schenck's, Lowrey's, Saylor's Brands.**

CANADIAN CANNERS, Limited, HAMILTON.

Local Blends—

Mocha and Java in 2-lb. tins, per lb.	0 23
1-lb.	0 24

Cocoa—Prices are quoted locally as follows:

Epps' 1 lb package, per lb.	0 33
Fry's 1 lb " Homoeopathic, per lb.	0 30
1 lb " " tins concentrated, per doz.	2 49
Mott's Soluble, in bulk, 12 1/2 lb tins, per lb.	0 19
Cowan's, in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, 1/2's	0 25
Van Houten's, 1/2's, per doz.	2 75
Baker's, in 1/2-lb tins, 1/4-lb tins, per lb.	0 42

Chocolate—Local houses are quoting following prices:

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

Jam—Prices continue as quoted last week:

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

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins,	1 50
" " " 7-lb. tins, per lb.	0 06
" " " 4-lb. tins,	0 10 1/2
" (Upton's), 7-lb. pail's, per pail	0 50
" " " 1-lb. glass,	1 20

Nuts—Still quoted as follows:

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

Foreign Dried Fruits—There is little to add to the long resume of the situation in these columns last week. Almost every item in the foreign dried fruit list shows a strong tendency to advance. Currants have already been advanced and will go much higher. Raisins are firm and all indications point to higher prices for the new season's crop. Apricots and prunes are also advancing. We quote:

California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " " " "	0 07 1/2
" " " choice seeded in 1/2-lb. packages per package	0 06 1/2
" " " choice seeded in 1-lb. packages per package	0 08
" " " fancy seeded, 1-lb. packages, per package	0 09 1/2
Prunes, 90-100 per lb.	0 04 1/2
" 80-90 "	0 05
" 70-80 "	0 05 1/2
" 60-70 "	0 05 1/2
" 50-60 "	0 06 1/2
" 40-50 "	0 07 1/2
" silver "	0 08 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filatras, per lb.	0 05 1/2
" wet cleaned, per lb.	0 06 1/2
" Filatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in bags, per lb.	0 03 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 11 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 10 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 10
Peaches, choice,	0 12 1/2
" standard "	0 12
Pears, (choice halves) "	0 12 1/2
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
Orange	0 09 1/2
Citron	0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb.	0 19
" J.A.P., No. 1,	0 25

# Clark's Meats Have Been Tested

## And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. **He Knows** he has everything to lose and nothing to gain by buying untried products.

### What are you going to do about it?



All Grocers Should Stock

THE STAVANGER PRESERVING CO.'S

## Crossed Fish Brand

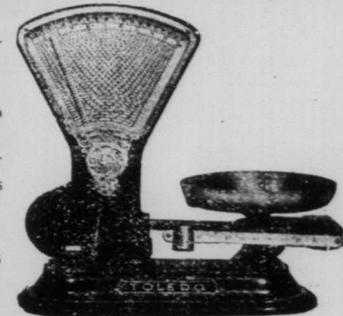
Norwegian

## Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tin

# TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

## PICKLES

"Queen Quality" Pickles

Mixed and Chow  
 Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

## Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

## DRIED APPLES

BRIGHT, DRY STOCK  
 WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

## COMMON SENSE

KILLS {Roaches and Bed-Bugs  
 {Rats and Mice

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

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

**NOTICE                      NOTICE                      NOTICE**  
**JOBBERs      Salesmen Only      JOBBERs**

*Have you heard that BODE'S GUM CO. will give away*

**\$10,000.00 IN PRIZES**

*on*

*December 31st, 1905?*

WRITE FOR PARTICULARS TO

**BODE'S GUM CO.,**

**28-30 St. George St., - Montreal, Canada**

**TAKE NOTICE!**

There may be others just as good, but there is **nothing better** than

**Bode's Brands of Chewing Gum**

The rapid growth of demand for **BODE'S BRANDS OF GUM**  
is a proof of their superiority in

**QUALITY, CLEANLINESS AND STYLE**

**BODE'S GUM CO.,**

**28-30 St. George St., - Montreal, Canada**

**'Tis Sixty Years Ago**

**COX'S GELATINE**

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

**FIRST** in 1845 in strength and purity, and first still after all these years.

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

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

**'WELLINGTON' KNIFE POLISH**

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

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

**EAGLE BAKING POWDER**

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

**AGENTS WANTED EVERYWHERE**

**J. H. MAIDEN, Agent MONTREAL**

**POULTRY, FISH, GAME AND OYSTERS.**

**WINNIPEG FISH CO.**  
 PHONE 1480.

**259 PORTAGE AVE.**

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

Ceylon, bulk, per lb.	0 18
" Pekoe P. H. T., in 1/2 chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " " No. 414 and 418, " "	0 20
" " " No. 412, in chests, " "	0 22
" " " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

**Fish—Prices continue as quoted last week.**

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

**Evaporated Apples—** As noted last week, the evaporated apple market is very firm and new supplies from the east could not be sold at the prices now quoted to the trade. We quote:

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

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

**Woodenware—** Prices are quoted as follows:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42	0 45
" " " 3 " " "	0 70	0 73
" wire hoops, 2 " " "	0 63	
" " " 3 " " "	1 00	1 05
Pails, 2 hoops, per doz.	1 35	
" fibre " " "	3 25	
Wash tubs, common and wire hoop, per nest of 3	2 00	
" " " " No. 0, per do	11 85	
" " " " No. 1, " "	9 50	
" " " " No. 2, " "	8 40	
" " " fibre, per nest of 3	2 90	
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56	
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29	
Butter tubs, fibre and cover, per doz.	4 00	
Butter moulds, for 1-lb. bricks, per doz.	1 85	

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

**Breakfast Cereals—** Quoted as last week:

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

**Eggs—** Produce houses are paying 18c. per dozen for strictly fresh eggs delivered in Winnipeg.

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

**Honey—** Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " " 5-lb tins, 1 doz. in case, per tin.	0 50
" " " 10-lb tins, 8 in case, per tin.	1 00
" " " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, ac. a word first insertion; ic. a word each subsequent insertion.

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

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

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

**YEARLY CONTRACT RATES.**

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

**TRAVELERS WANTED.**

**A MIDDLE-AGED** gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [251f]

**WANTED.**

**FLOUR** millers, situation by practical man; good references. Wilson, care Graham postoffice, Tilsonburg. [f]

**BAKER**, at once; good on bread and cakes; must be steady; state wages, with board; mixer in shop. J. Leece, Coldwater. [f]

**GROCERY** clerk wanted; state experience and salary required; also if any experience in crockery. Apply, with references, to C. Stephens Co., Limited, Collingwood. [f]

**IMMEDIATELY**, clerk for general store, to take orders in surrounding country, and deliver same; give references, experience, and full particulars. Charles Lowrey, St. David's, Ont. [f]

**SITUATION WANTED.**

**BAKER**, second hand, wishes situation. E. Band, 708 Somerset Street, Ottawa. [f]

**BAKER**, good on bread and cakes; would like a steady position; strictly temperate; could take charge. Harry Brand, Point Edward. [f]

**MADE IN CANADA**

**DIAMOND BRAND MAPLE SYRUP**

**MFD BY SUGARS LTD MONTREAL**

**HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.**

## INDEPENDENT—SURE THING!

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

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

### The Frankford Canning & Packing Co., Limited

Independent  
Packers

Frankford  
Ont.

A. H. ALLEN, Manager

**Business Changes**

**Ontario.**

**W.** O. GORDON, general merchant, Creemore, has assigned to R. Tew, Toronto; meeting of creditors held August 21.

G. Weir, grocer, Carleton Place, has sold out.

J. McKay, grocer, Hamilton, has sold out to C. Rossiter.

A. Hudgin, grocer, Toronto, has sold out to C. A. Butler.

Varey & Meyers, grocers, Port Dover, have been burned out.

W. B. Scott, miller, Milford, has advertised his business for sale.

M. J. Bailey, confectioner and fruiterer, Berlin, has advertised his business for sale.

E. M. Maitland, confectioner, Peterboro, has advertised her business for sale.

W. McGaughey, grocer and baker, Pembroke, has suffered loss by fire; fully insured.

Walter Bros., general merchants, Listowel, have suffered loss by smoke and water.

J. Clark & Co., grocer, baker, flour and feed merchant, Woodstock, has assigned to Geo. Smith.

W. Hockley, general merchant, Proton Station, has assigned to W. L. Young; meeting of creditors to be held Aug. 25.

W. Cochrane, general merchant, Baltimore and Burnley, has assigned to W. Harstone; meeting of creditors to be held Aug. 29.

**Quebec.**

E. Gagnon, grocer and liquor dealer, Quebec, is dead.

The stock of H. Picard, grocer, Montreal, has been sold.

The assets of Z. Brunt, grocer, Montreal, were sold Aug. 18.

Sharpe Bros. have registered as provision merchants, Montreal.

M. P. Dixon & Co., general merchants, Beebe Plain, have assigned.

The assets of M. L. Rosseau, grocer, Montreal, were sold Aug. 23.

The assets of M. Amyot, grocer, Montreal, are to be sold Aug. 25.

The assets of E. Gibeault, hay merchant, Ste. Martine, are to be sold.

E. A. Waugh & Co. have registered as grocers and liquor dealers, Montreal.

Gillespie & Co. have registered as wholesale grocers and wine merchants, Montreal.

**Nova Scotia.**

E. M. Boutilier, fish dealer, Halifax, has suffered loss by fire to the extent of \$5,000.

McLeod & McDonald, general merchants, Inverness, have assigned to G. O. Forsyth, official assignee.

**New Brunswick.**

W. A. Fowler, general merchant, Belle Isle Creek, is offering to compromise at 50 per cent.

**Manitoba and N. W. T.**

P. W. Martin, general merchant, MacGregor, is selling out.

C. H. Evans, grocer, Medicine Hat, has sold out to W. J. Brougham.

A. E. Smalley, Westbourne, general merchant, has sold out to P. W. Martin.

Hamelin Bros. & Co., general merchants, Melita, have sold the Lauder and Findlay branches.

**British Columbia.**

Chas. Richards & Co., general merchants, Fernie; claims requested to be filed before Sept. 7.

Who doesn't sell

# YORK

Metal Polish? It has no equal. Can be had in liquid or paste; is clean and brilliant. 10c. and upwards.

Send for Sample.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., TORONTO

**WE IMPORT**

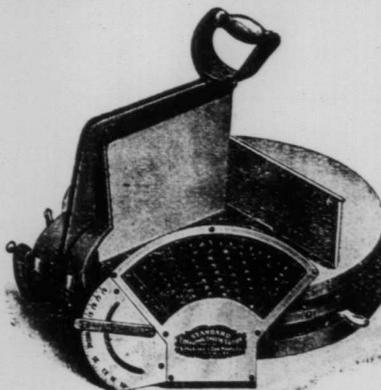
Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

**WE EXPORT**

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.  
Let us hear from you.

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

**THE STANDARD**



**Computing Cheese Cutter**  
**INSURES PROFITS**  
IN CHEESE

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

Every grocer can afford it.  
No grocer can afford to be without it.

Price and Terms Right. Write for Folder.

**THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,**  
516 Board of Trade Building. - TORONTO

**TRADE**  
is there all right.

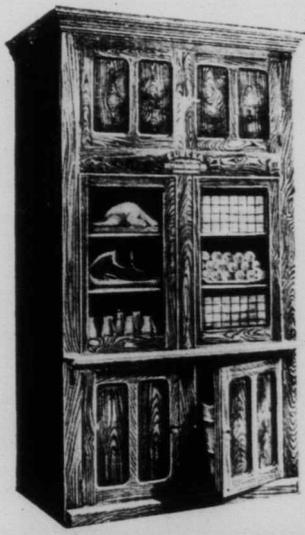
## SYRUP OF MALT

## EXTRACT OF MALT

A cough cure and tonic respectively. Should be on your shelves. They are not expensive.

SEND FOR SAMPLE.

**GEO. SLEEMAN, Guelph, Ont.**



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO.**  
TORONTO, CAN.

**THIN CASE LINING PAPER**  
ALL SIZES FOR SHOE CASES **CHEAP AND EFFICIENT**

**CANADA PAPER CO.**  
TORONTO LIMITED MONTRÉAL

SAMPLES AND PRICES FOR THE ASKING.

This design a guarantee of quality

Established 1860

# The Park, Blackwell Co.,

Limited

Pork and Beef Packers

Lard Refiners

Provision Merchants

Manfrs. Canned Meats

**Toronto, Ontario**



We are always in position to execute promptly all orders  
for

**Pork and Beef Products,  
Canned Meats,  
Lard, Butter, Eggs  
and Cheese**

If our travellers are not calling upon you write us for Price List and  
send us your orders direct.

**Quality always reliable.**

**Prices right.**

NOTE.—For the convenience of our Cape Breton customers we have established a branch  
warehouse with full stocks of meats, etc., constantly on hand.

BUTTER  
CHEESE  
EGGS

## DAIRY PRODUCE AND PROVISIONS

BACON  
LARD  
HAM

### CHEESE AND BUTTER BULLETIN

Montreal, Aug. 24, 1905.

**T**HERE has been another advance in the cheese market. Unfortunately, however, it seems as if this last advance had again been too sudden and carried too far, and the consequence will probably be another dull spell until British importers get accustomed to the higher prices and again commence to send in their orders.

While the situation, as formerly pointed out, is undoubtedly strong, the high prices ruling at present are certainly a "stumbling block" for legitimate order business, and the more conservative dealers are commencing to show a desire to sell their present holdings rather than add high priced stock to them; in fact it is not considered safe or good policy to stock up with goods at present high prices for future demand, no matter how sound the situation may appear at present. There is a limit to the value of goods, and when any article which has been considered a necessity becomes a luxury, the general demand falls into insignificance, and then the available supplies are bound to meet a limited demand.

The supplies from Canada are undoubtedly a most important factor in the British cheese markets, but, after all, there are many other sources of supply to be considered. When our season of production ends a new season opens in the Antipodes, and thus it goes on. The British consumer may be obliged to pay a little more for his pound of cheese, and perhaps he may eat a little less to even up; at any rate it is well for merchants to act with caution when prices reach a point where the consumption might fall off.

Our stocks are still at a low point, but while our recent shipments are now showing a decrease as compared with last year, stocks in Great Britain have lately shown a slight increase. On the other hand, our daily receipts are falling off, and there is no doubt a considerable shrinkage in the flow of milk. Present values may therefore be justified, but there does not seem to be much room to continue the upward movement in prices.

Butter has also advanced again. Reports from the United Kingdom tell us that butter has not been selling well; a considerable quantity has been carried over until it became stale, etc. This is unfortunate, but we have no control over it. If the British importer wishes to speculate for higher prices and overholds his butter, it is his property, and he can do what he likes with it. But if this deteriorated article is put on the market as finest Canadian creamery it may be said that our product may suffer in reputation, and we may lose business without any fault of ours. Our average quality of creamery butter, while it is fresh, is wholesome and

palatable, and it does not seem right that speculation should be allowed to ruin the reputation of our product.

From our present standpoint prices are not likely to recede, and, as butter is wanted, a good, fair trade should result. The British retailer may resort to cheap substitutes, as "Margarine," but where butter is wanted such substitutes will not fill the demand.

Dairy butter continues to be scarce and dear, and will probably remain in this position for the balance of the season.

### LONDON, ENG., PRODUCE LETTER.

(By Our Own Correspondent.)

**T**HE public holiday during the week of Aug. 10 has had the effect of making the spot demand for butter even quieter than usual, but, owing to the general shortage, good prices are being asked and, in most cases, realized. Naturally the retail trade is viewing the upward tendency with considerable anxiety, and it remains to be seen whether they will continue to buy at present stiffish prices.

The London market has not responded to Canadian prices; nor can it be expected to do so, owing to the upward leaps and bounds of quotations, and buyers have been compelled to recede. For instance, to-day (Aug. 10) quotations on eastern creameries c.i.f. stand at 108s. as against 102s. a week ago, and those firms who were fortunate enough to purchase at a lower figure than ruling have cleared out at a substantial profit. But at such a price it seems almost an impossibility for merchants to make money, and unless stocks are very short Canadians will find it difficult to command the prices asked for.

In the matter of quality, reports go to show that there is still considerable variation in quality, and this also deserves consideration. It is felt that, in course of time, Canadians will succeed in shipping butter of a more uniform quality, and it might be said right here that if a milder butter can be sent along, it will be a decided improvement. Some of the casks, casually inspected, are found as salt as brine. This refers more particularly to the London market.

As to packages, there appears to be a decided preference for boxes over pails here, the former securing a saving of from one to two shillings in the handling. This does not mean to imply that pails do not give satisfaction, for, taken together, they give no cause for com-

plaint, although some districts ship better than others.

The Danish market is unchanged to-day and quotations are steady, the rapid advances of late interfering very much with the sale. Finest Danish butter is quoted at 120s. to 122s. New Zealand is expecting to realize high prices for butter also, having rapidly cleared off their last shipments over here some weeks back. This is evidently going to be a year of great caution in the butter world here, for with confusion reigning in Russia, heavy calls from the continent on Danish supplies, and short supplies from elsewhere, buyers, unless careful, will be involved in heavy losses. As is always the case in such situations, the speculative element is strong.

In regard to the question of the butter supremacy on this side, about which some mention was made in The Canadian Grocer of July 14, the palm would undoubtedly go to the country producing butter of the most uniform quality and weight, and the most regular supplies. The ever-varying demand of the world's markets forbids regular supplies to this country and gives birth to that speculation in which both quality and weight are often sacrificed, so that there seems little probability of any country ever being in a position to claim the palm as its own. But at the same time it must be fully understood that the public demand, which after all is of paramount importance, will always be for the best quality, and the country that neglects to turn out the finest grade will have to take a back seat. There are periods in every year when butter from each country shows improvement over others for the time being. A correspondent reports that he has seen New Zealand equal to Danish, and others could say the same, especially in regard to last season. For that matter, times have been—not seldom either—when Canadian butter has been voted "equal to any." When salting, the limit should be from 2 per cent. to 3 per cent. of salt, for heavily salting simply means deteriorating the value, which in the long run is against the maker.

Last minute reports show that the bacon market is firm, and prices are on the upward turn. Supplies are shorter than was expected from most sources, and, although there has been an advance of from 2s. to 3s. on Canadian, good sales are secured.

In cheese, the market is firm and active, with an all-round shortage. There are very few fine Canadian left, and all classes of Dutch are taken up on landing. The general outlook is good.

# MILK.



This is the Condensed Milk Package the public throughout Canada recognize as a guarantee of richness and purity.

It pays the Grocer to sell Milk that is sure to please.

The reliable character of Reindeer Condensed Milk is the reason why so many grocers give it prominent shelf-room.

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

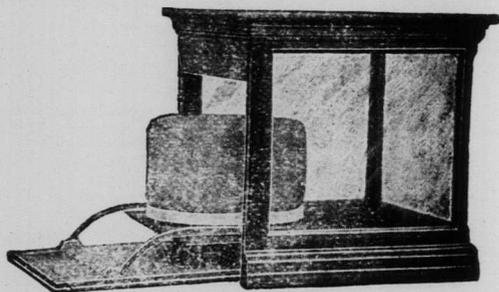
# SHORT ROLLS

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

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

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

## PROFITS IN CHEESE



**Mice, Insects, Dirt, Shrinkage, Samplers**  
The Enemies of the Grocer who sells Cheese.

### Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters. Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

**PRICE \$7.50** The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.  
F.O.B. Factory

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

**The Walker Pivoted Bin and Store Fixture Co.**  
Factory, BRAMPTON      Head Office, TORONTO

## ALWAYS PREPARED

to furnish prices on car lots or less in

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

**OUR MOTTO:**  
Prompt shipment and one quality, namely, the best

**The J. A. McLean Produce Co., Limited**  
**EXPORTERS and WHOLESALE DEALERS**  
73-75-77 Colborne Street  
**Toronto.**

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

**Provisions**—The market has been fairly good since our last, demand continues to advance, with little change in arrivals. Smoked breakfast bacon has advanced 1c. Lard has again advanced 1-4c. Hogs are slightly easier, purchases having been made at \$9.75.

We quote for this week:

Long clear bacon, per lb.	\$0 11 1/2
Smoked breakfast bacon, per lb.	0 14 0 15
Roll bacon, per lb.	0 11 1/2 0 12
Small hams, per lb.	0 14
Medium hams, per lb.	0 14
Large hams, per lb.	0 13
Shoulder hams, per lb.	0 10 1/2 0 11
Backs, per lb.	0 15 0 16
Heavy mess pork, per bbl.	17 50
Short cut, per bbl.	21 50 22 00
Shoulder mess pork, per bbl.	14 50 15 30
Lard, tierces, per lb.	0 10 0 10 1/2
" tube	0 10 1/2 0 10 1/2
" pails	0 10 1/2 0 10 1/2
" compounds, per lb.	0 07 1/2 0 07 1/2
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 50 8 75
" front quarters	5 00 5 50
" choice carcasses	6 00 7 00
" common	5 00 6 00
Mutton	0 08
Spring lamb	0 10 0 11
Veal	0 07 0 09 1/2
Hogs, street lots	9 75 10 00

**Butter**—Arrivals of butter are still coming in slowly, this fact with demand on a steady increase has resulted in still further stiffening prices, and creameries have made a further advance of 1c.

All arrivals to hand have been sold for immediate consumption, nothing going into cold storage to increase stocks. Available stocks have not been known to be so low for a long time. The present conditions are expected to continue until after harvest operations are completed, so that with the usual steadily increasing demand at this season, prices are expected to continue firm. We quote:

Creamery prints	Per lb.	0 23
" solids, fresh	0 22	
Dairy prints	0 19 0 20	
" in tubs	0 18 0 20	

**Cheese**—The market in cheese continues to firm up in sympathy with the butter situation, prices being advanced 1-4c. Home consumption is good, with foreign markets steady, owing to lower basis of the U. S. prices. The export market is not expecting any serious movement until prices reach a more steady basis.

Cheese, large	Per lb.	0 11 1/2
" twins	0 11 1/2	

**Cheese Board Report.**

(For week ending August 22.)

Board.	Boxes.	Price.
Belleville	3,695*	0 11 1/2 0 11 5-16
Brockville	4,834*	0 11 1/2
Cowansville	1,074	0 11 1/2 0 11 5-16
Russell	600	0 11 1/2 0 11 1/2
Woodstock	3,153*	0 10 1/2 0 10 1/2
Stirling	750	0 10 13-16
Campbellford	1,350	0 10 13-16
Pictou	780	0 10 15-16 0 11
Madoc	1,000	0 11 0 11 1-16
Kingston	1,075*	0 10 15-16
Tweed	440	0 11 1/2
Perth	5,350*	(not quoted)
Listowel	1,715*	0 11 1/2
Napanee	1,950*	0 11 1-16 0 11 1/2
Ottawa	1,764*	0 11 0 11 1/2
Kemptville	1,380*	0 11 1/2
Farnham, Que.	182	0 11
Iroquois	1,062	0 11
Huntington, Que.	260*	0 11

\* White and colored.

**MONTREAL.**

**Provisions**—There is no change in the provision market. Trade is fair, and the demand steady, both local and country. Fair trade is passing in lard. Hams and bacon are steady and receiving good support from local trade. Receipts of live hogs are equal to demand, though packers are not prepared to pay prices asked too readily.

Lard, pure tierces	0 10
" 5-lb. tubs	0 10 1/2
" 20-lb. pails, wood (10)	2 10
" cases, 10-lb. tins, 60 lbs. incase	0 10 1/2
" 5-lb.	0 10 1/2
" 3-lb.	0 11

**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

**FREE TO BUTCHERS**

We are in receipt of a communication from C. S. Page, Hyde Park, Vt., which authorizes us to say to those of our readers who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

**EXPORT TRADE DEPARTMENT.**

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

**JAMES MARSHALL,** ABERDEEN, - SCOTLAND. Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space \$15 per year.

**DAVID SCOTT & CO.,** Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

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

This space \$15 per year.

Telegraphic Address, "Fondants, London."

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

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

**E. BIERMANN & CO.,** FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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

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

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

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

**THOS. BOYD & CO.,** 38 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England** We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. LONDON, LIVERPOOL, GLASGOW. Western Union Code.

**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C., IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield We buy outright.

# BUTTER

When you have one or 100 tubs  
write us for price

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

## BUTTER and EGGS

— WE ARE —  
**BUYERS and SELLERS**

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

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



**WILSON'S  
FLY PADS**

WILL CLEAR THEM OUT  
BEWARE OF SUBSTITUTES

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

# Butter Tubs

**BEST WHITE SPRUCE**  
50—30—20 lb.  
**ORDER NOW**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

Lard, Boar's Head brand, tierces, per lb.	0 06½
" " " 4-tierces, per lb.	0 07½
" " " 60-lb. fancy tubs.	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 13 0 14½
Extra plate beef, per bbl.	11 50 12 00

**Cheese**—The cheese market is keeping operators interested. The high prices ruling and the condition of the English market does not make for profitable business by dealers. Activity is the leading characteristic of the market. The report that dealers cannot get orders at present prices would indicate the presence of short interests. Prices, 11 1-4c. for Quebec, 11 3-8c. for Township, and 11 1-2c. to 11 5-8c. for Ontario.

**Eggs**—The egg market is firm in tone but unchanged as to our last prices. An improvement is shown in stock arriving due to cooler weather and the fact that hens are getting the benefit of the grain fields. Country buyers report having to pay 16c to 17c. for straight gathered stock, though in exceptional cases 15 1-2c. was paid. Selects are selling at 22c., No. 2 15 1-2c. to 16 1-2c. and straight gathered 17 1-2c. to 18c.

**Butter**—Butter market is firm and steady. Trading is not heavy and buyers complain of inability to get supplies at profitable prices. Fancy Township creamery is quoted at 22 3-4c., choicest 22 1-4c. to 22 1-2c., and good to fine 21 3-4c. to 22 1-4c.

Finest creamery	0 22½ 0 23
Fine	0 22 0 22½
Medium	0 21½ 0 22
Fresh dairy tubs	0 17 0 18½

### MANITOBA.

**Creamery Butter**—Prices are unchanged since last week. We quote following selling prices to the retail trade:

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

**Dairy Butter**—The future of the market is uncertain, but in most quarters a decline is looked for. Local houses are paying 14c. per lb. f.o.b. country points this week for No. 1 dairy.

**Cheese**—Prices are now quoted as follows:

Finest Ontario, large	0 11½
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11½

**Lard**—We quote:

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

**Cured Meats**—Prices are unchanged from last week. We quote:

<b>SMOKED MEATS.</b>	
Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Bacon, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" " heavy, 20 to 30	0 12½
" " assorted sizes	0 08
Picnic, " " "	0 08
Shoulders, " " "	0 14½
Bacon, " breakfast bellies	0 12
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12

Manitoba butts	0 08½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

### DRY SALT MEATS.

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

### BARREL PORK.

Heavy mess pork, boneless, per bbl	16 00
" " " per ¼ bbl	9 00
Standard mess pork, per bbl	16 50
" " " per ¼ bbl	9 25

### PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
hocks, " "				0 04

### ST. JOHN.

**Provisions**—In barrel pork prices are higher, stocks are very light. Heavy mess pork can hardly be bought in the local market. There is a fair supply of clear. There is a wide range in quality. Beef also higher. Canadian is very scarce. In pure lard, western packers largely out of the market. Prices higher. Refined has also been slightly advanced. In hams, prices quite high. Rolls scarce. Fresh beef is dull. Domestic is low and of but fair quality. Lamb keeps at quite full price. Farmers are busy haying. Veal has but a light demand. Little offering. Mutton, dull. Pork has little sale.

Mess pork, per bbl.	\$18 50	\$19 00
Clear pork " "	18 00	20 00
Plate beef " "	14 00	15 00
Domestic beef, per lb.	0 05	0 06
Western beef " "	0 08	0 08½
Mutton " "	0 07	0 08
Veal " "	8 00	9 00
Lamb, each " "	0 07	0 08
Pork " "	0 15	0 16
Hams " "	0 15	0 16
Rolls " "	0 11	0 11½
Lard, pure, tubs " "	0 11	0 12
" " pails " "	0 08½	0 08½
Refined lard, tubs " "	0 08½	0 09

**Butter**—Prices rather higher, particularly for best grade. Supply of best quality not large. There is always a sale for good butter, but people keep making poor stuff and wasting money and time.

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

**Eggs**—There is just a fair supply. The market is chiefly supplied from Prince Edward Island. Prices rather higher.

Eggs, hennery	0 20	0 22
case stock	0 17	0 18

**Cheese**—Advanced prices are asked. The make in these lower Provinces is light. Twins are in demand.

Cheese, per lb.	0 11½	0 12
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### FIRST FOR JAPAN.

The first shipment of Canadian cattle ever made to Japan will sail from Vancouver to Tokyo via the Athenian on Sept. 18 next. They will be used for improving the cattle breeds of Japan.

Casey & Macdonald, general merchants, Balcarras and Coupar, have dissolved partnership.

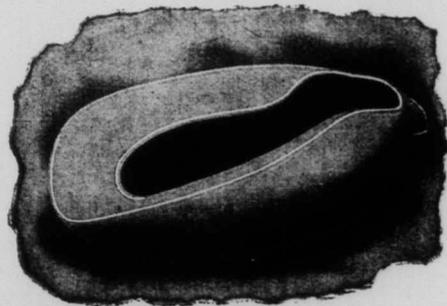
# Blue Ribbon

If there is one thing more than another that a grocer ought to have it is a policy of continuity—continuous support of worthy goods, continuous rejection of unworthy goods.

## Blue Ribbon *Ceylon* Tea

has done more for your sales than any other tea—made them stationary when before they used to fluctuate, corralled the fastidious buyers when before you could not please them. Let no one alienate you from **Blue Ribbon Tea**. Red Label Line, 40c.

### The Comfort



#### Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

**R. Campbell's Sons**

Hamilton Pottery

HAMILTON, ONT.

You Visit

**MONTREAL**

Sometimes, Don't You?

Next time don't fail to see our samples of

**CROCKERY**

AT

401-402 *Coristine Building*

**MONTREAL**

**BARNARD & HOLLAND CO.**

N.B. Always glad to hear from you by mail

### Canadian Fruits

We are receiving daily  
**BLACK CAPS, LAWTONS,  
 BLACK CURRANTS, PEACHES,  
 PLUMS, APPLES, PEARS.**

### Canadian Vegetables

**TOMATOES, CUCUMBERS,  
 GREEN PEPPERS, EGG PLANT,  
 CORN, CABBAGE, ONIONS.**

McWILLIAM

**Mc. AND E.**

EVERIST

TORONTO, ONT.

### Foreign Fruits

**ORANGES, LEMONS, BANANAS.**

### Sundries

**SWEET POTATOES, LIMES,  
 WATER MELONS.**

Phone  
 Main 520.

**THAT**

63 Front  
 East.

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

**TOM SMITH,**

Fruit Broker, - - - TORONTO.

**TOMATOES, CUCUMBERS  
 GREEN CORN, CABBAGE**

Buy from the Grower and get  
 absolutely fresh stock.

**RIDGE HALL FRUIT FARMS**

E. E. ADAMS, Leamington.

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

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

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## GREEN FRUITS AND VEGETABLES

The fruit and vegetable growers of Hamilton held their third annual picnic at Brant House Park, Burlington Beach, on Aug. 16.

A new building is under way in Berlin, Ont., on King street, between the Schlieman and Rose stores. When completed it will be occupied as a fruit store by Longo Bros.

In his latest report to the Department of Trade and Commerce, Ottawa, C. M. Kittson, Canadian Commercial Agent to South Africa, says South Africa imports a considerable quantity of box shooks for her productions of apples, pears, eggs, bananas, etc. Sweden at present monopolizes the demand, but there is no reason why Canadian manufacturers should not get a share of the trade if they will adapt themselves to the requirements of South African importers.

Recent estimates made from present indications of the California citrus crop for next year point to a record-breaker. That there will be upwards of 35,000 carloads is certain, and the aggregate may reach 40,000. The current year ends Oct. 31, with shipments that will total more than 30,000 cars, and the daily average now is about 20 cars.

If the estimates given prove correct the crop next year will break the record by fully 5,000 cars, as the present season is doing by about 3,000 cars. Returns for the shipments this season show that the Southern California Fruit Exchange will have distributed \$7,000,000 to growers for fruit shipped for its members. Close calculation upon the output for next season places the net amount that will come to the growers at about \$12,000,000.

Reports to hand from the Niagara fruit district say that the peach crop is an abundant one. At the same time it must be remembered that the total number of trees at present under bearing is very considerably less than the total number of say two years ago. The hard Winter which followed that season was a very severe test and greatly thinned the trees; later still, the San Jose scale added to the damage, so that while the crop per acre will probably be satisfactory, it is a debatable question whether in the aggregate the crop will meet the demand. It is computed that hundreds of acres have been depleted in the manner mentioned, so that what may be now considered an excellent crop must not be taken in comparison with the good crop of a few years ago. Besides this there are nearly twice as many canning factories doing business this year, so that it is very questionable whether prices will fall as low as was expected. The low price quoted at the present moment is for inferior fruit.

The apple crop is a complete failure, owing to the insect pest. The yield,

however, of plums and other fruits is so abundant that the scarcity of apples will hardly be felt.

The potato crop in the immediate neighborhood of Toronto is showing signs of rot on account of the late excessive rains.

Originally an excellent crop was expected, prospects were promising for abundance, and good prices were expected, but with the heavy rain conditions have changed, and great disappointment is the result.

The present outlook of the lemon market is disquieting. The universal use of the lemon places it under the category of almost a household necessity.

The news, therefore, that spot stocks have been depleted for some time, and that available stocks from outside points have now become exhausted, make the situation for the moment a serious one.

It is not unusual for some fifty thousand cases to change hands in Toronto alone in one week, and this is only about sufficient to keep the market steady and prices within reach.

From reliable sources we learn that California has quite stopped supplies, and that there are only about four thousand cases afloat from the primal markets of Italy with which to replete the whole of the American continent—a mere drop in the ocean.

This being the situation, holders of lemons are not inclined to rush sales of the small stocks on hand. It will not, therefore, be surprising to see the market reach fabulous prices before the new fruit arrives, which will not be before October.

### ONTARIO MARKETS.

#### Green Fruit.

Toronto, Aug. 24, 1905.

THE home market continues good, consumption is steadily advancing, the return of holiday folks is making a perceptible increase in trade. The scarcity in lemons is still an important feature. Californians are all gone, Italians are nearly depleted; there are only some four thousand cases afloat to supply the whole American continent. The demand for lemons is always a steady feature on market, and with these conditions it will not be surprising to see prices reach eight dollars before new season's arrivals in October.

Bananas are easier on account of increased arrivals. Domestic peaches are also coming in freer and prices have dropped for the larger fruit. Gooseberries are now off the market. Lawtonberries have dropped. Canadian cantaloupes are now quoted at baskets 40c., crates one dollar. Californian Tokay grapes are arriving in very good condition, and are quoted at three dollars and

three twenty-five. Other prices are unchanged. We quote:

Oranges, late Valencias, per box.....	5 00	6 00
Lemons, Verdilli.....	1 75	2 00
Bananas, large bunches, crated.....	1 25	1 35
Bananas, 8's, per bunch, crated.....	0 75	0 95
Bananas, 7-hand bunches, off track.....	2 25	3 50
Bananas, red, per bunch.....	1 75	2 00
Peaches, California per crate.....	0 50	0 75
" domestic, per basket.....	3 20	3 75
Pears, California, per box.....	1 75	2 00
Plums, per crate.....	0 50	0 50
" domestic, per basket.....	3 00	3 25
Tokay grapes.....	0 75	1 00
Cantaloupes, Rockafords, per crate.....	0 75	1 00
" Indiana gems, per basket.....	0 30	0 35
" Canadian, baskets 40c, crates.....	1 00	1 15
Watermelons, each.....	0 30	0 35
Huckleberries, per basket.....	1 00	1 15
Apples, new, per basket.....	0 08	0 09
Lawton berries.....	0 08	0 09

**Vegetables.**

The home trade is showing only very moderate activity. Supplies coming to hand are by no means too abundant, which alone accounts for the firm parity of prices. Domestic tomatoes are arriving more freely, with the result that prices have steadied and are now firm at twenty to twenty-five cents. Jersey sweet potatoes are coming in in good condition, and are now quoted at \$3.50 to \$4. Green pepper has dropped to 50c. Other prices remain unchanged. We quote as follows:

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

**QUEBEC MARKETS.**

**Green Fruits.**

Montreal, Aug. 24, 1905.

The fruit market, according to dealers' statements, is active and shows improvement over that of last week. This is due to the fine weather we have had for the last few days.

The total receipt of fruit seems to be larger, too, judging by the appearance of the stores, which are encumbered with all kinds and grades of domestic and foreign fruits. On Monday morning were sold by auction five cars of California fruits as follows: Bartlett pears, very best stock, \$3.25 to \$3.65; ripe pears, \$1.25 to \$1.80; peaches, \$1.10 to \$1.55; plums, \$1.50 to \$2.40.

Bananas are more plentiful owing to fifteen cars having arrived last week, instead of eight for the previous week. Still it is not believed that the larger receipts will affect prices. The demand, though not active, keeps up well enough.

Lemons, scarce as ever and always in fair demand, are sold between \$5 and \$6, although \$5.50 appears to be the lowest price. Oranges are not to be found at present on the Montreal market; some are expected soon, however, and will probably sell at about \$5.50 per box.

Apples are also in fair quantity. They are Duchess and Astrakan, and are worth from \$3 to \$3.25 per bbl. There seems to be a good inquiry for them. Montreal muskmelons, in fair lots, are selling between \$7 and \$10 per basket,

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**Fancy New Lemons, Fancy Ripe Bananas, and other goods.**  
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AUG 28 1905

To Owen Sound

at Booth 31

Page 33

*Gunther's*

with an ordinary demand. Lake St. John blueberries, rather scarce and not much inquiry, sell at \$1.15 to \$1.25 per box. Prices are generally about the same as those of last week. We quote:

Pears, boxes.....	3 50	4 00
Plums, crate.....	2 00	2 50
Peaches, box.....	1 75	2 00
Apricots, crate.....	1 25	1 40
Apples, bbl.....	3 25	3 25
Dates, per lb.....	0 04	0 04
California cherries, box.....	3 00	3 00
Bananas.....	1 75	2 15
Cocoanuts, per bag of 100.....	3 25	3 25
Pineapples, 24 to case.....	5 50	5 50
30 to case.....	4 75	4 75
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	5 00
California navel oranges, per box.....	5 50	5 50
New Messina lemons 30's.....	6 00	6 00
"    "    360's.....	5 00	5 00
Apples Winter varieties.....	4 00	7 00
Sweet potatoes, per bbl.....	3 50	3 50
Cantaloupes, per crate.....	6 00	6 00
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	1 15	1 25

### Vegetables.

Dealers continue to receive large lots of domestic vegetables, but do not claim there has been much improvement over last week's trade. The demand is only fair and steady and stocks over supplied.

As before, the arrivals consist of cabbages, cucumbers, tomatoes, celery, etc. Prices for cucumbers and cabbage are easier on account of the big stocks carried by local dealers.

Onions are not so plentiful, there being only Spanish onions, which enjoy only a very moderate demand at \$2 per case. New potatoes continue in favor at firm prices. We quote:

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

### MANITOBA.

#### Green Fruits.

Winnipeg, Aug. 23, 1905.

The local market is almost bare of some fruits. The quarantine in New Orleans has stopped shipments of bananas and California small fruits are not coming forward very rapidly. We quote:

California Bartlett pears, per case.....	4 00	4 00
"    peaches, per case.....	1 65	1 65
"    Wicksen plums, per case.....	2 00	2 00
Washington pears.....	3 25	3 25
"    Italian plums (blue), per case.....	1 50	1 50
American Duchess apples, per bbl.....	7 00	7 00
Late Valencia oranges, 120's.....	5 25	5 25
"    "    150's.....	6 00	6 00
"    "    170's to 250's.....	6 50	6 50
Fancy Cal. lemons, 300's and 360's.....	10 00	10 00
10c. off in 8-case lots.....	2 50	2 50
Pineapples, per doz.....	6 00	6 00
Watermelons, per doz.....	6 00	6 00

### Vegetables.

We quote:

Parsley.....	0 40	0 40
Mint.....	0 45	0 45
Native onions, per lb.....	0 04	0 04
Carrots, per bush.....	0 40	0 40
Beets.....	0 80	0 80
Turnips.....	0 40	0 40
Potatoes.....	0 65	0 65
Celery, per doz.....	1 20	1 20
Lettuce, per doz.....	0 50	0 50
Radishes.....	0 50	0 50
Cucumbers.....	0 40	0 40
Green onions, per doz.....	0 30	0 30
Egyptian onions, per lb.....	0 03	0 03
New California cabbage, per lb.....	0 02	0 02
Australian onions, per lb.....	0 05	0 05
Bermuda onions, per case.....	2 00	2 00
New Potatoes, per lb.....	0 02	0 02
Tomatoes, (Ontario) per basket.....	1 50	1 50

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## The Deep Sea Fisheries of the Atlantic Coast

### HOW THE FISH ARE TAKEN

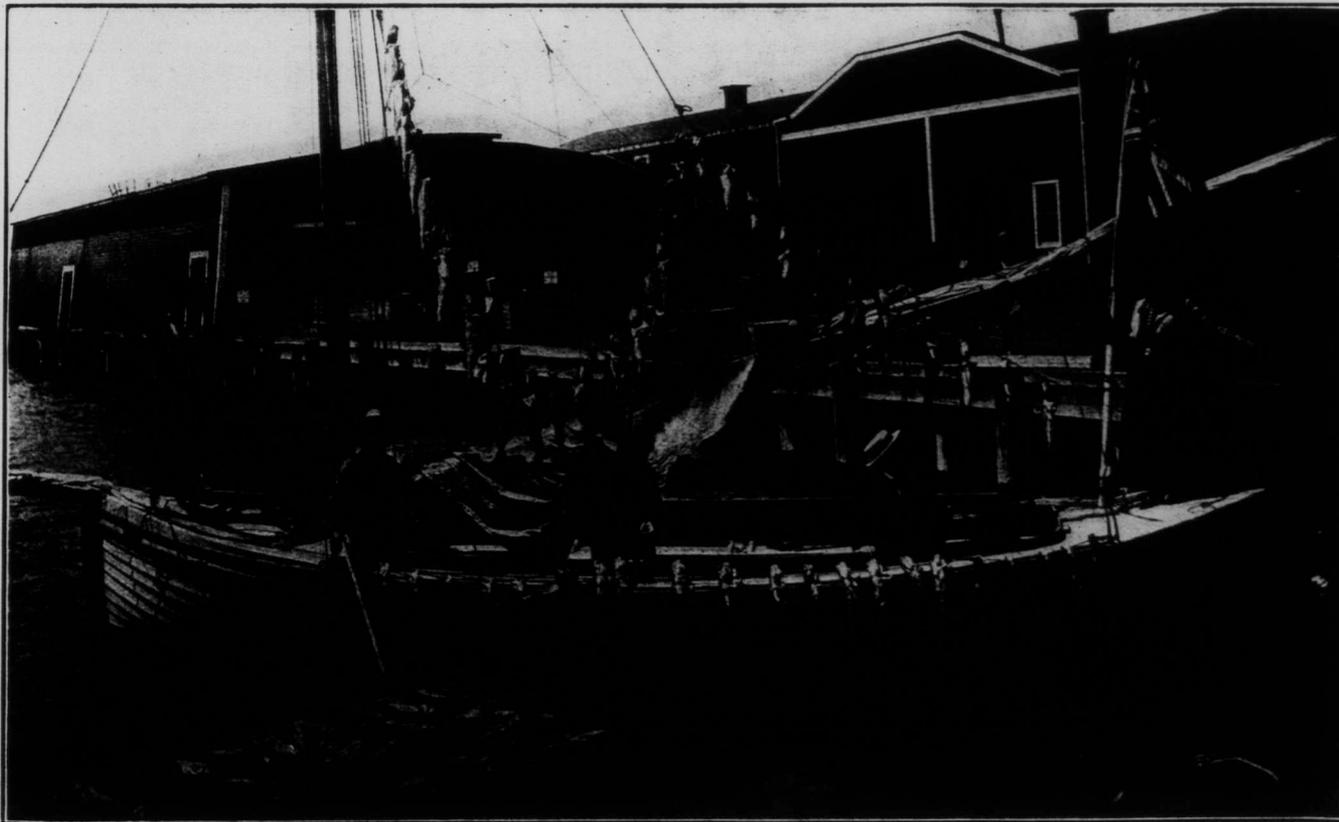
**T**HE extent and value of the Atlantic deep sea fisheries of Canada are little known in Western Canada, except among those who are directly interested in them as fish dealers. It will be of interest to our readers to hear something of methods pursued in catching, curing and marketing this form of food, which is more and more entering into consumption all over the Dominion. People are now beginning to realize that in the codfish they can get the very best form of food, having nearly as much nourishment pound for pound as the best beef, and which can be prepared in so many different ways that it is always a tempting dish.

fleet consists of about two hundred vessels varying in size from fifty tons to one hundred and twenty tons, valued at about \$1,000,000 and employing about four thousand men and boys.

(1) Trawling.—This fishing is prosecuted in vessels of about 100 tons, with from 15 to 18 men in each vessel. They begin to fit for the voyage about March 15 each year. The fitting consists of taking on board food for two months, a quantity of coarse salt, usually obtained from Trapani or Turk's Islands, and a quantity of frozen herring, say 15,000, for bait. The last are stored in pens built in the vessel's hold, and packed in ice.

1,000 hooks to the trawl. Each vessel will carry from 14 to 18 of these trawls according to the number of men. To each end of the trawl there is attached a mooring rope, usually 90 fathoms long, with a small anchor for mooring the trawl and a buoy with staff and flag to locate it by. Each vessel carries seven or eight boats or dories, which rest into one another and stand on the decks amidship on both sides of the vessel. Two men and one trawl go to each dory.

The vessels sailing from Lunenburg in the Spring go to what is known as the Bank Queereau, La Have Bank, or Sable Island Bank. On arriving at the spot



A Deep Sea Catch off Yarmouth (Courtesy of Yarmouth Herald.)

The three fishes that make up the bulk of value in the deep sea fisheries are (1) cod; (2) haddock, (3) hake. They are put in order of excellence, for while as fresh fish the haddock is decidedly superior to the cod, as a salted fish the cod is much better, and as will be seen in the deep sea fisheries all the fish must be salted.

There are three methods pursued in catching the fish—(1) trawling, (2) hand-lining, (3) trapping. On the Atlantic seaboard the most important fishing fleet hails from the county of Lunenburg, Nova Scotia, commonly called "The Gloucester of Canada." This

Each vessel is fitted with a large Manila hawser, usually 9½ inches in circumference and about 240 fathoms long, for anchoring on the banks. Rope is used as it has been found that chain has not the necessary resiliency, besides being too heavy. The trawl, so called, is made up of about 1,000 fathoms of tarred cotton line of about the thickness of a lead pencil, weighing 22 lbs. to 300 fathoms—called the head-line. At every fathom of its length there is attached a much lighter tarred cotton line weighing but 5 lbs. to 300 fathoms and one-half fathom long. To the end of this light line is attached the hook, thus giving

where the captain has decided to try, the vessel is anchored, her sails furled, and what is known as a riding sail put up in place of the mainsail. The trawls are then baited with pieces of herring and put in tubs four to a dory. The dories are then launched and proceed to windward to set the trawl. This is done by dropping the anchor with trawl and buoy attached, and while one man rows the other pays out the trawl, dropping the other anchor at the end. In hauling the trawl they simply pick it up by the mooring and under-run it, taking off the fish and re-baiting the trawl if the captain decided to stay on that ground.

RETURNE  
SEP 3 19

To Lunenburg  
out Book  
Page 82

SO

The fish so taken are taken to the vessel and forked onto the deck where the dressing crew awaits them. These consist of header, throater, splitter and salter. The throater cuts the throat, the header removes the head and entrails, saving the liver for oil, and the splitter splits the fish down the belly to the tail and washes it in clean water, and the salter puts sufficient salt on it to preserve it until it can be landed for curing. The fish are then packed away in the pens which hold salt until all the pens are full of fish and all the salt used, if she be lucky enough to get so many fish, which rarely happens in the Spring.

The first or Spring trip lasts until June 1, when the vessel repairs to her home port and unloads the fish, which are put into the hands of the makers or dryers. She then puts out for the Summer trip, which lasts from June 10 to September 30, and is prosecuted in the same way, the only difference being in the fishing ground and bait. The scene usually shifts to the Grand Banks of Newfoundland as the new ground and caplin is used for bait during June and part of July, and after that the squid is used when obtainable.

A good average catch for the season would be 1,500 quintals dry, or about 250,000 lbs. green. The total value of this catch in an average year would be about \$1,250,000.

**Hand-lining.**—The preliminaries as to fitting, etc., are just the same in hand-lining as in trawling, except that in the place of herring American clams packed in barrels are used until the squid come on the Banks. These vessels carry from 14 to 18 dories, each manned by one man, who fishes two hand-lines only weighing 8 lbs. to 300 fathoms. They use pretty much the same fishing ground, though a number of them go out the Gulf of St. Lawrence to fish instead of on the Banks.

**Trapping.**—This form of fishing is peculiar to the Labrador Coast where the fish run in schools. A trap is simply a large room made of netting often 60 fathoms square, with a door and a long strip of netting leading to the shore called a leader. The trap is set from 40 to 50 fathoms off shore and moored with stout ropes and heavy anchors. The leader goes into the door-way and stretches to the land. The school of fish following the caplin (a species of small herring) find the leader in their path and swim along it into the trap. When the fishermen wish to haul the trap they take large boats alongside it and gradually haul the trap into them, thus collecting all the fish in a small area, when they are dipped out with dip nets. A peculiar feature about this fishery is that the fish will only trap for about two months, usually from June 15 to August 15, and after that what are known as the second run of fish must be taken with hand lines.

#### Various Methods of Curing.

The methods of curing the fish after they have been landed are practically the same no matter how the fish were taken, so that what is a description of one is a description of all.

#### Dry Curing.

The greater part of the catch of the Lunenburg fleet is dry cured by the following process: On arrival at her home port the fare of each vessel is divided up in about 100 to 200 quintal lots and

given out to men who make a living from this part of the business, viz., the curing of the fish. The fish when landed are piled in a store in piles averaging about 5 feet in height by the size of the store in length. When the maker thinks the weather is suitable he proceeds to wash the fish out by hand. This is done usually in large butts or tubs with brushes in salt or brackish water. A good deal of judgment is necessary in deciding when to wash fish out, as should a damp spell of weather come and it should be found impossible to spread the fish in the sun for four or five days they become what is known as slimy and have to be washed over again.

When washed they are piled again and weights put on them to press the water out. After a day or two of this they are taken out and spread on the flakes, which are usually made of wooden slats, and there exposed to the sun and wind for about two days. Here again care must be exercised, for if the sun gets too hot there is danger of the fish burning and so losing a large proportion of its market value. At night they are gathered in piles on the flakes and boxes made for the purpose put over them.



Fish Drying Yards in Maritime Fishing Town.

After two days on the flakes the fish are again put in the store and piled as before. There they stay for a period of from ten days to two weeks. This is known as sweat pile treatment, for the salt in the fish causes them to soften up again.

After that length of time they are again spread on the flakes for two days, and then are ready for market. Fish thus cured are marketed in the West Indies, South America, Spain, Italy, Greece, England, and to a limited extent in Canada.

#### Pickle Curing.

Another form of curing and marketing is what is known as pickle curing. In this the fish are taken from the vessel, thoroughly washed, and put in puncheons with salt and water. After being there for three weeks they are taken out and put on the flakes for two days. These fish are generally used for putting up the boneless codfish that is now so generally coming into use in Canada. When taken from the flakes they are put into the factory where men skin them and take the larger bones out; then they are handed to girls who, with tweezers, ex-

tract all the small bones. After that they are cut up and packed in various forms from a one pound cake to a hundred pound box. This process enables the thrifty housewife to get good fish in small quantities, and also does away with the trouble of skinning and boning it at home, no small matter nowadays while the burning question of domestics is always to the fore.

The pickle curing process of marketing has been pursued in Gloucester and Boston for many years, but it is only recently that it has been taken up in Canada to any extent. Besides being a boon to the housekeeper, it is a decided convenience to the grocer, as it gives him small handy packages done up very attractively and on which there is no shrinkage in profits through loss of weight, as sometimes happens him when handling the whole fish.

#### Smoke Curing.

Another branch of fish curing is smoking. This belongs more especially in the shore fisheries, as smoked fish to be good should be put in the smoke house as soon as possible after being taken out of the water. Haddock, from which

are made the delicious finnan haddie, and herring, from which are made bloaters, are the two fishes used principally in the process of curing. The smoked fish industry is growing every year, and now the Atlantic seaboard cannot begin to supply the Canadian demand. The last two forms of cured fish are sold in Canada alone practically, though other markets could be opened for the first of them no doubt.

Another form of fish that is constantly growing in favor in Canada is the shredded codfish. This is put up in dainty cartons of one-half pound each, and is largely used for making the popular fish ball and other breakfast dishes.

#### INDEMNITY FOR FISHERMEN.

The tribunal appointed in connection with the Anglo-French differences in Newfoundland has awarded indemnities amounting to \$275,000 to French owners, fishermen and sailors on the treaty shore.

A strong effort will be made by the cannery men of Washington State to secure a \$200,000 appropriation from the U.S. Government to build fish hatcheries on the Fraser River.

**NORTHRUP & CO.**  
 Wholesale Grocers,  
 Flour, Fruit and

# FISH

Fish is our specialty. We pride ourselves on the superior quality of our cures and the prompt attention we give orders.  
 If you want the very best in

**Dry Cod or Pollock,  
 Smoked Herring,  
 Pickled Herring**

or any other line of cured fish, drop us a line. Our

**Brown's Canned Clams**  
 are delicious and great sellers. Try a small order.

**NORTHRUP & CO.,** Wholesale Grocers and Fish  
 23-24 South Wharf, St. JOHN, N.B.

Season 1905

## HORSE SHOE SALMON

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ALSO

**SPRING SALMON**—"Columbia" Brand.  
**COHOES**—"Tiger" Brand.  
**PINKS**—"Sunflower" Brand.  
 "Jacques Cartier" Brand.

PACKED BY

### J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from  
 Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
 W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.



# Keep Your Mind on This Brand

## THE PERFECTION OF CANNED SALMON

---

Place an order with your wholesaler quickly.  
 We are sold up for this season.

---

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

**BRAND**

---

WHOLESALE AGENTS

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



Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

**NOT A POWDER**  
**No Poisonous Dyes**  
**No "Medicated" Taste**

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

**J. S. CREED,**  
 153 UPPER WATER ST., HALIFAX, N.S.  
 or  
 BOARD OF TRADE BLDG., MONTREAL.

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

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

are absolutely pure goods

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

CANADA: No better Country



MOTT'S: No better Chocolate

---

Are You Selling Them?

## MOTT'S

"Diamond"  
 and  
 "Elite"  
**CHOCOLATE**

Canadian merchants have found MOTT'S Chocolates the most reliable and satisfactory goods in their line—Always the same and always most profitable.

---

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

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

# THE BEST

Trade in your own town goes where the BEST goods are sold. . . .

## STEWART'S

---

Chocolates and Confectionery  
**ARE THE BEST**  
 Your customers want pure, wholesome sweets.  
 It will pay you to sell them what they want.

**STEWART'S CHOCOLATES**  
**MAKE CUSTOMERS**

THE  
**STEWART COMPANY**  
**TORONTO LIMITED**

# Window and Interior Displays

Timely Hints  
and Suggestions

## THE MID-SUMMER WINDOW.

THE midsummer and early Fall season for vegetables and green goods offers the grocer an excellent opportunity to fix up an attractive window display. The first thing for him to do, of course, is to have his store window clean; it should be washed and polished until it shines. Then he may proceed to arrange his goods in such a manner as will tempt the passerby to come in and investigate further. A customer always looks for perfect order and neatness in a grocery store. There should be a definite place for everything. For instance, fish should not be put in unpleasant proximity to articles likely to absorb foreign odors. A grocer knows which things should be kept apart and should see to it that they are not allowed to get mixed up.

Another objectionable practice existing among a great many grocers is leaving everything in the store exposed while the place is being swept. Crackers, vegetables and other things which are uncovered should be protected from all dust and always kept fresh and appetizing in appearance.

There is nothing which is more unattractive or tends more to keep customers away than to leave in the window wilted or spoiled fruits and vegetables. If such are left in the windows people passing by naturally get the idea that the goods inside the store are in the same condition and will not go in. On the other hand, nothing adds so much to the appearance of a store as a neat and attractive arrangement of nice crisp, fresh vegetables in the window. They look appetizing and tempt customers to come in. Once they are inside there are a dozen things which can be called to their attention and it is no man's fault if a nice order cannot be traced to the window display. Nearly all up-to-date grocers now have a fountain or springling device in their windows in Summer which keeps their vegetables fresh all the time. This arrangement does not cost much and saves more in preventing fruits and vegetables from spoiling than it costs.

In the first place, nothing but the very best quality of fruit and vegetables should be bought. Customers can easily be educated to buy the best; they soon find that it is the cheapest in the end and will not ask for anything but first-grade goods. If half-spoiled fruits are bought they will not keep any time and will not be half disposed of before they will have to be thrown away.

When vegetables and green goods are not in season the windows can be made and kept attractive by a display of canned goods, preserved fruits and pickles. These can be arranged in a very attractive manner with a little care and planning.

Preserved fruits or pickles should never

be left in the window until they lose their color from exposure to the sun, for the simple reason that if customers notice this they will not care to buy. Two or three days is long enough to leave a display in the window, which should, moreover, be so varied that customers will not tire of looking at the same display. The thing is to attract the notice of the passerby, and once this is got, to keep it at all costs.

The following additional suggestions will be found useful to the retailer during August and September:

Make the store look cool and inviting and have the display in the windows, on the counters, and on the floor, of a character to whet the appetite. Don't put cold weather goods on exhibition; they make people feel hot. Pickles are in order; not jams and jellies. Relishes are tempting. A clam cocktail, or the dressing to make one, is more alluring

over the door open all night and a rear window as well.

Now is the time to have store windows and doors well screened. A few palms, ferns or blooming plants can be used to give an air of coolness to the store.

## AGENCY FOR PATRAS CURRANTS.

Thos. B. Clift, St. John's, Nfld., has been appointed sole agent for Newfoundland for the long-established and well-known Greek currant shippers, Hancock & Wood, Patras. The trade treaty negotiated between Greece and Newfoundland through Great Britain has been ratified, and both countries look forward to an increased exchange of business. Newfoundland has agreed to reduce the duty on currants entering the colony, while Greece has considerably



First of July Window Display—McDowell & Kinney, Vancouver.

than materials for hot beverages. Lemons invite to refreshment.

A punch bowl of iced tea, another with iced coffee, and a service at nominal cost of grape juice, will win trade and popularize the store. It is a question whether a nominal charge of two or three cents a glass is not better than a free service. People always appreciate what they pay for.

Do not be afraid of a free use of clean water on windows and store floor. Keep the latter well sprinkled. Screened doors and windows will keep out the insects.

To ventilate, keep up a circulation of air night and day. Keep the transom

lowered its tariff on Newfoundland codfish, salmon and other sea products. Mr. Clift looks forward to good business in Greek products through the new treaty arrangements. Mr. Clift's principals are the only British currant house in Greece, Mr. Wood being also British Consul.

The Canadian exhibit at Pittsburg, Pa., is attracting 30,000 people daily, who talk about the great agricultural resources of Canada as if they would like to cross the border and take up farms on this side.

**During the Hot Weather****VAN HOUTEN'S COCOA****Soothes the Tired Nerves**

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

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

**Biscuits and Confectionery****CONFECTIONERY AS A STAPLE.**

**P**ROFIT is the first consideration in establishing a store. To obtain this is the great endeavor of every trader, and many are the devices, some questionable, some otherwise, to which recourse is made. There is one feature, however, to which attention may be drawn, and which, if properly heeded, might be the means of giving to the grocer a revenue far in excess of the extra trouble and expense involved.

Many grocers carry their confectionery more as a side line than as a staple, and relegate these goods to an unimportant corner or shelf. By confectionery is meant not only sweets and candies, but all lines of cakes and biscuits usually classed as household confections.

During the past quarter of a century trade has gone under a complete revolution, and the "up-to-date" retail grocer will consider as his line anything that can be ranked as a household necessity; such a man will carry in his store many a line which his opponent round the corner cannot be induced to stock. The time has now come when confectionery in its fullest details—cakes, biscuits, sweets and pastries—must be considered a legitimate staple in the grocery trade; and the grocer, if he is to keep on top, must now bring his confectionery boldly to the front, and see to it that he not only has a few popular lines, but a full and complete line of all kinds of confections.

Give your confectionery department a special place in your store and arrange it attractively to take your customer's eye, and with a little extra pushing you will soon have a department paying you equal to anything you carry, and which will attract to your store the young and coming generation, just the ones you want.

Further, when once your confectionery department is located, add a few small tables and chairs, and what is to hinder a judicious light refreshment being served, such as a cup of tea and a biscuit? You have the tea, coffee and cocoa; you have the cake and biscuits; why not use it as an additional attraction to your store—a paying one too? In England and continental cities many

a grocer runs a good side issue in the form of light refreshments, making his favorite blend the leader, and at the same time educating his customers' palates in tea and coffee tasting. An instance is on record where a grocer gave up his shop parlor for this purpose and he soon had a room full nearly every afternoon, the very time he was usually quiet, and with a good revenue to boot. His sales of sweets and confections increased as well.

**THE ART OF SAMPLING.**

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the store-keeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first move in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

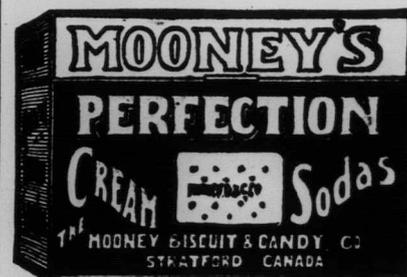
**BRANCHING OUT.**

D. B. McColl, baker and confectioner, of Owen Sound, has just removed to new commodious premises, which have been specially built to suit the requirements of the business. In addition to a fine show shop, he has installed two large modern ovens, and all the modern equipments for an up-to-date bakery. Sanitation and cleanliness are features made of first importance.

The Flower  
of the  
Biscuit Family is

**PERFECTION  
CREAM SODAS**

They are all the name implies. Quality above par, price below, create a flurry in any grocery store. Soon send to the wall "other makes." Dealers tell us that



have nothing but good points, and those in plenty. What say you to the question of purchases? Give us a chance to show you where safe sales are yours. Give us a chance to-day. We can ship any quantity promptly.

**THE Mooney  
Biscuit & Candy  
Company,  
LIMITED,  
Stratford, - Canada.**

# QUAKER SUGAR AND CREAM CORN

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*This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.*

(To be Continued)

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**THE PACKERS OF QUAKER CANNED GOODS**

## Many Men

ARE OF ONE MIND  
CONCERNING

## Orange Meat

John T. James is a  
general merchant at  
Bridgeburg, Ont., and  
unsolicited he thus  
wrote us:

"Enclosed find receipt for Express Order for \$1.00, sent for advertising purposes, on account of purchase of 5 cases of Orange Meat. We will give the goods full display, but one strong point in selling Orange Meat is that we do not carry any other cereal like it. . . . I do not think we have lost many sales by this as we never have any complaint about Orange Meat. We use it in our own house and so can fully recommend it. We carry the large size, too, and have found no trouble from these ten-cent goods as yet. We can sell Orange Meat as long as it is kept up in quality."

It will be "kept up."

**The Frontenac  
Cereal Co., Limited**  
KINGSTON, ONT.

## Flour and Cereal Foods

### GOOD TIMES FOLLOW THE CROPS.

WITH Ontario wheat already on the market and the work of harvesting the western grain crop getting under way, business men are beginning to ask themselves the question, "How is trade going to be this Fall and Winter?" The period of danger from rust, frost and wet weather is slipping away with little or no damage so far, and by the most conservative the yield is now placed at 81,000,000 bushels. Figured at the very low average of 21 bushels per acre and 75c. per bushel, the farmers of the west will probably realize \$63,000,000 for their labors. It is difficult to realize the far-reaching effect of such a sum of money distributed among the population of a new country. Small wonder that the railroads offer excursion rates at harvest time. They could well afford to carry twenty thousand harvesters free of charge for the sake of having the western grain crop to haul, to say nothing of the freightage on what \$63,000,000 will buy and the indirect advantage that accrues from commercial prosperity.

The August report of the United States Government, which is generally regarded as a final summary of what the grain crops are to be, forecasts the largest grain crops ever harvested in the republic. Wheat is estimated at 710,000,000 bushels, or 160,000,000 bushels larger than in 1904; corn at 2,700,000,000 bushels, 230,000,000 bushels in excess of last year; and oats at 950,000,000, surpassing the yield of 1904 by over 50,000,000 bushels.

On the whole the farmers of Canada and the United States will reap a record harvest this year. As a class the farming community is among the most prosperous on the North American Continent, and it looks as if even better times were in store for them and for the trade generally.

### A SEASONABLE HINT.

This is not the season for ready sales of cereals, a little later stocks will move freely, and trade will hum. In the meantime, during the hot weather, it is well to ask what is being done with those package cereals which must be carried in stock. A place of storage should be found for them, cool and dry; they should never be stored in a place where the sun can reach them. A shelf in the window or at the side of the store, may be an excellent place for show, but not so for storage if the sun reaches it. The

continued heat on the package, with the natural moisture of the grain is a fruitful source of germination, and will have disastrous effects on the cereals. The stock will be spoilt, bringing trouble and loss to the grocer. A little thought and care will avoid this.

### N.W. FALL-WHEAT EXPERIMENTS.

In Southern Alberta the experiments in Fall wheat have proved in every way satisfactory, the turkey-red variety proving itself the best calculated to meet the local climatic conditions.

The experiments in Dauphin, Man., have been yielding some very fine specimens, samples of which have been sent to the Dominion emigration office.

Experiments are to be made in the Gilbert Plains district of Manitoba this Fall, with the turkey-red variety. Although the Winter is a good deal more severe than in Alberta, where it was so successful, equal results are looked for.

### MONTREAL BRANCH C. M. A.

The Montreal branch of the Canadian Manufacturers' Association held their annual nomination meeting last week, and unanimously elected as their president for next year, Lt.-Col. Jeffrey Burland, vice-president and general manager of the British American Bank Note Co. Mr. D. Lorne McGibbon, general manager of the Canadian Rubber Co., was elected vice-chairman, to succeed Lt.-Col. Burland.

There are twenty-five nominations for the new executive committee, of whom eighteen are to be elected by ballot this week.

### RICE AS A FLOUR.

American millers are turning their attention to the question of the manufacture of rice flour. In Germany and Holland, and (in a lesser degree) in England, they have been converting rice into flour for a long time, but it has never come into great favor; it has been used mainly as an adjunct to manufacture such as "cones" for dusting, and like purposes. Experiments are under way with a view to introducing it as a blend to wheat flour for bread baking. It is claimed that a properly made rice flour will produce bread of exceptional whiteness.

In the Southern States, millers have already equipped the factories with machinery for flouring rice, and it is expected by this means the rice farms will be brought to a point of prosperity.

A party of bankers and grain men left Winnipeg Aug. 19 on a trip through the wheat section of the Canadian west.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

### CANADA SUGAR REFINING CO.

LIMITED

Montreal

## Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a \_\_\_\_\_ Please explain to me what kind of a register is best suited for my business.

This does not obligate me to buy.

\_\_\_\_\_  
Name  
\_\_\_\_\_  
Address  
\_\_\_\_\_  
No. Clerks

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

**T**OBACCO sales are good, gradually and decidedly increasing each year; this year shows an advance on sales of the same season last year. There is little question that the use of tobacco has come to stay. The question for the grocer to ask himself is, "Am I getting my full share of the trade?" To judge from the small amount of interest taken by the average grocer in his tobacco department, it would not do for him to expect to materially increase his turnover on the lines he is going.

"Anything worth doing at all is worth doing well." If it is worth while running a tobacco department, then have a tobacco department in right down earnest; run it as up-to-date as your tea department. Set yourself to discover what are the lines in demand in your locality. Stock these lines, and find out all about them, the character of each, and the virtue of every one in particular. You will then be in a position to recommend the right brand to the right man. Get enthusiastic about your goods, be sure and have the best of its kind, believe in the goods yourself and your customer will soon believe the same, and catch on. The world approves of an earnest man in business, and there will be little difficulty in holding your trade if you know and believe in the goods you sell. If the grocer is indifferent to his tobacco goods, the customer will think the goods are indifferent, and the other fellow will get the trade.

Not only is there tobacco, but there are many accessories to it, all bearing good profit, and a demand all ready at your door. Have them nicely displayed in a good light, and marked in plain figures. Many a customer from time to time wishes to make a present to a friend, and a show like this will go a long way to make him decide.

Then, there are the women folks, constantly in and out of the store, they can often be induced to add the husband's tobacco to their weekly purchases, especially when the grocer's knowledge as to the most suitable is thrown in. Your tobacco opportunities are certainly great.

### HISTORY OF TOBACCO.

**T**OBACCO has had a very chequered history as far as its introduction into Europe is concerned. In America its use is lost in antiquity, although smoking dried tobacco leaves is spoken of as being in practice among the Indians of Hispaniola as early as 1526. It found its way into Europe in the year 1559; was introduced into England in the year 1565 by Sir J. Hawkins, and in 1573 it seems to have been pretty generally known there. During the year 1586 it

was made famous by Sir Walter Raleigh and Sir James Drake. About this time its use was made the butt of the popular wits. The clergy strenuously denounced its popularity, and King James I. issued a pamphlet against its use.

Kings, popes and sultans are all found arrayed against it, and smokers of the soothing weed were condemned to cruel punishments. In the canton of Berne the prohibition of the use of tobacco was put among the ten commandments.

In Turkey smoking was made a capital offence. In spite of this category of denunciation and prohibition tobacco smoking has become the most extensively used luxury in the world, from peasant to king.

### TOBACCO CROP A VALUABLE ASSET.

A report which has come to hand referring to the tobacco crops of Central and South America is interesting, not only as showing the development which has been made in that country, but as an example to Canada of the great monetary value of a tobacco crop. Canadian tobacco cultivation can scarcely be said to have passed the experimental stage; yet Canadian leaf is gradually growing in favor as a blend with foreign growths. Given the necessary amount of care in cultivation, coupled with the experience of past and future experiments, there is no reason why tobacco culture should not be to Canada a valuable and continually increasing agricultural asset.

The tobacco crop of Cuba for the year 1904 is given as thirty million dollars in value; about thirteen and a half million was exported as "leaf," about ten thousand dollars' value was exported as "stems," about twelve and a half million as "cigars," and four hundred and five thousand dollars as "cigarettes." The export of "cut" tobacco amounted to over eighty-one thousand dollars, and tobacco "seed" to the value of upwards of three thousand dollars.

The tobacco crop of Mexico was estimated as twenty million pounds. The exported tobacco is chiefly the production of one State, namely, Vera Cruz, all of which goes to the European market. Very little Mexican tobacco goes to the United States on account of the prohibitive tariff. Almost all the exports are made of cigars and cigarettes, which accounts for the fact that a quantity of leaf tobacco is imported from Virginia for the purpose of blending with the native leaf.

### CONFIDENCE GAME.

The old familiar confidence trick has been worked with partial success in Toronto.

During the past week a well-dressed man called upon most of the wholesale grocers, and with a degree of authority placed an order to be sent to a well-known firm in Brougham. The order was entered and in the conversation which followed the "artful dodger" succeeded in "drawing" the wholesaler for a moderate amount. He did not find all the wholesalers good game.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## We Can Afford It

Namely, to back up our goods with a money-back guarantee. We can afford it just because people are not asking for their money back. When we sell our cigars they stay sold, and we make our profit. If grocers everywhere sent their goods back we'd soon have to withdraw this good offer:

*We are ready to send to any reputable grocer in Canada 1,000 cigars, assorted as desired, express paid, on usual terms. We are ready to refund invoice price for any unsold stock after three months.*

Best to specify PEBBLE for a 5-center and PHARAOH for a 10-center

HAVEN'T YOU AN ORDER?

**J. Bruce Payne, Limited, Makers, Granby, Que.**

## T. & B. Virtues

**T. & B.** is a good tobacco. Smokers will tell you that.  
**T. & B.** is a low-priced tobacco. We will prove that.  
**T. & B.** is the ideal tobacco for a Grocer to carry.  
 Facts prove that. **T. & B.** will make a good trade for you. Any grocer will tell you that. Better get a supply of this **T. & B.**

**THE GEO. E. TUCKETT & SON CO., Limited,**  
 HAMILTON, - ONTARIO.

**CIGARETTE TAX.**

A report from Calgary says the municipal authorities are in favor of taxing sellers of cigarettes. At their last meeting they recommended a fifty dollar tax on those who retail cigarettes in the city.

**AMONG THE TRADE.**

Champagne & Millaire have registered as tobacconists, Montreal.

O. Holzhausen, tobacconist, Vancouver, has been succeeded by A. Miller.

K. McKenzie, tobacconist, Vancouver, has been succeeded by Jas. A. Anthony.

The employes of the Central Cigar Factory, Preston, had their annual picnic at Puslinch Lake, Ont., on Saturday, the 19th inst.

**MR. THOS. B. GREENING BACK.**

Mr. Thomas B. Greening, president of the Pure Gold Manufacturing Co., has returned from his recent trip to England. Mr. Greening went over and came back on the Ionian, and was delighted with the appointments on this fine steamer. On the return trip the Ionian brought back 186 second-class passengers, nearly all Scotch families, for the Northwest. Mr. Greening reports that they were a very superior class, intelligent, and all appeared to have sufficient means and ample furniture to make comfortable homes for themselves upon their arrival. Evidently our emigration agents are succeeding in interesting the better classes in Great Britain in the advantages offered by Canada.

**SUCCESSFUL SERVICE.**

The Canada-Cuban-Mexican steamship service is proving successful. The second vessel to sail from the port of Montreal will be the Dahomey, now on her way to Canada with a cargo of raw sugar. The Dahomey will sail on or about August 26 for Cuba and Mexico, with practically a full cargo. For Cuba there will be paving blocks, hay and general cargo, and for Mexico the chief cargo will be box hooks. The Dahomey will also load a considerable quantity of salted fish at Halifax for the southern markets.

**GLEANED FROM THE TRAVELERS.**

J. Steeper, grocer and confectioner, Markham, has sold out to Mr. E. Torance.

Kirk Bros., grocers, Bracebridge, have just completed large additions to their buildings, and are installing new fittings. They also intend putting in a new store front.

I. B. Dingwall, city traveler for F. W. Humphrey, Toronto, is resigning his position, and will become a partner with W. T. McDonnell as wholesale produce and commission merchants, 63 Colborne street, Toronto. Until lately Mr. McDonnell ran a grocery store on Church street.

W. Totton has just left F. W. Humphrey, Toronto, to take an active part in the management of his store in Queen street east. The store at 1094 has been found too small. He is removing to more convenient premises at 1098. He intends also taking an agency for sick and accident insurance.

C. Stevens of White & Co., Limited, Toronto, is leaving that company to go on the road for F. W. Humphrey, wholesale grocer.

Edward Keating, who has been inside man for F. W. Humphrey, Toronto, will take over the ground vacated by W. Totton.

**COMPANIES INCORPORATED.**

**A**ULT BROS., LIMITED, Aultsville; share capital, \$40,000; purpose, to take over the business of I. R. Ault & Sons, and to carry on the said business as general merchants. The directors are: C. S. Ault, A. W. Ault, and A. E. Ault, all of Aultsville.

The Sarnia Cereal Co., Limited, of Sarnia; share capital, \$20,000; purpose, to manufacture and sell oatmeal and other grain products, etc. Directors are: G. S. Podger, of Toronto, and P. Clark, W. H. Hill, D. McCart and S. E. Cornell, all of Sarnia.

The Bates Mfg. Co., Limited, of Toronto; share capital, \$100,000; purpose, to manufacture and deal in goods, wares and merchandise. Directors: T. Bates, R. T. Duffy and A. G. Brown, all of Toronto.

Canada Jamaica Commercial Co., Limited, of Toronto; share capital, \$200,000; purpose, to carry on the business of a

land company with the usual powers and restrictions. Directors: R. T. Shiell, G. C. Arnott, E. Kewin, J. R. Adamson, J. G. Lohrman, G. C. Brown, J. L. Ross and A. W. Holmsted, all of Toronto.

The Atlantic Soap Co., Limited, of Toronto; share capital, \$40,000; purpose, to manufacture and deal in soaps, oils, chemicals, etc. Directors: F. N. Vanzant, S. Jardine, and D. G. Buchanan.

The Earle Co., Limited, of Creemore; share capital, \$20,000; purpose to buy, sell and deal in general merchandise. Directors: A. Earle and J. Wilson, of Creemore, and W. J. Sykes, of Toronto.

A. A. Osborne & Co., Limited, of Midland; share capital, \$40,000; purpose, to establish and conduct a general department store. Directors: C. E. Smith, A. A. Osborne, J. L. Ferrier and R. L. Smith, all of Midland.

Merchants Premium Co., Limited, of Toronto; share capital, \$40,000; purpose, to buy and sell furniture, crockery, bric-a-brac, etc. Directors: E. D. Ross, L. G. Ross and H. D. Read, all of Toronto.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

**D. McDOUGALL & CO., Glasgow, Scot.**

**A SHOW CASE FREE**

If you give us a fair sized order for **Hogen Mogen** and **Royal Sport Cigars**. Is your cigar trade sick? Then build it up with **Hogen Mogen** for a five center and **Royal Sport** for a ten center. We guarantee the quality and unhesitatingly state they are the best value in the market. It's worth investigation and a postal will bring you full particulars.

**THE SHERBOOKE CIGAR CO., LIMITED.**  
**SHERBROOKE, P.Q.**

# BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 24, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	\$1 75	
" " " 27 10c. pkgs., " "	2 00	
" " " 10 25c. pkgs., " "	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" " 10, in 4 doz. boxes	2 10	
" " 2, in 6 " "	0 80	
" " 12, in 6 " "	0 70	
" " 3, in 4 " "	0 45	
Pound tins, 2 doz. in case	3 00	
12-oz. tins, 1 " "	2 40	
5-lb. " " "	14 00	

### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	\$3 00	
" " 1-lb. tins, 3 " "	1 25	
" " 2-lb. tins, 4 " "	0 75	

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

### JERSEY OREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" " 4 " " "	0 75
" " 3 " " "	1 25
" " 2 " " "	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " " 1 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 " "	0 75
4 " "	8 " "	0 95
2 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	6 oz.	7 30
1 " "	12 " "	Per case
1 " "	16 " "	\$4 55

### ROYAL BAKING POWDER CO.

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

### CLEVELAND'S—DIME.

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

### "VIENNA" BAKING POWDER.

Sizes.	Per Doz.
1-lb. tins, 4 doz. in box	\$2 25
1/2-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " " 36 10 " "	4 70
" " " 24 16 " "	4 50
" Beaver" brand, 24 16 pks.	4 80



### EAGLE BAKING POWDER

Cases of	Per doz.
48-5c. tins	\$3 45
48-10c. tins	0 75
24-25c. tins	2 25
48-25c. tins	2 25

### Blue.

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



### J. M. DOUGLAS & CO.—Laundry

Blueol—	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	10c

### Black Lead.

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

### JAMES' DOME BLACK LEAD.

Per gross	
5a size	\$3 40
2a size	2 50

### BORAX.

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

### EAGLE BORAX.

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

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2

### Chocolates and Cocoas.

#### THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1/2-lb. tins	" " 3 50
" " 1/2-lb. tins	" " 2 00
" " fancy tins	" " 0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	2 55

Chocolate—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " " "	" " 0 45
Mexican Vanilla, 1/2's and 1/4's	" " 3 35
Royal Navy Rock, " " "	" " 0 30
Diamond, " " "	" " 0 25
" " " "	" " 0 28

Icings for cake—	
Chocolate, pink, lemon color, lbs.	per doz. \$1 75
Orange, white and almond, 1/2-lb.	1 00



No grocer ever worries about the selling qualities of

# Benson's "Prepared" Corn

OR

# Edwardsburg "Silver Gloss" Starch

because the merits of these lines have proved themselves the most reliable and trustworthy of any and all starches during nearly fifty years of sale.

Study the best interests of your trade by selling these lines.

For Sale by Every Jobber in Canada.

## EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East,  
TORONTO ONT.

Works:  
CARDINAL, ONT.

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

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

In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "



**BRUNSWICK'S EASYBRIGHT**  
WATER-PROOF CLEANER  
CLEANS EVERYTHING.

Wholesale Agents  
The Davidson & Hay, Limited, Toronto.

**Fly Pads.**



**Infants' Food.**  
Robinson's patent barley 1-lb. tins... \$1 25  
" " " 1-lb. tins... 2 25  
" " " 1-lb. tins... 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 1 90
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
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails, per lb.	0 06½

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails, per lb.	0 06½

**Home Made Jams—**

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars, per lb.	1 75
" " 20 5-lb. cans, per can	1 50
"Purity" licorice 10 sticks, per lb.	1 45
" " 100 sticks, per lb.	0 73
Dulce large cent sticks, 100 in box, per box	3 40

**Lye (Concentrated).**

**GILLETT'S PERFUMED. Per case.**

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

**Mince Meat.**

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

**Mustard.**

**CILMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins, per doz.	\$1 40
1-lb. tins, per doz.	2 50
1-lb. tins, per doz.	5 00
Durham 4-lb. jar, per jar.	0 75
1-lb. jar, per jar.	0 25
F.D., 1-lb. tins, per doz.	0 85
1-lb. tins, per doz.	1 45

**E. D. MARCEAU, Montreal.**

**"Condor," 12-lb. boxes—**

1-lb. tins, per lb.	\$0 35
1-lb. tins, per lb.	0 35
1-lb. tins, per lb.	0 32½
4-lb. jars, per jar	1 20
1-lb. jars, per jar	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins, per lb.	0 25
1-lb. tins, per lb.	0 23
1-lb. tins, per lb.	0 22½
4-lb. jars, per jar	0 70
1-lb. jars, per jar	0 25



**Orange Meat.**

Cases, 36 15c. packages, per case	\$4 50
5 cas lots, (Freight paid)	4 40
Cases, 20 25c. packages, per case	4 10
5 case lots, (Freight paid)	4 10

**Orange Marmalade.**

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

"Anchor" brand 1-lb. glass, per jar	\$1 50
" " quart gem jars, per jar	5 40

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case, per doz.	\$1 00
Home-made, in 1-lb. glass jars, per doz.	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

**Pickles.**

**STEPHENS.**

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

Cement stoppers (pints), per doz.	\$2 30
Corked, per doz.	1 90

**Salt.**

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

**OW BRAND.**

**DWIGHT'S BAKING SODA**

Case of 1-lb. containing 60 pkgs., per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.	

**MAGIC BRAND**

No. 1, cases, 60 1-lb. packages, per case	\$2 75
No. 2, " 130 1-lb. " " "	2 75
No. 3, " 60 1-lb. " " "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**"BEE" BRAND**

" " brand, 8 oz., cases, 120 pkgs., per case	
" " " 10 oz., cases, 96 pkgs., per case	
" " " 16 oz., cases, 60 pkgs., per case	\$3 00

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross	\$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 20

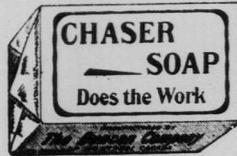
BABBITT'S.



Babbitt's "1775"  
6-oz. pkgs \$3.50 per  
box. 5 boxes a  
freight paid and  
half box free.  
Babbitt's "Best  
soap, 100 bars  
\$4 10 per box.  
Potash or Lye, bxs

each 2 doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case..... \$2 40  
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages.....	\$4 65
5 10c. ".....	3 90
100 5c. ".....	3 90
100 10c. cakes (Glycerine Tar Soap).....	6 50
100 10c. cakes (Sanitary Soap).....	6 50
100 5c. cakes (Fairy Soap).....	3 90
100 5c. cakes (Capco Soap).....	3 90
100 5c. cakes (Scouring Soap).....	3 80
100 5c. bars (Santa Claus Soap).....	3 65
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap).....	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.....	\$ 0 65
No. 1 " 3-lb. ".....	0 55
Canada laundry, 4-lb. carton.....	0 65
Silver gloss, 6-lb. draw-tid boxes.....	0 75
Silver gloss, 6-lb. tin canisters.....	0 75
Edward's silver gloss, 1-lb. pkg.....	0 07
Kegs silver gloss, large crystal.....	0 06
Benson's satin, 1-lb. cartons.....	0 07
No. 1 white, bbla. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs.....	0 05
Benson's enamel..... per box 1 25 to 2 50	

Culinary Starch—

Benson & Co.'s Prepared Corn.....	0 06
Canada Pure Corn.....	0 05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08

"Bee" brand starch—

laundry, 64-12 oz. pkg. per case	\$5 00
" " 32-12 " " " " " "	2 50
" corn starch 40-16 oz. pkg. " " "	3 00
" Sun " borated starch, 40-16 oz. pk. per case.....	3 00
" borated starch, 50 box, 100 lb. keg	0 06
" laundry " 50 " " " " "	0 05
" Gem " " 100 & 200 lb. kegs	0 05

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 04	
Aame Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.....	0 05
Barrels, 200 lb.....	0 05
Kegs, 100 lb.....	0 05

Lilly White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case.....	0 07
6-lb. enameled tin canisters, 8 in case.....	0 07
Kegs, ex. crystals, 100 lb.....	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.....	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celuloid Starch—	
Boxes of 45 cartons, per case.....	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 06
Durham corn starch, 40 lb.....	0 05

Laundry Starches—

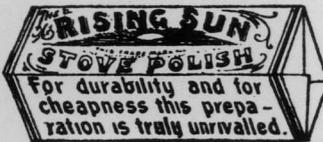
No. 1 White, 4-lb. cartons, 48 lb.	0 05
" " 3-lb. cartons, 36 lb.	0 05
" " 200-lb. bbl.....	0 05
" " 100-lb. kegs.....	0 04
Canada Laundry, 40 to 46 lb.....	0 07
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07
" 1-lb. fancy, 30 lb.....	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06



CHINESE STARCH.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2-gross boxes 10 00  
Sun Paste, 5c. size, 1/2-gross boxes 5 00



W. H. DUNN, AGENT.



Enameline No. 0 38  
4, bxs., ea. 3 dz.  
Enameline No. 0 65  
6, bxs., ea. 3 dz.  
Enameline  
Liquid, bxs., ea. 0 80  
3 doz.....  
Blackene, 5-lb. 0 10  
cans, per lb..

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.	Per case.
Enamelled tins, 2 doz. in case.....	\$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " " " " " " " " " "	2 35
10 " " " " " " " " " "	2 25
20 " " " " " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	

16, GOLD, SILVER AND OTHER PRIZE MEDALS

# SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY G. F. SUTTON - SONS - & CO  
OSBORNE WORKS, BRANDON ROAD, KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " " " " " " " " "	4 90
1 " " " " " " " " " "	5 45
1 " " " " " " " " " "	5 70

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.....	\$0 42
" " II 40-lb. boxes.....	0 37
" " III 80-lb. boxes.....	0 32

EMD AAA Japan, 40 lb " at.....	0 30
" AA " " " " " " " " " "	0 27
Blue Jay, basket fired Japan, 70 lbs.,	0 95
"Condor" IV 80-lb. " " " " " "	0 27
" " V 80-lb. " " " " " "	0 25
" " XXXX 80-lb. boxes.....	0 21
" " XXXX 30-lb. " " " " " "	0 22
" " XXX 80-lb. " " " " " "	0 19
" " XXX 30-lb. " " " " " "	0 20
" " XX 80-lb. " " " " " "	0 18
" " XX 30-lb. " " " " " "	0 18
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	6 25

"Condor" Ceylon black tea in lead packets	
Green Label, 1/2, 3/4 and 1a, 60-lb. cases.....	retail 0 25 at 0 20
Grey Label, 1/2, 3/4 and 1a, 60-lb. cases.....	retail 0 30 at 0 23
Yellow Label, 1/2 and 1a, 60-lb. cases.....	retail 0 35 at 0 26
Blue Label, 1/2, 3/4 and 1a, 50-lb. cases.....	retail 0 40 at 0 30
Red Label, 1/2, 3/4 and 1a, 50-lb. cases.....	retail 0 50 at 0 34
White Label, 1/2, 3/4 and 1a, 50-lb. cases.....	retail at 0 40

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 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	\$0 46
" " Amber, 8s. and 3s.....	0 60
" " Ivy, 7s.....	0 50
" " Rosebud, 7s.....	0 51
Cheewing—Currency, 12s. and 6s....	0 46
" " Old Fox, 12s.....	0 48
" " Snowhoe, 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 13s.....	0 53
" " Club, 6s. and 12s.....	0 46
" " Universal, 13s.....	0 47
" " Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	\$0 33
Condor, pure distilled.....	0 27
Old Crow.....	0 23
Special prices to buyers of large quantities	

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case...	\$1 05
Gillet's cream yeast, 3 doz.....	1 05
Jersey cream yeast cake, 2. 5c.....	1 00
Victoria " " doz. 5c.....	1 00
" " 3 doz. 10c.....	1 00

Teas.

Brown Label, 1's.....	\$0 20	\$0 25
" " 1/2 " " " " " " " " " "	0 21	0 26
Green Label, 1's and 1/2 " " " " " " " " " "	0 22	0 30
Blue Label, 1's, 1/2, 3/4 and 1's " " " " " " " " " "	0 30	0 40
Red Label, 1's and 1/2 " " " " " " " " " "	0 36	0 50
Gold Label, 1's.....	0 44	0 60



Brown Label, 1's.....	\$0 20	\$0 25
" " 1/2 " " " " " " " " " "	0 21	0 26
Green Label, 1's and 1/2 " " " " " " " " " "	0 22	0 30
Blue Label, 1's, 1/2, 3/4 and 1's " " " " " " " " " "	0 30	0 40
Red Label, 1's and 1/2 " " " " " " " " " "	0 36	0 50
Gold Label, 1's.....	0 44	0 60



Black Label, 1-lb., retail at 25c.....	\$0 19
" " 1-lb. " " " " " " " " " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label, " 40c.....	0 28
Red Label, " 50c.....	0 36
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 56



Cases, each 60 1-lb.....	\$0 35
" " 60 1-lb.....	0 35
" " 120 1-lb.....	0 36



Blue Label, 1's.....	\$0 18	\$0 25
Blue Label, 1/2 " " " " " " " " " "	0 19	0 25
Orange Label, 1's and 1/2 " " " " " " " " " "	0 21	0 30
Brown Label, 1's and 1/2 " " " " " " " " " "	0 28	0 40
Brown Label, 1's " " " " " " " " " "	0 30	0 40
Green Label, 1's and 1/2 " " " " " " " " " "	0 35	0 50
Red Label, 1's.....	0 40	0 60

"CROWN" BRAND

Red Label, 1-lb. and 1/2.....	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, 1/2.....	0 20	0 25
Japan, 1s.....	0 19	0 25

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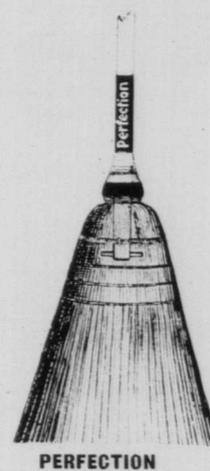
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