

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JULY 13, 1906.

NO. 27.



Raised On It.

## Robinson's Patent Barley

A line of pure food particularly adapted for hot weather. A sure seller to every mother appreciating safe diet for children during the summer. Write us for sample.

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

# STARCH

FOR

Canadian Housekeepers

**Benson's**

**"Prepared" Corn**

BEST for Cooking Purposes because made from finest selected Corn.

**Edwardsburg**

**"Silver Gloss" Starch**

BEST for all Laundry Purposes, producing finest and most lasting gloss.

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East,  
TORONTO Ont.

Works,  
CARDINAL, Ont.

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

JUL 1 1906

## There's Money In It.

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



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

Vital reasons why you should sell

## Burton's All-Healing Tar Soap

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

# Redpath

CANADA'S STANDARD

FOR

**REFINED SUGAR**

Manufactured by

THE  
**CANADA SUGAR REFINING CO.**  
LIMITED  
Montreal



**Y. & S.  
SCUDDER  
M. & R.** } STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,

R. S. MINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,

J. M. BRAYLEY, Agent.

## Molasses

We are prepared for  
**SPRING TRADE**  
with a splendid assortment of the Standard  
Grades:

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

Fancy Barbados Syrup, Choice Barbados  
Grocery.

SEND FOR SAMPLES AND PRICES

**Dominion Molasses Co.,**

LIMITED

Halifax, - Nova Scotia.

Agents

GEO. MURDOCH & CO.,  
JOHN W. BICKLE & GREENING,  
EDD. H. GILLESPIE,  
JOSEPH CARMAN,

TORONTO  
HAMILTON  
LONDON  
WINNIPEG

# Doubt Less

*"Earn More"*  
*"Earn More"*  
*"Earn More"*  
and  
*"Earn More"*  
*"Earn More"*

# Earn More

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

## Sell Goods of Known Quality



**"SHELL BRAND"  
(LA COQUILLE)**

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

## Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

## Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

**ARTHUR P. TIPPET & CO., Agents**



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W.I.****JONES & SWAN**

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOES.  
CODES USED—Lieber's, Western Union, A. B. C.,  
Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New  
York; L. G. Crosby, St. John, N.B.; Mitchell & White-  
head, Quebec; Rose & Laffamme, Montreal; Geo.  
Musson & Co., Toronto; J. C. LeQuenne, Paspebiac.

**CHARLOTTETOWN, P.E.I.****HORACE HASZARD**

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

Charlottetown, Prince Edward Island.

**HALIFAX, N.S.****J. W. GORHAM & CO.**

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

**MOOSE JAW.**

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

**MONTREAL.****H. J. STEVENS**

126 Board of Trade, - Montreal  
Wholesale Brokerage  
Beans, Boiling Peas, Flour, Oats

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

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 38.

**J. H. MAIDEN**

425 St. Paul Street, MONTREAL

Manufacturers' Agent and Commission Broker.  
Domestic and Foreign Agencies solicited.  
Special attention to introducing New Lines to  
the Trade.

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

Toronto

Grocery Brokers and Agents.  
Established 1885.

**MacLAREN IMPERIAL CHEESE CO.**

Limited  
AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale  
Grocery Brokers.  
Correspondence solicited. Address all com-  
munications to our head office.  
26 Front St. East, Toronto

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

Manufacturers' Agents  
and  
Importers

29 Melinda St., Toronto

**McGAW & RUSSELL**

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

**C. E. KYLE****S. HOOPER****KYLE & HOOPER**

Wholesale Grocery Brokers and  
Manufacturers' Agents

27 Front St. E., Toronto

Highest references Commissions solicited

**QUEBEC.****P. W. CARRIER**

COMMISSION

**GROCERIES, FLOUR, GRAIN**

Domestic and Foreign Agencies Solicited.  
Hochelaga Bank Building,  
QUEBEC.

**WINNIPEG**

DO YOU wish to extend your business to this  
GREAT WEST COUNTRY  
WE CAN handle your account to our  
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**STUART WATSON**

Manufacturers' Agent and Whole-  
sale Commission Broker.

Winnipeg, Man.

Highest References. Correspondence Solicited.

**G. B. THOMPSON**

Wholesale Broker and Commission  
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.  
Cable address, "CAPSTAN."  
Storage facilities. Correspondence solicited

## TOMATOES FIGS

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

## Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.  
Negotiable Receipts issued.  
Low Insurance

**TEES & PERSSE Limited**

Wholesale Brokers and Warehousemen  
WINNIPEG CALGARY EDMONTON

(Continued on page 4.)

We are quoting close prices on  
New Pack—

Prompt Shipment.

**Strawberries, 2s, in heavy syrup**  
**Whole Beets (blood red), 2s and 3s**

A Snap in Canned Plums this week—

**Lombard Plums, 2s, in heavy syrup**  
**Green Gage Plums, 2s, in heavy syrup**

Write for Prices.

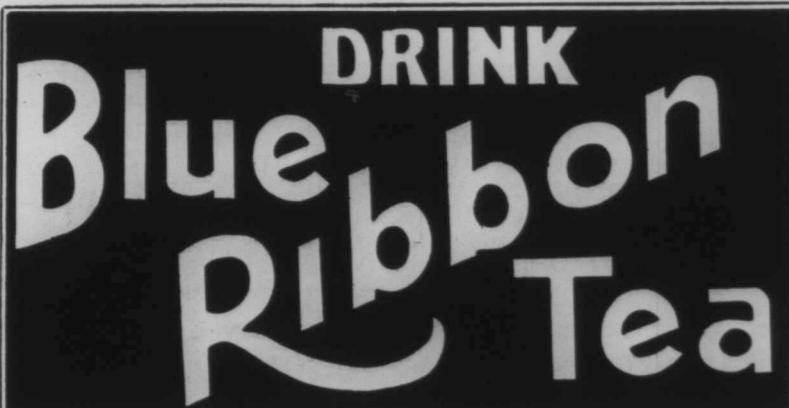
THE EBY, BLAIN CO.,

Wholesale Grocers  
LIMITED, TORONTO

## "A Business Proposition"

*A Tea that is popular, because of its excellent quality and economy; A Tea that is well advertised; A Tea that leaves a good margin of profit to the grocer.*

*In short tell your customers to*



Blue Ribbon Tea Co., Limited, 12 Front Street East, Toronto



S. HOOPER  
DOPER  
Brokers and  
Agents  
Toronto  
missions solicited

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Warehousemen  
EDMONTON

## Manufacturers' Agents—Continued.

OWEN SOUND.

**J. K. McLAUCHLAN**

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, Canada

WINNIPEG.

**G. C. WARREN  
REGINA**

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

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

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

**JOSEPH CARMAN**

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

Union Bank Block, Rooms 722 and 723  
Winnipeg, Man.

Open for good Agencies. Correspondence Solicited

**H. W. MITCHELL**  
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

**Winnipeg Storage**

We make a specialty of storing and distributing car lots for

**Eastern Shippers**Negotiable receipts issued  
Low Insurance Rates reasonable**R. B. WISEMAN & CO.**  
WINNIPEG

Warehousemen and Distributing Agents. Best of references.

**WINNIPEG  
NEW WAREHOUSE**

under construction

**For Sale or Lease**

50 x 100, 6 stories and basement, well constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.

**RADFORD, 475 Main St.****ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References.

Correspondence Solicited.

214 PRINCESS STREET,

WINNIPEG

**SCOTT, BATHGATE CO., BROKERS AND  
COMMISSION MERCHANTS**  
COR. NOTRE DAME EAST AND VICTORIA STS.  
WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.



This design a guarantee of quality.

**DO YOU PUBLISH A CATALOGUE?**IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."YOUR PRINTER CAN  
SUPPLY IT.**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL**G. C. KOOPMAN**Commission Merchant,  
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

**All Products of the  
Dutch Colonies (East Indian)**

AS

**COFFEE, TEA****SPICES of all kinds****GUMS for Varnish Manufacturers****COCOA, COCOA BUTTER****Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.**Also **COCOALINE** (substitute for Cocoa Butter)**VEGETALINE** (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

**VICTORY  
DINNER RELISH**

is the sauce for every dinner—hot or cold, and the sauce for every Grocer, large or small.

Awarded 16 Medals.

**SPECIFY IT  
IN YOUR NEXT  
ORDER.****G. F. SUTTON,  
SONS & CO.**King's Cross  
LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE &amp; LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

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except sun-dried  
or reports about  
you wish to sell.**ORY  
RELISS**s the sauce for  
every dinner—  
hot or cold, and  
the sauce for  
every Grocer,—  
large or small.

Awarded 16 Medals.

**SPECIFY IT  
IN YOUR NEXT  
ORDER.****G. F. SUTTON,  
SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd  
154 Pearl St., Toronto  
30 Hospital St., Montreal**SHOULD INTEREST YOU***The following article taken from the Strathroy Despatch of July 4th,  
should interest you and your customers :*

A few days ago we were invited by the management of the Strathroy Canning Co. to visit their plant and comment as we saw fit upon the conditions existing there. Yesterday afternoon we accepted the invitation, and were shown over the premises by the Secretary, A. Leitch. The Company was not apprised of our visit, and we saw nothing outside of the daily routine.

We first entered the department devoted to threshing peas, or in factory circles, known as "vining." Three up-to-date machines are employed in this work, the result of their operation at times more than supplying the factory proper with needed produce. In this building is also situated a carrier extending the entire length of the spacious building. This is a new innovation, and permits of the continuous intake of peas being conducted to any part of the building at a moment's notice.

At this early stage we were impressed by the efforts of all concerned to adhere to the motto adopted by the Company,— "Cleanliness."

The recent exposure of the canned meat methods in the United States, and the subsequent investigation by the Government, has, we are pleased to state, no bearing whatever upon the output of Factory No. 21 of the Canadian Canners, Limited. Whatever the conditions may be in the United States, the Canned Goods packed at Strathroy are perfectly clean and wholesome, and are packed under the most rigid sanitary conditions. In support of this contention the Company invites inspection of their plant at any hour of the day by any person interested, or authorized to make an investigation of any nature.

Leaving the viner, the peas are conducted by the process of machinery along a lengthy table, where any particles of refuse, such as portions of vine or other nature is carefully removed. The peas then enter a washer, where they are carefully cleansed of the smaller particles of objectionable matter not detected by the eye.

It is worthy of note that during the journey of the peas from the viner to the shipping department, they are not touched or tampered with by human hands.

Being thoroughly cleansed the peas are ready for cooking, and are conducted to a room devoted to that purpose. In this, as in all other departments, the utmost cleanliness prevails, the purest of water only being used. They are then put through a spacious cooler, after which they are placed in cans by a filler, a new machine recently installed. The cans are then carried along to the capper, and carefully sealed, guaranteed at this final stage of the process to contain nothing but the purest and most wholesome product.

The floors at the factory are kept most scrupulously clean, and a department is set aside for the convenience of employees who desire to "wash up" upon changing from one run to another. An abundance of clean towels is always at hand for this purpose.

In conclusion, we might say that, by personal inspection, we discovered that the cleanliness of the factory itself, and the employees, is the most important thing insisted upon, and, so far as we could see, the business is maintained upon conditions to which the most zealous sanitary inspector could take no objection. You are invited to call at the factory and inspect the plant.

*The remarks as above are equally applicable to each of our thirty odd factories. In ordering canned goods it will pay you to stick to brands as follows, viz :*

"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose," etc.

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

*Yours respectfully,*

**CANADIAN CANNERS, Limited**

# Easy, VERY Easy

To account for the success of Red Rose Tea is **easy, very easy.**

**FIRST.**—The tea **is good** and has always been good, honest value—better than most people have been accustomed to.

**SECOND.**—The retail grocers and their clerks have always taken the most friendly interest in Red Rose Tea—perhaps because I have the most cordial, friendly feeling toward them, and am always glad of an opportunity to express it.

What rubbish to talk of “forcing a merchant to sell your goods.” The merchant that can be forced is not worthy of the name. His influence with his customers is greater than that of any advertising—but the right kind of advertising will help the friendly merchant and clerk toward greater success.

This is where Red Rose Tea and Red Rose advertising come in. They help the merchant increase his business.

If you are not handling this tea will you write me a friendly note of inquiry?

## T. H. ESTABROOKS

Branches: TORONTO  
WINNIPEG

ST. JOHN, N. B.

# Increase Your Canned Goods Trade

You can do it to the extent of 25 or 30% very easily this season, and at the same time entrench yourself more firmly in the confidence of your customers.

## How To Do It

It is not difficult. We have done it many times over. The wholesalers and retailers who handle our goods have done it.

**THE SECRET OF IT**—Selling a line of Canned Goods far superior to any other on the market, a line of goods you can and do recommend unreservedly and which you push vigorously. That line of goods is of course The Old Homestead Brand.

**Dress your windows with Old Homestead**

**Place Old Homestead conspicuously on your shelves**

**Tell your customers the merits of Old Homestead**

**Show the handsome Old Homestead Labels**

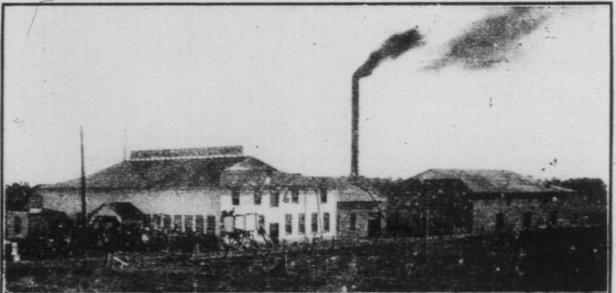
You will be surprised how your canned goods sales will increase. You will be gratified with the way your customers will praise the goods. You will reap a handsome profit on increased sales.

Don't accept any other brand. Insist on having Old Homestead or write direct to

**The Old Homestead Canning Co.  
PICTON, ONT.**

# CANADA'S PRIDE

SEASON 1906



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

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

**NAPANEE CANNING CO., Limited**

W. A. CARSON, Manager

THEY  
Sell  
Well  
Show  
a Nice  
Profit  
Give  
Satis-  
faction.  
WHY?

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

**PATERSON'S  
CAMP  
COFFEE  
ESSENCE**

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

ROSE & LAFLAMME  
Agents, Montreal

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# "BULK VERSUS PACKET"



The close companionship of such regulation and yet undesirable neighbors in a store as Fish, Cheese, Meats, Fruits, Vegetables and other self-assertive articles cannot impair the freshness and aroma of "SALADA" Ceylon Teas, which are preserved and sold only in airtight sealed packets.

This is a vast deal more than can be claimed for bulk teas, which are forever "going off" in flavor and deteriorating in value. "NO DENYING THIS FACT."

**"SALADA" Green Teas are putting Japans  
just where "SALADA" Black Teas have put  
China Congous—"Out of Business."**

Wholesale Terms and Samples  
from  
"SALADA" TEA CO., Toronto, Montreal

## Royal Yeast Cakes.



**MOST PERFECT MADE.**

*Sold and Used Everywhere.*

**A Pure Dry-Hop Yeast.**

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

ORDER FROM YOUR WHOLESALE GROCER.



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

We ring the changes on

**Lytle's Lime Juice  
Lytle's Lime Juice Cordial  
Lytle's Raspberry Vinegar**

because these are among the most saleable lines a grocer can carry at this season of the year—because a line equal to the best trade of the best grocer.

*Sold by Your Jobber, or Direct  
from the Manufacturer.*

**THE T. A. LYCLE CO.  
LIMITED  
TORONTO, CAN.**

# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

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

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

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

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

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

We are, Yours truly,

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

Established 1882.

## Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

## Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

 Cut this ad. out and paste it up as a reminder.

## The Lakeside Canning Company, Limited

Wellington, - Ontario

## IMPORTERS

ASK OUR PRICES FOR

Valencia Raisins,  
Currants,

Shelled Almonds,  
Shelled Walnuts,  
etc., etc.

Barbadoes Molasses,  
West Indian Sugars,  
Maple Sugars,  
etc., etc.

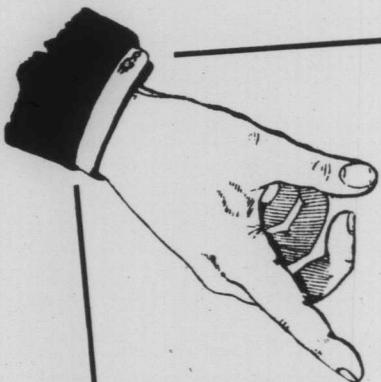
## D. RATTRAY & SONS

Commission Merchants

QUEBEC

Montreal

OTTAWA



## Windsor Table Salt

You must look into the by-ways and hedges of the past for convincing proof that "quality" tells in the long run—there are financial wrecks there without number. And the figure of the grocer who was tempted to buy doubtful goods for a little saving on price looms up like a lighthouse in a dense fog. It pays to buy standard goods like

### Pure, White, Crystalline

because it is all salt every single time. No impurity in it, because it is sifted, not ground. No "caking," because every drop of moisture is dried out of it. Remember the wrecks of the past when tempted to buy salt said to be "just as good as Windsor."

THE CANADIAN SALT CO., Limited  
Windsor, Ont.

WRITE THE  
**Taylor & Pringle Co., Limited**  
OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR

LIME JUICE

FRUIT WINES

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

REFINED CIDER

SWEET CIDER

BANANA CIDER,  
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar.

**ORDER NOW**

**Taylor & Pringle Co., Limited**

## You Sell Matches

It pays you to watch Matches as it does your other lines. Your business prospers as you keep up with what is **New and Good.**

If you don't know **Our** Matches you are not doing justice to your customers or yourself.

Write for our price list.  
It will pay you.  
Our prices are lower than other makers' and our goods **The Best.**

## The Improved Match Co.,

Limited  
Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

THE CANADIAN GROCER

# EXTRA BRIGHT DEMERARA CRYSTAL SUGAR

Price Very Attractive

THE DAVIDSON & HAY, LIMITED  
WHOLESALE GROCERS, TORONTO

## Have a Hobby!

LET IT BE TO SELL COFFEE OF THE  
HIGHEST QUALITY

This you can do if you handle  
CHASE & SANBORN'S HIGH-  
GRADE COFFEES.

## Chase & Sanborn

The Importers, - MONTREAL

### PICKLING SPICE

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchant 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

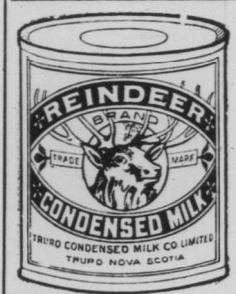
Teas that are refreshing,  
Teas that are **healthful,**  
**fragrant, invigorating**  
Teas that are always **pure**

That's what every lover of tea  
is bound to say of

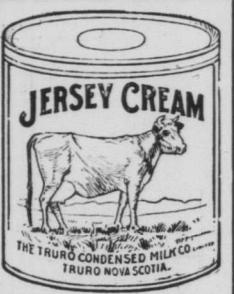
## Japan Teas

The grocer's interest lies in pushing teas that  
are **pure.**

## PURE MILK



Sweetened



Unsweetened

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.B.

## ROWAT'S

The name that applied  
to

## PICKLES and OLIVES

means

Quality the best  
Profit satisfactory  
Business increasing

You can't wish for more.

All jobbers.

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# Valencia Raisins, Sultana Raisins Currants, Etc.

Get our Prices before Buying.

**THOS. BELL, SONS & CO.,  
MONTREAL**

Representing:

A. Mahiques Paris,	Denia
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Drivelopulo Freres,	Patras



Supplied under Contract  
to the  
British and Indian Governments

Our Name,

**WHITE, COTTELL & CO.**

Our Business, Manufacturers of

**PURE MALT VINEGAR** Highest Grade

Our Object,

To supply **you** with the most satisfactory article  
it is possible to produce,— to secure and hold  
**your business.**

Our Address, Warner Rd., Camberwell, London, Eng.



**Margin is not Everything.**

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

**Pickles, Sauces, Malt Vinegar**

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & CO.  
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BICKLE & GREENING,  
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C. E. JARVIS & CO.

630 Ontario Street, TORONTO  
HAMILTON, ONT.  
WINNIPEG, MAN.  
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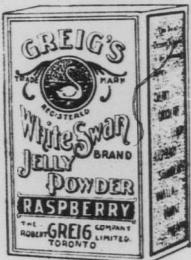




PASTE Stove Polish both give you a good margin of profit and are absolutely safe in the hands of the user. You can carry them in your stock with safety. Insurance companies are liable to object to paying losses in stores where inflammable goods are kept on the shelves without permits.

DON'T TAKE ANY CHANCES.

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



## GREIG'S WHITE SWAN JELLY POWDERS

All true fruit flavors. High grade and dependable in every respect. Cheap too!

The Robert Greig Co.

Limited  
WHITE SWAN MILLS  
TORONTO

## If the Canned Goods you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make.

**Acme Can Works**  
MONTREAL

## WILLIAM GALBRAITH & SON

68 MCGILL ST., MONTREAL

WHOLESALE GROCERS

Offer 200 Chests Fine Pekoe Tauchong - - at  $11\frac{1}{2}$ c.

Sole Agents in Montreal for

## "CANADA'S PRIDE" CANNED GOODS

The Best in the Dominion.

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# If You Want To Save **\$'s** **YOU MUST HAVE SYSTEM**

**The Crain Monthly Account System** is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render. We are at your service and would be pleased to give you further information. Write us.



THE *Rolla L. Crain Co.*  
LIMITED.  
OTTAWA, CANADA.

TORONTO  
18 Toronto Street.

MONTREAL  
74 Alliance Bldg.

WINNIPEG  
Sylvester-Willison Bldg.



SOMERS BROS. -- TORONTO, ONT.

## THE IMPORTANCE OF GOOD STORE FIXTURES

IS SECOND ONLY TO THAT OF A WELL SELECTED STOCK

"GOOD" FIXTURES SHOULD PROVIDE FOR  
EFFICIENCY of Service  
ECONOMY of Space, Time and Labor  
CONVENIENCE to Dealer and Customer  
CLEANLINESS that Prevents Waste and Loss  
INTERIOR DISPLAY that Encourages Buying

### WALKER BIN FIXTURES

FULLY MEET THESE REQUIREMENTS

Write for Illustrated Catalogue "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., Ltd., - Berlin, Ont.

J. H. MAIDEN, Montreal Agent

## CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you  
to get a copy of our  
beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited  
Preston, Ontario

**DO YOU PREFER AN  
Automatic Pendulum Computing Scale**



Send a postal to **The "Dayton"**

**THE COMPUTING SCALE CO.  
OF CANADA, LIMITED  
164 King Street West, TORONTO**

**\$57.00**

to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

**No. 103 DAYTON**

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.  
Full Capacity Thirty Pounds.  
Each Pound Same Width on Chart.  
Each Cent Indicated by a Line.  
Working Parts Always in Plain View.

Plate Glass  
encloses Pendulum.

A Most Beautiful Fixture.

The Canadi

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**MOMENTS — WASTED**

become hours, days, then dollars.

You are perhaps taking your orders on an old-fashioned Counter Check Book and as would be expected are getting rather poor service. The new

**SPECIAL DUPLICATING  
COUNTER CHECK BOOK**

made by us is admirably suited to grocery uses. The leaves alternate white and pink all the way through. We make all kinds.

*Try the New Way, the Saving Way.*

**The Carter-Crume Company, Limited  
TORONTO and MONTREAL**



**COLES Electrically Driven  
Coffee Mills.**

**GRANULATOR. PULVERIZER.**



No. 65

**Single and Double Grinder**

**Pulverizing and Granulating**

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

**Our Grinders Wear Longest**

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

**GRINDING CAPACITY.**  
Granulating 2 lbs. per minute.  
Pulverizing  $\frac{1}{2}$  lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

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

AGENTS:

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Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.

Gorman Eckert & Co., London, Ont.

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBERS

$\frac{3}{4}$ -lb. tins—3 doz. in case.

**ELECTRIC POWER COFFEE MILLS**

This small cut illustrates another of the designs we make.

Fitted with  $\frac{1}{4}$ -H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes  $\frac{1}{2}$  pound per minute.

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

*Write for Catalog and prices*

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

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Coffee Mills.

nd Double Grinder  
rizing and Granulating

Coles Coffee Mill has a  
that breaks the Coffee be-  
fers the grinders, thus  
year of grinders and sav-

ders Wear Longest

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

GRINDING CAPACITY.  
Granulating 2 lbs. per  
minute.  
Pulverizing  $\frac{1}{2}$  lb. per  
minute.  
Capacity of Iron Hoppers,  
5 lbs. of Coffee.

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

RING CO.

IA, PENN., U.S.A.

os., Montreal.

ckert & Co., London, Ont.

ACK  
OUR STORE.

SOLD BY ALL  
JOBBERS

EE MILLS

illustrates another  
we make.

4-H.P. Motor fur-  
rect or alternating  
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pounds and pulver-  
er minute.

tractive store fix-  
time and labor—

atalog and prices  
- TORONTO

## TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it posi-  
tively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no  
poises to slide, or prices to set.

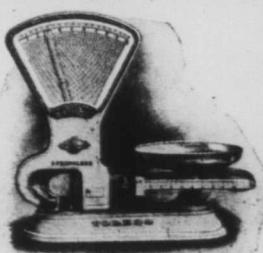
A trade bringer because it indicates to the customer  
in plain figures the correct weight of the article he is  
buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is  
paid for with the money you are now losing.

For Catalogue and information apply,

**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**



...ESTABLISHED 1849...

## BRADSTREET'S

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

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

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

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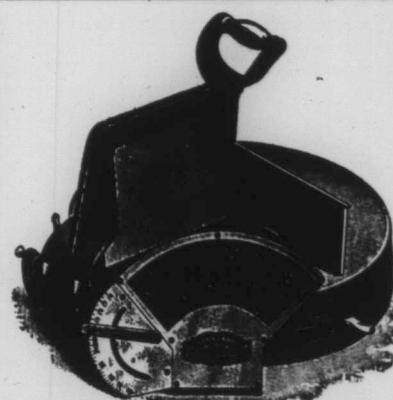
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



## THE STANDARD COMPUTING CHEESE CUTTER

### THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

**THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.**

## TRADE WITH ENGLAND

Every Canadian who wishes to trade  
successfully with the Old Country  
should read

### "Commercial Intelligence"

(The address is 168 Fleet St.,  
London, England)

The cost is only 8c. per week. (Annual sub-  
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Moreover, regular subscribers are allowed to  
advertise without charge in the paper. See the  
rules.

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

## OKEY'S 'WELLINGTON' KNIFE POLISH

**JOHN OKEY & 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.**



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO. TORONTO, CAN.**

## Do You Want to Buy

### A BOILER, ENGINE OR MACHINERY?

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

## CANADIAN MACHINERY

MONTREAL TORONTO

### 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 cus-  
tomers? 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  
K.I. KING. 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.**  
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**ALLISON COUPON CO.,**  
Manufacturers  
Indianapolis, Indiana.

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

Advice regarding processes of man-  
ufacture and technical applications of  
chemistry.

THE CANADIAN GROCER

# NEW STRAWBERRIES

2-lb. Tins.

No. 1 Goods.

Heavy Syrup.

## Thomas Kinnear & Co.

WHOLESALE  
GROCERS

TORONTO AND PETERBORO



### TERMINAL STORAGE WAREHOUSE

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

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL

# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in

Canadian,  
American  
and Eastern Produce

Consignments

Promptly Attended to.

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CODES USED: Lieber's, A B C, 5th edn  
A1—Premier  
and Standard Shipping

H. W. NELSON & Co.  
TORONTO

LIMITED

RETURNED  
SEP 6 - 1906



Manufacturers  
of

BROOMS

AND

WHISKS



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Wholesale Dealers in Grocers', Druggists',  
Stationers', and Smokers' Sundries.

FACTORY :

15-21 Jarvis St.

MAIN OFFICE AND WAREHOUSE :

92 Adelaide St. West

# CEYLON TEA BLACK AND GREEN

My friend you will easily remember the early battle of Ceylon Tea for recognition on the Canadian market. It is not so long ago and our competitors made noise enough, to make it impossible to forget. You can't blame them. They were hard hit.

The fertile young island of Ceylon had every requisite for growing tea of the finest quality. British enterprize and cleanliness "made" these teas so well and at such excellent values that

## THE BLACK TEA TRADE BELONGS TO CEYLON

Having captured the black tea trade Ceylon has solved the **Green Tea** question and are now producing green teas as sanitary and as delicious as are the well established Ceylon blacks. The public are beginning to find this out. A **Green Tea** victory is now in sight for Ceylon. Mr. Grocer why not have your share of the spoils? Work along the lines of success and specialize on Ceylon Greens.

# CEYLON TEA Black and Green

# TEAS, GROCERIES, PROVISIONS WINES and LIQUORS

The Largest Stock. The Greatest Variety.

## OUR POLICY

Low Prices. Quick Turn Over.  
Big Business.

A few trial orders will convince you of

## OUR RELIABILITY

Best Equipment. Competent Staff.  
Perfect Organization.

# Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

# BODE'S

The Chewing Gum to sell  
is the Gum that is ad-  
vertised.

The Chewing Gum that is  
advertised is the Chew-  
ing Gum that sells.

# BODE'S

These are the brands that are advertised and which  
you should offer to your trade:

**Bode's Menthal "Pepsin" Gum**

**Bode's Crushed Fruit Gum, in three flavors.**

**Bode's Pepsin Gum**

**Bode's Chulets,** in 3-lb. and 5-lb. boxes,  
also 5c. packages.

See our quotations in  
"Quotations for pro-  
prietary articles."

**Bode's Buster Brown Gum,** the largest 1c. pkge.  
in Canada.

All of these lines for sale by your jobber.  
If he doesn't handle them write us direct.

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**Bode's Gum Co.,**  
LIMITED  
**MONTREAL**

**TORONTO**  
Pacific Bldg.

**OTTAWA**  
65 Sparks St.

**QUEBEC**  
5 Dufour St.

# Tartan BRAND

SIGN OF PURITY

**IN STORE**

TARTAN Heavy Syrup and Preserved Strawberries

TARTAN 3's Whole Strawberry Beets

TARTAN 2's Asparagus, better than imported

Shipment—Finest Oiled Java Rice

Finest Imported Patna Rice

**VALENCIA RAISINS, SCARCE**

We have them and at low prices, also room  
for a few more future orders for TARTAN

Fruits and Vegetables. Mail and Telephone Orders our Specialty.

Long Distance  
Phone 596

**BALFOUR, SMYE & CO. HAMILTON**

ESTABLISHED IN 1842

# CANNED GOODS

1906 PACK

We are in the market again this year.

“FULL GUARANTEE WITH US.”

**L. Chaput, Fils & Cie.**

Wholesale Grocers and Importers  
of Teas, Wines and Liquors

**Montreal**

# RED FEATHER CANNED GOODS FOR 1906 PACK

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

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

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

**GROCER!**

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

**QUEEN BRAND**  
has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS to offer each year. BUY "QUEEN" BRAND and you will not take long to consider where you will place your order another season.

**BELLEVILLE CANNING CO.,  
BELLVILLE, ONT.**

**"ANTITIS PEPPER"**  
The New Pepper  
**KING OF ALL PEPPERS**

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

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

# EMPIRE JELLY POWDERS AND EXTRACTS

are put up in full lines of flavors.

# EMPIRE BAKING POWDERS

are put up in all sizes—tins and glass

# EMPIRE Salmon

Secure stock before a further advance.

We also have EMPIRE Tea, Syrup, Canned Corn, Peas, Tomatoes, etc.

*Write in for Empire Japanese Ash Tray.*

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

# CAPSTAN BRAND

## High-Grade Tomato Catsup

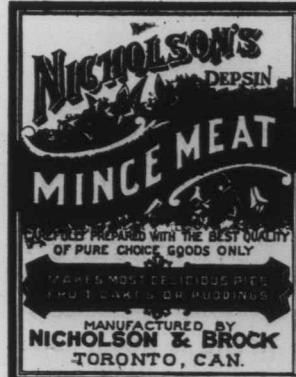
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

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

We guarantee this Catsup to give perfect satisfaction.

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

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



# Particular Palates Desire It

No other Mince Meat can take the place of

# NICHOLSON'S

unless "another kind" (not so good) is wanted

Now or never for

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

and place emphasis on the "now"!

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

# "RED FEATHER" CANNED GOODS

There are a few of our friends who handled the "Red Feather" Canned Goods last year, whose orders for 1906 pack we have not yet received.

Owing to the increased orders this year, consequent on the satisfaction this brand gave, and the limited pack there will be, we are anxious to get all orders in as quickly as possible.

Orders will be filled in rotation received.

If you have not ordered, do not wait but book at once either through our travellers or by mail or phone.

**JAMES TURNER & CO., HAMILTON, ONT.**  
WHOLESALE GROCERS

*It is the Right Time*

**NOW**

*to Use Starch*

AND THE

**Right Starch**

IS

**JAPANESE  
STARCH**

If you do not know  
this brand write for  
sample and prices.

**AMERICAN PURE FOOD CO.  
MONTREAL**

**"EDINBURGH'S PRIDE"**

EVERY BOTTLE OF

**Symington's  
"Edinburgh"**

**Coffee Essence**

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

**Thos. Symington & Co.  
EDINBURGH**

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

## RETAIL MERCHANTS' CONVENTION

Meeting of Ontario Provincial Section at Ottawa—Programme of Business and Pleasure—Complaint Against Telephone Companies—Resolutions Submitted—Freight Rates and Mail Order Business Discussed—Promise of Government Redress—A Fling at Trade Papers.

The convention of the Retail Merchants' Association of Canada, Ontario Provincial Section held at Ottawa on Tuesday, Wednesday and Thursday, July 3, 4 and 5, and reference to which was made in our issue of the 6th inst., was a most successful assembly. Delegates from all parts of the province signed the register, and although the first days' proceedings was attended by but a small number, the arrivals on Wednesday made up a very representative body of retailers.

The program arranged for the convention was as follows:

Tuesday morning, July 3, 10 o'clock—Receiving of delegates at the City Hall and arranging business program.

Afternoon 2 o'clock—Opening of session by President A. L. Geen, Belleville; address of welcome, Mayor Ellis; address, D. Murphy, president board of trade; address, H. Watters, president local branch; general business.

Evening, 7:30 o'clock—from Post Office—Trip to Britannia-on-the-Bay, Aylmer and Lake Descheme.

Wednesday morning, July 4, 10 o'clock—Tally-ho and cab drive from city hall to the driveways and experimental farm.

Afternoon, 2 o'clock—General business.

Evening, 8 o'clock—General business.

Thursday morning, July 5, 10 o'clock—Interview Sir Wilfrid Laurier.

Afternoon, 2 o'clock—Pleasure trip to Rockliffe Park, rifle ranges and royal shanty. Music and refreshments.

#### President's Address.

President A. L. Geen, Belleville, occupied the chair and in his address referred to the splendid growth of the association during the past year, the number of branches in Ontario having grown from 65 to 130, and the increase in Manitoba and Quebec also was most encouraging, due to the excellent work by the general and provincial secretaries and their enthusiastic organizers. The association was still young and it behooved them to go carefully in touching questions of import to the trade—there were many weak spots that good counsel would no doubt strengthen. Unity of purpose was the guiding star of its members, for in unity there was strength, and in time the affairs of the association would be placed on a sound and solid basis. He thanked Mayor Ellis for his pleasant words of welcome, also the Ottawa branch for the entertaining programme provided, and no doubt all delegates would enjoy themselves thoroughly.

#### Henry Watters' Address.

Henry Watters, president of the Ottawa branch, in apt words and hearty manner referred to the bill of entertainment provided for visitors, and endorsed Mayor Ellis' welcome. He referred to the Criminal Code, certain clauses of which were to be brought to the attention of the Premier, Sir Wilfrid Laurier, and the Cabinet, as being inimical to the best interests of the retail trade of Canada, and he urged united action towards securing justice and equality.

#### Wholesale in Preston.

B. W. Ziemann, Preston, Ont., referred to a wholesale grocery house in Western Ontario which was undertaking to start a retail business in his town, where goods would be sold at wholesale prices to bring the retailers to terms. The grievance on the part of the wholesale firm was that the retailers would not buy from it because it sold at wholesale prices to hotels, boarding houses, etc.

#### Telephone Companies.

The demands of the Bell Telephone Company were discussed. Delegates complained of the poor service in some cities, and of the merchants being compelled to pay for the telephones six months in advance.

Addresses were delivered by Messrs. F. W. Forde, chairman of the Ottawa Grocers' Association; G. W. Shouldis, chairman of the Master Bakers' Association of Canada; A. J. Warnock, H.

chairman appoint a committee to examine into and deal with the matter.

"That whereas a large number of manufacturers place in and upon packages of goods coupons and presents for the purpose of encouraging the sale of their wares, this association request the Manufacturers' Association to take some action towards securing legislation that will stop the sale of goods placed upon the market by such unfair means, and that we pledge our support to the securing of such legislation.

"That the executive of this association be instructed to watch the Dominion legislation now in progress re co-operative associations and take what action they deem advisable to safeguard the interests of retail merchants.

"Whereas great inroads are being made into the retail trade throughout the province by mail order concerns, therefore be it resolved, that the executive committee of the Ontario provincial board take the matter into consideration with a view to finding some remedy.

"That whereas some discussion has arisen through the columns of a few trade journals criticizing the manner in which our association is organized, we believe the criticism is unfair and not in the best interests of the retail trade of the Dominion, and this association again affirms the general plan of the organization as being in the best interests of the retail trade.

"That it is the opinion of this convention that some action should be taken to regulate the manner in which telephone companies conduct their business with retail merchants, and we advise that the executive officers deal with the matter.

"That it is the opinion of this convention that it should be made compulsory that all claims for loss sustained on goods going by express or freight be adjusted within thirty days from the date of claim, and that the matter be referred to the Dominion board to be dealt with.

"That it is the opinion of this convention that each local branch should adopt what plan it considers best suited to its needs to provide for the protection of its members from bad pays.

"That this convention considers that it would be more convenient and advantageous if the Municipal Act were amended so that municipal elections would take place on the first of February or the first of March instead of on New Year's Day as at present.

"That whereas a considerable quantity of gold and silver goods are being placed on the market and misrepresented as to quality, this convention strongly urges the passage of the bill now before the Dominion Parliament respecting the proper marking of all gold and silver goods.

"That whereas the present criminal law discriminates against retail and wholesale merchants, and allows labor unions to do what we are not allowed to do, this convention strongly urges the Dominion board of our association



H. C. Ellis, President Ontario Section Retail Merchants' Association.

H. Mockler of Durham; A. J. Kerr, of Elora, and R. J. Crowder, of Wingham.

#### Resolutions.

The following resolutions were proposed and committees appointed for bringing in reports on same. These resolutions were ultimately passed after some strong discussions. As will be noticed, some of the resolutions are of a character which many members deemed outside of the province of the association to touch, and considerable discussion resulted before the same were put through:

"That whereas communications have been received requesting our association to co-operate with all other business associations to settle all questions of international dispute by arbitration, that this association deems it advisable to unite our efforts with the other business bodies as being in the best interests of commerce.

"That whereas a resolution has been forwarded to this board asking us to take up the question of freight rates regarding the transportation of sugar and determine if the freight rates are equitably applied between the various cities and towns of this province, that the

to make ever changed.

"That whereas a large number of manufacturers place in and upon packages of goods coupons and presents for the purpose of encouraging the sale of their wares, this association request the Manufacturers' Association to take some action towards securing legislation that will stop the sale of goods placed upon the market by such unfair means, and that we pledge our support to the securing of such legislation.

**Committee.**

The committee consisted of: General bu Warnock, A. R. J. Crowd Provincial Mackler, He mann.

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to make every effort to have the law changed.

"That whereas the Postmasters' Association of Canada applied to the Dominion Government to give them the right to sell to mail order concerns lists of names of those persons living in their neighborhoods, and whereas the executive of this association protested to the Dominion Government through the Dominion board against the granting of this request and thus prevented it being done, this convention fully endorses the action of the Dominion officers of the association."

### Committees on Resolutions.

The committees on these resolutions consisted of:

General business—F. Darnley, A. J. Warnock, A. J. Kerr, C. J. Provost, R. J. Crowder.

Provincial affairs—M. Moyer, H. H. Mackler, Henry Watters, B. W. Ziemann.

Dominion affairs—F. W. Forde, J. A. McManus, H. C. Ellis and G. W. Shouldis.

### Secretary's Report.

E. M. Trowern, general secretary, read his report at the meeting on Wednesday, and same was the most satisfactory in the ten years' history of the association. There were now 135 branches and 2,555 members, not including Toronto, in Ontario alone. The Northwest Association had grown to a marvellous extent, and the Quebec division had grown similarly.

He referred to the amendment which had been made to the Transient Traders' Act. The Act as it now stands is very satisfactory, any by-laws can be passed by city, town, township or village councils to prevent transient traders of all kinds from selling without a license. He fully outlined the amendments and pointed out what had been gained.

The association had considered the proposal to form a fire insurance fund of its own, but had decided that it would be better to insure in an outside well managed and strong company.

It opposed the motion brought up in the Legislature by which the business tax at present in force would be charged to a personal tax on all the merchants' stock whether paid for or not. The motion was not pressed.

At the recent session of the Legislature a bill was brought up to prevent merchants from having signs projecting on the street, and even signs on the buildings. The association aided in having this bill defeated.

### Outside Retailing.

E. R. Fisher of Ottawa spoke of men who came into that city from Toronto, take orders for all kinds of clothing, pay no taxes, and are under no expense except hotel expenses. He maintained that this should be stopped.

Mr. Ziemann spoke along similar lines. In the small cities agents came in from larger cities and took orders. In large cities agents come in from London and Glasgow.

### Can Protect Themselves.

Mr. Trowern said that the law regarding transient traders, just passed by the Provincial House, would cover that. A by-law can now be passed by the city council preventing this practice.

### Treasurer's Report.

F. C. Higgins, treasurer, brought in his report, as follows:

Membership fees collected by Mr. Eadie, organizer, were \$2,600; fees collected by Mr. Brubacher, \$2,500; fees collected by Toronto branch, \$744. Total receipts, \$5,844.

The expenses were: For Mr. Eadie's salary and expenses, \$1,305; for Mr. Brubacher's salary and expenses, \$1,250; and for expenses in Toronto branch, \$367; refund to branches, \$1,277.07; head office expenses, \$1,644.50. There was no balance and no obligations. There had been no special calls on the merchants. The report was only for 11 months and therefore the receipts were much less than they otherwise would have been.

### No Auditing.

The treasurer's report, while in the main satisfactory, led to some criticism on part of the members. It appears that no proper audit had been made, the expenses of the various or-

hearty cheers and singing of "They Are Jolly Good Fellows."

"I wish to join with the mover and seconder of this resolution in expressing thanks at the unbounded generosity shown in this entertainment. We expected a good deal from Ottawa, but the entertainment has far exceeded all our expectations," said Retiring President Geen.

Mr. Forde in receiving the resolution said he thought there was no better way of advertising a city than by using the delegates well. H. C. Ellis spoke along similar lines.

A hearty vote of thanks was tendered the retiring president, A. L. Geen, of Belleville.

A vote of thanks was tendered the press of Ottawa for the very full and correct reports given.

A vote of thanks was also tendered the mayor, council and chief of fire brigade for the use of hall, and the turnout of the brigade.

Mr. Eadie, Mr. Impey and M. Brubacher, organizers, were similarly honored.

### Address of E. D. Smith, M.P.

E. D. Smith, M. P. for Wentworth, addressed the convention on the subject of "Pure Food," and his remarks were of value to members, as he explained the features of adulteration condemned by the Pure Food Act. The Act, he said, to prevent adulteration is fairly strong. If a food be adulterated it has to be labeled that it is a compound. Yet, he said, the word compound did not convey the impression that ought to be conveyed. He was in favor of the articles used in the manufacture of the goods being named on the label. He claimed that the jam furnished to the soldiers in camp is specified to be pure jam, yet if the records are looked up it will be found that no pure jam had been purchased.

### Sugar Freight Rates.

Considerable discussion came up over the freight rates on sugar. The complaint came from Port Hope, where it is claimed that the "equalized" rate of freight from Montreal is 15c. per ewt. to Port Hope, in car lots, while the rate from Montreal to Toronto is only 3c.

A resolution regarding this was left to a committee to be appointed.

### Manufacturers' Prices.

The resolution against the manufacturers placing prizes, coupons and other enticements in packages of their goods was discussed. A cereal manufacturer, it was claimed, placed painted dolls, painted toys with hair and other adornment in the cereal without wrapping them up, and therefore injured the cereals. The association was strongly opposed to business being done in this way.

Mr. Trowern said he believed that if the retailers took action the manufacturers would move in the desired direction. He said that the retailers did not wish to appear to be making demands. They stood in the same position regarding the amendment of the criminal code. It was decided to authorize the executive to discuss the question with the manufacturers.

The resolution calling attention to the effort to have a bill put through Parliament to authorize the formation



F. W. Forde, Chairman Entertainment Committee.

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of co-operative associations in this country was left to the executive to watch the advances and inquire into the plans of the promoters.

### Mail Order Business.

The resolution pointing out the inroads being made on the retail trade by the mail order concerns brought forth the argument that the mail order business should be taxed, as these firms sold over the country where they paid no taxes and competed against merchants who paid heavy taxes. The order business was like the peddling trade and should be likewise taxed. The resolution was left to the provincial executive.

### Trade Journals.

The criticisms of some trade journals in which they advised other associations to be formed separate from the general association brought forth much discussion. The speakers severely criticized the statements of these journals.

"You can't place your hand on a trade journal that ever helped an organization," said Mr. Trowern. "The history of every trade journal has been downward. I don't condemn the trade journals, we should take them, but let them keep their fingers out of the organization work. Association work is difficult enough without having journals, trade journals, putting difficulties in our way."

A resolution was passed confirming the general plan of the organization of the association as being in the best interests of the retail trade.

The resolution on trade journals was one that provoked considerable discussion, and many members felt that this was a question in which the association was not interested, or, if interested, it should be in support of trade journals, and the secretary himself advised members to subscribe to same. What he condemned was the apparent interest of certain trade journals, notably The Canadian Grocer, and Hardware and Metal, in advocating the formation of trade associations separate from the general retail merchants' association.

It was whispered by several members that if that was the rule desired by the association it would be as well for the Retail Merchants' Association to stop printing a trade journal, not one cent of revenue from which was recorded in the treasurer's report.

### It is no Help.

It was felt by a number of the delegates that the Retail Merchants' Journal was rather a hindrance than otherwise. As the representative from Wingham expressed it, they had forty-six members in that branch, and not a member, nor he, as president, had received a copy in four months. Others spoke of similar cases.

### Good Trade Papers.

W. H. Seyler, of the MacLean Publishing Co., publishers of The Canadian Grocer and Hardware and Metal, who was present, was accorded the privilege of a few remarks, and in plain words clearly demonstrated that nothing that had ever appeared in the columns of these papers could be deliberately construed as being inimical to the good objects of legislation and improvement of trade conditions attempted by the retailers. Rather could it be said that

it is now, and always has been, the policy of these papers, and all other genuine trade papers, to improve the conditions of the individual branches constituting the general body of retailers. No body of varied trades was stronger than its weakest link, and by strengthening the separate links the Retail Merchants' Association could only gain benefit. Criticism of any organization was the right and duty of every journal and, as Mr. Impey, Toronto, expressed it, "Surely the Retail Merchants' Association in its conduct of affairs should not consider itself above criticism—rather should it invite it." Neither the MacLean Publishing Co. nor any other legitimate trade journal would forego its rights to criticize, and, if necessary, condemn anything not considered in the best interests of individual branches of trade, or trade generally.

### Resolution Not Well Received.

After Mr. Trowern, the secretary, had explained, according to his light, the intent of the editorial in The Canadian Grocer of June 29th, "Grocers Should Organize," and intimated that not a member of the staff of the MacLean Publishing Co. had any knowledge of trade from actual experience, or ever sold a dollar's worth of goods, etc., the resolution passed, many members refraining from voting, knowing, as they did, that the member of the MacLean Co. present had sold over a million dollars' worth of groceries, and had a trade experience compared to which the mover's was a peanut stand affair. As admitted to the reporter by a number of the most prominent members of the association at the close of the session, the resolution was considered by them as one that should not have been forced through.

### Election of Officers..

The election of officers for the ensuing year was held and resulted as follows: H. C. Ellis, of Ottawa, former first vice-president, was unanimously elected president of the Provincial Retail Merchants' Association.

First vice-president, B. W. Ziemann, Preston.

Second vice-president, F. C. Higgins, Toronto.

Treasurer, M. Moyer, Toronto.

Provincial secretary, E. M. Trowern, Toronto.

Auditor, C. W. Kelly, Guelph.

Decision as to the next place of meeting will be left in the hands of the executive. The time was also left with that body.

### Interviews Government.

At ten o'clock, July 5th, the members of the association marched in a body to the Parliament Buildings, where they were joined by the Montreal delegates who had come over by special train to the number of 120. Sir Wilfrid Laurier, Premier; Hon. A. B. Aylesworth, Minister of Justice, and Hon. Wm. Patterson, Minister of Customs, received the delegation in the Railway Committee Room. A. L. Geen, president; E. M. Trowern, general secretary; J. A. Beaudry, secretary for the Province of Quebec, and Henry Watters, president of the Ottawa branch, addressed the Government on section 520 of the Criminal Code. The anomalous position in which merchants

are placed by certain clauses in this section (which is reproduced herewith) was very clearly set forth by the different speakers, that of Mr. Trowern being particularly lucid and emphatic. Several questions were asked by the Premier and his colleagues, and the Premier, in dismissing the delegation, agreed to give the matter the closest consideration by himself and the Hon. Minister of Justice. It was too late now to promise immediate action, as the House was in its closing days, but he would arrange for a further consideration with the committee of the association shortly after the prorogation of the House. It is expected that an interesting and fuller explanation will be made by the committee appointed to this meeting.

### Section 520 of Criminal Code, with Desired Amendments.

The words in black are the amendments desired.

"520. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or two years' imprisonment, or if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars who unlawfully conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company.

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce, or

"(b) To unduly restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes, for their own reasonable protection as such workmen or employes or to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.

No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the province in which the charge is laid.

### Closing Session.

After a brief closing session of the association in the council chamber of the city hall, the members agreed to meet for a trolley ride to the Rideau rifle ranges and the Royal Shanty. At two o'clock trolleys were taken to the shanty, where a splendid repast had been prepared by the local committee and speeches and music were indulged in for a few hours. The local committee were

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Henri Fortin,  
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thanked most cordially for the magnificent manner in which they had provided for the entertainment of the delegates.

### List of Delegates.

M. Moyer, F. C. Higgins, John Impey, E. M. Trowern, Toronto; James Manus, St. Thomas; A. L. Geen, Belleville; S. A. Brubacher, Berlin; J. R. O'Neill, Lindsay; John Horsley, Meaford; F. G. Lockett, Kingston; A. A. Armstrong, Fergus; W. J. Kerrocher, F. L. Hall, Perth; J. H. Flury, Lindsay; J. W. Shaw, Tweed; W. E. Mayhew, W. Jenkins, Carleton Place; Jas. Eadie, W. H. Doel, editor Retail Merchants' Journal, Toronto; F. Darnley, B. W. Ziemann, Preston; A. J. Kerr, Elora; R. W. Crowder, Wingham; H. W. Mockler, Durham; G. E. Snider, Deseronto; J. S. Morton, L. Meiklejohn, Sterling; C. W. Kelly, Guelph; Ed. Rinker, Kincardine; R. S. Drysdale, Arnprior; A. M. Patterson, Thos. Nappy, Brockville; L. S. Paquin, Sorel, P.Q.; J. D. Ostigny, Aug. Lavoie, Frank L. Woolley, J. D. A. Filion, J. G. Laviolette, Chas. E. Scarff, B. C. Beaumier, J. D. Berthiaume, N. P. Nightingale, Le Prix Courant, Montreal; Alex. Orsali, president Wholesale Grocers' Guild, Province of Quebec, Montreal; W. C. N. Grinnell, J. H. Laing, L. R. Souliere, W. S. Stone, H. W. Reynolds, John G. Weinfeld, L. A. Bernard, J. A. Menard, J. A. Beaudry, M. Albert, John E. Tremble, C. J. Spenard, J. J. Martin, J. Art. Maillot, P. E. Cartier, R. Berthillier, J. B. Vanier, Eug. Veune, Arthur Bastien, Emile Bastien, Henri Bastien, Pierre Legault, Herman Baigne, Ismael Legault, Alph. Landreville, Wm. York, J. A. Labonte, Alex. Bremner, R. Martel, A. Martel, Thos. Pleau, Henri Fortin, Gideon Boisvert, Odessa Paquette, J. Choquette, Montreal; L. E. Geofrion, of L. Chaput, Fils & Cie., Montreal; Jos. Ethier, of Laporte, Martin & Cie., Montreal; A. Turcotte, of Turcotte Freres, Quebec; H. C. Ellis, F. W. Forde, A. J. Warnock, C. J. Provost, W. H. Sproule, D. Halliday, Wm. McAllister, A. E. Cowan, C. B. McLean, Geo. Atkinson, G. W. Shouldis, Henry Watters, L. N. Poulin, E. K. Fisher, Wm. A. Lloyd, P. K. Lamoreaux, W. Farmer, R. H. Conley, Ottawa.

### Convention Echoes.

President-elect H. C. Ellis deservedly received the congratulations of the members. He is one of Ottawa's brightest grocers and a hard worker in grocery trade matters, and his work in the Retail Merchants' Association is of the best.

That moonlight ride from lovely Britannia-on-the-Bay to Aylmer was most enjoyable. A pleasant surprise was tendered the delegates when the steamer passed Mr. C. J. Provost's, treasurer of the Ottawa Grocers' Association, summer residence, in the shape of a display of fireworks. This little attention was much appreciated.

President F. W. Forde, of the Retail Grocers' Association, was here, there and everywhere, looking after the comforts and enjoyment of the delegates. Where there is work (or fighting) to do there you will find Fred Forde.

George Shouldis, president Bakers' Association of Ottawa, was a host in entertaining and his genial smile and friendly voice were a thing to remem-

ber. What a team Forde, Shouldis, Warnock, Provost and Brennan make for organization and entertainment!

M. Moyer, Toronto, was the Solon of the convention, while that magnificent Teuton, Ziemann, from Preston, rolled out the Queen's English in tones that caused attention and commendation. Big in frame and big in ideas, Ziemann is a card to draw to.

That German trio with its songs of the fatherland was an entertaining feature of the Aylmer trolley ride.

Ottawa as a convention city leaves little to be desired. Its beautiful location, splendid drives and considerate council make for a good time for all.

### GREEK FRUIT SELLERS IN CANADA.

Editor Canadian Grocer:

Dear Sir:—I am interested in an article on page 36 of your last issue relating to the Greeks handling fruits in Canadian cities.

For several years I have been watching these sons of Hellas in various towns and cities in the States, but your publication is the first so far as I know to raise the question as to why the Greeks have been so phenomenally successful in this business in such a short space of time.

Coming into this country with little or no knowledge of our language or customs they appear to forge ahead, and while their successes are not astounding as compared with trust operations these days, still the main point is, as you show, they succeed.

I hardly believe it would be exaggerating to say that 75 per cent. of the Greeks coming to this country engage in the fruit business. There must be some reason for this that will, in some way, account for their success. In the first place, I think they follow the business because it is almost second nature with them, coming as they do from a semi-tropical country that has always been famous for its fruits. To my mind it is doubtful if they would make as great headway in handling some other line, as hardware, for instance. The fact that they know how to display their line to best advantage means quite a good deal, and the Greek has an artistic temperament par excellence. I am sometimes struck with the great care they exercise in keeping their corner stands; very few small merchants scrutinize detail so closely as the Greeks.

Not only must all decayed or imperfect fruits be separated from the best, but the tiers must be dusted and the fruits wiped at regular intervals. Too frequently the average American seems to consider such slavery to detail as being cranky and unnecessary.

Another thing I have noticed is that the Greek is usually satisfied so far with being a retailer. His mind apparently stops short of the various ramifications involved in the wholesale game handling either deciduous or citrus fruits, but I am led to consider if the Greek who succeeds in a retail way will not eventually become a wholesaler, and by continuing the process indefinitely dominate the fruit business entirely. They are a factor to be reckoned with in retailing, and when we consider they have only been a few years in this

country we may form some idea as to what they will do in the future if they keep up their past and present stride.

The height of Greek culture, as we see it in this country, is "Ten centa fiva banan at dees peanutta stan." Their capital is usually small and their operations restricted, I grant, but I am reminded that many of the largest clothing and other establishments now in this country owned and operated by Hebrews had an equally obscure origin, probably in a peddler's wagon or in an insignificant corner store in a small village.

I maintain that you have raised a very live question in your valuable magazine when you ask if the retail fruit business is to be controlled by the Greek merchants, or if it shall be regained by the retail grocer who has lost it, temporarily at least, and we regret to admit, to a shrewder competitor. I incline to the opinion that any drastic legislation in this country tending to eliminate the fruit stands, peddlers, hucksters, etc., would be a real menace to the fruit and produce interests, but I am at a loss to understand why more native born Americans have not engaged in the business, unless it is because the Greeks and Italians owing to their familiarity and long experience with fruits, etc., do not entitle them to be classed as superior fruit men. It can hardly be denied that these latter people sell a large amount of stuff that would be next to impossible to dispose of otherwise and that a large percentage of their business is handled on a very small margin. But the tendency of all modern business, I believe, is to extend the output and work on a closer margin of profit. Small profits will, therefore, have little or no effect on their future successes so long as they keep growing in the business. I am informed by a leading Greek here who has made a phenomenal success, and who by the way is already in the wholesale class handling fruits, that in 1885, the year in which he came to Chicago, there were 45 Greeks in the local colony. Now there are 10,000 and they all seem to be making money and are mostly engaged in the fruit business. I incline to the belief that the percentage of increase among the Greeks here has been about the same as in other cities in the States.

While it is purely in the realm of the academic to estimate what changes will be wrought in the next sixteen years, I think it fair to assume that we shall see some startling developments in the fruit business at the hands of our Hellenic friends, whose nostrils were perhaps filled in childhood with the soft odors from vine-clad hills, and who perhaps plucked fruits and flowers from Hymetus before they could master alpha, beta, gamma. But let's be fair to the Greeks and give them credit for being intelligent and industrious; they are perhaps entitled to their success. Trade may be cajoled for a day, but the real master of commerce sooner or later finds his own, and maybe the Greek is a better master of fruits than we. Anyway, he bids fair to teach us a lesson in business as his forefathers did so many years ago in art, war and philosophy.

Yours very truly,  
W. T. SEIBELS.

Chicago, July 7.

Charles L. Tison, grocer, Montreal, deceased.

## EDITORIAL

## The Canadian Grocer.

# THE CANADIAN GROCER

Established 1886

## The MacLean Publishing Co. Limited

JOHN BAYNE MACLEAN President

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### SPLENDID CROP PROSPECTS.

The prosperity of Canada being directly dependent upon her agricultural industry, it is gratifying that reports received from authoritative sources find the crop prospect very satisfactory. Interest in this regard turns primarily to the west, with each year a greater field to be reckoned on. Thousands of acres of rich prairie are being broken by the settler every day, and next season will add their quota to swell the immense grain product. Last year's yield, considered by the acre or as a whole, was wonderful, and if Nature is propitious the crop now in the ground will, by reason of increased acreage, far surpass it. What the influx of people will be during the present summer it is difficult to estimate, but it will constitute another

movement of the entering wedge that is to bring this fair Dominion a population of fifty millions in a few decades, and raise Canada's standard to a high place among the nations of the world.

All this means an agreeable situation to the merchant, providing always that he temper the modus operandi of his business with the precautionary measures suggested by the conditions surrounding him. He may accept the feeling of optimism with which the whole west effervesces, but he must introduce qualifications for present protection before figuring far into the future. He has been, and is, playing an important part in the upbuilding of that vast country in a way that is not necessarily coincident to the ordinary process of trading. He has exerted one of the most powerful influences that have been directed to placing the settler on a good footing, and putting the greatest acreage in seed as soon as possible. To those farmers who have shown the proper industrious disposition he has extended the most liberal credit, thereby permitting the use of an enormous capital in acquiring land and improving it that would otherwise have been held back for current expenses. It is the first year or so, while he gets no returns from the soil, that the settler feels most keenly. The merchant has tided him over that period safely, with the assurance that the first crop—which is generally calculated to set the owner on firm ground, with something to spare—would be followed by a settlement. This policy has been of inestimable benefit, especially to the homesteader, whose capital is small, and who, until the required duties are performed, has no freehold property to secure his paper.

Of course the merchant could not be so indulgent without the aid of the wholesale houses, and with long credit extended all round, the value of accounts outstanding at one time has been enormous. Naturally, harvest should see the books balanced up, but collections in the past have not been satisfactory. The farmer very often succumbed to the land fever—knowing that this is the last Great West, and that prices would never be so low again—and invested money

that should have been devoted to settling his bills. Land greed is a hard thing to fight off, and in a new, rich country it is rampant. The screws had to be tightened up a little by the merchant, and now collections are better. They should continue to improve, particularly in those districts where more than one crop has been marketed. The temptation to buy while prices are advancing is great, but the farmer should square his accounts first. He must be urged to do so by every reasonable means. In the districts where prosperity has made its appearance—and in the west it often does very quickly—cash business should be encouraged as far as possible.

The merchant is now buying Fall stock. If the crop comes up to expectations business conditions will be good, if not, the times are likely to be pretty hard. It is not our wish to hold a pair of blue glasses to the merchant's eyes, but merely to emphasize the need that he has for caution. The outlook just now is splendid, and we pray that the brightest hopes may materialize. At the same time, let the possibilities exert their proper moderating influence.

### THE VALUE OF CREDIT.

When a man's credit is gone he has little left that is of any commercial value. Experience he may have, and social position, but without the standing which stamps him as a man who will meet his obligations, it is a bootless task for him to try to carry on a successful business.

A banker's confidence in the man to whom he lends money is based upon the experience, the application and the character of the man. And character plays no small part in the essential elements considered. But it is not enough simply to be honest. Many a man is honest and nothing more. He must be able to accomplish things, for without this he cannot be considered a good risk.

There is no royal road to credit: its building is the work of years. It is one of the most precious things in a man's business career, and should be guarded zealously and, above all, it should not be dishonestly taken advantage of when once established. In every deal, credit plays its part with cash. If it were not so there would be little chance of a man with limited means rising above his present station in life, and only those who were fortunate in already having money could do business to advantage. The security of the largest business houses in the land today was founded upon their credit—their ability to make good—quite as much as upon the amount of their worldly possessions.

### READS GROCER WITH INTEREST

Prescott, Ont., July 2, 1906.

Editor CANADIAN GROCER:

Dear Sir,—Find enclosed \$1.00; subscription six months last for CANADIAN GROCER.

Allow me to compliment you on the very attractive publication you produce. I read it with very much interest.

Yours very truly,

(Signed)

FRED ROWE.

## The Canadian

### RAILROAD

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**RAILROAD DISCRIMINATION.**

The average shipper has long since ceased to evince marked surprise at anything a railroad may do or charge. The workings of the railroad mind are past finding out, or even the elucidation of an A. G. Blair. Still the shipper occasionally runs across such a flagrant example of wrong-headedness as to excite his interest if not his surprise.

Such a case was recently brought to the notice of The Canadian Grocer. A large shipper has been accustomed to send quantities of crockery from Hamilton to St. John, N.B., paying 62 cents per hundred pounds. A short time ago he had occasion to send a shipment of the same class of goods to Hamilton, Bermuda, and on his freight bill discovered that the railroad's charge to St. John was 29½ cents, because the goods were going through to Hamilton, Bermuda.

By a little calculation it was seen that he could ship his crockery through St. John a thousand miles out into the Atlantic to Bermuda and back again to St. John for less money than if they were shipped no farther than St. John in the first place. This is charging what the traffic will bear with a vengeance.

**THE PURE FOOD BILL.**

The Pure Food Bill which has just passed into law in the United States is severe in its penalties. The penalty for the first offence is a fine not to exceed \$500, or a year's imprisonment for any person who manufactures, sells or offers for sale any article of food, drugs, medicine or liquor which is adulterated, misbranded, or which contains any poisonous or deleterious substance. But although this law seems to cover the ground completely, it has no care for anyone but a citizen of the United States. The importation of adulterated food is prohibited, and the importers are liable to a fine of from \$200 to \$300 with imprisonment, but such is not the case with the preparation of foods for other countries. It is expressly provided that goods for export shall not be deemed to be adulterated or misbranded when no substance is used in their composition which conflicts with the laws of the foreign country for which it is intended. Thus, for good Americans a special brand of meat must be prepared, but for Britishers, Canadians, and all other foreigners, anything that can be unloaded upon them may be used.

It is assumed, no doubt, that others know enough to protect themselves, but in view of the odium which now surrounds the product of American packing houses, it is only reasonable to think that everything possible should be done

to re-establish or re-create the standing American meat once had.

Considering the whole question, the packers have got off easily. There are to be sufficient and suitable inspectors appointed to see that all places where food is prepared are fit for such work, and that no diseased animal or deleterious matter is used in the food, but it is the Government, and not the packers, who have to pay for the inspection. Nor do they have to affix the date of packing on the cans. It was held that goods once packed do not deteriorate with time, but while this may be true, it is doubtful if the public will feel quite like believing it.

**EXPORT TRADE INCREASING.**

Trade returns for May and June recently obtained from the Montreal Board of Trade give silent but eloquent testimony of the development of our export trade. While every line has not shown an increase, taken as a whole export shipments for the first two months of the season have been ahead of the shipments for the same period last year. As an instance, wheat exports for May and June, 1906, were over double those of these two months in 1905. On the other hand, butter exported was some thirteen hundred odd packages under last year's figures for this period. The flour trade has developed wonderfully, and shipments show an increase of over one hundred and twenty-four thousand barrels. The lard trade has grown very much also. Meat shipments have not been large, in fact there has been a decrease, but as a good deal of the meat shipped through Montreal comes from the States, this is not to be wondered at considering the recent exposures in Chicago. Cheese exported was much ahead of last year. Other lines which are important in export circles showed corresponding increases or decreases, as the case might be, but generally the former by a good large margin.

**SUGAR PRICES COMPARED.**

It is interesting to note the action of the sugar market as regards prices, this year as compared to last, from January to June inclusive.

**A SPLENDID TRADE JOURNAL**

P. L. Cherry, British Vice-Consul, Astoria, writes under date of July 3rd:

"I am in receipt of the number of the CANADIAN GROCER sent to this vice-consulate. It is a splendid number."

The market opened the year 1905 at \$5.45. By the end of January the price had advanced to \$5.75. February 9 saw a decline of ten cents. From that date the price declined, ten cents at a time, until it stood June 27 at \$5.

The price quoted the beginning of 1906 was very much lower than that demanded in 1905. January 1 \$1.30 was the price asked. Up to June the market fluctuated considerably, advancing one week and declining another. February 9 \$1 was asked. Between that time and the end of June the price fluctuated more or less, at the latter time the price quoted being \$4.20.

The figures below show how the market acted:

Date	Price	Decline	Advance
January 3	\$5.45		
January 9	5.55	10	
January 13	5.65	10	
January 19	5.75	10	
February 9	5.65	10	
April 28	5.55	10	
May 6	5.45	10	
May 11	5.35	10	
May 16	5.25	10	
June 5	5.15	10	
June 21	5.05	10	
June 27	5.00	05	

Date	Price	Decline	Advance
January 1	\$1.30		
January 16	1.20	10	
January 26	1.10	10	
February 9	1.00	10	
March 5	1.10	10	
March 20	1.20	10	
April 16	1.10	10	
April 23	1.00	10	
April 30	1.10	10	
May 21	1.00	10	
May 28	1.10	10	
June 18	1.20	10	

**CANADIAN CANNERS' PRICE LIST FOR 1906 PACK.**

	ONTARIO
Per doz.	Per doz.
Group No. 1	Group No. 2
2's Asparagus	\$2.75
2's Rhubarb, preserved	1.17½
3's Rhubarb, preserved	1.92½
Gals. Rhubarb, standard	2.65
2's Strawberries, heavy syrup	2.00
2's Strawberries, preserved	2.15
Gals. Strawberries, standard	6.25
Gals. Strawberries, solid pack	9.00
2's Spinach	1.12½
3's Spinach	1.82½
Gals. Spinach	5.02½
2's Sliced pineapple	2.02½
2's Grated pineapple	2.12½
2½'s Whole pineapple	2.82½
2's Whole beets, blood red, "Simcoe"	.90
2's Sliced beets, blood red, "Simcoe"	1.00
3's Whole beets, blood red, "Simcoe"	1.10
3's Sliced beets, blood red, "Simcoe"	1.20

This cancels all previous lists.

## CLASSIFIED LIST OF ADVERTISEMENTS.

TO  
What it

The Canadian Grocer.

### Baking Powder.

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

### Biscuits, Confectionery, Gum, Etc.

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

### Brooms and Brushes.

Woods, Walter, & Co., Hamilton.

### Canned Goods.

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

### Cans, Tin.

Acme Can Co., Montreal.

### Cash Registers.

National Cash Register Co., Dayton, O.  
Carter-Crume Co., Toronto.

### Cheese Cabinets.

Walker Bin & Store Fixture Co., Berlin

### Cigars, Tobaccos, Etc.

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

### Clothes Lines.

Hamilton Cotton Co., Hamilton.

### Cocoas and Chocolates.

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

### Computing Scales.

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

### Concentrated Lye.

Gillet, E. W., Co., Toronto.

### Condensed Milk and Cream.

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

### Consulting Chemists.

Kaufmann, W. P., Toronto.

### Counter Check Books, Etc.

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

### Cordials.

Batgers, Rose & Lafamme, Montreal.  
Gowans, Kent & Co., Toronto.  
**Dairy Produce and Provisions**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearnman, F. W., Co., Hamilton.  
McLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

### Acme Can Works .....

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Albert Soaps ..... inside front cover

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American Pure Food Co. .... 27

American Tobacco Co. .... 73

Antis Pepper Co. .... 26

Ashley & Lightcap. .... 4

Atlantic Fish Co. .... 59

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Bradstreet Co.

### Fish

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

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

### Fly Pads.

Wilson, Archdale, Hamilton, Ont.

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

### Fruits—Dried, Green, and Nuts.

Davidson & Hay, Toronto.

Dawson Commission Co., Toronto.

De Y Barro, J. V., & Co., Bordeaux, France.

Gibb, W. A., & Co., Hamilton.

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

James, F. T., Co., Toronto.

Kinnear, Thos., & Co., Toronto.

Lucas, Steele & Bristol, Hamilton.

McWilliam & Everett, Toronto.

Rattray, D., & Son, Montreal.

Robinson, J. E., Ingersoll.

Smith, E. D., Winona, Ont.

Tippet, A. P., & Co., London.

Stringer, W. P., & Co., Toronto.

Tippet, A. P., & Co., Montreal.

Tippett, A. P., & Co., London.

Watson, Stuart, Winnipeg, Man.

Wiseman, R. B., & Co., Winnipeg.

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## TO PREVENT FRUIT DECAYING

What it is and How to Prevent it—Formalin as a Preventive—Will Keep a Week Longer.

The treating of ripe fruit for preservation has always been a subject of great interest. The following particulars of experiments at the Kew Laboratory, London, England, cannot fail to be instructive to both grower and dealer: it is well known that the rotting or fermentation of ripe fruit was proved by Pasteur to be due to the presence of living organisms—fungi and bacteria on the surface.

From this starting point it was inferred that if these organisms could be destroyed the period during which such fruit could be kept in a perfect condition, could be considerably prolonged; and a series of experiments conducted in the Jodrell laboratory at Kew provided the inference to be correct.

The fruits experimented upon, were ripe cherries, gooseberries, grapes, pears, and strawberries. The fruit was not selected but purchased from shops, or in some instances from vendors in the streets.

### The Time Result.

The following shows the number of days during which the fruit after special treatment, remained perfectly sound, after a similar quantity of untreated fruit from the same lot had become mouldy or decayed: Cherries, 7 days; gooseberries, 7 days; grapes, 4 days; pears, 10 days; strawberries, 4 days.

The above applies in all cases to fruit that was perfectly ripe when experimented upon, but it was ascertained that if fruit is treated before it is quite ripe it is equally well preserved, and the normal course of ripening and the flavor are not in any way interfered with, as is the case where fruit is kept for some time in a refrigerator.

### The Importance of the Subject.

This fact suggests that the method of fruit preservation described here, although valuable in extending the duration of home-grown fruit in good condition, will eventually prove to be of the greatest importance in enabling our markets to be stocked with many delicious kinds of tropical fruits, which under present conditions never reach us. A careful examination of ripe fruit from the West Indies, intended for exhibition at the Crystal Palace in connection with the Colonial Produce Exhibition, showed very clearly that the decay of such fruit as mangoes during the voyage, was due entirely to mouldiness and fermentation set up by fungi and bacteria that were present on the surface of the fruit before shipment and not to an inherent tendency to decay or

to become over-ripe on the part of the fruit.

### What Decay Really is.

It is common knowledge that the decay of ripe fruit originates from bruises or wounds on the surface, and thence rapidly spreads both internally and over the surface. Unfortunately it is not so generally known, although equally true, that the decay of the bruised or wounded part is entirely due to the presence of the germs of fungi or bacteria, which develop rapidly, feeding on the sugar or other substances liberated from the bruised tissue. Fermentation and decay follow and quickly spread from one fruit to another.

### Use to Prevent Decay.

Similar treatment might be applied with advantage to certain tropical fruits that do reach us in fairly good condition, as bananas, where too frequently the unsightly and injurious blackened "skin," caused by an external fungus, could be easily prevented. Apples, pears, oranges, lemons, etc., would also repay similar treatment.

### What is the Best Method.

The method of treatment described below is very simple, inexpensive, and perfectly free from danger.

In the case of fruits where every part is eaten, as strawberries, etc., the fruit should be immersed for ten minutes in cold water containing 3 per cent. of commercial formalin (= 10 per cent. of formaldehyde). On removal immerse the fruit for five minutes in cold water, and afterwards place it on wire-netting or some similarly open material to drain and dry.

When the fruit has a rind or "skin" that is not eaten, the immersion in water after treatment in the formalin solution can be omitted with advantage.

### Formalin Top.

Various other preservatives were tested, but when the whole of the requisite points—efficiency, ease of application, cheapness and absolute freedom from danger arising from its use—were taken into consideration, formalin stood first.

### WHAT IS GRAPE FRUIT?

There is little doubt that much confusion exists as to what is really grape fruit as distinct from the allied citrus fruits passing under such names as pumelow (invariably spelled pomelo in the United States), shaddock, forbidden fruit, paradise fruit, and others. These fruits are all, or nearly all, larger than

the largest orange, and they are uniformly of a pale-yellow color. In texture the rind may be smooth or even polished. It is seldom rough, nearly always firm and not very thick. The pulp is pale-yellow or greenish-white, sometimes pink or crimson. The juice bags of the pulp are more distinct than in the orange; very juicy, somewhat sweetish, with a distinct, but agreeable, bitter flavor. In shape these fruits vary a good deal. Some are quite globular, others somewhat flattened at the top and tapering below, forming a pear-shaped body.

### Shaddocks or Pumelows.

These fruits have been ranged under the giant citrus (*Citrus decumana*). This is supposed to be a native of the islands of the Pacific. It was introduced into the West Indies from China about 150 years ago by Captain Shaddock, in compliment to whom, since that time, the fruit has always been known in this part of the world as shaddock. The term shaddock may be correctly applied to any of the larger members of the giant citrus. The word pumelow, so widely used in India and Ceylon, is supposed to be a contraction of pomum melo, the melon apple.

All the larger fruited sorts may, then, be called either shaddocks or pumelows: these are merely the western and eastern names for the same thing and are perfectly interchangeable. There are two well-marked varieties one being globose, with the flesh of a pale pink color, and the other pear-shaped, usually with a deep pink or crimson pulp.

### The Forbidden Fruit.

As regards the small fruited sorts, these, according to Dr. James Macfadyen, the author of the Flora of Jamaica, may be either globose, when they are called forbidden fruit, or pear-shaped, when grape fruit (so called because the fruits grow in clusters like a bunch of grapes) is the older name. The name forbidden fruit (from a fancied connection with the Garden of Eden) is tolerably old in the West Indies.

### The True Grape Fruit.

As usually happens, when a name has become familiar in commerce, it is eventually applied in a much wider sense than the original one. Thus, the term grape fruit has become so general that any moderately large fruit, provided the skin is pale yellow, thin, and smooth, and the pulp of a delicate flavor, is designated by it. The fruit commonly called grape fruit in New York is really the forbidden fruit of the West Indies. The true grape fruit is pear-shaped, and, according to Macfadyen, when obtainable at its best, is preferable to the forbidden fruit. The latter are in great demand, and they are regarded as the

## THE CANADIAN GROCER

most refreshing and wholesome of any of the citrus family.

The grape fruit is not a shaddock nor a pumelow. It is quite a distinct fruit and possesses exceptional merits. It is



George Riley's Store, Toronto.

in great demand in America chiefly because it has been so highly recommended by the medical faculty for its valuable dietetic and tonic qualities. It is also very refreshing and is regarded as a specific for dyspepsia.

### Inferior Fruits.

There are, doubtless, many inferior sorts of grape fruit. In fact, in the West Indies, the plants have been allowed to run almost wild. No care has been taken to select the best varieties, or to bud or graft them, so as to keep them uniformly, at a high standard. There is no need to grow the thick-skinned and bitter sorts, and those with a dry, cottony pulp, while there are varieties, both of the apple-shaped and pear-shaped fruits, with a silky skin, full of juice, and of a most delightful flavor, with just enough bitterness to give a piquancy and suggest its valuable tonic qualities.

### THEY WILL TRY AGAIN.

The Keystone Sugar Company will again appeal to the citizens of Chatham to vote on a by-law to establish a sugar refinery at that place. It is said that the proposition will be put in a different form this time, and that it will appeal more favorably to the electors. The vote will be taken on July 20.

### A PARKDALE GROCERY.

The two cuts shown this week are of the interior of George Riley's grocery store at 1476 Queen street west, Toronto. As will be seen all the wall space

is utilized and counters run on three sides of the store. One view shows the general layout and the other shows the left wall, more in detail. The stock is easily gotten at—a good feature—and is so arranged as to give a clean and sym-

### BUSINESS PERSONALS.

J. G. Comb, grocer, Palmerston, has been spending his vacation at Southampton.

Mrs. Bert Soward, wife of General Merchant Soward, of Minden, Ont., has been visiting in Toronto.

St. Clair Balfour, of Balfour, Smye & Co., left Hamilton on his western trip Saturday, the first trip under the new firm name.

W. T. Holcomb, representing Surprise Soap Co. in Montreal, has joined the ranks of the benedictines, having been married in Newark, N.J., on June 25.

C. L. Marshall, manager of the agency department of the MacLaren Imperial Cheese Co., Toronto, was another caller at the Montreal office of The Grocer during the early part of the week.

J. E. Labrecque, of the American Pure Food Co., who has been confined to his home recently with hemorrhage of the lungs, is convalescing. He has left for the country, where he will spend a couple of months.

H. W. Mockler, of Durham, Ont., was



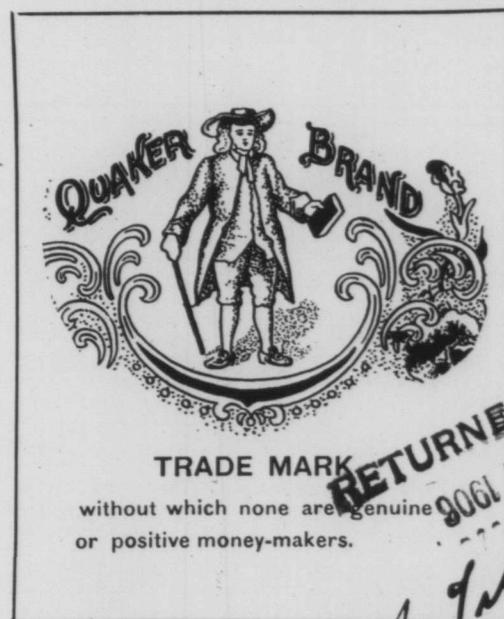
George Riley's Store, Toronto.

a caller at the Montreal office of The Canadian Grocer, having made a side trip from Ottawa where he had attended the convention of the Retail Merchants' Association.

# The Quaker Brand Vegetables and Fruits

are grown and packed among the Quaker community of Prince Edward Co., Ontario.

The most wholesome vegetable and fruit growing district in the world.



## RECOGNIZED

as the Canadian standard of quality, they sell on their merits alone, needing no aid from any combination whatever.

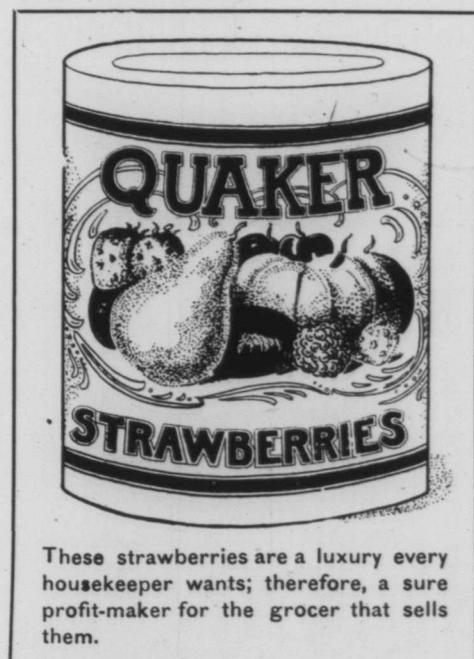
The sales during the past year were phenomenal, and the outlook for the present season is brighter than ever.

No one needs vegetables and fruits on the market have gained the favor of the public



like the Quaker goods, and it will be but a little while before the Quaker brand vegetables will be the only money-makers in their line.

Their superior excellence over even fresh vegetables creates a demand for them the whole year round.

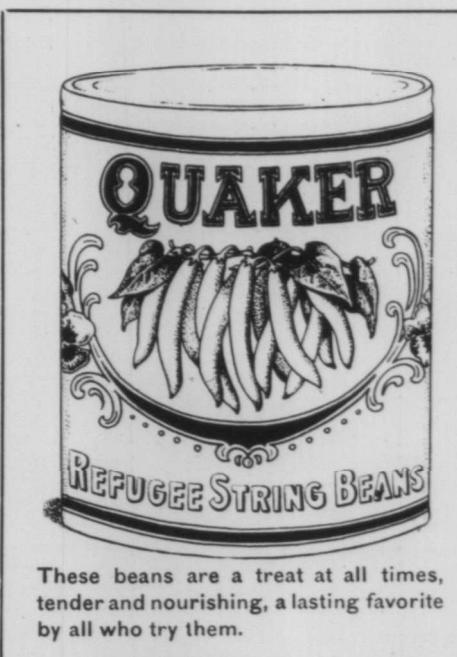


**They are ready sellers**

AND  
year-round money-  
makers.

1906

pack is going on the market now. Place your order quickly to ensure prompt delivery.



**HUDSON'S BAY COMPANY, VANCOUVER**

Wholesale Distributors in British Columbia and the Yukon.

# THE QUAKER BRAND CANNED GOODS

We have been agents for this brand of Canned Goods since the factory was first established and they have given us perfect satisfaction. They have also been particularly pleasing to our customers and the consumers of Canned Goods in New Brunswick. This was most emphatically confirmed during the recent strife among the handlers of Canned Goods, during the Fall and Winter of 1905. When all the wholesale dealers were cutting prices 15 to 25 per cent., in many instances away below the cost of production, our customers preferred to buy Quaker Canned Goods at a living margin of profit, knowing full well that their neighbors were paying exactly the same prices for the same brand of goods and that there would be no cutting of retail prices. This enabled us to handle fully 20 per cent. more goods during this season than any other previous year, without any complaint either from customer or consumer.

We shall continue to handle Quaker Brand Canned Goods during the season of 1906, and can assure our friends that the quality will be fully maintained and the prices will be as low as is consistent with the high quality of the goods and cost of production.

Thanking our friends for past favors and trusting to receive your continued support, we remain, etc.

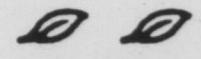
## DEARBORN & CO.

Agents for Quaker Brand  
Canned Goods

ST. JOHN, N.B.

WE SELL

# Quaker Canned Goods

 Grown and Packed  
in Prince Edward County,  
the Finest Fruit and Vege-  
table District in Canada

BUY QUAKER BRAND  
**TOMATOES, CORN, PEAS AND BEANS**

AND YOUR CUSTOMERS  
WILL BE WELL PLEASED

---

**GEO. ROBERTSON & SON**  
WHOLESALE GROCERS  
**KINGSTON, - ONTARIO**

# QUAKER CANNED GOODS

The above goods are now pretty well known to the trade, so that it does not require much talk on our part to make them sell; in fact, we are usually oversold. Still we believe it does not come amiss to take an occasional page in The Grocer, particularly at this season, to let our friends know that the Quaker, while usually a peaceful citizen, is always in the ring when it comes to a fight for trade. Perhaps the best advertisement for these goods is to call attention to the pages in this edition of The Grocer as to what our friends say in the matter. These people have been handling Quaker goods for years, and we think the trade will listen to their statements as more in the line of disinterested statements than anything we might say. If we had time, space and inclination, we could publish quires of the same kind of talk from consumers. In fact, if continuous praise of the Quaker, which we are receiving almost hourly from a thousand and one sources, had the usual effect, we would have to buy a new hat every day in the year.

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## THE PACKERS OF QUAKER CANNED GOODS

# DS

## QUAKER SUGAR <sup>and</sup> CREAM CORN

The above is a line that we have been packing for two years, and we have never made a customer for it that we have not been able to retain. The raw material is grown from select Maine seed, where they grow and pack corn that sells for just double the ordinary corn packed throughout the United States. While this is the case in regard to the quality of Sugar and Cream Corn, we are not looking for any fancy price for it. It can be retailed at all points in Ontario at 10c. This will be the established price whether there is a scarcity or a large pack. We believe at this price it is the best value in canned corn on the market. This is our one specialty, and we will stake our reputation on it. We know that all that is required is for it to become known to secure an enormous sale. While the outside of a package doesn't cut much figure unless the inside is all right, we believe when you have a combination composed of the highest quality inside the package and a handsome light-tinted embossed label on the outside, the two combined make a package that won't lie around on grocers' shelves long enough for defacement.

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### INED THE PACKERS OF QUAKER CANNED GOODS

## **THIS SEASON'S PACK**

**FACTS ARE FACTS**

**THERE'S NO BETTER THAN**

# **"Quaker Brand" Canned Goods**

In making this statement about Quaker Brand pack of Vegetables, etc., it can be taken for granted that we have confidence in them by repeating our order again this season, and soliciting your order for another year for

## **"QUAKER BRAND"**

The packers guarantee highest quality of all goods under this brand, and we know your object in business is no doubt to win as many customers as possible. To get them sell them Quaker Brand Canned Goods.

Place your order with us. We guarantee prompt delivery. Our firm has been handling this brand for many years.

---

**GEO. WATT & SONS, BRANTFORD**

# QUAKER CANNED GOODS

BEANS   CORN   PEAS  
TOMATOES   FRUITS

**"Quality is one of our Strong Points"**  
**"Unequalled in their Natural Flavor"**  
**"Attractive in Appearance and Label"**  
**"Keeping Qualities a Strong Feature"**  
**"Every Can Amply Guaranteed"**  
**"Recognized as the Leading Seller"**

QUAKER Goods are known as the very best on the market, and are still making friends. Fall in line and increase your trade by handling Quaker Brand. Your orders solicited.

**BILLMAN, CHISHOLM & CO., Halifax, N.S.**  
WHOLESALE GROCERS AND IMPORTERS

## To the Trade

The Celebrated Brands of Quaker Canned Goods, grown in Prince Edward County on the Bay of Quinte, and canned at Bloomfield, Ontario, by the Bloomfield Packing Co., are superior to all others. This section of the country has for many years been celebrated for its fine flavored fruits and vegetables. If you want the best canned goods buy Quaker. The name is a guarantee of the quality. We are selling agents for these goods for London, Sarnia and surrounding country. We are now booking orders for future delivery.

**JOHN GARVEY**

Wholesale Grocer,

LONDON and SARNIA

THE  
QUA  
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HON  
NOB  
SUS

Manufacturers  
and  
Packers

THE  
QUAKER'S  
PROVERBIAL  
HONESTY  
NOBLY  
SUSTAINED.

The Bay of Quinte district is as widely famous for the quality and flavor of the Fruits and Vegetables grown in its peaceful valleys, as the Quaker is noted for his proverbial honesty.

When the Quakers established their canneries in the heart of this famous fruit and vegetable producing area and equipped it with the most modern canning plant in the Dominion, the grocery world assumed a sceptical attitude toward the company who were venturesome enough to enter what they considered a field already over-worked.

The success of Quaker canned goods was almost immediate, the bright, attractive labels compelling attention and the genuine goodness of the contents establishing a standard which has become the envy of competing packers and the delight of the numberless consumers who look for the Quaker label when they buy canned goods.

We are pleased to be able to inform our numerous friends in the Northwest THAT WE WILL, AS IN THE PAST, CONTROL QUAKER GOODS FROM WINNIPEG TO THE ROCKY MOUNTAINS. Anticipating the increased demand, we have ordered more generously than ever this year.

To secure a complete assortment order early.

**THE CODVILLE-GEORGESON CO., LTD.**

*WINNIPEG and BRANDON, MANITOBA*

**The Codville-Smith Co., Ltd.**

*CALGARY, ALTA.*

Manufacturers  
and  
Packers of

**GOLD STANDARD**

TEAS, COFFEES, JELLY POWDERS, CAKE ICINGS,  
Flavoring Extracts, Baking Powders, Spices,  
Etc. **GUARANTEED THE BEST.**

## *They Ought to Know:--*

An opinion is only valuable in so far as it expresses **Knowledge** and **Experience** on part of the utterer.

# MATHEWSON'S SONS, Montreal

(Successors to J. A. Mathewson & Co., Established 1834, and the Oldest Wholesale Grocery House in Canada,)

have this to say of

## **"QUAKER"** Brand

### **Canned Goods:**

"We have handled "Quaker" Canned Goods from the very first time they were placed on the market and have found them the **very best ever put up in Canada.**"



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## MONTREAL GROCERY CLERKS' PICNIC

Some four hundred persons attended the seventh annual picnic of the Montreal Grocery Clerks' Association, which was held in Newport, Vt., July 4. Unfavorable weather conditions, particularly in the morning when the excursionists left the city, prevented the turning out of a larger number of people. However, the association covered all expenses and still had a goodly sum on the right side of the ledger. When the excursionists left the Windsor station at 8 a.m. it was raining heavily. It was still raining when the train pulled into Newport, but the sun came out about two o'clock and the balance of the day was an ideal one, except for the wet ground.

Credit must be given the officers of the association for choosing such a delightful spot in which to hold their picnic. Newport, situated on the shores of pretty Lake Memphremagog and surrounded by the many hills of Vermont, would be hard to equal in natural beauty.

Owing to the satisfactory manner in which all arrangements were attended to by the officers, everything went off without a hitch, although on account of the day being an American holiday, it was rather difficult to obtain dinner for all without some considerable trouble.

However, this problem was soon solved, and then the excursionists wended their way to the Memphremagog Driving Park, where the programme of sports was carried out very successfully. There were twenty-six events, all of which were keenly contested. Two of the numbers, the string swallowing contest and the soda biscuit competition created considerable amusement for the onlookers. Following is the programme of sports and the winners of the different events:

Grocery clerks' race, 200 yards—J. Picard, A. Bourdeau, M. Hough, W. Richard.

Drivers' race, 200 yards—J. Picard, E. P. Lalonde, D. Cloutier, J. A. Chauvin.

Open sack race, 50 yards—E. P. Lalonde, J. Picard, M. Hough.

Association members' race, 200 yards—A. Gauvreau, E. P. Lalonde, E. Normandin, A. Casault, E. Charette, J. A. Dionne.

Committee members' race, 200 yards—A. Gauvreau, E. P. Lalonde, E. Normandin, A. Casault, S. Vizina.

Commercial travelers' race, 200 yards—A. St. Maurice, M. Comtois, H. A. Caramichael, J. O. Levesque.

Committee presidents' race, 200 yards—E. P. Lalonde, J. A. Cabot, A. Lacroix, B. Guenette, G. L. Desaulniers, J. B. Poirier, D. Bergeron.

Grocers' race, 200 yards—J. A. Maynard, A. Laniel, H. Dupuis.

Butchers' race, 200 yards—M. Larue, J. Jasmin, J. Lemire.

Three-legged race, 200 yards—Richard and Picard, Gauvreau and St. Maurice, Collins and Caramichael.

Fat men's race (180 pounds and over),

100 yards—J. A. Sequin, E. Lamer, U. Leclair.

Boys' race (under 11 years) 300 yards—A. Leger, P. Levesque, W. Mitchell.

Girls' race (under 11 years), 100 yards—A. Laniel, Lena Ellis, V. Ellis.

Ladies' race, 100 yards—Mlle. Leblanc, Mad. Desaulniers, Mad. Dupuis.

Men's race (each racer carrying a man on his back), 100 yards—Richard and Guerin, Lalonde and Lamer, Gauvreau and St. Maurice.

American Tobacco race, 300 yards—J. Picard, A. Gauvreau, M. Larue.

Laporte, Martin & Cie. race, 300 yards—J. Picard, E. P. Lalonde, A. Gauvreau.

Hop, step and jump—J. A. Maynard, A. Gauvreau, A. Bourdeau.

Throwing 16-lb. weight—E. Lamere, T. C. Currie, J. A. Sequin.

Swallowing string—A. Laniel, G. Gauvreau, C. Guerin.

Soda biscuit competition—E. P. Lalonde, Guerin, A. Casault, J. A. Sansregret.

Cheese competition—A. Bourdeau, O. Bergeron, J. A. Sansregret.

Open race, 100 yards—J. Picard, A. Gauvreau, E. P. Lalonde.

Consolation race, 300 yards—J. A. Sansregret, A. Legault, R. Gingras.

Tug of war between members of Grocery Clerks' Association and non-members—won by non-members.

Tug of war between citizens of Montreal and citizens of Newport—Won by citizens of Newport.

Several retail grocers, members of the Montreal Retail Grocers' Association, were present. The traveling fraternity was also very well represented.

After dinner the president of the association, Mr. Lacroix, gave a short address, speaking of the growth of the association since its founding by the present treasurer, Mr. J. B. E. Poirier. P. Daoust, president of the Grocers' Association, also said a few words. Further addresses had to be dispensed with owing to the shortness of the time at the disposal of all.

The excursionists entrained for Montreal at 7 p.m., arriving there about 11.30 p.m.

### Notes.

J. B. E. Poirier, founder and treasurer of the association, made many new friends among those who took part in the excursion by his unfailing courtesy and his desire to please everybody.

G. Lacroix, president, and B. Guenette, secretary of the association, were both very much in demand throughout the day and were kept busy looking after the welfare of the excursionists, which they did in a very satisfactory manner.

Walter C. Gaden, of Red Rose tea fame, was on hand. Both going and coming on the train the chorus of one of the Red Rose tea songs was heard quite frequently. The clerks seemed to be familiar with the refrain.

### EXPORT TRADE INCREASING.

Trade returns for the two months, May and June, giving figures on the export trade through the Port of Montreal, are very satisfactory. They show that, although some lines show a decrease in the amount of merchandise shipped, speaking generally, the tendency has been towards increased shipments. Wheat shipments, for instance, are over double those for the same period in 1905. Flour shipments show a tremendous increase over last year. Cheese shipments are over 43,000 boxes ahead of May and June, 1905. In butter exported there has been a slight decrease, which, considering conditions, is only natural. Over 7,000 more packages of lard were shipped than during these two months in last year. A considerable decrease, 8,790 packages, is noticeable in meats, hams and bacon. This may be due to the recent Chicago exposures, or to some other cause. Canadian packers state that they do not find any decrease in their export business. Considerable American canned meats, etc., are shipped via Montreal, however, and it may be that the decrease is in these.

The table hereunder will give some idea of the trade during May and June this year as compared with the same period last year:

#### Flour.

1905.	1906.
May . . . . .	15,308 bbls.
June . . . . .	75,459 bbls.

Increase—124,125 bbls.

#### Butter.

1905.	1906.
May . . . . .	2,711 pkgs.
June . . . . .	52,399 pkgs.

Increase—1373 packages.

#### Cheese.

1905.	1906.
May . . . . .	58,782 boxes.
June . . . . .	296,023 boxes.

Increase—43,201 boxes.

#### Meats, Hams and Bacon.

1905.	1906.
May . . . . .	21,530 pkgs.
June . . . . .	59,168 pkgs.

Increase—8,790 packages.

#### Lard.

1905.	1906.
May . . . . .	17,735 pkgs.
June . . . . .	59,028 pkgs.

Increase—7,532 packages.

#### Wheat.

1905.	1906.
May . . . . .	572,214 bus.
June . . . . .	1,431,963 bus.

Increase—2,687,723 bushels.

### GROCERY STORE BURGLARIZED.

The grocery store of A. Legault, corner of Ontario and Orleans street, Montreal, was robbed one night last week. Mr. and Mrs. Legault upon returning home on the evening in question, were surprised to find that their store had been entered from the rear. The till was forced open and the money extracted therefrom, while liquor and tobacco to the value of \$30 was also stolen.

## EFFECTIVE ADVERTISING

## McKENNA'S AD.

McKenna, of Charlottetown, P.E.I., always has good newspaper ads.

The "canned goods" specimen illustrated on this page measures up pretty well to what a retail grocer's advertisement ought to be.

Notice the number of "our's" and "we's"—placing the emphasis on McKenna more than on the goods sold in his store.

Notice how in almost every sentence you feel that somebody is personally addressing you.

McKenna's ad is worthy of being kept as a pattern.

## A CORRECTION.

In last week's page the explanatory lines below specimen ads should have been transposed.

## CIGAR ADVERTISING.

If there is one line of goods that pretty nearly everybody in our town sells it's cigars. I guess it's so in every town. That being the case it will please a good many dealers to know how to make a little more money out of these goods.

We sell cigars, but for a long time they didn't earn their salt. They are making money now and I think it's the advertising that has done it. Advertising will do about anything, I believe.

We used to sell cigars just as most of the rest do. We had a show case full of them and a lighter on top of it and whenever any one asked for a cigar we sold them one. At that rate we sold as much as three dollars' worth of smokes some days. I'll bet the boss' nephew smoked up the profits on more than that himself. He used to help himself whenever he went to a meal.

Now it's all different, though.

I studied into the cigar business a little and saw that we were giving people a pretty poor value when they bought cigars. I didn't notice any one coming back and asking for more. That set me thinking.

I found a man who knew something about the cigar business and about the ways of taking care of cigars. I got a lot of pointers from him and some more from a traveling cigar salesman. I cleaned up the old case and put new price cards on all the cigars, made them with white ink on black cards, and marked all our five-cent straight cigars "six for a quarter." Then I got the boss to buy some good stock, some good "fives," "tens," and even better.

I didn't want to do any advertising until we had something that would stand advertising. Then I began to tell the smokers what we had for them.

I sent mailing cards to all the young fellows who buy good cigars, and made the reading something that they would not throw away without looking at it. I'd have the girl typewrite these cards between times. They were worded something like this, for instance:

"Dear Henry:—What have you been smoking lately? I did think that the cigars in this town were getting too bad for any use, but the other day I dropped into Smith's and say, they have be-

gun over on their cigar trade. I got a quarter's worth of "Beavers," six for 25¢, and they are great, the best "five" I ever smoked. Go in and tell them to give you one and charge it to me.

"Yours as ever,

"JACK."

This was the first card. Then a week or so later I sent out another to the same list and made it about like this:

"Dear Henry:—Jack told me to write and ask you whether you had tried the 'Beaver' cigar yet. He's just dotty about it himself and talks about nothing else when his friends drop in for a smoke. I am not much of a smoker myself and find it hard to get a cigar that I really enjoy, but I followed Jack's advice and the 'Beaver' is all to the good. We're thinking of a 'Beaver' club. Better get in line. Tell Joe about it, too.

"Yours as ever,

"BILL."

You get the idea? I carried on quite a follow-up system along this line, cut-

The whole thing made a design of regularity and symmetry, repeating the label. On the mantel I sat an open box of the cigars, also matches, an ash tray and a pipe or two. On the chimney above the mantel I put a fancy card advertising the cigars and in the fireplace put a lot of the boxes promiscuously with a card reading, "Good to burn. Costs a nickel to burn one."

Of course that left some window space to use in decorating with the cigars, or with any other brands that you want to put in, though as a rule a cigar window will pull harder if you make it all one brand. That makes it look as if you had something there that you pinned your faith to and were willing to recommend.

Put in plenty of good, catchy price and sign cards telling about the cigar and the stock it is made from. Before you go at the cigar advertising though, see that you have a first rate line of goods and know how to take proper care of them so that your customers will want to come back for more.—Brains.

E.A.B.

## SAND WILL DO IT.

I observed a locomotive in the railroad yards one day,  
It was waiting in the roundhouse where the locomotives stay;  
It was panting for the journey, it was coaled and fully manned,  
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip  
On their slender iron pavement, 'cause the wheels are apt to slip;  
And when they reach a slippery spot their tactics they command,  
And to get a grip upon the rail they sprinkle it with sand.

It's about the way with travel along life's slippery track;  
If your load is rather heavy, you're always slipping back.  
So if a locomotive you completely understand,  
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly, and you have a heavy grade,  
If those who've gone before you have the rails quite slippery made,  
If you ever reach the summit of the upper tableland,  
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover, to your cost,  
That you're liable to slip on a heavy coat of frost,  
Then some prompt, decided action will be called into demand,  
For you'll slip way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen  
If there's fire beneath the boiler of ambition's strong machine,  
And you'll reach a place called Flush-town at a rate of speed that's grand  
If for all the slippery places you've a good supply of SAND.



QUEBEC  
FLUCTUAT  
Fish—Revi

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Cherries—  
2s, red, pitted  
2s, red, not pitted  
2s, black, pitted  
2s, black, not pitted  
2s, white, pitted  
2s, white, not pitted

Currants—  
Red, heavy syrup  
Red, preserved  
Black, heavy syrup  
Black, preserved  
Gal. apples.....  
Gooseberries—  
Heavy syrup  
Preserved.....

Lawnberries—  
Heavy syrup  
Preserved.....

Peaches—  
Yellow, flat, whole

" " "

" " "

" " whole

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

### FLUCTUATIONS— Fish—Revised.

Montreal, July 11, 1906.

Since last week there has been very little change in the grocery situation. Orders being received by jobbers would indicate the amount of business as being just about what is usual at this time of the year. Collections are not as good as they might be, and many wholesalers find difficulty in obtaining what have formerly been good accounts all along. This is not noticeable to a very great extent, but nevertheless in some cases this condition exists. The jobbing trade is interested greatly in the sugar situation at present. Business passing is very large. Many houses have bought enough, apparently, to last a month, only to repeat the order within a week or ten days. This is ascribed largely to the fact that the fruit season is now about commenced. Prices are steady. Canned goods present no new features. Dealers daily expect quotations on California canned goods. Tea continues very little changed. Advices from Japan do not bring any news of importance. Molasses is unchanged, very little business passing. There is nothing new in coffee, while the spice market is firm and strong. Foreign dried fruits are, speaking generally, in fair demand. Nuts of all kinds are advancing. Some new comb honey has been offered, but stocks are very limited so far. There is a report that the bean crop has been more or less injured. This will have some effect on the market this season.

**CANNED GOODS**—Canned goods are practically unchanged from last week. Business continues steady. Tomatoes are not in any more request than usual since the decline mentioned in our last report. Corn and peas are moving fairly well. Canned fruits are not as much in demand as they have been, due, no doubt, to the increasing arrivals of green fruits and berries. Dealers are daily expecting quotations on California canned goods. It is anticipated that apricots will be considerably higher than last year. Peaches will be higher probably, while cherries and pears will be either the same or lower.

	Group No. 1.	Group No. 2.
<b>Cherries—</b>		
2s, red, pitted.....	2 12½	2 10
2s, red, not pitted.....	1 67½	1 65
2s, black, pitted.....	2 12½	2 10
2s, black, not pitted.....	1 67½	1 65
2s, white, pitted.....	2 32½	2 30
2s, white, not pitted.....	1 92½	1 90
<b>Currants—</b>		
Red, heavy syrup.....	1 60	1 57½
Red, preserved.....	1 80	1 77½
Black, heavy syrup.....	1 77½	1 75
Black, preserved.....	2 07½	2 05
Gal. apples.....	2 77½	2 75
<b>Gooseberries—</b>		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10
<b>Lawtonberries—</b>		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
<b>Peaches—</b>		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 90	1 87½
" " 3.....	2 60	2 57½
whole 2.....	2 37½	2 35

White.....	2 175	1 72½	sugar, as they thought, to last a month, only to repeat the order within a week. Prices are firm. Despite the feeling last week, no advance has occurred.
" " 3.....	2 70	2 67½	
Pie.....	1 27½	1 25	
Pie, not peeled, gal.....	2 57½	2 55	
Pie, peeled.....	4 52½	4 50	
<b>Pears—</b>			
Flemish beauty 2.....	1 65	1 62½	Granulated, bbls.....
" " 2½.....	1 97½	1 95	" bbls.....
" " 3.....	2 12½	2 10	bags.....
Bartlett.....	1 80	1 77½	Paris lump, barrels.....
" " 2½.....	2 17½	2 15	" half-barrels.....
Pie.....	1 27½	1 25	" boxes, 100 lbs.....
Pie, not peeled, 3.....	3 80	3 77½	" boxes, 50 lbs.....
Pie, not peeled, gal.....	3 27½	3 25	Extra ground, bbls.....
" gal.....	2 50	2 50	" 50-lb. boxes.....
<b>Pineapples—</b>			
2s, sliced.....	2 25	2 25	" 25-lb. boxes.....
2s " grated.....	2 35	2 35	Powdered, bbls.....
3s " whole.....	2 50	2 50	" 50-lb. boxes.....
<b>Plums—</b>			
2s, Damson, light syrup.....	1 00	1 00	Phoenix.....
2s " heavy syrup.....	1 20	1 20	Bright coffee.....
2½s " " ".....	1 57½	1 85	" yellow.....
3s " " ".....	2 95	2 95	No. 3 yellow.....
Gals. " standard.....	1 05	1 05	No. 2 "
2s " Lombard, light syrup.....	1 35	1 35	No. 1 " bbls.....
2s " " heavy syrup.....	1 62½	1 62½	No. 1 " bags.....
3s " " ".....	1 90	1 90	
Gals. " " standard.....	3 15	3 15	
2s " Green Gage, light syrup.....	1 15	1 15	
2s " " heavy syrup.....	1 47½	1 47½	
2½s " " ".....	1 72½	2 00	
3s " " ".....	3 45	3 45	
Gals. " " standard.....	1 52½	1 52½	
2s " Egg, heavy syrup.....	1 80	1 80	
2½s " " ".....	2 10	2 10	
<b>Raspberries—</b>			
Red, light syrup.....	1 42½	1 40	
Red, heavy syrup.....	1 65	1 65	
Red, preserved.....	1 85	1 85	
Black, heavy syrup.....	1 60	1 60	
Black, preserved.....	1 75	1 75	
<b>Strawberries—</b>			
2s, heavy syrup.....	1 52½	1 50	
2s, preserved.....	1 67½	1 65	
Gallons, standard.....	5 27½	5 25	
<b>VEGETABLES</b>			
<b>Asparagus—</b>			
2s, tips.....	52½	2 50	
Beets, sugar.....	0 85	0 95	
<b>Beans—</b>			
2s, wax.....	80 82½	80 80	
2s, refugee.....	0 85	0 82½	
<b>Corn—</b>			
2-lb. tins, per doz.....	0 85	0 85	
Gallon, per doz.....	5 00	5 00	
<b>Peas—</b>			
2s, standard (No. 4).....	0 67½	0 65	
2s, early June (No. 3).....	0 75	0 72½	
2s, sweet wrinkled (No. 2).....	0 87½	0 85	
2s, extra fine sifted (No. 1).....	1 27½	1 25	
<b>Pumpkins—</b>			
3-lb. tins.....	0 80	0 80	
<b>Rhubarb—</b>			
2s preserved.....	1 17½	1 15	
3s preserved.....	1 92	1 90	
Gallons, standard.....	2 65	2 62	
<b>Spinach—</b>			
2s, table.....	1 42½	1 40	
3s, table.....	1 82½	1 80	
Gallons, table.....	5 02	5 00	
<b>Squash—</b>			
3-lb. ....	1 00	1 00	
<b>Tomatoes—</b>			
3-lb. tins, per doz.....	1 20	1 20	
Gallon tins, per doz.....	3 02½	3 02½	
<b>FISH</b>			
<b>Lobster, tails—</b>			
" 1-lb. flats.....	3 50	3 50	
" ½-lb. flats.....	3 85	3 85	
<b>Mackerel—</b>			
Salmon, Horse Shoe, Maple Leaf, Clover Leaf, 1-lb. Tails, 5 cases and over, per doz.....	1 00	1 25	
" less than 5 cases, "	1 55	1 55	
" Flat, 5 cases and over, "	1 67½	1 67½	
" less than 5 cases, "	1 70	1 70	
Arrow brand, 7½ cents less, ½-lb. 5 cases and over, "	1 00	1 00	
" less than 5 cases, "	1 02½	1 02½	
<b>Low Inlet—</b>			
½-lb. Flat, 5 cases and over, "	0 95	0 95	
" less than 5 cases, "	0 97½	0 97½	
Thistle haddies, 4 doz. 1-lb. flats, per doz.....	1 20	1 20	
Canadian kippered herring, 4 doz. ovals, per doz. fresh herring in tomato sauce, 4 doz. ovals, per doz.....	1 00	1 00	
<b>COFFEE—</b>			
There has been no apparent change in the coffee situation since our last report. Business has been moving along steadily. Mochas are still high.			
Jamaica.....	0 10½	0 11	
Java.....	0 18	0 22	
Mocha.....	0 19	0 22	
Rio, No. 7.....	0 03½	0 10	
Santos.....	0 10½	0 11	
Maracaibo.....	0 11	0 13½	
<b>FOREIGN DRIED FRUITS —</b>			
Very fair business is passing in dried fruits. New crop figs are now being quoted to arrive. They are on about the same basis as last year. No quotations on Valencia raisins have yet been given out, but dealers anticipate higher prices.			
<b>SUGAR—</b>			
Sugar at present is interesting. There has been a very large demand throughout the week, due doubtless to the fact that the fruit season is beginning. Many houses bought sufficient			

sugar, as they thought, to last a month, only to repeat the order within a week. Prices are firm. Despite the feeling last week, no advance has occurred.

Granulated, bbls.....

" bbls.....

" bags.....

Paris lump, barrels.....

" half-barrels.....

" boxes, 100 lbs.....

" boxes, 50 lbs.....

Extra ground, bbls.....

" 50-lb. boxes.....

Powdered, bbls.....

" 50-lb. boxes.....

Phoenix.....

Bright coffee.....

" yellow.....

No. 3 yellow.....

No. 2 "

No. 1 " bbls.....

No. 1 " bags.....

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## THE MARKETS—QUEBEC

Currants are firm at the primary market. There is a considerable quantity, something over two hundred tons, booked for Canada from Greece, which are expected to arrive the end of this month. Brazil nuts have been advanced. Shelled almonds show no change, but it is expected that they will be higher shortly. Another advance is expected in walnuts. Tarragona almonds are now quoted 13½c. Prunes are moving freely in some quarters. Many lines are being quoted which are not standard brands and the result to the trade is disastrous.

**SPICES**—Locally a firm and strong market prevails. Reports from New York state that the market there is steady in all lines. The demand for peppers is steadily increasing. Cloves are in good demand, and prices are likely to go very much higher. Whole nutmegs are quiet, while ground are in large demand and bring good prices.

	Per lb.
Peppers, black.....	0 16 0 22
" white.....	0 25 0 35
Ginger, whole.....	0 16 0 24½
Ginger, Cochin.....	0 17 0 17½
Cloves, whole.....	0 17 0 32
Cream of tartar.....	0 25 0 30
Allspice.....	0 12 0 15
Nutmegs.....	0 30 0 55

**EVAPORATED APPLES**—No interesting feature has appeared on the evaporated apple market. Prices are still unchanged at 12½c. to 13c.

**BEANS**—Reports are to hand stating that the crop of beans has been more or less seriously injured by insects, necessitating in many cases replanting. This will have the effect of doing away with all surplus stock, and no doubt the shortage will be felt all next season. Prices have not been changed since last quotations.

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

**MAPLE PRODUCTS**—A steady consumptive demand is reported. Business transacted is not large in volume, but there is enough passing to keep the jobbers fairly busy filling the orders arriving. Prices are unchanged.

Maple syrup, in wood, per lb.....	0 05½ 0 06½
" in large tins.....	0 06½ 0 07½
Pure Townships sugar, per lb.....	0 07 0 07½
Pure Beauce County, per lb.....	0 07 0 08½

**HONEY**—There is a little new white clover comb honey on sale at present, for which dealers are obtaining from 14c. to 15c. Stocks are very limited, but are expected to be augmented by new arrivals within a couple of weeks.

White clover, extracted tins.....	0 07½ 0 08½
Buckwheat.....	0 06 0 06½

**RICE AND TAPIOCA**—There is nothing new in the rice situation since last report. Orders received are very good, and trade on the whole is about normal. Tapioca continues scarce and very high, with few orders coming in.

Rice, in 10 bag lots.....	3 15
" less than 10 bags.....	3 25
O rice, in 10 bag lots.....	3 15
O rice, in less than 10 bag lots.....	3 25
Tapioca, medium pearl.....	0 07½

## ONTARIO MARKETS.

## FLUCTUATIONS:

Jams—Advanced ½c.

Tomatoes—Weaker.

Corn and Peas—Very firm and scarce.

Business generally is good, although feeling the easing off consequent on the holidays and hot weather. Sugar continues firm; in fact an advance was expected before this by many. But

while local prices are firm and refiners are compelled by the consumptive demand to keep up large stocks, the firm feeling has been offset somewhat by an easier market on raws during the past week.

Canned goods, with the exception of tomatoes, are firming up. Tomatoes are easier, and some shading is being done on lists. It is understood stocks are larger in these goods than in other lines.

**CANNED GOODS**—Peas and corn are firming up considerably, and those who are holding any stocks are fortunate, for there will not be more than enough to go over. Tomatoes are weaker, and now that the new crop is in sight there have been some pretty low quotations made on them, although prices are nominally the same. Stocks generally will be pretty well cleaned up before the new pack comes in, as they are light now. Salmon cannery feel that canning will be costly this year on account of the scarcity of labor and advance in the prices of fish, tin and solder. The sockeye salmon run has commenced, and on the 10th sockeye nets were allowed to be used. So far the run is good, but it is early yet to give any definite idea of the volume this year.

**SUGAR**—There is no change in sugars although daily an advance was expected. The demand is becoming very heavy as the preserving season comes in, and refiners are compelled to carry heavy stocks. Were it not that raw sugars had eased off a little there is no doubt that an advance would have been made. As it is, the market continues firm, and an advance is even yet not improbable.

Paris lumps, in 50-lb. boxes.....	4 33
" in 100-lb. ....	4 83
St. Lawrence granulated, barrels.....	4 28
Redpath's granulated.....	4 28
Acadia granulated.....	4 23
Berlin granulated.....	4 18
Phoenix.....	4 28
Bright coffee.....	4 68
Bright yellow.....	4 13
No. 3 yellow.....	4 13
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow 100-lb. bags 5¢ less than above	

**MOLASSES AND SYRUPS**—There is nothing particular to record in the market. The same prices obtain.

Syrups—	
Dark.....	0 35
Medium.....	0 35
Bright.....	0 78
Corn syrup, bbl., per lb.....	0 02½
" 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.....	1 90
" 5-lb. " (in 1 " ) " " .....	2 35
" 10-lb. " (in 1 " ) " " .....	2 25
" 20-lb. " (in 1 " ) " " .....	2 10
Molasses—	
New Orleans, medium.....	0 30 0 35
" " bbls. ....	0 37 0 35
Barbadoes, extra fancy.....	0 40 0 50
Porto Rico.....	0 45 0 60
West Indian.....	0 30 0 35
Maple syrup.....	
Imperial qts.....	0 87½
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. " per case.....	5 10
5-gal. " " .....	5 60
Qts. " " .....	6 00

**COFFEE**—The coffee market is steadier this week and prices generally have undergone a decline. There have been further reports of small beans, but the new crop already seen is of good quality, soft and ripe. The world's visible supply at the beginning of the new crop year is 9,636,563 bags, or a decrease during the past season of 1,628,000 bags. The world's consumption of coffee during the year just closed, as shown by the seaport deliveries,

has increased by about 579,000 bags, the figures being 16,742,000 bags last year, as compared with 16,163,000 bags the year before. The culture of the last crop is figured in detail by a well known Havre operator as follows, the quantities being given in bags: Rio, 3,244,000; Santos, 6,983,000; Victoria, 401,000; Bahia, 216,000; total Brazil, 10,844,000; other kinds, 3,948,000; total all kinds, 14,792,000.

**TEA**—Teas have been quiet all through June. In Indian teas good liquoring kinds are firmer, but the common sorts show a continued weakness. China teas are bringing full price. The quality, generally, is good, but the crop will be short.

**DRIED FRUITS**—The outlook for the new Californian crops are causing more speculation than the present holdings, which are small. Turkish figs and Valencia raisin reports show a marked crop decrease, but both speak of a good quality of fruits. The indications are that all Old World fruits will bring good prices this year.

Prunes, Santa Clara—	Per lb.	Per lb.
90-100s, 50-lb. boxes .....	0 06½	60-70s, 50-lb. boxes 0 07½ 0 08
80-90s " " 0 07½	50-60s " 0 08 0 09	
70-80s " 0 07½ 0 07½	40-50s " 0 09 0 09½	
	30-40s " 0 10 0 10½	

French prunes, 110-120s..... 0 04

Note—25 lb. boxes 4¢ higher.

Raisins—	
Sultana.....	0 05½ 0 09
" Fancy.....	0 10 0 14
" Extra fancy.....	0 15 0 16
Valencias, selected.....	0 06 0 06½
Seeded, 1-lb. packets.....	0 09 0 10½

California, loose muscatels—

3-crown..... 0 07½

4-crown..... 0 09

Dates—

Halloweens..... 0 05 Fards new choicest 0 09 0 10½

Saints..... 0 04 " new choice..... 0 09 0 13

Domestic evaporated apples.....

NUTS—There is no new feature in nuts.

Almonds, Tarragona, per lb.....	0 13½ 0 14
" Formigetta .....	0 12½ 0 13

" shelled Valencias..... 0 27 0 28

Walnuts, Grenoble..... 0 14½ 0 15

" Bordeaux..... 0 10½ 0 11

" shelled..... 0 26 0 28

Filberts, per lb..... 0 10

Pecans, per lb..... 0 14 0 17

New Brazil, per lb..... 0 14½ 0 15

(The following quotations on peanuts are for sack lots, green, for roasted add 2c.)

Selected Spanish..... 0 08½

A 1's, banners and suns..... 0 08

Japanese Junho's..... 0 08½

Virginia..... 0 10

**SPICES**—Quotations are unchanged.

Peppers, blk.....	Per lb. 0 20
" white.....	0 30

Ginger..... 0 18 0 35

Cassia..... 0 25

Nutmeg..... 0 45 0 55

Cloves, whole..... 0 30

Cream of tartar..... 0 22 0 28

Allspice..... 0 16

Mace..... 0 25

RICE AND TAPIOCA—Rice and tapioca continue unchanged.

Rice, stand. B.....	Per lb. 0 03½ 0 03½
Rangoon.....	0 03½ 0 03½

Patna..... 0 05 0 05½

Japan..... 0 06 0 07

Java..... 0 06 0 07

Sago..... 0 06½ 0 06½

Carolina rice..... 0 07½ 0 10

Tapioca, medium pearl..... 0 06½ 0 06½

" double goat..... 0 07½

DRIED FISH—Quotations are unchanged.

Boneless fish, per lb..... 0 05

Cod fish, 1-lb. bricks..... 0 07

Quali-on-toast, per lb..... 0 05½ 0 06

Flitched cod fish, cases of 100 lbs..... 6 50

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## B. C. MARKETS.

Vancouver, B.C., July 6, 1906.

The most interesting fishing season in the world, the run of sockeye salmon on the Fraser River, is on. The fish are not to be caught in the regular sockeye salmon net until July 10, when the season fixed by the Fisheries Department begins, but the fishermen fishing for Spring salmon have caught quite a few sockeyes, and as the latter are as a rule much smaller than Spring, the larger ones only are being caught, as the mesh of the Spring salmon is so much larger than the sockeye net.

Of course it is too early to say what the run will be, though it is not expected to be large, this being one of the three "off" years in the mystic cycle of four. Up the coast the run has been on and reports indicate that results there will be fairly good. The run of Spring salmon, which was rather disappointing, last week took on quite a spurt. At the mouth of the Fraser River half a ton of fish to the boat was the high catch, while 1,300, 1,400 and 1,500 lbs. per boat were frequent results. As the fishermen have been receiving 5c. per lb. for Spring salmon these big catches netted a handsome sum for one day's haul.

Several Fraser River canneries have been packing Spring salmon and the cold storage plants at New Westminster and Vancouver have been freezing all they could handle. Two of the canneries have begun to pack sockeyes, so many having been received.

\* \* \*

Summer commodity rates having been declared by the steamer lines and the White Pass Railway Company for shipments to Dawson, the northern traffic is beginning to assume active proportions, and for the next six or eight weeks the bulk of the next season's supplies will go forward.

Lack of water in the Yukon is reported as handicapping the clean-up on the creeks, which otherwise promised well.

\* \* \*

Local health authorities are getting after a brand of condensed milk which has been in the market two or three years, though the factory at which it was made has been shut down for some time. Analyses made by Dr. Fagan, provincial health officer, proved that it was dangerous for food, and several hundred cases have been seized and condemned to be destroyed. Great danger of ptomaine poisoning from its use is alleged. Instances of bad effects from the use of this particular milk have been given locally. The merchants who have suffered loss through the seizure threaten the authorities with suit for damages.

\* \* \*

Local market features are chiefly confined to the fruit section. The strawberry season, which has been fitful and unsatisfactory, is nearly over, and so far as the lower mainland is concerned has not yielded nearly as much as was expected early in the season. Up country, from the Nelson and Kootenay Lake district, large shipments of extra choice fruit have been made to the prairies, and good prices realized.

The raspberry season is following the strawberry and the crop is an enormous one, as it indeed always is. Local cherries are rapidly displacing those imported from California and from Oregon. Local stock is of very good quality, the price being quoted wholesale at 6c. to

8c. per lb., which is a little lower than other years.

Local apples, even choice varieties, are extremely scarce. The first California apples are on the market, but too green for anything but cooking.

In produce, butter is steady at 25c. for local fresh creamery and not enough for demand. Eastern butter is not much in evidence. Local fresh eggs are scarce. They bring 27c. to 28c. wholesale and despite this price, considerable quantities are brought from the eastern markets.

## NOVA SCOTIA MARKETS

Halifax, N.S., July 10, 1906.

Business in all branches of the grocery trade is good, and from the present outlook it will continue so throughout the season. There is lots of work going on in the city, and the Works Department is paying out fortnightly \$10,000 for labor. Prices generally are pretty steady.

BUTTER.—The pastures throughout the province are now at their best, and butter is coming in quite freely. The local supply is equal to the demand, and all the butter is of good quality. Prices are easing off some as the receipts increase. Pints are quoted at 21c. to 22c., small tubs 20c. to 21c. and large tubs about 19c.

BEEF AND POULTRY.—Good beef is quoted at 8½c. to 9c., mutton 7c. to 9c., lambs from \$2 to \$3 each, and veal 5c. to 6c. Fowls are 60c. to 80c., and chickens 75c. The latter are very small, but the demand for them is good. Turkeys, last year's birds, are quoted at 16c.

VEGETABLES.—New American potatoes are now quoted at about \$1.25 per bushel. Nova Scotia and New Brunswick potatoes are about done on this market, but lots of island stock can still be had. They are quoted at 45c. and 50c. per bushel. The commission houses here are now handling a considerable quantity of small American vegetables, such as carrots, beets, turnips, etc., which retail at about 8c. per bunch.

STRAWBERRIES.—With the favorable weather this week, large quantities of Nova Scotia berries have reached the market. All the berries thus far marketed have been of excellent quality, large and well ripened. An average of from 150 to 200 crates have arrived each day for local consumption. They are quoted at 12 cents per box wholesale and retail at 15c. From now on it is expected that the receipts will double the figures above mentioned, and a substantial decrease in the price is looked for.

SUGAR AND MOLASSES.—Prices of sugar and molasses are steady and both are in good demand. The steamer Korona, which arrived here a few days ago from Demerara and the West Indies, landed 14,373 bags of sugar from Demerara, and from Barbadoes 124 puncheons of molasses, 100 barrels, 700 hogsheads and 3,000 bags of sugar, and from St. Kitts 2,568 bags and 62 barrels of sugar. The total weight of the cargo landed was 2,500 tons.

## GROCERS' EXCURSION.

Quite a large number went over from Toronto to Niagara Falls Wednesday last, on the grocers' and fruit dealers' excursion. The weather was pleasant and a good day was spent.

## BACK TO FIRST LOVE.

Thomas T. Cartwright has again entered the service of E. W. Gillett Co., Limited, after five years spent in the retail business in St. John's, Nfld., and will represent his old house in the "Old Colony."

It is 12 years since Mr. Cartwright began to sell Royal Yeast Cakes in Newfoundland, and his friends say that if there is a man, woman, child or dog on the island who does not know the genial Tom he must be a new arrival.

A traveler in Newfoundland travels in state, the only means of communication with the outports being by schooner chartered specially for the purpose.

Mr. Cartwright succeeds Mr. Gilman, who shortly after his arrival on the island was threatened with pneumonia and had to return.

Mr. Cartwright spent the past week in Toronto, and as much of it as could be spared from business in Mr. Dobie's splendid new motor car.

## EBY, BLAIN CO'S NEW SIGN.

The Eby, Blain Co. are putting up a large electric sign about 80 feet above the ground level, looking over Toronto bay, which will be visible at a distance of fifteen miles. The letters will be 15 feet in height by 8 feet in width, and it is said by the British American Sign Co., who are doing the work, to be the largest sign of its kind in the world. There are over 1,000 lights in the sign and about 15 miles of wire will be required in the connections. The mechanism is so arranged that the wording of the sign can be changed from time to time, and any desired group of letters used. It will be operated by an electric flasher specially constructed, and it is expected that everything will be in operation in two or three days.

## FOR SALE BECAUSE OF ILLNESS.

This business consists of a good stock of new goods, vermicelli, macaroni, etc., French beans, French peas, chocolate, cocoanut, olive oil, mushrooms, sardines, castile soap, wines, liquors, book accounts, good will and store fittings.

The whole stock is worth about \$25,000.

Apply to No. 60 Notre Dame street east, Montreal. Room 1.

## MANITOBA MARKETS

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

## MARKET NOTES—

Jams and marmalades—A general advance.

Matches—Another advance of about 5 per cent.

For the midsummer season trade is very active and one large house reports difficulty in arranging holidays for its staff because of the unusual rush for this season of the year. Values are steady in most lines.

## CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—		
gallons, per doz. ....	3 35	3 30
3-lb. ....	2 75	2 70
Cherries—		
red pitted, per 2-dozen case .....	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case .....	3 48	3 43
black .....	3 55	3 78

Per lb.	
50-lb boxes	0 073 0 068
"	0 081 0 079
8s	0 09 0 091
"	0 101 0 101
.....	0 114
.....	0 054 0 049
.....	0 10 0 114
.....	0 15 0 16
.....	0 06 0 061
.....	0 09 0 101
.....	0 071
.....	0 09
is new choice	0 09 0 104
new choice	0 091
.....	0 13

new feature in	
.....	0 134 0 14
.....	0 124 0 13
.....	0 27 0 28
.....	0 144 0 15
.....	0 104 0 11
.....	0 26 0 28
.....	0 14 0 10
.....	0 144 0 15
peanuts are for sack lots,	0 084
.....	0 08
.....	0 084
.....	0 10
are unchanges.	
Per lb.	
.....	0 29
.....	0 30
.....	0 18 0 35
.....	0 25
.....	0 45 0 75
.....	0 22 0 28
.....	0 16
.....	0 85

A—Rice and tapioca.	
Per lb.	
.....	0 034 0 034
.....	0 034 0 034
.....	0 05 0 054
.....	0 06 0 071
.....	0 06 0 07
.....	0 074 0 064
.....	0 074 0 064
notations are un-	0 05
.....	0 05 0 07
.....	0 053 0 060
.....	6 50

**GHEES**  
Manufacturers' Agent  
ber,  
**MONTREAL**  
and domestic agencies.  
Highest References.

## THE MARKETS

Gooseberries— new	"	4 08	4 03
Pears— 2s, F.B., per 2-dozen case	3 58	3 53	
3s, " "	5 09	5 04	
Peaches— 2s	"	4 08	4 03
3s	"	6 14	6 09
Plums— Damson, 1s "	2 13	2 08	
Lombard, 1s "	2 23	2 18	
Greengage, 1s "	2 33	2 28	
Pumpkins— 3s "	2 09	2 01	
Pineapples— 2s, sliced, 2 dozen cases, per case	4 20		
2s, whole,	"	3 75	
2½s, whole,	"	4 60	
2s, grated,	"	4 40	
Raspberries— red (new)	"	3 63	3 58
black (new)	"	3 53	3 48

### VEGETABLES.

Beans— golden wax	"	1 93	1 88
refugee,	"	1 98	1 93
Beets— 3s	"	2 39	2 34
Corn— 2s	"	1 98	1 93
Peas— (No. 4) 2s	"	1 63	1 58
(No. 3) 2s	"	1 78	1 73
Succotash— 2s	"	2 63	2 58
Tomatoes— All groups, per case		3 00	

### FISH.

Salmon, Fraser River sockeye, per case	6 25	
" Skeena River,	6 00	
" River's Inlet,	5 90	
" Red Spring,	5 75	
" humpback,	4 10	
" cohoe,	4 85	
" Clover Leaf, 1 to 4 caser.	6 75	
" "	5 to 9 cases.	
" "	6 65	
" "	10 to 25	
Lobsters (new), ½-lb. flats, per case	16 00	
" "	per doz.	
" "	2 15	
" "	4 10	
" "	2 70	
" "	14 75	
" "	3 90	

### MEATS.

Pork and beans (V.C.P. Co.), 1s, per doz.	1 25	
" 2s, "	1 90	
" 3s, "	2 60	
Clark's 1 lb. plain, per case.	2 30	
" 2 "	1 85	
" 3 "	2 40	
" 1 " tomato sauce, per case	2 30	
" 2 "	1 85	
" 3 "	2 40	
" 1 " Chili	2 25	
" 2 "	1 95	
" 3 "	2 35	
Soups (Van Camp's), per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey	3 30	
" chicken (Aylmer), per doz	3 20	
" (Delhi), "	3 30	
" turkey (Aylmer),	3 20	
" (Delhi)	3 30	
" duck (Aylmer)	3 20	
" (Delhi)	3 20	
Corned beef	2 80	
" 2s "	1 60	
" Man. Can. Co. 2s per doz.	2 50	
" 1s "	1 25	
Roast beef (Man. Can. Co.), 2s, per doz.	2 20	
" (Clark's), 1s, per doz	1 35	
" 2s	2 65	
Potted meats, ½s, per doz.	0 55	
Veal loaf (Libby's), ½ lb., per doz.	1 25	
Ham loaf	1 lb.	
" "	2 50	
Chicken loaf	1 lb.	
" "	2 50	
Lunch tongue (Clark's), 1s,	3 45	
" (Aylmer), 1s,	3 00	
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80	
" "	1-lb. tins, "	
" "	3 10	
Chipped	1-lb. tins, "	
" "	1-lb. glass, "	
" "	1 45	
Sliced bacon,	1-lb. tins, "	
" "	1-lb. glass,	
" "	3 10	
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	
" 2-lb.	2 65	

**SUGAR.**—The sugar market continues very firm and the local wholesale trade expect an early advance. We quote:

Montreal granulated, in bbls.	4 85	
" yellow, in sacks.	4 80	
" in sacks.	4 45	
Wallaceburg, in bbls.	4 75	
" in sacks.	4 70	
Berlin, granulated in bbls.	4 75	
Icing sugar in bbls.	5 45	
" in boxes.	5 65	
" in small quantities.	6 15	
Powdered sugar, in bbls.	5 25	
" in boxes.	5 45	
" in small quantities.	5 70	
Lump, hard, in bbls.	5 55	
" in 4-bbls.	5 65	
" in 100-lb. cases.	5 65	
Raw sugar.	4 50	

**SYRUPS AND MOLASSES.**—Quotations continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20	
" " 10-lb. tins, per 1 "	2 55	
" " 20-lb. tins, per ½ "	2 45	
" " ½ barrel, per lb.	0 034	
" " Sugar syrup, per lb.	0 034	
Kairomel syrup, 2-lb. tins, per 2 doz. case	2 55	
" " 5-lb. "	2 90	
" " 10-lb. "	2 70	
" " 20-lb. "	2 80	
Barbadoss molasses in ½-bbls, per gal.	0 40	
New Orleans molasses in ½-bbls, per lb.	0 034	
Porto Rico molasses in ½-bbls, per lb.	0 044	
Blackstrap, in bbls, per gal.	0 31	
" gal. bsts, each	0 33	
	2 25	

### COFFEE.

Whole green Rio, per lb.	0 10½	0 11
" roasted, per lb.	0 15½	
Ground roasted Rio	0 16	
Standard Java in 25-lb. tins, per lb.	0 33	
Old Government Java in 25-lb. tins, per lb.	0 32	
" Mocha	0 29	
Imperial Java, in 25-lb. tins, per lb.	0 25	
Pure mocha	0 19	
" Maracaibo	0 17	
Choice Rio	0 16½	
Pure "	0 32	
Seal Brand (C & S) in 2-lb. tins, per lb.	0 33	
" 1-lb. "	0 23	
Local Blends:		
Mocha and Java in 2-lb. tins, per lb.	0 23	
" 1-lb. "	0 24	

**JAM AND MARMALADE.**—Upton's jam and marmalade have been advanced and prices are now quoted as follows:

Upton's jam in pails, per pail	0 51	
" homemade jam, raspberry and strawberry, in 1-lb. glass jars, per doz.	2 00	
Upton's homemade jam, assorted (including raspberry and strawberry), 1-lb. jars, per doz.	1 90	
Upton's assorted homemade jam, not including raspberry and strawberry, 1-lb. jars, per doz.	1 80	
Upton's marmalade, per doz.	1 60	

**MATCHES.**—There has been another general advance in matches and prices are now quoted as follows:

### Per case

" Telegraph	4 95	
" Telephone	4 85	
" King Edward	3 65	
" Head Light	4 40	
" Rising Star	5 90	
" Eagle	2 05	
" Victoria	3 25	
" Silent," 200 s.	2 30	
" 500 s.	4 90	
" Comet	2 25	

**FOREIGN DRIED FRUITS.**—New apricots will be on the market by the end of the month. We quote:

Sultana raisins, bulk, per lb.	0 63	
" cleaned,	0 08	
" 1-lb pkgs	0 64	
Table raisins, Connoisseur clusters per case	2 60	
" extra dessert,	3 40	
" Royal Buckingham,	4 00	
" Imperial Russian	5 25	
Connoisseur clusters, 1-lb pkgs, per case (20 pkgs).	3 35	
Connoisseur clusters, boxes (5½ lbs).	0 80	

Valencia raisins, f. o. s.	1 75	
" selected,	1 85	
" layers,	2 10	
California raisins, muscatels, 2 crowns, per lb.	0 09	
" "	0 09½	
" choice seeded in 4-lb. packages	0 07½	
" fancy seeded in 4-lb. packages	0 07½	
" choice seeded in 1-lb. packages	0 09½	
" fancy seeded, 1-lb. packages,	0 09½	
" per package	0 09½	
" choice silver, per lb.	0 11	
" silver, per lb.	0 08½	

Currants, uncleaned, loose pack, per lb.	0 06½	
" dry cleaned, Filifras, per lb.	0 06½	
" wet cleaned, per lb.	0 06½	
" Filifras in 1-lb pkgs, dry cleaned, per lb	0 07½	
" Vostizas, uncleaned,	0 06½	

Hallowee dates, new per lb.	0 05½	
Figs, cooking in taps and sacks	0 05½	
" "	0 05½	
Apricots, choice, in 25-lb. boxes, per lb.	0 18	
Apricots, standard, in 25-lb. boxes, per lb.	0 17	
Peaches, choice, per lb.	0 17½	
Peaches, choice (new delivery about August 1), per lb.	0 22	
Apricots, standard (new delivery about August 1), per lb.	0 21½	

Peaches	0 16½	

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# LOOKING AHEAD

is a good motto to pursue in business and while we are all human and make mistakes, still the fellow who is thinking all the time will eventually "get there"

Last year in the face of a great big pack of Tomatoes we circularized our customers on October 11th and urged them to stock up on this line, and those who took our advice made money.

Now just remember this fact that **our country is growing rapidly** and the very portion of it that is growing fastest is **the West**, and, as they are the people who use large quantites of canned vegetables, in our opinion, you can make no mistake ordering freely.

We give you the choice of several first-class brands and will guarantee to please you, both as to quality of goods and attractiveness of labels.

**IT WONT COST YOU ANY MONEY**  
to send for a sample of our **Maybell** Ceylon Orange Pekoe.

Do this and you will see the best bit of value in tea you have seen for many a day.

---

**CANADA BROKERAGE CO., Ltd.**  
**9 FRONT ST. E., TORONTO**

## *Hot Weather*

Means a heavy demand for our  
MILD CURED

**Hams**  
**Breakfast Bacon**  
**Skinned Backs**

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

**QUALITY  
THE BEST**

WRITE US FOR PRICE LISTS

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS  
TORONTO

TELEPHONE M 3960

## **Fearman's English Breakfast Bacon**

THE FINEST LINE ON THE MARKET  
FOR OUT-OF-TOWN EXCURSIONS, SUM-  
MER RESORTS, CAMPERS, OR FOR  
THOSE WHO STAY AT HOME.

PUT UP BY

**F. W. FEARMAN CO.,**

HAMILTON

LIMITED



**CORONA**  
**BREAKFAST BACON STRIPS**

Narrow (3 inches wide)

Thick - - - - - 14½c.

We Sell to the Trade Only.

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

SEND FOR SAMPLE ORDERS  
TRY OUR NEW BOLOGNA

READ  
BELOW



IT  
PAYS

You Grocers and Provision Dealers haven't time to make apologies for goods.

There's "apology" bacon on the market, but none of it has our label on.

We guarantee our **BREAKFAST BACON** to be from the best hogs of Fergus—from the farm to the factory minus train journey.

ORDER THIS DELICIOUS BACON  
YOUR CUSTOMERS WANT IT

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

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## PRODUCE AND PROVISIONS

### RELABELLING CANADIAN HAMS

**Canadian Product Called "English" and Re-shipped—Also Done in Other Canadian Goods—Can Hold its Own Against All.**

Speaking of the market for hog products in the island of Jamaica, G. Eustace Burke, Canadian commercial agent there, says:

"I have to report that all lines in the above are ruling high both of United States and English manufacture. Of course in the case of the countries referred to, the raw material must also have advanced in Canada. But at least in hams and bacon varieties I cannot again too strongly emphasize my convictions that the Canadian product ought to hold its own against all comers."

"It would hardly be convenient to give names and addresses, but I am credibly informed that large quantities of hams and bacon find sale in this island as 'English' products from well known English exporting provision houses, when as a fact the sources of origin are well known to be Montreal and Toronto packers, the respective goods being merely canvassed and re-labelled in England for shipment hence."

"There is no doubt in my mind that even at a slightly enhanced price Canadian cured small sized hams, 7 to 12 pounds, and breakfast bacon slips, as also Wiltshire cut lean bacon (all bagged) could replace the United States article, of which the brand of Ferris & Co. enjoys an enviable demand."

The Canadian Grocer took the trouble to take the matter up with some of the large packers to ascertain if such had been brought to their knowledge. The Ingersoll Packing Company says: "We do not know whether Canadian hams are being branded as stated, but we are sending your letter to our London house and have asked them to reply to it. We will let you know their answer." F. W. Fearman & Co. say: "It is quite possible that Canadian hams and bacon are being prepared in England and re-shipped to the West Indies. This has been done to Canadian goods before, which have also been shipped to France, and it is quite likely that it is being done."

Park, Blackwell Co. "were not aware that Canadian goods were being sold through English houses and re-labelled English product, but if it is true it only shows the good name Canadian bacon is getting when it is being marketed as the product of England, as it has always been believed heretofore that there was nothing so good as that manufactured in England." The Wm. Davies Company and others say that not a large quantity of Canadian hams go to Great Britain, but that it is quite possible that Wiltshire bacon is being cut up and shipped abroad from the Old Country.

#### CHEESE AND BUTTER BULLETIN.

The remarkable advance in prices of cheese keeps merrily on, and the most surprising feature in this respect is that the British importers continue to send their orders over the cable, reluctantly following our advance, but they have to buy the goods for some reason or other, and, finding that they cannot obtain them at any lower prices, they buy them at current market quotations.

Now, this is all very fine, but from the farmer in Canada to the consumer in Great Britain, everybody acknowledges that current prices are too high for this season of the year, and everybody is anxious to dispose of his goods as quickly as possible. Of course the farmer is reaping the benefit. He gets abnormally high prices for his milk, the Montreal merchants buy the cheese at high prices under keen competition, then the importer in Great Britain gets his offers from the Montreal exporters, and, needing the goods to supply his customers, he buys them. When the balance sheet is drawn, it is found that the farmer has got the money, and the middlemen have either not made any money or they have actually done the business at a loss. This great business, amounting to many millions of dollars annually, does not seem to be conducted on sound business principles, and "pity 'tis, 'tis true."

The receipts in Montreal last week were 106,863 boxes of cheese and 29,324 packages of butter, against 106,202 boxes of cheese and 43,476 packages of butter for the same week of last year, or a total since May 1 of 651,997 boxes of cheese and 204,522 packages of butter, as compared with 629,478 boxes of cheese and 237,479 packages of butter for the corresponding period of last year.

The shipments were, last week: 108,681 boxes of cheese and 18,222 packages of butter, against 94,959 boxes of cheese and 35,573 packages of butter for the same week of last year, or a total since May 1 of 649,615 boxes of cheese and 98,124 packages of butter, as compared with 586,844 boxes of cheese and 139,609 packages of butter for the corresponding period of last year.

These figures show an increase in the receipts of cheese of 22,519 boxes, and an increase in the shipments of cheese of 62,771 boxes, and, further, a decrease in the receipts of butter of 32,957 packages, with a decrease in the exports of Butter of 41,485 packages.

The object lesson is, naturally, first, a larger make of cheese and a smaller make of butter; second, a smaller stock of cheese and a larger stock of butter in Montreal; third, a less production of

milk. The first two arguments are accounted for by the relatively higher prices of cheese against butter, and the third is owing to the condition of the season.

At the present writing we are confronted with abnormally high prices for cheese, but, whatever the reason may be and surely there is a reason for it, the goods are in demand, and there is absolutely no accumulation anywhere as far as we can see. It may be possible that the retailers in Great Britain are being stocked up with June-made cheese which, of course, does not figure in the stocks at distributing points, but it is also possible that the goods go into actual coconsumption more on account of the existing canned meats scare. However, whatever the reason may be for the current high prices, nobody on either side of the Atlantic has the courage to put away any cheese for the future. It is believed that British houses have contracted large quantities of June cheese to their customers. They have certainly tried to cover their "shorts" here, and we understand they are heavy losers this year, as there are not many Montreal houses sold "short," and it may make a difference in the demand when these "short sales" are filled, but, meanwhile, the statistical position is very strong.

#### OUR LONDON LETTER.

By Our Own Correspondent.

Business in the produce markets here has been on a satisfactory basis throughout the week, although this being the half-year and consequently the season for stocktaking, the amount of business transacted has not been out of the ordinary.

The general tone of the butter market has been one of some quietness, no change in quotations having occurred. Some 9,000 packages of Australian butter have been delivered, but there has been no rush of buyers, and the finest grades have only realized 98s. and 100s., with occasionally 102s. Finest parcels of unsalted make 104s. at best. New Zealand butter is scarce, not more than 6,000 boxes being received during the week. Choicest brands are, consequently, realizing good prices, there being little to be had under 105s. Lower grades make 100s. There is some Canadian butter on hand, offered at 102s. and 104s., but the season has not yet opened up and the trade is not just yet really interested in it. In the Manchester market, however, Canadian butter has sold quickly throughout the week, although in Liverpool, Irish creameries being easily obtainable, the demand for Canadian creameries is not great. Perhaps it would not be out of place here to warn shippers to see to their packing, particularly the grease-proof wrappers. Although there was a noticeable improvement last season over the previous one, still there were instances when Canadian butter was found to be spotted, a fact which was ascribed by some

## DAIRY PRODUCE AND PROVISIONS

to the inferior grease-proof paper. It would be well, too, if more attention were given to the individual requirements of each market. In this connection the regular reports of the Canadian Commercial Agents may be studied with advantage, containing, as they do, pointers of real value.

The cheese market in London has been steady throughout the week, but, like the butter market, it has been characterized by no out-standing features. To all the markets large quantities of Canadian cheese have been delivered, not less than 52,500 boxes having come to London alone. In spite of these large supplies, however, a healthy tone prevails, and the consumptive demand appears to swell in proportion as larger quantities are on offer. Stocks at the depot are now about 30,000 boxes, which is only a few thousand boxes more than at the time of our last report. That the consumption should be so good has somewhat astonished cer-

tain individuals, who have always maintained that a prolonged period of hot weather, such as England has had during the past few weeks, tends to kill the consumptive demand for cheese. Sellers speak highly of the all-round quality of Canadian cheese, and complaints have been fewer this season than ever before. It is very evident that shippers are taking greater care, or else are becoming more familiar with the needs of buyers on this side. At the time of writing, cable quotations from Canada are very firm in tone, but with fair supplies in hand here buyers are not eager of acceptance, and apparently are waiting to see what change will occur. New Zealand cheese is scarce, and white is making 64s. Colored New Zealand, however, is not in demand, and holders find it difficult to effect a sale.

Canadian bacon is selling steadily, although the tendency is towards the dull side.

## PROVISION AND DAIRY MARKETS.

### MONTREAL.

**PROVISIONS**—There has been no change in provisions since last report. Business is moving fairly well in most lines. There is a very good demand for lard at figures quoted. Hams and bacon are selling steadily, although the prices are rather high. Pork is on the quiet side owing to high price and little demand.

Lard, pure tierces	0 11½	0 12
" 20-lb. tubs	0 11½	
" cases, 10-lb. tins, 60 lbs. incase	0 12½	
" 5-lb. "	0 12½	
" 3-lb. "	0 12½	
Lard, Boar's Head brand, tierces, per lb.	0 05½	
" ½-lb. per lb.	0 09½	
" tubs	0 09½	
Cases, 20 3-lb. tins, per lb.	0 09½	
" 12 5-lb. tins	0 09½	
" 6 10-lb. tins	0 09½	
20-lb. wood pails, each	1 88	
20-lb. tin pails, each	1 78	
Wood net, the gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 17
Hams	0 14	0 15½
Extra plate beef, per lb.	12 00	13 00

**BUTTER**—There is a little better feeling in the market this week. Some English houses have been inquiring the last few days, but while some business has resulted, the market cannot be called active. It looks, however, as if the English market would be operating more freely in a week or so, and as a result prices locally are firmer.

Choicest creamery..... 0 21½ 0 21½

Medium creamery..... 0 2½ 0 20½

Western dairy..... 0 17½ 0 18½

**CHEESE**—Higher prices rule in the country again so that quotations have had to be marked up once more, Westerns now being as high as 12c. This extraordinary high price for June make has, no doubt, been mainly caused by the short sales both here and in England, and until these are supplied, prices will not decline. Shipments continue heavy, 108,000 boxes being shipped last week. As a consequence stocks in Montreal at present are not very large.

Ontarios..... 0 11½ 0 12

Quebecs..... 0 11½ 0 11½

**EGGS**—Eggs are firmer in the country this week, but this fact has not bettered conditions locally. Dealers are not very anxious to buy, and many of them are buying only for immediate disposal. The price asked is 16½.

## DAIRY PRODUCE AND PROVISIONS

### The Canadian Grocer

Finen fresh creamery, in 56-lb. boxes.....	0 20
" " in 28-lb. boxes .....	0 2
" " in 14-lb. boxes .....	0 20
" " in 1-lb. bricks (eastern) .....	0 23
" " (western) .....	0 21

Produce houses are paying 14c. per lb. for good dairy butter delivered in Winnipeg.

### CHEESE

Finen Ontario, large .....	0 12½
" Manitoba, large .....	0 12
" " twins .....	0 12
" " small .....	0 12

### LARD

Tierce basis, per lb .....	0 12
Small packages take the following advance :	
50 lb. tin cans, per lb .....	0 004
20-lb. tin cans, in 80-lb. cases, per lb .....	0 003
10-lb. " in 60-lb. .....	0 003
5-lb. " " .....	0 003
3-lb. " " .....	0 01
20-lb. net white wood pails, per lb .....	0 004

### CURED MEATS

Hams, selected stock, special mild cure .....	0 16
Bacon, " " " .....	0 19
Backs, " " .....	0 16
Hams, light, 10 to 12 average .....	0 15
medium, 14 to 16 average .....	0 14½
heavy, 20 to 30, for slicing .....	0 14½
heavy sinned, 20 to 30 for slicing .....	0 11½
Picnic hams, light, choice, 8 to 10 .....	0 15
Shoulders light, choice .....	0 15
Breakfast bacon, clear, bellies, light, 8 to 10 .....	0 15
" " clear bellies 12 to 14 .....	0 15
Clear backs, b bacon light .....	6 14½
b bacon 12 to 14 .....	0 14½
Spiced rolls, long if in stock .....	0 15
" short .....	0 13
Dried beef ham sets .....	0 11½
Smoked hams boned and roll d. 2½ per lb. additional .....	

### DRY SALT MEATS

Bacon, dry salt long clear .....	0 12½
" " " smoked .....	0 13½
" " " boneless backs .....	0 12½

### BARREL PORK

Heavy mess pork, boneless, per bbl .....	22 00
" " per ½ bbl .....	14 50
Standard mess pork, per bbl .....	22 50

### PICKLED GOODS (COOKED)

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet .....	4 00	2 10	1 60	1 10
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 03½			
hocks .....				0 04

**EGGS**—Produce houses are paying 17 1½c. per dozen for eggs delivered in Winnipeg.

### ST. JOHN, N.B.

**PROVISIONS**—Barrel pork is high; sales light. Beef is hardly as firm. Pure lard is a little easier, more Canadian offered. Smoked meats high. Fresh beef, western, is being quoted rather lower; domestic, unchanged. Veal, firm; receipts light. Mutton, dull. Lamb is still high; lower prices expected. Pork, higher.

Mess pork, per bbl .....	\$21 00	\$22 00
Clear pork, " .....	20 00	23 00
Plate beef, " .....	13 50	15 00
Domestic beef, per lb .....	0 06	0 08
Western beef, " .....	0 06	0 07
Mutton, " .....	0 06	0 09
Veal, " .....	0 07	0 09
Lamb, " .....	0 10	0 12
Pork, " .....	0 08	0 10
Hams, " .....	0 13	0 14
Rolls, " .....	0 10	0 13
Lard, pure, tubs, " .....	0 12½	0 13
" pails, " .....	0 12½	0 13½
Refined lard, tubs .....	0 09½	0 10
" pails .....	0 09½	0 10

**BUTTER**—Quality must be good to bring full price. Values hardly as firm.

Creamery butter .....	0 22	0 25
Best dairy butter .....	0 18	0 20
Good dairy tubs .....	0 17	0 18
Fair .....	0 15	0 16

**EGGS**—Prices are firmly held.

Eggs, strictly fresh .....	0 25	0 27
" fresh .....	0 17	0 20

**CHEESE**—For the season prices very high and market firm. Output is small.

Cheese, per lb .....	0 12½	0 13
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## WINNIPEG.

**BUTTER**—Creamery butter is in good supply and the market is a trifle easier.

..... 0 20  
..... 0 2  
..... 0 20  
(eastern) .. 0 23  
western) ... 0 21

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..... 0 11½  
..... 0 11

,8 to 10... 0 15½  
14 ..... 0 15  
..... 6 14½  
..... 0 14½  
..... 0 15  
..... 0 13  
..... 0 11½

x per lb. additional.  
ATS. ..... 0 12½  
..... 0 13½  
oks, ..... 0 12½  
..... 0 12

tK. ..... 22 00  
1 ..... 11 50  
..... 22 50

COOKED). lbs. 20 lbs. 15 lbs.  
10 ..... 1 60 ..... 1 10  
50 ..... 4 00 ..... 3 00  
50 ..... 2 50 ..... 2 00  
per lb. .... 0 03½  
..... 0 04

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..... 13 50 15 00  
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..... 0 07 0 09  
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..... 0 12½ 0 13

# SEASON IS NOW ON FOR CANNED MEATS **GROCERS**

*You cannot afford to handle brands that the  
public are suspicious of*

**KEEP OUR BRAND IN STOCK  
AND YOU MAY GUARANTEE YOUR  
CUSTOMERS THAT YOU SELL**

**PURE FOOD  
MADE IN CANADA**

**MANITOBA CANNING CO., LTD.  
GRANDE POINTE, MAN.**

SELLING AGENTS

**NICHOLSON & BAIN,  
WINNIPEG AND CALGARY.**

**GALLOWAY & PARNELL,  
VANCOUVER.**

**BUTTER, CHEESE, EGGS**

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

**B. H. POWER**  
218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**

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

C. R. COOPER  
**TORONTO SALT WORKS**  
TORONTO, ONT.  
AGENTS FOR THE DOMINION SALT AGENCY



Annual sales many times larger than all other fly poisons combined

**ADVERTISED**  
throughout Canada.

**BUTTER and EGGS**

—WE ARE—  
**BUYERS and SELLERS**

Correspondence solicited from ONTARIO,  
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.  
Wholesale Produce Merchants,  
TORONTO.

White Spruce

**BUTTER TUBS**

10-20-30-50 lb.

**EGG CASES AND FILLERS**

Order now for delivery later,

it will **Pay You**

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

**BUTTER AT FAIRS.**

The Government of Alberta will have tents at the Fall fairs containing a working dairy, where demonstrations on the cream separator, churning and working butter will be given. Other tents will show poultry fattening crates and other profitable appliances used in this business.

**MORE COLD STORAGE.**

James Alexander has under contemplation a large cold storage plant in Montreal that will be equal to any in size on the continent. It will be a public warehouse.

**JUNE'S EXPORTS TO BRITAIN.**

British imports from Canada for June were as follows: Cattle, 21,318, valued at £369,172; sheep and lambs, 1,450, valued at £2,177; bacon, 119,818 cwt., valued at £312,678; hams, 30,712 cwt., valued at £79,915; butter, 19,712 cwt., valued at £98,075; cheese, 198,257 cwt., valued at £565,542.

**SOLD SHORT WEIGHT.**

A merchant on the Bonsecours market, Montreal, E. Valiquette, was sentenced in the Recorder's Court to pay a fine of \$10 and costs or go to prison for two months for selling butter 14 ounces to the pound.

**NEW WAREHOUSE TO BE ERECTED.**

A building permit for the erection of a butter and cheese warehouse was granted Lovell & Christmas, Montreal, on July 6. The new building is expected to cost \$36,000.

**PRICES STILL SOARING.**

With bacon hogs bringing from \$7.50 to \$7.60 f.o.b. country points, it almost seems that the top price is reached, yet even at this figure there is but a small number of hogs coming into the packing houses. There is a scarcity of hogs all over the world. In Ireland disease has wiped out large herds of swine. In Denmark the same conditions prevail, and as Denmark raises the same class of hogs as are raised in Canada, the scarcity is all the more felt. Canada is producing only half the number of hogs she did two years ago, and until more

farmers go into this business there can hardly be any lessening in price. Packers are not paying the present high prices because of the money they are making, but because they must take care of their trade, and as it will take a long time for the present supply to catch up to the demand it would not be surprising to see prices go still higher. At any rate the indications are that they will hold their own.

**HOLBROOK'S ANNUAL MEETING.**

At the annual meeting of Holbrook's, in London, Eng., a short time ago, Major Sir Carne Rasch, M.P., who presided in moving the adoption of the report and accounts, said trade might be considered on the whole satisfactory. Trade had been bad all over the country, and most companies had been either passing their dividend or paying a very reduced amount. In that company they had crept gradually up to the position they now occupied. Twenty years ago they paid a dividend of 2½ per cent., then they paid 6 per cent., then 10 per cent., then 15 per cent., and this year they recommended them to pay a dividend of 18 per cent., with a bonus of 2 per cent. on top of it. He did not think many companies could compare with them in profits which they recommended for division, or in the manner in which the trade had been carried on during the last twelve months.

He would like the shareholders to remember that their vinegar trade—and they were the largest vinegar makers in the United Kingdom—was the cow that gave the milk; and he hoped the shareholders would insist that whoever might compose the board in the future should see that the management of the company did not give the cold shoulder to the vinegar trade. That was the staple of the company, although, of course, they traded in paper-made paper bags—and in baking powders of every description, and they also made pickles and sauce.

A final dividend of 12 per cent. on the ordinary shares, making 18 per cent. for the year, and a bonus of 2 per cent. was declared, and Col. G. W. Wood and Mr. Ernest Callard were re-elected directors, Messrs. Smallfield, Rawlings & Co., auditors, and it was also agreed to increase the remuneration of the directors for the current and succeeding years by £500 per annum.

**Associate with the Successful!**

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

**CLARK'S CANNED MEATS**

# THE ATLANTIC FISH COMPANIES, LTD.

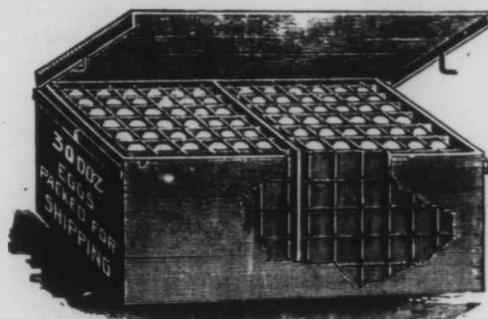
**Head Offices: LUNENBURG, N.S., CANADA**

**WITH WHICH IS AMALGAMATED**

- BLACK BROS. & CO., LTD.** - Lunenburg and La Have, N.S.  
Packers of Prepared Boneless Codfish
- THE WHITMAN FISH COMPANY, LTD.** - Canso, N.S.  
Fresh, Smoked, Pickled and Canned Fish
- LEWIS ANDERSON & CO.** - Lunenburg, N.S.  
West India Exporters
- HIRTLE, RAFUSE & CO.** - Lunenburg, N.S.  
Vessel Outfitters
- EVITT'S FISH STAND** - Bay of Islands, Nfld.  
Frozen and Pickled Herring

**Everything in Salt and Fresh Atlantic Fish**

## **EGG CASE FILLERS**



### **NEW LAID EGGS**

to bring the highest market price  
**MUST BE PACKED**  
in clean, fresh Fillers.

*These can be obtained from*

**The Miller Bros. Co., Limited**

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

*Board Mills and Filler Factory at GLEN MILLER, ONT.*

TURNED  
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*Owner  
John S. 53  
page 49  
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IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

## **WALL PAPERS**

Our salesmen represent a factory established for fifty years; every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model. You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunk, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

**STAUNTONS, Limited**

Wall Paper Manufacturers

TORONTO, ONT

*Borders and Side Walls at Same Prices*

## FLOUR AND CEREAL FOODS

Alberta's Good Crop—Spring Grains Now Doing Well—Big New Flour Mills for Calgary and Lumsden.

A bounteous harvest is the prospect from all parts of the west—greater than ever. There has been some damage to Spring wheat in Northern Alberta by cut worms, but not enough to affect the general yield of that section. Spring grains all over the province are doing well, although there have been reports that the weather has been too cold to push the grain forward. These reports came some days ago, however, and the weather has made great changes since then, so that a wonderful improvement is seen. Winter wheat looks well, and is good for a heavy yield, according to reports from Calgary by an expert from the Western Grain Growers' and Millers' Association. A larger area of Winter wheat is under cultivation, but the yield will be about the same in bushels as last year's, on account of losses in some sections from Winter killing.

### FLOUR MILL FOR LUMSDEN.

Lumsden (Alta.) Council has accepted an offer from Ellison & Co. for the erection of a flour mill. The city gives a three-acre site, tax exemption for fifteen years, and a low water rate. The company agree to erect a 150 barrel flour mill before the end of next year, and contemplate increasing it to a 500 barrel capacity within five years, by which they will get additional con-

The McLEOD MILLING CO., Limited  
Stratford, Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC  
Receivers and Shippers  
FLOUR, GRAIN, MILL FEED, SALT  
and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

ALF. T. TANGUAY & CO.  
Commission  
Quebec  
Flour, Grain and Provisions

Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.  
REFERENCE, HOCHELAGA BANK.

**ROLLED OATS  
SPLIT PEAS  
POT BARLEY**  
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

sessions. The ratepayers will be asked to ratify the agreement shortly.

### CALGARY MILLING CO. BUILDING.

The Calgary Milling Co. have commenced work on their \$100,000 flour mill. It will be 38 by 96 feet, five storeys high. It will be equipped for a 600-barrel daily capacity. Two 175 horse-power gas producers will supply the power.

### MONTREAL.

GRAIN—Very little business is being transacted in grain. Grain merchants report the week as having been very slow. The market is unchanged since last report.

No. 4 barley store	0 51
Rejected barley, store	0 48
No. 2 white oats	0 43
No. 3 white oats	0 42
No. 4 white oats	0 41
No. 3 yellow corn	0 6
No. 1 peas, basis 78 per cent. points	0 83

FLOUR—Flour continues to move along steadily in all quarters. Milling millers report excellent demand both locally and from foreign country points. Prices are firm at figures quoted.

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

ROLLED OATS—The market presents no new features this week. Trade is not very active. Quotations are unchanged.

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

FEED—In feed during the past week there has not been a great deal of business passing. Demand for bran has been slow in most quarters. Inquiry for shorts has been rather good, while feed flour is in fair request.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
" bran	16 00	16 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 23	1 30

HAY—There is very little change in the hay market. It is a shade weaker if anything. It is not that there is such a lot of hay offering locally, but more the fact that there is not much going forward, to which this weakness may be attributed.

The Old Country market has declined still further. Latest quotations received from Liverpool are 62-63 shillings c.i.f.

No. 1	10 00
" 2	9 00
Clover mixed	8 00
Clover, pure	5 00

### TORONTO.

GRAIN—Both wheat and oats show a further decline this week, but trading is small, and stocks in Ontario points very light. There can hardly be any movement expected for a few weeks yet, but big millers and estimators predict that the world's wheat crop this year will be much smaller than last year, despite the fact that the Canadian crop will be so heavy. This should make good prices again this Fall.

(F.o.b. Georgian Bay elevator.)	
Manitoba wheat, Northern No. 1	0 84
" " No. 2	0 82
" " No. 3, nominal	0 79
Red, " per bushel, 75 per cent. points	0 79
White, " "	0 81
Mixed, " "	0 79
Spring, " "	0 75
Goose, nominal "	0 75
Barley, No. 1, "	0 51
" No. 2, "	0 48
" No. 3x, "	0 46
" No. 3, "	0 38
Oats, white, " "	0 38
" mixed,	0 38

FLOUR—Flour keeps pretty easy, but present quotations still hold, although some shading is being done. A reduction in price might be looked for if the present wheat conditions hold for any length of time.

On track, Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 50
" No. 2,	4 10
Strong bakers	3 90
Ontario patents, No. 1,	3 65
" No. 2,	3 50
Straight roller	3 40

CEREALS—Quotations are unchanged, but market conditions might be called easy in all lines.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	" 4 40
" 50 lbs.	1 25
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " in wood	4 75
" " " for broken lots	4 80

### FRONTENAC CEREAL PLANT SOLD

The Frontenac Cereal Co.'s plant, at Kingston, comprising elevator, mill, cereal mill, and other assets, has been bought by R. A. McLellan and associates, who propose organizing a new company to operate the works.

### COMMERCIAL HANDBOOK.

The second annual edition of the Commercial Handbook of Canada, by Heaton's Agency, Toronto, is now out. It covers pretty thoroughly all subjects, statistics and data relating to commerce, commercial legislation, tariffs, rates, and general information for business men.

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AGENTS—Rose &  
Stuart  
Victor

# WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON &amp; MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT****WINNIPEG  
GODERICH  
BRANDON****OFFICES****ST. JOHN, N.B.  
MONTREAL, Que.  
TORONTO (HEAD OFFICE)  
GODERICH  
WINNIPEG  
BRANDON****IT PAYS YOU TO PAY FOR QUALITY****BUY FIVE STARS FLOUR**

New "HOUSEHOLD" package

**CANADA FLAKES****A 25 cent size of unparalleled value**

Every package contains a fine decorated china bread-and-butter plate or other equally good household table-necessity. Every article of the chinaware is a marvel of beauty and workmanship.

We consider this the best advertising we have yet undertaken. That the sales will be satisfactory we are confident. And that your customers—Friend Grocer—will get the full value of our advertising outlay and not the newspapers, etc., pleases us. This should also please you, as you have at heart your customers' interests.

24/25s; \$5.00 per case; In 5-case lots, \$4.90, freight prepaid.

### A Proposition that will Interest You is the Kind We Make.

Yes, Sir! That's the only kind of proposition that we have time to make and that's the only kind of proposition that

**WILL INTEREST YOU.**

Well, the proposition is about

## Mrs. Rorer's Saratoga Chips

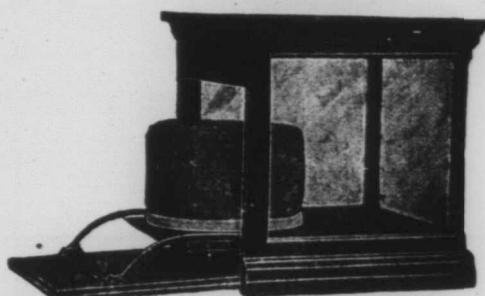
—the famous food. Fried Potatoes, crisp and tasty.

**GUARANTEED PURE**

MADE EXCLUSIVELY BY

**HAMILTON SARATOGA CHIP CO.  
HAMILTON, CAN.**

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

**SALES — CHEESE — PROFITS**

### Automatic Cheese Cabinets WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

**PRICE**  
**\$7.50**  
F.O.B. Factory.

**The Cabinet** is a very handsome glass polished hard wood display case; a most attractive fixture.

**Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.**

WRITE FOR ILLUSTRATED FOLDER.

**THE WALKER BIN & STORE FIXTURE CO., LIMITED  
BERLIN, CANADA**

**Be Free! Buy outside of Combines**

**J. W. WINDSOR, - MONTREAL**

INDEPENDENT Packer and Handler of every kind of  
CANNED FISH, VEGETABLES, FRUITS, ETC.

LOWEST PRICES.

CORRESPONDENCE SOLICITED.

"There is quality in the name HOLBROOK & CO."

~~THAT'S  
WHY~~

**HOLBROOK'S  
GENUINE Worcestershire  
SAUCE**

Has the Largest Sale in the World

Canadian Branch, 28 Front St. E., Toronto. Manager, H. Gilbert Nobbs

## Do Not Substitute

POTATO MASHERS

CAN OPENERS

Our attention has been called to the fact that several retailers have ordered "BEST" Mops and received substitutes.

It's to your own interests, and only fair to give your retail friend "BEST" Mops when he asks for them.

So take our little hint and never substitute something that is "just as good as the 'BEST.'"

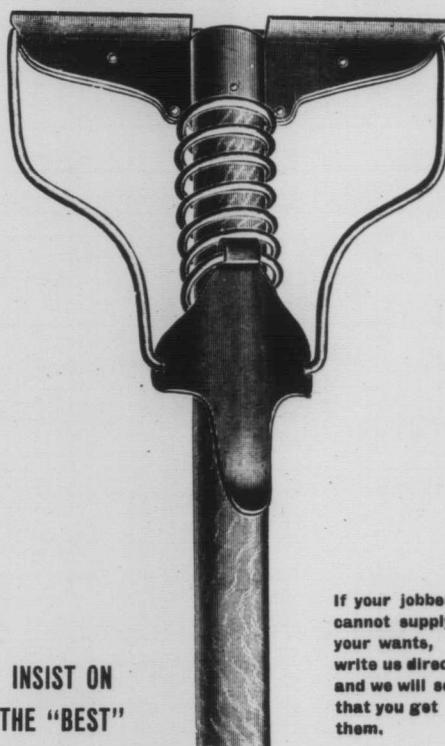
**The "BEST" is the Best  
There's no getting around that.**

MADE BY

**The CUMMING MFG. CO., Limited  
RENFREW, ONT.**

WESTERN REPRESENTATIVES:  
F. A. REINHARDT } 608 Ashdown Bldg.  
J. J. MAGUIRE } Winnipeg

**The "BEST" Mop**



WOODENWARE

INSIST ON  
THE "BEST"

If your jobber  
cannot supply  
your wants,  
write us direct,  
and we will see  
that you get  
them.

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WOODENWARE

If your jobber  
cannot supply  
your wants,  
write us direct,  
and we will see  
that you get  
them.

AGAIN PROVEN TO BE THE BEST  
CREAM TARTAR.

IT is with some feeling of satisfaction that the United States Trade Reports sees a vindication of former indorsements of worthy firms and meritorious articles. We have always given careful attention to inquiries received from readers, and to furnish them with reliable information on any desired subject free of charge. The Reports has the largest circulation of any trade journal of its class in the country, and no other publication could afford to maintain such a large staff of experienced reporters to make these expensive investigations in the interest of its readers.

About ten months or so ago we received inquiries in which we were asked to recommend the best Cream Tartar, and to state where the same could be obtained. We fully realized the importance of the subject and the confidence which would be reposed in our answer. We made a careful and thorough examination along this line, and as a result, found that Gillett's Cream Tartar, made by E. W. Gillett Co., Ltd., Toronto, Ont., and Chicago, Ill., was conceded to be the best, and we made editorial commendation accordingly.

Only recently we received many similar inquiries from other of our readers, and to verify the correctness of our former recommendation, we place the matter in the hands of other of our reporters and investigators, who knew nothing of our former indorsement, and, after the most exhaustive research, they also have reported in favor of the Cream Tartar made by the company named, which proves conclusively that their Cream Tartar is doubly worthy of adoption and use by all, and also that the trained reporters of the Reports never do anything by halves.

The Gillett Company is well known for business tact and enterprise, as well as sterling integrity. They owe the great success of their business to their prompt and careful attention to orders, courteous treatment to customers, and the perfect reliability of their products. By their honest endeavors to make nothing but the best, they have built up a reputation second to none in the world.

We strongly advise bakers, caterers, druggists and other users of the goods to insist on getting Gillett's Cream Tartar. It costs no more than the poor adulterated kind.

(U. S. Trade Reports).

## RASPBERRIES

**Cherries**  
**Currants**  
**(Red and Black)**  
**Gooseberries**

Fresh daily will fill orders at market prices:

## VEGETABLES

<b>Potatoes</b>	<b>Beans</b>
<b>Cucumbers</b>	<b>Peas</b>
<b>Cabbage</b>	

<b>Lemons</b>	<b>Bananas</b>
<b>Oranges</b>	<b>Watermelons</b>

A full line of

## CALIFORNIA

<b>Peaches</b>	<b>Plums</b>
<b>Pears</b>	<b>Apricots</b>

McWILLIAM  
**Mc. AND E.**  
 EVERIST

25-27 Church St. TORONTO,  
 CANADA

## DRIED APPLES

BRIGHT, DRY STOCK  
 WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

## BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

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

## FRUITS, VEGETABLES AND FISH

Too Much Rain in Some Sections—Potato Rot has Made its Appearance—American Vegetables Being Supplanted.

Black currants and blueberries are on the market this week. They are both up to the average marketed at this time of year, and are bringing from \$1 up for the currants, and from \$1.40 to \$1.50 for the blueberries. The Canadian new potatoes coming in are much better than the stock being sent in from the States, and are in such good demand that they are soon taken off the market. American cabbage have about stopped coming in, the locally grown being sufficiently grown to take their place. In some parts of Eastern Ontario reports have come in that the heavy rains have put back root crops, and that a sign of rot is already visible in potatoes. Vegetables, generally, are looking well, and coming on the market quite freely.

possible for the single gunboat at present in commission on this coast to effectually protect Canadian waters and to make seizures with any chance of conviction except by some fortunate accident.

## OUR FRUIT IN ENGLAND.

P. B. Ball, Canadian commercial agent at Birmingham, England, is taking a deal of interest in the fruit-shipping industry, and is doing his best to encourage it. He believes that much more trade in fruit might be done with Great Britain by this country than is done. He is delivering a number of addresses in and around Birmingham on this country, its resources and its products, both industrial and agricultural. He wants all the data he can get about the Niagara district, and says that he would like to obtain a series of photographs taken from the hills around Queenston, showing the fruit farms there, and following the river to its mouth. Shippers and manufacturers should do all they can to help Mr. Ball in the good work he is performing by sending him facts and such pictures as they have. Mr. Ball can be addressed 39 and 40 Central House, Christchurch Buildings, Birmingham.

## DIRTY JAM PACKING.

The annual report of the inspector of factories and workshops in London, Eng., shows that the conditions there are quite as revolting as anything alleged of the Chicago meat packing revelations. The report on a typical jam factory is as follows: "The boiling room lay between the yard and the stable, and the horses reached the latter through the boiling room. The sanitary accommodation was hardly separated from the rooms where the fresh fruit and uncovered jam were kept and the floors were dirty and un-drained."

Another factory inspector found jam pots being washed in "liquid like dark soup, which smelled abominably." The manager informed the inspector that the water was changed "about once a week." When fished out of these evil smelling tanks the pots were allowed to stand until dry, when they were considered to be ready to receive fresh installments of preserves.

## EXTENSIVE FISH POACHING.

The New England Fish Co., with its Pacific centre in Vancouver, has lost the monopoly of the halibut fishery on this coast, which it enjoyed for many years.

Seattle and Tacoma fisherman have taken it away, and, according to Canadian officers of the Preventive Service, the Americans have done the trick with Canadian fish.

Captain Newcombe, of the Dominion gunboat Kestrel, which patrols the fishery grounds, says that it is conservatively estimated that 18,000 tons of halibut were caught on the halibut banks off the west coast of Vancouver Island, of which 4,000 tons went to the American company, that is licensed to ship from this port in bond to the Eastern States. The remainder was taken by Americans, and he claims that only 5,000 tons were legitimately caught outside the three-mile limits, the rest being secured by poachers in Canadian waters.

Captain Newcombe says the poaching was done upon so wholesale a scale and with such method that it was im-

possible for the single gunboat at present in commission on this coast to effectually protect Canadian waters and to make seizures with any chance of conviction except by some fortunate accident.

Situated in the heart of a warm country, without natural ice and separated from markets by tremendous stretches of hot country, the question of refrigeration of fruit cars is one of the most important which the Californian has to consider.

If, as is hoped, the product of the Los Angeles factory can be used as a successful substitute for manufactured ice, the market is at hand and the new industry is ideally located. Fruit growers, car builders, merchants, shipping agents, and packers await with interest the extended trials which are now being instituted.—Technical World.

## FEAR POTATO ROT.

Gardeners in some sections of eastern Ontario fear the constant rains will start the potato rot again, some evidence of which is now visible.

Issacs & buyers, Lo special line ing the app and Canad Issacs has days maki firm's agent

## FRUIT

Monday fruit sale Californian being secu \$1.40 to \$2; aprico boxes, \$2.25

## MON'

GREEN 1 in very goo ers are doi lines. St scarce, and tations are berries are very good f of 22 quart for the fi brought fro come more will decline.

Late Valencia ora Dates, per lb...  
 Bananas .....  
 Cocomanuts, per bag  
 Pineapples .....  
 Apples .....  
 Old lemons, per b  
 New Verdill lemons  
 Peaches, per box.  
 Plums, " "  
 Apricots, "  
 Canteloupes, per c  
 Cherries, per basket  
 Jamaica oranges, j  
 Egyptian onions, i  
 New strawberries, i  
 Blueberries, 22 qua

VEGETABLE beginning to Farmers are day with th they have li their stock. ed. Montréa grown by fa districts, is 65e. to 70e. well at 40e. ness is being are now q Prices this changed.

Potatoes, per bag  
 Parsley, per doz. bi  
 Sage, per doz....  
 Savory, per doz....  
 Green peppers, per  
 Southern cabbage,  
 Mountain cabbage,  
 Tomatoes, Florida  
 Red onions, bri...  
 Turnips, bag....  
 New turnips, per d  
 Water cress, per doz  
 Lettuce, per doz...  
 Spinach, per bbl...  
 Cucumbers, per doz  
 New potatoes, per  
 Carrots, per bag...  
 New beets, per doz  
 New carrots, per doz  
 Wax beans, per bag  
 Green beans, per bag  
 Canadian asparagu

FISH—Eas very scarce, price has b now read 13c over last we continues to Lake trout a and good bus

boat at present coast to  
waters and  
chance of  
fortunate

mercial agent is taking a shipping interest to encourage much more trade with Great Britain. Addresses on this country's products, cultural. He get about the fact that he would photograph Queenston, here, and elsewhere. Should do all in the good sending him what they have. d 39 and 40 ch Buildings,

into liquid port is the len State to . It is now rnia oranges California air ss the contin-

ture of liquid ven erected in which is the manufac- nmercial scale New York plant o surgical and

a warm coun- and separated lous stretches on of refriger- of the most ornian has to

product of the be used as a manufactured land and the new . Fruit grow- ents, shipping with interest are now be- World.

ons of eastern nt rains will rain, some evi-

## APPLE SHIPS.

Issacs & Sons, ship owners and apple buyers, London, Eng., will put on a special line of trans-Atlantic boats during the apple season to carry American and Canadian apples across. H. M. Issacs has been in Toronto for a few days making arrangements with the firm's agents there.

## FRUIT SALE IN MONTREAL.

Monday of this week there was a fruit sale in Montreal. Five cars of Californian fruit were sold, good prices being secured. Plums brought from \$1.40 to \$2.20; peaches from \$1.20 to \$2; apricots, \$2.25, and pears, half boxes, \$2.25.

## MONTREAL MARKETS.

GREEN FRUITS—Fruit generally is in very good demand at present. Dealers are doing a good business in most lines. Strawberries are becoming scarce, and it will be noticed that quotations are higher this week. Blueberries are now on the market, and very good fruit is offered at \$3 per box of 22 quarts. Raspberries were offered for the first time this season, and brought from 18c. to 20c. As they become more plentiful, however, the price will decline.

Late Valencia oranges, per box .....	5 50
Dates, per lb.....	0 04
Bananas .....	1 75 2 25
Cocoanuts, per bag of 100.....	3 40
Pineapples .....	3 00 3 50
Apples .....	7 00
Old Lemons, per box .....	3 50
New Verdilli lemons.....	4 00
Peaches, per box .....	1 75
Plums, "	2 00
Apricots "	2 25
Ganteloupes, per crate .....	5 00
Cherries, per basket.....	1 00 1 50
Jamaica oranges, per bbl.....	5 50
Egyptian onions, per 112-lb. bag .....	1 75
New strawberries, per small basket.....	0 10 0 12
Blueberries, 22 quart boxes.....	3 00

VEGETABLES—Green vegetables are beginning to arrive more freely locally. Farmers are coming into the city every day with their offerings, and as a rule they have little trouble in disposing of their stock. Prices are well maintained. Montreal cabbage, or what is grown by farmers in the neighboring districts, is selling quite freely from 65c. to 70c. Cucumbers are moving well at 40c. to 50c. Considerable business is being done in tomatoes. These are now quoted from \$3.50 to \$4. Prices this week are practically unchanged.

Potatoes, per bag .....	0 70 0 80
Parsley, per doz. bunches.....	0 35 0 40
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Green peppers, per basket .....	0 75
Southern cabbage, crates .....	2 50
Montreal cabbage, per doz .....	0 65 0 70
Tomatoes, Florida .....	3 50 4 50
Red onions, brl .....	3 00 3 50
Turnips, bag .....	0 75
New turnips, per doz .....	0 60 0 75
Water cress, per doz .....	0 75
Lettuce, per doz .....	0 15 0 50
Spinach, per bbl .....	2 00
Cucumbers, per doz .....	0 40 0 50
New potatoes, per doz .....	3 75 4 00
Carrots, per bag .....	0 75 1 25
New beets, per doz .....	1 25
New carrots, per doz .....	0 50
Wax beans, per basket .....	2 50
Green beans, per basket .....	2 50
Canadian asparagus, per doz .....	3 50 4 50

FISH—Eastern salmon is becoming very scarce, and in consequence the price has been advanced. Quotations now read 13c., being an advance of 2c. over last week's figure. Fresh halibut continues to arrive in good quantities. Lake trout and whitefish are plentiful, and good business is passing. Dore or

## California Fruit

We are now receiving regular cars of

## California Peaches, Plums

The first California Pears will arrive this week.

## Georgia Elberta Peaches

High colored yellow flesh Peaches are arriving, three cars due this week.

## WHITE &amp; CO., LIMITED

Toronto and Hamilton.

## IN "MY DIXIE LAND"

The watermelon is ripe and JOHNSON BROWN CO. OF ALBANY, GEORGIA, can execute your orders quickly and satisfactory.

We invite jobber's enquiries

W. B. STRINGER & CO., - Sole Agents - Toronto

## CANADIAN RASPBERRIES and CHERRIES

Next week will be the big week in Raspberries and Cherries, so get busy and send in your orders for canning. Watermelons, Bananas, Lemons, Etc.

## THE F. T. JAMES COMPANY, Limited

76 Colborne St.  
33 Church St.

TORONTO

Wire, Phone,  
or Mail your Orders

## CALIFORNIA FRUIT, PEACHES, PEARS, PLUMS

We can handle your consignments of fruit or produce.

## THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

## PINEAPPLES

In Beautiful Condition.

18s, 24s, 30s, 36s and 42s.

## HUGH WALKER &amp; SON

ESTABLISHED 1861

GUELPH, ONT.

## DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

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

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

REPRESENTED BY—Toronto, P. L. Mason & Co.

Halifax, N.S., B. D. Adams

St. John, N.B., J. Hunter White

Montreal, D. Rattray & Sons

Winnipeg, Jas. Carron

Victoria, B.C., H. Donkin

Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,

4 Cullum St., E.C. LONDON, ENGLAND.

## FRUITS, VEGETABLES AND FISH

pickerel, and pike, are not in very good supply, stocks in the hands of most dealers being limited. New skinless cod is arriving quite freely. Fresh mackerel is coming in fairly well.

Fresh haddock, express, per lb .....	0 04
Fresh steak cod .....	0 05
" halibut .....	0 08
" grass pike .....	0 07
Lake trout .....	0 08
Whitefish .....	0 08
Weakfish .....	0 08
Brook trout .....	0 20
Dore, per lb. ....	0 10
Gaspe salmon .....	0 13
Fresh mackerel .....	0 08
Fresh frozen fish—	
B.C. salmon, per lb. ....	0 09
Herring, large, per 100 fish .....	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb. ....	0 07
St. John blotters, 100 in box, per box .....	1 00
Smoked herring, in small boxes, per box .....	0 12
" salmon, per lb. ....	0 20
Oysters and Lobsters—	
Standards per imp. gal .....	1 50
Oyster pails, pints, per 100 .....	0 99
" quarts, " .....	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks .....	0 05 0 06
" fish, 1 and 2-lb. bricks, per lb. ....	0 06 0 06
" fish, 25-lb. boxes, per lb. ....	0 04
Skinless cod, 100-lb. cases, per case .....	6 00
Scotch cured herring, 25 lb. kits .....	1 00
" boneless herring, 10 lb. boxes, bulk, per lb. ....	0 11
" 2 doz to case, 1 lb. cartons, per case .....	2 88
Skinless cod, selected (whole cut), 40 lb. boxes, per lb. ....	0 08
Skinless or fletched cod, 100 lb. boxes, per lb. ....	0 06
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl. ....	3 50
" " per pail. ....	0 80
" " salmon .....	13 00
" " in bbls. ....	7 50
B.C. salmon, bbls. ....	12 50
" half bbl. ....	7 00
mackerel, per pail. ....	1 75
large green cod, per lb. ....	0 04
medium, " " .....	0 03
small, " " .....	0 02

## ONTARIO MARKETS.

GREEN FRUITS—A good class of fruit is coming in steadily, and as the season advances the prices come down—sometimes in jumps. Red currants are down to 85c., although some special baskets readily bring \$1. Blueberries are on the market, but in very small quantities, and are quickly picked up at from \$1.40 to \$1.50 per basket. Black currants bring from \$1 to \$1.25. They are fairly good stock. Last year's apples are quite off the market now, but new ones are coming in slowly. Some early harvest apples are bringing \$2.50 per bushel. In southern fruits, Mediterranean sweet oranges are practically done. A large quantity of Georgia melons are expected this week, and when they begin to come in quantity the present prices—40c. to 50c.—must take a drop.

Oranges, late Valencias, 96's, 112's, 288's .....	5 00	6 00
" Mediterranean sweets, 96's to 250's .....	2 50	2 75
" Ovals, half boxes 80's, 100's .....	4 25	5 00
Lemons, Messina, 300's 360's, per box .....	1 50	1 50
Limes, per crate .....	2 50	
Apples, new harvest, per bushel .....	2 50	
" Spies XXX, per bbl. ....		
" XX, per bbl. ....		
" Baldwin XXX, per bbl. ....		
" XX per bbl. ....		
" other Winter varieties XXX, per bbl. ....		
" " XX, per bbl. ....		
" farmers' per bbl. ....		
Bananas, per bunch .....	1 50	2 50
Red bananas per bunch .....	2 20	2 50
Red currants basket .....	0 85	1 00
Raspberries basket .....	0 13	0 15
Strawberries per quart box .....	0 07	0 10
Pineapples, Floridas, 24's to 31's .....	3 00	3 50
Cherries, California white heat, 22-lb. box .....	2 50	2 75
" Canadian, per basket .....	0 75	1 00
Gooseberries, per basket .....	0 65	1 25
Plums, California, per box .....	2 25	2 75
Apricots, " .....	2 50	2 75
Peaches, " .....	1 75	2 00

Watermelons .....	0 40	0 50
Cantalopes, per case .....	6 00	6 10
Blueberries, per basket .....	1 40	1 50
Black currants, per basket .....	1 00	1 25

VEGETABLES—Canadian new potatoes are beginning to come in fairly well, but the demand is so heavy for them that the market is constantly short. They are of good size, in fact better than the American potatoes that are coming over. In baskets they run at from 25c. to 35c., and in bushels \$1.25. Cabbage, green peas, beans, lettuce, and all locally raised garden truck, are going down in price and up in quality. Cauliflowers are particularly fine, and are being sold for from \$1.25 to \$2 per dozen. Imported cabbage are falling off, good native grown taking their place. Onions are down to \$1.50 per sack.

Potatoes, kiln dried sweet, bushel hamper .....	2 00
" Delaware, per bag .....	1 30
" Silver Dollar, per bag .....	1 05 1 15
" Ontario, per bag .....	1 15 1 20
New potatoes, Bermuda, per bbl .....	3 50
Onions, Egyptian, per sack 100-115 lbs .....	1 50 1 75
" Bermuda, 50 lb. crates .....	1 15 1 25
" green, per doz. bunches .....	1 25
Cabbage, new Canadian, per doz .....	0 50 2 00
Wax and green beans, per bushel hamper .....	1 50 2 00
Green peas, imported .....	1 25
" Canadian per basket .....	0 60
Beets, new, per doz. bunches .....	0 20 0 25
Carrots, Canadian, per doz. bunches .....	0 20 0 25
Lettuce, per doz. bunches .....	0 20 0 25
Radish, per doz. ....	0 20 0 25
Cucumbers, large, per doz. ....	1 25 1 50
" hamper, 5 to 8 doz. ....	1 75 2 50
Mushrooms, 1-lb. boxes, per lb. ....	0 75
Asparagus, per doz. bunches .....	0 75
Beans, white, prime, bush .....	1 50
" hand-picked, bush .....	1 40
" Lima, per lb. ....	0 07
Tomatoes, Texas, Mississippi, 4 basket crates .....	1 00 1 50
Rhubarb, 1 doz. bunches .....	0 25 0 25
Spinach, bush .....	0 25
Watercress, per doz. bunches .....	0 25
Egg plant, per doz. ....	1 55
Peppers, green, per small basket .....	0 75 0 85
Parsley, per doz. ....	0 20 0 25
Turnips, new per doz. ....	0 35 0 50
Mint, per doz. ....	0 15 0 20
Cauliflower, per doz. ....	1 25 2 60

FISH—There are no price changes in fish. The usual July business is being done, but there are no features of the market.

Fresh halibut .....	0 10	0 13
Haddock, fresh caught, per lb. ....	0 06	0 06
Fresh cod, per lb. ....	0 07	0 08
Fresh lobsters, boiled, per lb. ....	0 18	0 20
Shrimps per gal. ....	1 00	1 25
Whitefish, per lb. ....	0 9 0 10	
Salmon trout, per lb. ....	0 08	0 09
Ciscoes, per basket .....	1 25	
Perch, per lb. ....	0 05	0 06
Herring, large, per lb. ....	0 08	
" medium per lb. ....	0 04	
Brook trout, per lb. ....	0 25	
Pike, per lb. ....	0 05	0 06
Blue fish, per lb. ....	0 10	
Fresh mackerel .....	0 20	0 25
Eastern salmon, per lb. ....	0 20	

## WINNIPEG.

GREEN FRUITS—Strawberries are now practically off the market. California small fruits are arriving almost daily. We quote :

California peaches, per case .....	1 75
" plums, " .....	2 25
" cherries, " .....	2 50
Messina oranges, in half boxes, 80's to 100's .....	3 00
Cal. St. Michael oranges, 176's 250's per box .....	6 00
" " 288's 324's 360's " .....	5 50
" late Valencias, 126's, per box .....	5 25
" 150's, " .....	5 75
" 176's, " .....	6 00
Lemons, 300's and 360's .....	7 00
Messina lemons, 300's .....	6 00
Water melons, large size, per doz. ....	5 50
Pineapples, 30's, per doz. ....	2 00
" 24's, " .....	2 50
" per case .....	4 00
Bananas, per bunch .....	2 75 3 25

## VEGETABLES—

Onions, Egyptian, per lb. ....	0 03
Cabbage, new, per lb. ....	0 04
Rhubarb, per lb. ....	0 02
Cucumbers, per doz. ....	0 75
" per lb. ....	0 31
Texas tomatoes, 4 basket crate, per crate .....	1 75

# RASPBERRIES RED AND BLACK

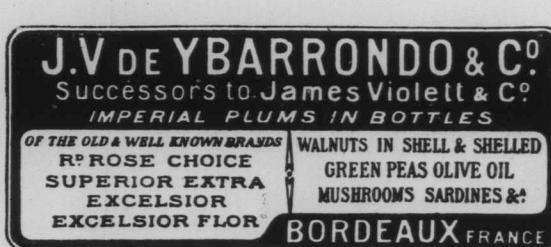
In a very short time I will be able to supply Grocers and Fruit Dealers with the choicest berries. I will have a large acreage.

Those who write first will get first attention.

It will not be necessary to make any apology for the prices.

NOTE—Keep up your stock of E.D.S. Brand Jams, Jellies, Sealed Fruit in Glass.

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



All Canned Vegetables,  
Pure White Wine Vinegar,  
Clarets, Brandies and Champagnes.

0 40	0 50
.....	6 10
1 40	1 50
1 00	1 25

dian new potatoes come in fairly large sizes so heavy for its size, it is constantly good size, in fact in potatoes that are in bushels than in peas, beans, etc. raised garden in price and up. They are particularly sold for from Imported cabinet native grown onions are down to

onions .....	2 00
.....	1 30
1 05	1 15
1 15	1 20
.....	3 50
s. ....	1 15
1 15	1 25
.....	1 25
0 10	0 12 $\frac{1}{4}$
.....	1 25
1 25	0 60
0 20	0 25
0 20	0 25
0 20	0 25
0 20	0 25
1 25	1 25
1 75	2 50
.....	0 75
0 75	1 00
.....	1 75
1 50	1 50
.....	0 07
et crates....	1 00
0 20	0 25
0 25	0 40
.....	0 25
.....	1 55
0 75	0 85
0 20	0 25
0 35	0 50
0 15	0 20
.....	1 25 2 60

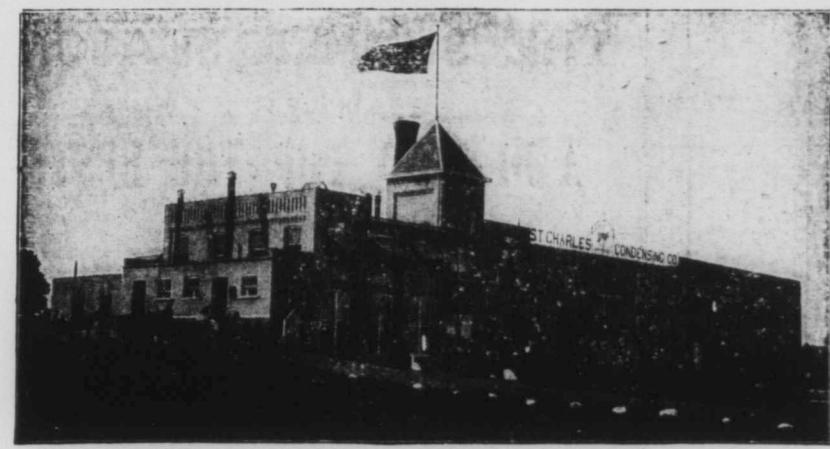
price changes in business is being features of the

0 10	0 13
0 06	0 06
0 07	0 08
0 18	0 20
1 00	1 25
0 19	0 10
0 08	0 09
.....	1 25
0 05	0 06
.....	0 08
.....	0 04
.....	0 25
0 05	0 06
0 10	0 10
0 20	0 25
.....	0 20

EG.  
strawberries are market, California arriving almost

1 75	
2 25	
3 50	
3 00	
6 00	
5 50	
5 25	
5 75	
6 00	
7 00	
6 00	
5 50	
2 00	
2 50	
4 00	
2 75	3 25

0 03
0 04
0 02
0 75
0 13 $\frac{1}{2}$
1 75



INGERSOLL, CANADA-FACTORY

**NEW PACK    NEW PACK    NEW PACK**

OF THE FAMOUS

## Brunswick Brand SARDINES

Now is the time to send your order for—

- ½ Oils, Sanitary Can, 100 tins to case
- ½ Oils, Handmade Can, 100      "
- ½ Mustard, 100 tins to case
- ½ Tomato, 100      "
- ½ Mustard, 50      "

TO

**Connors Bros., Limited**  
Black's Harbour, N.B.

## 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.

Season 1906

## HORSE SHOE SALMON

Now in Store



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 Province.

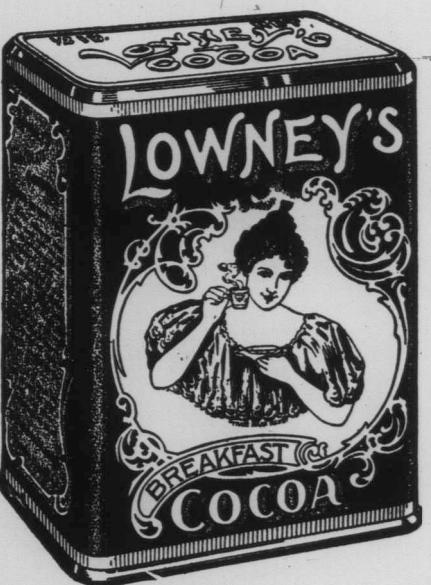
**We are Offering** —

## Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

**W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.**



However it may be with other Cocoas, you can make a fair profit in selling Lowney's, and we promise you that we will create a larger and larger demand for Lowney's every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In Lowney's dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited  
165 William St., MONTREAL, CAN.

## THE SUMMER SEASON

brings  
A DEMAND FOR THE BEST  
IN YOUR STORE

## STEWART'S Chocolates and Confections ARE THE BEST

PURE Materials.  
Absolute Cleanliness.  
Perfect finish.

New and beautiful packages for the  
Summer trade.

**PRICES RIGHT**

THE  
**STEWART COMPANY**  
LIMITED  
TORONTO

## MOTT'S

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The leading brands of  
Canadian-made Chocolate,  
(and there are no better goods  
put up on earth).

are

**MOTT'S**  
"DIAMOND" and "ELITE"  
brands

For sale throughout Canada by every jobber.

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

J. A. TAYLOR  
MONTREAL

SELLING AGENTS:  
R. S. MOINDOE  
TORONTO JOS. E. HUXLEY  
WINNIPEG

Chocolate

## 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

BISC

Light

Now is the time to sell goods and food for picnics, lunches, etc. Crisp, light, and nutritious, they come in attractive packages. A good picnic is a good opportunity to prepare sandwiches and salads, supplemented by fruits, etc. The bill of fare may be prepared in the open air. Confectionery offers a variety of foods that are easily digestible. Price is a factor in the sale of goods. A suitable price makes a sale.

MOON

The accomodations of the Mooney's Hotel, owned freight cars, and the Grocer some striking advertisement which will attract the trade.

SMYR

Upon request from importers, the Smyrna, has a large fig industry.

The fig industry is one of the largest in the world. They begin to bear in full when the fruit ripens in August, when the open air is at its best. It is then packed in boxes of 100 pounds each, and sent by rail to the nearest port. The figs are piled one upon the other from the country up by the van who have each a chief woman in charge of sorting and packing the fruit.

The sorting is done with great care, especially size and thinness, of the fruit. The inferior ones, called "hordas," are culled and sold for

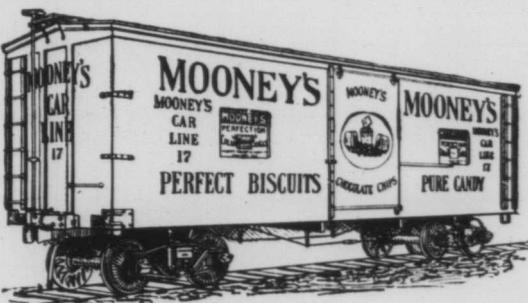
## BISCUITS AND CONFECTIONERY

**Light Lunches for Picnics—This is the Season to go After Trade—Attractive Display of Confectionery Brings Results.**

Now is the time to display picnic goods and food for dainty hot weather lunches. Crackers and biscuits are an indispensable adjunct to the Summer outing and with the attractive cartons they come in, they make an artistic display. A great deal of the pleasure of picnics is lost by those whose lot it is to prepare the lunches, and when the sandwiches and lemonade have to be supplemented by other edibles to fill out the bill of fare, something already prepared in the way of biscuits and confectionery offers a tempting substitute for foods that have to be made up in the home. Price and descriptive tickets are a factor in attracting attention to such goods. A suggestion of this kind often makes a sale.

### MOONEY'S SPECIAL CAR.

The accompanying cut shows one of the Mooney Biscuit Company's privately owned freight cars, mentioned in The Grocer some weeks ago. They make a striking advertisement and show the enterprise which characterizes this firm.



### SMYRNA FIG INDUSTRY.

Upon request of a New York firm of importers, U. S. Consul Norton, of Smyrna, has furnished a report on the fig industry of Smyrna. He says:

The fig district is largely along the line of the Smyrna-Aidin railroad. Trees begin to bear in their sixth year and are in full vigor in the fifteenth year. The fruit ripens about the middle of August, when it is picked and dried in the open air for from three to six days. It is then packed in sacks of about 250 pounds each, two of which constitute a load for a camel, and transported to the nearest railroad station. Carts are not employed in this connection, as the fruit is liable to be damaged when the sacks are piled one on the other. The arrivals from the country are promptly bought up by the various great packing houses, who have each a large corps of employees, chiefly women and girls, for the operations of sorting, washing, drying and packing the fruit.

### Skillful Sorting.

The sorting of the figs is carried out with great care. Color, but more especially size and thickness, or rather thinness, of skin, guide the classification. The inferior grades, the so-called "hordas," culs or refuse, are eliminated and sold for purposes of distillation.

The better grades are prepared for export in various ways. The least expensive is packed in linen or other bags, and is used usually for the less valuable qualities. The finer grades are subjected to a certain manipulation before being tightly packed in boxes containing from 1 to 11 pounds. During the manipulation the workmen continually dip their fingers in sea water. As a result the fruit is better preserved and the sweetness is not diminished by long keeping. The term "macaroni figs" is applied to fruit which has been gently rolled between the palms of the hand, so as to resemble an elongated ellipsoid. "Loucoun figs" are prepared by pressing the fruit into a rectangular form, not dissimilar in size and appearance to the oriental confectionery well known under the name of "Turkish delight," or "loucoun."

### The Choice Varieties.

The great majority of the choicer figs are packed in layers. The upper side is split and the fig is flattened out. This method allows expert manipulators to

give a more presentable appearance to small figs than is possible in preparing "macaroni" or "loucoun" figs. The "macaroni" style of packing involves the least disturbance to the internal structure of the fruit. The "loucoun" style leaves it most nearly the original size, and is the best adapted for any subsequent manipulation by importers. The latter two methods are the most favorable for proper curing during transportation. Boxes of figs prepared by any of the three latter methods are usually exported in crates holding about 330 pounds.

### Prices and Dealers.

During the past season (autumn of 1905) prices at Smyrna for the unsorted fruit arriving from the interior ranged from \$2.80 to \$10.50 per quintal of 125 pounds, according to source and quality. The quotations of the fruit packed for exportation during the same season were as follows, c.i.f. New York, per 112 pounds: Natural figs in bags, \$2.25 to \$3; same, extra quality, in linen bags, \$3.75 to \$5.25; figs in boxes, "Erbeilli" \$6.25 to \$12.50; "Aidin," \$5.50 to \$10.50; "Odemish," \$5.25 to \$10; "Sokia" and "Ayassolouk," \$4.75 to \$7. Variations in the quotations represent differing grades of size, thinness of skin, etc. The following extensive Smyrna dealers in figs are either American citi-

## THE DRUM MAJOR

Emerson said that to be a successful leader one must be 20 years ahead of his time.



leads the procession, not because they are 20 years ahead of their time, but because they are

20  
QUALITY  
YEARS  
AHEAD  
OF  
THE  
REST

Perfection Virtues  
Benefit You.

**THE Mooney  
Biscuit & Candy  
Company,  
LIMITED.  
Stratford, - Canada.**

**DIAMOND**  
Brand



**MAPLE SYRUP**

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS  
**Sugars Limited, Montreal**

# W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

## HIGH CLASS BISCUIT MAKERS

*For Over Fifty Years.*

OUR PRODUCTS rank high among the

### BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

**BISCUITS IN HALF-POUND PACKETS.** (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

## AGENTS:

**WILSON BROS.,**  
Wharf Street,  
VICTORIA, B.C.

**C. & J. JONES,**  
424-5 Union Bank Buildings,  
WINNIPEG.

**KENNETH H. MUNRO,**  
324 Coristine Buildings,  
MONTREAL.

## BORDEN'S BRANDS

"Peerless"  
Evaporated  
Cream  
Unsweetened



are the grocer's guarantee of receiving the most perfect, purest and best **Condensed Milk** and **Evaporated Cream**.

They make for good trade.  
For sale by all jobbers.

**WILLIAM H. DUNN, - MONTREAL and TORONTO**

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



"Eagle"  
Condensed  
Milk



### OUR SKILL

is your safeguard. We make  
**SHIRRIFF'S FLAVORING ESSENCES**

in the very best way and don't forget to use the very best ingredients. That's all!

Is that sufficient to draw an order from you?

MANUFACTURED BY

**IMPERIAL EXTRACT CO.**  
TORONTO

## A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Importers  
27 COMMON ST., MONTREAL

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MOLAUCHLA

zens or engaged exclusively in business with America : Ernest A. Magnifico & Company, E. J. Davee, Missir & Company, John Manola, Paul J. Balladur. The last named has had much experience in sending figs to America for further manipulation and preparation after arrival.

#### THE ALBERTA BISCUIT COMPANY.

The Alberta Biscuit Company has been organized at Calgary with a capital of \$200,000. The following officers were elected : Vice-president, E. B. Johnston, Minneapolis ; president, I. S. G. VanWart ; treasurer, H. A. Perley ; secretary, F. H. Brown ; directors, Messrs VanWart, Perley, E. C. Perry, F. F. Higgs.

Tenders were opened and a contract entered into for the new building, which will cost with machinery complete \$50,000. It is expected that the company will be doing business before October 1.

#### NEW PRESERVING INDUSTRY.

Wagstaffe Limited, whose incorporation was gazetted last week, is a new and interesting addition to the industries of Hamilton. James Wagstaffe, the head of the firm, was for 17 years in the jam and preserving business in England and with free sugar built up a very extensive establishment. When Joseph Chamberlain signed the sugar convention just after the Boer War Mr. Wagstaffe along with scores of other jam makers in England was hard hit and had to go out of business.

Coming to Canada, where he conceived there was a good opening for perfectly pure and high-class jams and preserves, he located in Hamilton last Fall and started in a small way as an experiment. His goods, a particularly fine line, met with such favor that he was encouraged to organize a company and secure larger premises. A fine, high, airy brick building was obtained on Vine street, 80x80, where new and improved machinery has been installed for all the processes of preserving and jam making.

A representative of The Grocer was an interested spectator while a lot of berries were preserved and was very favorably impressed with the process and re-

sults. Nothing is used but the fruit and pure cane sugar.

A full line of preserved fruits and jams will be put up, including fig and lemon jam. Sealed glass packages of pleasing design are used largely, while what tins are used are all lacquered inside so that there is no contact between the acid of the fruit and the tin surface.

Mr. Wagstaffe has associated with him his son, who is also thoroughly trained in the preserving business.

#### HUYLER'S OPENING.

On Saturday last Huyler's opened up their new confectionery store at 130 Yonge street, Toronto. A heavy stock of their own confections will be kept on hand, and serving refreshments will be a part of their business.

#### KNEW WHAT HE WANTED.

The Man—"Do you keep typewriter supplies?"

The Clerk—"Yes, sir."

The Man—"Well, give me a box of caramels and a package of chewing gum."—Daily News, Chicago.

#### REFINERY FOR PRINCE RUPERT.

Robert Kelly and Robert Martin, of Vancouver, with some eastern capitalists are interested in a scheme to erect a sugar refinery at Prince Rupert, the Grand Trunk Pacific terminus on the Pacific Coast. Work on the building will commence in a few weeks.

**SPRAGUE  
CANNING MACHINERY CO.  
CHICAGO, ILL., U.S.A.**



## EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS.

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

14-LB. BOXES.

THE MOST NUTRITIOUS

# COCOA

Cultivate your Biscuit trade by ordering

## McLAUCHLAN'S Cream Soda Biscuits

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



## New Goods

Your order for

# UPTON'S

## Jams, Jellies

and

## Orange Marmalade

will now be filled  
with new season  
goods.



AFTER  
SIXTY  
YEARS  
A New  
Form of  
COX'S  
CELATINE  
is

### COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:  
C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "

J. & G. COX,  
Ltd.  
Gorgie Mills,  
EDINBURGH

## You can Make as Much Profit on a Box of My Cigars as on \$5.00 Worth of Groceries

Lay emphasis on the "my." The "rusty-looking" cigars that some grocers keep around their store wouldn't make as much profit for you as 5c. worth of groceries. Their chief function is to kill custom.

If you get my 500 assortment (some Pharaoh, 10c., some Pebble, 5c.) you'll get cigars as good as those to be found in the best cigar stores, the kind of cigars that make competition easy.

The "500" offer is accompanied with that "Money Back in 3 months" declaration.

Catch the camper.

**Pebble** and **Pharaoh** will do it.

**J. BRUCE PAYNE, Limited, Mnfrs.**  
GRANBY, QUEBEC, CANADA

Only the

If a grocer h  
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## Tuckett Truths

### THE SECOND LOT

There's a pleasure in smoking which only smokers know.

**T. & B.** sales are still on the climb.

The pipe of contentment has saved many a man from the penitentiary of ambition.

There's no royal road to Tobaccotown unless you take the **T. & B.**

The tobacco grocer knows nothing about the ashes of failure.

Smokes there a smoker with sight so dead who hasn't about **T. & B.** read.

Tobacco consumption is on the increase right in your town.

If you stock up **T. & B.** this very day you will be just that much farther ahead than if you wait till this day next week.

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

HAMILTON, CANADA

## THE CANADIAN GROCER

## TOBACCO AND CIGARS

Only the Best Kept—Men Prefer to Buy Their Cigars and Tobacco from Grocer — Brings New Customers.

If a grocer handles cigars and tobacco he should handle the best. No stock, no matter what the line, should be kept because it is the custom to do so. There can be seen too often in the grocery a box or two of cigars, inferior stock to begin with, and literally in the sere and yellow leaf of age. If this department of the store is run down, the only thing that will build it up is the putting in of a stock, not necessarily large, but good, that will appeal to the trade. Pick a winner, with a small margin of profit, rather than an unpopular brand that can be bought at a low price. The majority of men would rather buy their cigars and tobacco in a grocer's store than in the billiard room or barber shop, and the reason they do not is that they get better goods from the man who makes tobacco a feature of his business, than from the man who carries an ill-kept stock. There is, too, a beneficial effect upon the general business from keeping a choice stock of tobacco. It brings a new class of trade, representatives or heads of families who are not regular customers, and in this way constitutes an advertisement that returns a profit at once.

## CIGARETTES NOT DRUGGED.

Victor Williams, Toronto manager of the American Tobacco Company, states that the statement made by E. P. Gaston, of Chicago, before a committee of the British House of Lords that American cigarettes are drugged and manufactured under filthy conditions is absolutely false. Mr. Gaston in his remarks stated that the British public had more to fear from bad cigarettes than from bad meat.

## TOBACCO STOCK AUCTIONED.

Philip Jamieson, Toronto, has purchased the entire wholesale stock of the tobacconist, John Ward, 37 Yonge street, at a rate on the dollar. The sale was by public auction, and prospective buyers were in attendance from Montreal to Winnipeg. Some idea of the magnitude of the stock may be gathered from the fact that the lot comprised altogether 138,715 cigars. In addition to the stock of cigars are some \$2,000 worth of cigarettes, representing all makers, together with more than \$5,000 worth of tobaccos.

## JAPANESE TOBACCO.

Charles Edward Russell, in July Everybody's Magazine, tells of the growth of the tobacco and cigarette industry in Japan. Only a comparatively few years ago the Americans introduced their cigarettes into Japan and taught the Japs to want them. But by the time the American Tobacco Trust had invested \$12,000,000 in Japan, the Japanese Government concluded that it would be a good business to engage in, and accordingly it went into it. An import duty of 250 per cent. was levied on cigarettes, and thereupon the American cigarettes disappeared quicker than their own smoke, and as a result the trust

plants were bought up by the Japanese Government.

## NEARLY THREE POUNDS EACH FOR CANADIANS.

Statistics state that Belgium consumes more tobacco per capita than any other nation in the world, using for each inhabitant six and a quarter pounds of the weed. The United States of America comes second with five and one-half pounds, Germany third with three and a half, Austria fourth with three, and Canada fifth with two and three-quarter pounds for every inhabitant.

## PUFFS.

The International Cigarmakers' Union announce that the average length of life of union cigarmakers has increased over fifteen years since 1888, and the life of wives of these workers has increased eight years in that period. The percentage of those who die from tuberculosis was reduced from 51 per cent. in 1888 to 24 per cent. in 1905. The establishment of the eight-hour day in 1884 is declared by the union to be the cause of this improvement.

Suppose "tobacco and its manufactures" had been added to the list of food and liquors the adulteration and misbranding of which is made a misdemeanor in the States, punishable for each offence with a fine of \$500 or a year's imprisonment or both? That would be an end to the "la flor de cabbage" and "bartender's revenge" brand of stogies. Perhaps it would not be a bad idea, either.

"Try this," said the cheerful traveler, "this is something like a cigar." "It does resemble a cigar," said the other, when he had taken a few draws.

## SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all leading Wholesale Houses.

## CLAY PIPES

The best in the world are made by—  
**McDOUGALL**  
Insist upon this make.

D. McDougall & Co., Glasgow, Scotland

## All First-Class Grocers

Handle

## OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## FREIGHTS AND CHARTERS

Shipping business throughout the past week has been very good. Grain is still going out in large quantities, in fact shipments to date far exceed those of last year in most lines, but in wheat, particularly. Considerable butter and cheese has been exported since last report. Meats are still rather slow, only occasional lots being shipped. Flour continues in good demand on the other side. Business with other than British ports continues first-class. South African trade is being carefully nourished. Other foreign ports are using more or less Canadian flour also.

Sardinian, of the Allan line, plying between Montreal, London and Havre, arrived in Montreal with a general cargo July 4.

The new C.P.R. liner Empress of Ireland reached Quebec on her maiden trip July 7 having made a fast voyage across.

According to reports given out, the Allan line is not contemplating the building of any new vessels at present, beyond the one now under construction for the Atlantic service. A report came from Glasgow recently to the effect that two new boats, larger and speedier than the Virginian and Victorian, were to be built, but this rumor is denied at headquarters in Montreal. The C.P.R. say that they are not thinking of building any new vessels as is rumored in some quarters.

The Manchester Importer left for the city of Manchester July 6, carrying a general cargo.

A delegation of the leading produce exporters of Bristol, England, recently inspected the new arrangements made by the C.P.R. on some of their boats for the shipping of butter, cheese, etc., to England. The Monmouth, which recently sailed from Montreal for Avonmouth, was thoroughly inspected. The delegation was shown the butter chamber, cold air and refrigerator system, etc., and expressed themselves very favorably on the new arrangements.

Lakonia, of the Donaldson line, cleared for Glasgow with a general cargo on July 5.

The Prah, of the Elder-Dempster line, is in port with a cargo of sugar from the West Indies for the St. Lawrence sugar refinery.

Inland shipping this year has shown a considerable increase in volume over last year. To date there has been between 3,500 and 4,000 vessels entered and cleared the port.

Virginian, of the Allan line, for Liverpool, with general cargo, cleared July 4.

Steamer Haddington, from Fort William, brought into the port July 7, a



The late G. T. Whelpley, of Fredericton, N.B.

record cargo of wheat. She carried 75,200 bushels of grain. It is said that this is the largest cargo of grain ever brought into the port. The boat is moored at the harbor commissioner's elevator, where it is unloading. Considerable wheat was loaded from it onto the C.P.R. liner Montezuma.

There have been no changes in the rates this week.

## BUSINESS NOTES.

McIntyre & Edwards, of Regina, have sold their grocery business to S. W. Hunter.

T. M. Charlton, Huron street, Toronto, has sold his grocery business to G. H. Cooper.

J. Hickman, grocer, is in his new store at 374 College street, Toronto. Mr. Hickman has purchased the residence behind and built the store to it.

J. A. McCancee, of St. Thomas, has had his grocery store remodeled and fitted up with new show cases, etc. It is now one of the most modern stores in the province.

## THE LATE G. T. WHELPLEY.

This week we publish a cut of the late G. T. Whelpley, of Fredericton, N.B., who, as stated in The Canadian Grocer of June 29, had been in business for forty years in that city.

## WESTERN CANNERS' TROUBLES.

Owing to the scarcity of labor in British Columbia fruit canners are having trouble in getting strawberries to pack. The present price of labor is so high that many fruit-growers prefer to let the berries rot than pick them for the small margin that can be made. It is feared the same thing will be experienced in other fruits later on.

## BOYCOTT TINNED GOODS.

British retail associations have forwarded resolutions to the Grocers' Association conference to be held in London this week, recommending that canned goods in stock until there is a guarantee established as to their quality.

## BUFFALOES CROSS RIVER.

Buffalo grocers are up in arms, it is said, because their customers their customers are crossing the river to Fort Erie to buy tea in Canada at 25 cents a pound. Tea is on the free list, but an effort will be made by the Buffalo men to have a duty put upon tea coming from Canada.



## You Shall be the Judge!

The best Cigar values offered in Canada are:—

## HOGEN-MOCEN and ROYAL SPORT

5 CENTS

10 CENTS

We will convince you.

Give us a trial.  
The SHERBROOKE CIGAR CO.  
SHERBROOKE, P.Q.

If a man sp for, say, \$2,000 come is only \$100 to steal the diffe even though it creditors, and individuals alrotations. Look ple to see that you, or us. S bad faith, for counts more th business men a means. Theref claim to be wi honestly believe matter of polici a concession if stake; but if, or that he is known of his position, strongly for yo principle.

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When you kn wrong, it is wis acknowledgment, creditable to yo manhood than your first point o ciple.

Every man wi as good deeds, a is take his balan narrow your vie only. Every su has a profit and

## BUYING AND SELLING

By Thomas E. Oliver

Living Beyond Income—Expression of Ideas—Test of a Buyer's Ability  
—The Value of Good Will—Betraying Confidences.

If a man spends, or contracts debts for, say, \$2,000 per annum, and his income is only \$1,500 per annum, he must steal the difference from some source, even though it be from his acknowledged creditors, and this rule applies not to individuals alone, but to business institutions. Look sharply after such people to see that they do not steal from you, or us. Some claims are made in bad faith, for with some men a dollar counts more than their souls; but all business men are not dishonest, by any means. Therefore, if you believe the claim to be wrong, but the claimant to honestly believe he is right, then, as a matter of policy, it may pay to make a concession if there is not too much at stake; but if, on the other hand, you feel that he is knowingly taking advantage of his position, then it is wise to hold out strongly for your rights, as a matter of principle.

It is not wise to worry over increased expenses while the gross profits increase relatively. Did you ever hear of a trial balance made up of ~~new~~ items only?

What is the good of an original or novel idea if you do not utilize it? Learn to elineh it before it runs away from you and becomes valueless. Give free expression to your ideas relating to our business, and we will promise to give you credit for those we regard as worthy of it, and forget the others.

There are a great many unsuccessful men, possessing at times greater originality and more natural ability than others more successful, due frequently to the fact that the one possesses more confidence, assurance—or call it egotism, if you wish—than the other. Learn to cultivate this spirit, for without it you are not likely to meet with success.

The average man of means, or one occupying an exalted position in life, is burdened with all kinds of propositions, and therefore must necessarily act conservatively; and this same rule applies to buyers of merchandise. Therefore, do not take offence if you are not received with open arms, and, while your proposition is an honorable one, and of mutual benefit, you must persistently, but politely and tactfully, impress it upon the party of the second part.

When you know at heart you are wrong, it is wise to make such an acknowledgment, which will prove more creditable to your good judgment and manhood than stubbornly sticking to your first point on a false notion of principle.

Every man will perform bad as well as good deeds, and the fair thing to do is take his balance in the average. Don't narrow your view down to his mistakes only. Every successful business house has a profit and loss account.

Natural modesty and common sense might suggest the principle of not overestimating your own or of under-estimating the other fellow's ability, and the best results will follow; for some apparently sleepy men are in reality very keen, and at times sacrifice their pride in this respect to accomplish their object.

A reasonable course to pursue is to abide by an agreement strictly until you receive positive proof that the other fellow has broken faith, and then to act quickly in protecting your interest without any formal notification. To our minds, a breach of good faith in itself nullifies an agreement.

There is no necessity to worry over the orders for a heavy tonnage of material, representing a large moneyed value, which the average manufacturer needs badly to meet current obligations. He will, as a rule, see that shipments of such orders are made at the earliest possible moment, but we cannot too strongly emphasize the necessity of following up closely the small orders which some short-sighted manufacturers may neglect, because of apparently representing to him a small money value, but which may be holding up the completion of a contract job or a large order representing considerable in value to someone. Give proper treatment to the man ordering a dollar's worth of goods, and he may directly or indirectly bring you orders for many thousands.

The good will of an established business can be appreciated only by thoughtful and experienced men. While the population of the world is increasing, the area seems to be lessening, and the friends you make in the remotest parts of the earth may help your interests through friends and relatives at far distant points.

A junior officer of a large corporation made the following remark, worth quoting: "The president of our company is an able man of strict integrity, but should he make mistakes we must shield him from the penalty; for if our patrons lack confidence in the man directing the policy of the business it would react seriously against our interests." He knew the value of good will in business.

What is the test of a buyer's ability? To my mind, the amount of the net yearly profits of the company he represents, for market conditions largely regulate the selling prices; and, while general economy in the running expenses of each concern counts for considerable, the advantages obtained by the buyer are of more than a little importance. "Goods properly bought are half sold."

The buyer so gloated with egotism that he cannot resist talking freely of

his accomplishments is a detriment to the house he represents, as well as the seller, although he may not realize it. You must be careful not to give such people too much of your confidence. The shrewdest buyers are the most conservative and least talkative, and while they may worry you and keep you guessing and make you do the talking, they are not likely to make trouble for you by betraying your confidence. A certain manufacturer's statement is worth quoting, as follows: "Do not quote these special prices to Brown, for he has talked too freely to me of other manufacturers' prices, and I am afraid it is a habit with him; but with such a man as Smith it is safe, and will go no further."

The average sales agent is made to discriminate, not alone because of the standing of the house or the quantities to be purchased, but also between the individual buyers.

Individual buyers of distinctly different types obtain substantial results in a different manner. I know of one buyer of fine principles who does practically all of the talking, and fairly begs the manufacturer for what he wants. I had occasion to criticize him, when his employer sensibly remarked: "I know him to be honest and faithful to his duties, and the results are unquestionably profitable to us."

I also know of another type of buyer, as quiet and modest as a trained nurse, and as mum as an oyster, making the sales agent do all the talking and worrying; and results prove him to be one of the keenest and shrewdest of buyers and a natural born actor; and if either of these buyers attempted to imitate the example of the other they would both be failures.

Every intelligent buyer aims to work in close and harmonious relations with the sales department. Let each show proper regard for the other department, and the combination will add materially to the sales and profits.

Any buyer—in fact, any successful man—taking undue advantage of his position is a snob.

If any man tries to bribe a buyer for his own personal benefit, he would be justified in knocking him down; but it would be more polite to tell him squarely that all rebates on orders or shipments belong to his employers.

## BUSINESS PERSONALS.

A. M. Doherty, western representative of the Improved Match Co., Drummondville, Que., was in Montreal recently and in company with Mr. C. A. Morin, made a trip to Drummondville to inspect the factory.

James Sommerville, who has been with the firm of Balfour & Co., of Hamilton, for thirty years, has resigned to become secretary of the Ontario Grocers' Guild. He was presented by the employees of the firm with a cabinet of silver.



# Surprise

**Soap Has Been Sold on the Market for Over 20 Years**

This statement is of interest only to show that **Surprise** has stood the test of time.

To-day it is sold over all Canada, in Newfoundland and some parts of the West Indies.

**Quality**—High-grade laundry soap, a pure hard soap, is the reason why it keeps on satisfying and selling.

*Peculiar qualities for washing clothes by the "Surprise" method : Economy—labor-saving—cleanliness—most satisfactory—a real practical way of washing*

You can use this feature of **Surprise Soap** to show your customers it is to their advantage to have **Surprise Soap**.

**The ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

Quotatio  
The foll  
responsible  
Grocer, at our

Q

Bakin  
Cook's Friend—  
Size 1, in 2 and 4 doz.  
" 10, in 4 doz. box  
" 2, in 6 "  
" 12, in 6 "  
" 3, in 4 "  
Found tins, 2 doz.  
12-oz. tins, "  
5-lb. " "

W. H. GI

Diamond—  
1-lb. tins, 2 doz. in c  
1-lb. tins, 3 "  
1-lb. tins, 4 "

IMPERIAL 1  
Cases.

4 doz. ....  
3 doz. ....  
1 doz. ....  
3 doz. ....  
1 doz. ....  
1 doz. ....

OCEA

Ocean Baking Powd  
" "  
Borax,  $\frac{1}{2}$  lb. 1  
Cornstarch, 1  
Freight paid



MAI

Royal BA  
Sizes.  
Royal—Dime .....  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When pac  
cent. discount w

CLEVELAND'S

Sizes.  
Cleveland's—Dime.  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When pac  
cent. discount w

T. KINN

Crown Brand—  
1 lb tins, 2 doz. in c  
10. " 2 " "  
1L. " 4 " "

Keen's Oxford, per l  
In 10-box lots or  
Rockitt's Square Bit  
Rockitt's Square Bit  
Gillett's Mammoth  
Nixey's "Cervus," h  
" " h  
according to size

## QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 12, 1906.

## Baking Powder.

	Per doz.
Cook's Friend—	
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, 4 ".....	2 40
5-lb. " 1 ".....	14 00

W. H. GILLARD &amp; CO.

## Diamond—

1-lb. tins, 2 doz. in case .....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

## IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz. ....	10c. ....	\$0 85
3-doz. ....	6-oz. ....	1 75
1-doz. ....	12-oz. ....	3 50
3-doz. ....	12-oz. ....	3 40
1-doz. ....	2-lb. ....	10 50
1-doz. ....	5-lb. ....	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1 lb., 4 doz....	\$0 45
" 1 lb., 5 doz....	0 90
" 1 lb., 3 doz....	1 25
Borax, 1 lb. packages, 4 doz....	0 40
Cornstarch, 40 pkgs. 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
4 " ....	12 " ....	1 40
2 " ....	12 " ....	1 45
2 " ....	16 " ....	1 65
2 " ....	16 " ....	1 70
1 " ....	21-lb. ....	4 10
1 " ....	5 " ....	7 80
2 " ....	6 oz. ....	1 20
1 " ....	12 " ....	3 55
1 " ....	16 " ....	4 55

## ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$0 95
" 1 lb. ....	1 45
" 2 oz. ....	1 95
" 1 lb. ....	2 55
" 1 lb. ....	3 85
" 3 lb. ....	4 90
" 5 lb. ....	13 60
" 5 lb. ....	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

## CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$0 93
" 1 lb. ....	1 33
" 6 oz. ....	1 90
" 1 lb. ....	2 45
" 12 oz. ....	3 70
" 1 lb. ....	4 65
" 3 lb. ....	13 20
" 5 lb. ....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

## T. KINNEAR &amp; CO.

Crown Brand—	
1 lb. tins, 2 doz. in case .....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

## Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-lb. lots or case .....	0 15
Reckitt's Square Blue, 12-lb. box .....	0 17
Reckitt's Square Blue, 5 box lots .....	0 15
Gillet's Mammoth, 1 gross box.....	2 00
Nixey's "Cervus," in squares, per lb. ....	0 15
" in bags, per gross .....	1 35
according to size.....	0 02 10

## Black Lead.

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

Reckitt's Zebra paste, 1-gro. boxes, \$10.20 per gross.

## JAMES' DOME BLACK LEAD.

Per gross.
6a size .....
2a size .....

AMERICAN PURE FOOD COMPANY.

## Borax "Queen."

40-oz. case, 4 doz. ....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid.

Conditions—2 per cent. 10 days; net

30 days.

## Cereals.

Wheat OS, 2-lb. pkgs, per pkg. ....	3 00
" 7-lb. cotton bags, per bag. ....	9 00

PETERBOROUGH CEREAL CO.	
Canada Flakes, "Standard" case, 36-15's.....	\$1 40
5-case lots, 4 30	
Canada Flakes, "Jumbo" case, 21-25's.....	4 90
5-case lots, 4 80	

Freight prepaid.

## Chocolates and Cocoa:

THE COWAN CO. LIMITED

## Cocoa—

Perfection, 1-lb., per doz. ....	\$2 40
" 1/2 lb. ....	1 20
" 10c. size ".....	0 90
5-lb. tins per lb. ....	0 37

Soluble N. 1 5 and 10-lb. tins per lb. ....

No. 2 5 and 10-lb. tins.".....

Special quotations for cocoa in bbls., kegs, etc.

## Chocolate—

Queen's Dessert, 1/2 lbs. and 1/2 lbs. per lb. ....	\$0 40
Vanilla, 1/2 ".....	3 35
Parisian 8s per lb. ....	0 30

The following sweetened for household purposes:

Royal Navy 1/2 lbs. and 1/2 lbs. per lb. ....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2 lbs. ....	0 22
" 6s. ....	0 22
" 8s. ....	0 30

The following unsweetened:

Perfection, 1/2 lbs. per lb. ....	0 30
" Flat cakes per lb. ....	0 30
" 6s. ....	0 30

## Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs, per doz. ....	0 91
Chocolat's, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. box, per d.z. ....	1 75
Nonpareil wafers, No. 2, 5 lb. boxes, per lb. ....	0 25

Milk chocolate, 36 in box, per box. ....

6-lb. box, per doz. boxes 2 25

Chocolate ginger, per lb. ....

1-lbs. per doz. ....

Crystallized " 1/2 lbs. per doz. boxes 2 25

Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb. ....

Nonpareil wafers, No. 2, 5 lb. boxes, per lb. ....

Milk chocolate, 36 in box, per box. ....

6-lb. box, per doz. boxes 2 25

Chocolate gingernut, per lb. ....

1-lbs. per doz. ....

Vanilla sweet chocolate—

100 2-cent. pieces in box ..... \$1 25

6-lb. box, 12 bx. in case, 1-lb. tins. 26c.

6-lb. box, 12 bx. in case, 1-lb. tins. 25c.

6-lb. box, 12 bx. in case, 1-lb. pkgs. 25c.

Milk chocolate, 36 in box, per box. ....

6-lb. box, per doz. boxes 2 25

Chocolate ginger, per lb. ....

1-lbs. per doz. ....

Vanilla sweet chocolate—

100 2

**"Batger's"**

## Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme  
Montreal and Toronto

## DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

### "IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &  
LAFLAMME

AGENTS,  
MONTREAL.

Coupon Book  
For sale in Canada by  
Limited, Toronto.  
Pils, Montreal.  
\$1, \$2, \$3, \$5, \$10 an

in lots of less than 1  
books, 1 kind assort  
100 to 500 books .....  
100 to 1,000 books .....

Allison's Coup  
\$1.00 to \$3.00 books ..  
5.00 books .....  
10.00 " .....  
15.00 " .....  
20.00 " .....  
25.00 " .....  
50.00 "



The Davidson & Haj  
Wilson's FI  
50 10c. pack  
three boxes

Bode's Brands of  
RETAIL PR

Bode's. Menthol "Pe  
5-cent kgs. to the box  
Bode's Crushed Fruit &  
pigs. to the box ..  
Bode's Pepin Gum, 23  
the box  
Bode's Chulets in 3-lb. 1  
tied 200 to the pound  
Bode's Chulets, 60 5-cent  
cartoon

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

**HENRY COLBECK**  
NEWCASTLE-upon-TYNE.  
invites consignments of green and dried  
fruits. Newcastle is the centre of one of the  
largest mining and industrial districts in the  
United Kingdom, with a population of up  
wards of 2,000, 00 within a 2-mile radius.

**A. C. DOUGHTY & CO.**  
Head Office, 39 Eastcheap, LONDON.  
PROVISION IMPORTERS  
Invite consignments of Bacon, Hams,  
Butter, Cheese and Poultry. Telegraphic  
Address: Avouching, LONDON. Codes:  
A. B. C. 4th and 5th editions, A1, Western  
Union. Highest References.

James Methven, Son & Co., St George's House,  
EASTCHEAP, LONDON, ENGLAND  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain  
We also ship several British lines to United States and Canada.  
CORRESPONDENCE INVITED.

**LONDON** is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.  
**JAMES EVERETT & CO.**, Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

**J. H. GAITSKELL & CO.**  
PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

**W. C. GREGSON & CO.,**  
PROVISIONS POUMLTRY CEREALS  
LIVERPOOL, Produce Exchange Bldg

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
MANCHESTER.

**BUTTER, CHEESE, EGGS, BACON, APPLES,**

**POULTRY.**

Cable Address "RAPP, LIVERPOOL".

**HERMAN RAPP & CO.**

Provision Merchants.

19 MATHEW STREET, LIVERPOOL.

Liberal advances on consignments.

**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.

**GEO. RATISAY WARD,**  
58 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers  
of Hams, Cheeses and Canned Goods, to  
canvass for orders from large English whole-  
sale buyers. Extensive connection. High-  
est references and security.

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

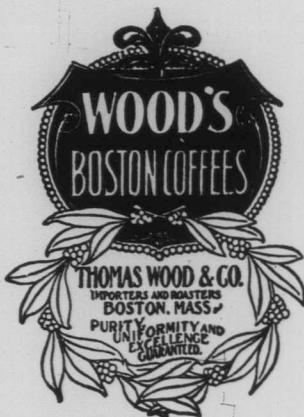
This space \$15 per year.

**P. & F. Vincentelli** Makers and Exporters of Candied Peels.  
Daily capacity of our plant: ten thousand lbs.  
Telegraphic Address—"VINOCENTELLI," Antwerp. A.B.C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports  
and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments.  
HIGHEST BANK REFERENCES.

**RECKITT'S BLUE and ZEBRA PASTE** {Always give your  
Customers Satisfaction.



## WOOD'S COFFEES



THOMAS WOOD & CO.  
IMPORTERS AND ROASTERS  
BOSTON, MASS.  
PURITY, UNIFORMITY AND  
EXCELLENCE GUARANTEED

EACH BRAND PURE.  
EACH BRAND SELECT.  
EACH BRAND UNIFORM.  
EACH BRAND OF STANDARD QUALITY.  
EACH BRAND SCIENTIFICALLY ROASTED.  
EACH BRAND BLEND OF WONDERFUL EXACTNESS.  
EACH BRAND ENJOYING ITS OWN SPECIAL POPULARITY.

So that whoever adopts WOOD'S COFFEES covers the whole ground, suits the whole community, and builds up a firm, lasting, solid business.

CANADIAN FACTORY and SALESROOM:  
No. 428 St. Paul Street - MONTREAL.

## Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	\$ 0 05
" " 3-lb. "	0 05
Canada Laundry.	0 05
Silver gloss, 5-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters.	0 07
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, bbls. and kegs.	0 06
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel... per box 1 35 to 2 50	

## Culinary Starch—

Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn.....	0 05

## Rice Starch—

Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURI FOOD COMPANY.

## Japanese Starch.

Case	
1 case, 5 doz.	\$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED:  
Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$ 0 05
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb....	0 05
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb....	0 05
Barrels, 200 lb....	0 05
Kegs, 100 lb....	0 06

## Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trucks, 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
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## Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
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## Celluloid Starch—

Boxes of 45 cartons, per case....	3 50
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## Oculinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb....	0 05
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No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb....	0 07
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Crystal Maise Corn Starch— 1-lb. packages, boxes 40 lb....	0 07
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## SAN TOY STARCH.

pkgs., cases 5 doz., per case..	4 75
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LAWRENCE STARCH CO., LIMITED.	
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Ontario and Quebec.

## Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.....	0 06

## Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.....	0 05
Canada Laundry.	0 05
Silver gloss, 5-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters.	0 07
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, bbls. and kegs.	0 06
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel... per box 1 35 to 2 50	

## Culinary Starch—

Chinese starch, per case of 4 dos., \$4, less 5 per cent.	
--	--

## J. &amp; J. COLMAN'S, LIMITED.

## Rice Starch—

Packed in cases of 56 lbs. each (cases free)	
--	--

## No. 1, London—

In papers of 4 to 5 lbs.	Per lb.
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Blue, white or assorted.	6¢.
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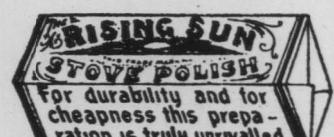
## In Pictorial Cardboard Boxes—

4 lbs. net weight.....	8½ c.
1 lb. gross weight.....	8½ c.
½ lb. gross weight.....	9 c.
¼ lb. gross weight.....	10 c.

Buff Starch, for Curtains, Lace, etc., in  
Cardboard Boxes.

1 lb. gross weight.....	9½ c.
-------------------------	-------

## Stove Polish.



## Syrup.

## "CROWN" BRAND PERFECTION SYRUP.

Per gross.	
------------	--

Enamelled tins, 2 doz. in case.....	\$2 40
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Plain tins, with label—	
-------------------------	--

2 lb. tins, 2 doz. in case.....	1 90
---------------------------------	------

5 " " " "	2 35
-----------	------

10 " " " "	2 25
------------	------

20 " " " "	3 10
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(10 and 20 lb. tins have wire handles.)

## SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
---------------------------	------

1 " " " per case.....	5 45
-----------------------	------

1 " " " .....	5 70
---------------	------

## 80

## Teas.

## SALADA CEYLON.

## Wholesale.

## Retail.

## Brown Label, 1-lb.

## " " 1-lb.

## Green Label, 1-lb.

## " " 1-lb.

## Blue Label, 1-lb.

## " " 1-lb.

## Red Label, 1-lb.

## " " 1-lb.

## Gold Label, 1-lb.

## " " 1-lb.

## LUDELLA CEYLON, 1-lb.

## " " 1-lb.

## Blue Label, 1-lb.

## " " 1-lb.

## CROWN BRAND

## Wholesale.

## Retail.

## Red Label, 1-lb. and ½-lb.

## " " 1-lb. and ½-lb.

## Green Label, 1-lb. and ½-lb.

## " " 1-lb. and ½-lb.

## Blue Label, 1-lb. and ½-lb.

## " " 1-lb. and ½-lb.

## Yellow Label, 1-lb. and ½-lb.

## " " 1-lb. and ½-lb.

## Grey Label, 1-lb. and ½-lb.



## Fruit Jar Rubbers

Everybody wants 'em now. It doesn't pay to sacrifice quality for price, but when you can get the quality for the price it's your gain.

9091G Pint Size, 1 gross in neat carton - - - 30c. per gross

9092G Quart or  $\frac{1}{2}$  Gallon (same thing), 1 gross in neat carton - - - 35c. per gross

9093G Best quality White Rubber, 1 doz. in small carton, 75c. per gross

Order for mail shipment to-day.

**GOWANS, KENT & CO.**

TORONTO

LIMITED

BEFORE BUYING

## Canned Fruits and Vegetables

WRITE US.

## LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS ?

**J. H. WETHEY,**

LIMITED

ST. CATHARINES, - - CANADA



# C. & B.

Crosse & Blackwell's Preserved Provisions in Glass,  
Galantine of Chicken and Tongue, Galantine of Veal  
and Ham, Chicken Breasts, Pressed Beef.

Agents :

**C. E. COLSON & SON**

10 St. John St., MONTREAL