

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, JUNE 23, 1905.

NO. 25.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH,
or Better Mustard than COLMAN'S D.S.F. MUSTARD.

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

50 Years in the Making

Time tests everything. It certainly tests biscuits. We have been making biscuits for 50 years. All that time the reputation of our biscuits has been growing. To-day it is higher than ever. And the grocer who confines his stock to Christie's Biscuits is in no danger of losing his reputation.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

“Kkovah”

Jellies are bound to become the best sellers throughout the entire Dominion of Canada. This is not “talk” but a fore-knowledge of the results of our present efforts to reach every household from Halifax to Victoria. We guarantee to create a demand from consumers.

Prepare to meet this demand by writing to the manufacturers.

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

Stick Close TO Peacock Brand



MINCE MEAT CREAM CHEESE

Never varies in quality. Low priced. Better than the imported article. Has your order come in? We can ship promptly.

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

National Licorice Co.



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

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



BORDEAUX RELISH

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

PALM GROVE GOLDEN DATES

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

The Merchants' Mfg. & Supply Co.
58 Colborne Street, TORONTO

Not Too Early!

Half the satisfaction of stocking up with standard goods comes from having them on hand just when they are wanted and asked for. Not too early and not too late, but **on time.**

Warm weather will be here before you know it—the demand for Stowers' Lime Juice will come with the first warm days of Summer. Remember that Stowers' is absolutely pure Lime Juice from specially cultivated limes—has no musty flavor—has great strength because it is concentrated and hence the most economical. Endorsed by the leading physicians for its healthfulness.

Stowers'
Lime Juice.

Arthur P. Tippet & Co., Agts.,
8 Place Royale, Montreal 20½ Front Street E., Toronto

ORDER NOW

Not Too Late!

It is better to be a week too early than a minute too late. You have an appointment to keep with your customers—do not keep them waiting but lay in that stock of Stowers' Lime Juice Cordial **now.** Be a week too early rather than a minute too late.

An honest production from natural fruit—nothing but pure, freshly-squeezed lime juice and fine loaf sugar. Delicious as a drink—of great value in the sick chamber. No mustiness—keeps as well after the bottle is opened and the cork is left out as before the cork is taken out at all.

Stowers'
Lime Juice
Cordial.

Arthur P. Tippet & Co., Agts.,
8 Place Royale, Montreal 20½ Front Street E., Toronto

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

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

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

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

Wilson Commission Co., Limited
 Brandon, Man.

CALGARY.

Start the New Year Right

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

NICHOLSON, BAIN & JOHNSTON

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

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
 1483 Notre Dame Street
 MONTREAL.

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

JNO. A. MOIR

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

6 St. Sacrament St., - MONTREAL

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

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

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

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
 and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.
 Manufacturers' Agents

and Importers.

29 Melinda St., TORONTO

W. H. Millman & Sons

Grocery Brokers

27 Front St.,

TORONTO.

VANCOUVER, B. C.

J. McA. CAMERON

Manufacturers and Commission Agent

More lines desired.

Travellers on the road.

VANCOUVER, B. C.

P.O. Box 912

Phone A1955

The Vancouver Warehouses, Limited
STORAGE

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

Consign your cars to us. Correspondence invited.

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

VICTORIA, B. C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and COMMISSION BROKERS

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.

Excellent Storage Accommodation.
 Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN.**

JOSEPH CARMAN

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

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

Open for good Canned Goods Agency

Correspondence Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

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

INCREASE YOUR TRADE. WRITE US. NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
 Commission Merchant

HALIFAX, N. S. CANADA.

HEAR FROM US!
Before You Place Your Order for
SALT
VERRET, STEWART & CO.
MONTREAL



Heinz Pure Food Products
Stand All Tests

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

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

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

Summer Drinks

That Refreshen

Best Grocers Sell Them

We refer to the popular Lime Fruit Juice and Lime Juice Cordials that are standards of the trade in all parts of Canada :

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

They give completest satisfaction to customers, and in these holiday times are among the most popular lines the grocer can handle.

The T.A. LYTLE CO., Limited
 124-128 Richmond St. W. - **TORONTO, CAN.**



CEREBOS
TABLE SALT

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

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

Sold wholesale by the following firms:

- | | | | |
|-----------------------------|---------------------------------|------------------------------|-------------------------------------|
| Quebec: Whitehead & Turner. | Ottawa: H. N. Bate & Sons, Ltd. | Toronto: W. G. Patrick & Co. | Winnipeg: The Kenneth Mackenzie Co. |
| Montreal: D. H. Rennoldson. | Kingston: Geo. Robertson & Son. | Hamilton: James Turner & Co. | Victoria: R. P. Rithet & Co., Ltd. |
| | | | Vancouver: Kelly, Douglas & Co. |

For **hundreds of years** alchemists and scientists have tried to produce **DIAMONDS**—but without success.

It will be **thousands of years** before the tea planters will be able to produce teas having any of the rich, natural, healthful and nourishing qualities of

JAPAN TEAS

Don't wait for them, the chances are you'll be dead and out of business by that time.

**Buy and Sell the
Genuine Japan Teas Now**

Please your customers and make a good profit.

**Experience
and
Common
Sense**

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

**PATERSON'S
CAMP COFFEE
ESSENCE**

show these qualities and so enjoy success—easy isn't it?

ROSE & LAFLAMME,
Agents, Montreal

Flett's

**Pickle
Curiosity.**

Just for curiosity's sake,
try selling

FLETT'S PICKLES

The result will surprise
you. It has others.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

"ENTERPRISE" PAYS

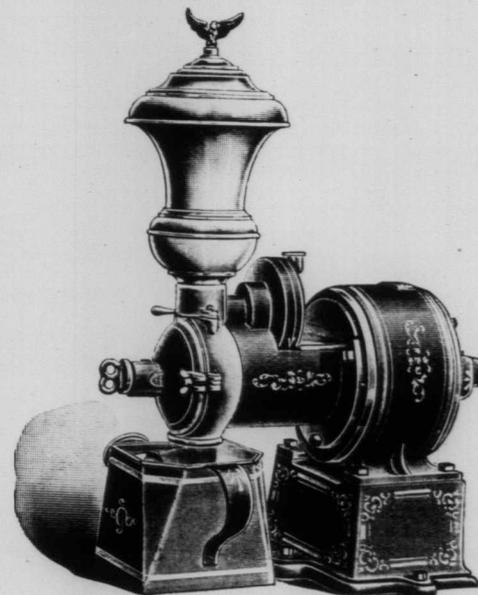
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



SALES

Your Sales

Your Neighbor's Sales

His Neighbor's Sales

His Neighbor's Sales

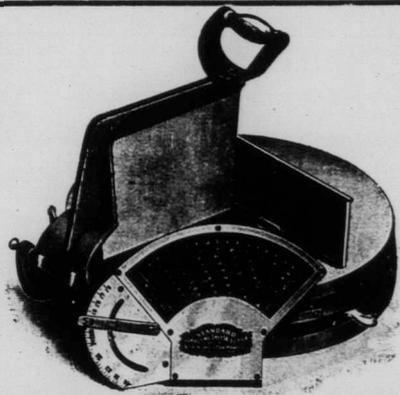
His Neighbor's Sales



It is all right to talk to your neighbor about which teas reign and which teas are losing ground, but it is what the sales book of each of your neighbors shows that counts, and it is upon your own sales that you must build your opinion if it is to be honest.

Ceylon Teas

have the sales—that we are positive of. We are also positive that they will always have the sales as long as they come from **Ceylon**. Ceylon is the Tea Mecca. **Ceylon Teas** are sought everywhere.



THE STANDARD COMPUTING CHEESE CUTTER

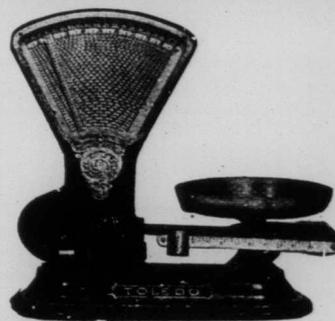
is a fixture that no merchant who believes in up-to-date money saving devices can afford to be without. It is perfect in its operation and in every detail of its construction. It cuts to weight and to money value in one operation. The customer gets just the amount of cheese asked for in one perfect cut. You are losing from three to five pounds on each cheese. Let the STANDARD stop it.

Terms and price right Write for folder

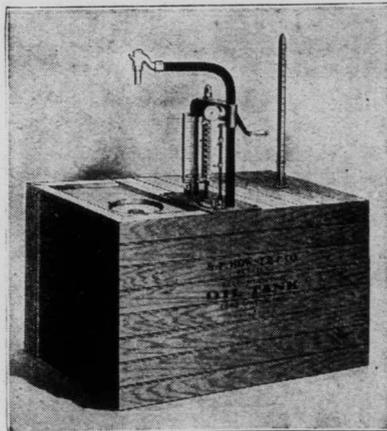
THE WALKER PIVOTED BIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE—ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.
TORONTO, ONT.

"TANGLEFOOT" Sticky Fly Paper



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

"Tanglefoot" is Sanitary
Ask for **"Tanglefoot"**

Profit? Over 120 per cent. to you.



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.
10 Cents

Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

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

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

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



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

OFFICES IN CANADA

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

HAMILTON, ONT.
 QUEBEC, QUE.

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

MONTREAL, QUE.
 TORONTO, ONT.

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

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION"
BROOM (PATENT)



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

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

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

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

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.

Wholesale Grocers, - London, Ont.

Grocers !!

Are your goods yielding you good returns? Starch is in big demand. The best Starch in the biggest demand.

IVORINE STARCH

(A COLD WATER STARCH)

Offers you the biggest inducement—it will satisfy your customers and satisfy your cashbox.

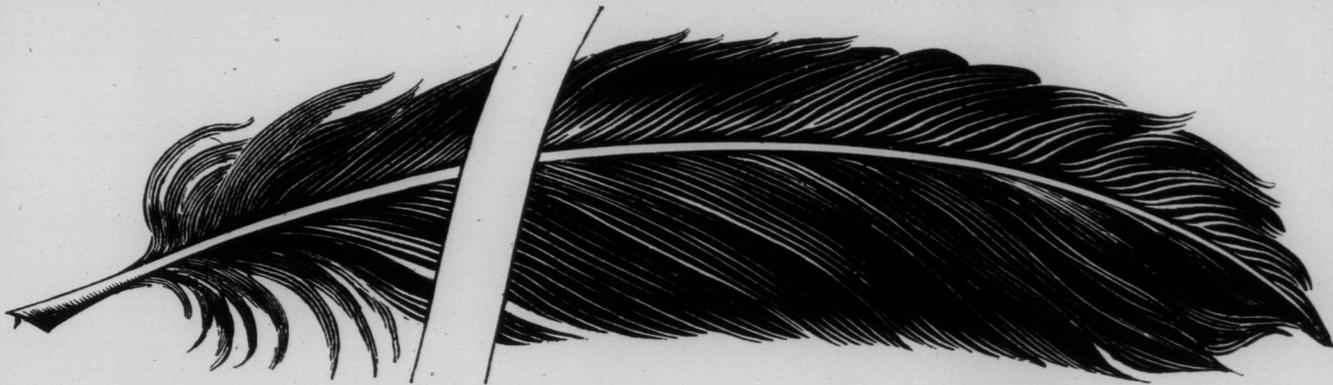
Case of 40 pkgs., - \$2.50.

Order from your jobber.

St. Lawrence Starch Co.

LIMITED

PORT CREDIT, ONT.



It's a good idea to have something new every now and again. Goes to show you are up-to-date—especially when the new line has value. Now, it would be hard to create a demand for a new package tea unless it was a bit better than the average. **Red Feather Tea** has already made a good impression because it possesses quality that speaks for itself. The style of package appeals to the consumer. It's so original. But the best of it all is that we are working up a trade for a tea that pays you well, and then the one-price idea does away with such a heap of worry in stock keeping.

JOHN SLOAN & CO.

TORONTO

BELLEVILLE



IT CROWNS THEM ALL

The King's Food

An Ideal Breakfast Dish

AWARDED THE GOLD MEDAL
AT ST. LOUIS.

Contains all the life-giving
elements of the finest Canadian
wheat, offered in the flakiest
and most tempting form.

A handsome glass dish in every
package.

THIS IS A GREAT SELLER

2 DOZ. PACKAGES IN A CASE.

THE ROBERT GREIG COMPANY
LIMITED
White Swan Mills - TORONTO

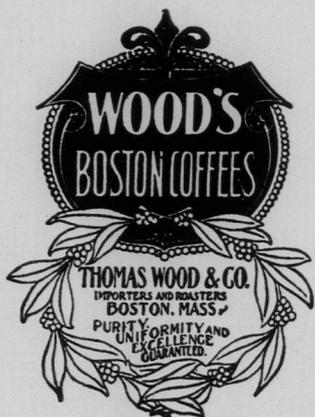
More Light- *That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.*

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



INDIVIDUALITY

A man's worth consists in what he IS, not in what he HAS; this principle of INDIVIDUALITY distinguishes things in business and

commercial life.

You want the best things in all lines—something that has a standing—that has made its way to the hearts of the people, and that they are sure to call for once and again. You find that "something" in

WOOD'S COFFEES

A trade built up on WOOD'S lines never wavers, never fails.

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

HEADACHES ARE GOLDEN

The pain of headaches, neuralgia and other nervous pains is so acute that people will spend dollars to get rid of it.

Now, Mr. Grocer, the public knows that

MATHIEU'S NERVINE POWDERS

dispel and cure headaches, neuralgia and all nerve pains better and more quickly than anything else. Hence, during any season they are always buying these powders. Be a firm friend to your customers, do not disappoint them when they come to you with a distressing headache. There are 18 powders in each 25c. packet and they bear a handsome profit. Let us send you a sample box to use among your own family and friends. You will then be able to recommend them with more certainty.

Many coughs persist throughout the summer, and up-to-date stores always retain a good stock of

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

the great cough and cold cure and the most successful medicine for bringing steady returns.

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

H.P. What is it?

House of
Parliament

SAUCE AND PICKLES

HIGH CLASS TABLE DELICACIES

Agents for Toronto and District:

WARREN BROS. & CO.
35 and 37 Front Street East, - TORONTO

AMONG OURSELVES

A ROYAL NUMBER.

THE Spring and Export Number of The Canadian Grocer for 1905 is just to hand and is full of half-tone views and scenes of the two new provinces of the Northwest, an illustrated article on the British Columbia

tributed articles is one from M. G. De-Wolfe, of Kentville, on Nova Scotia and its advantages. When one considers that this special number contains over 200 pages, one can form some idea of what the MacLean Publishing Co. have done in getting out such a royal number. The cover pages are done in colors and are very fine. Want of space prevents us from referring to the hundreds of other good things, but we predict that this number of The Canadian Grocer will fasten the attention of thousands on what Canada is and can do. All praise is due the company who sent out such a trade journal as this. — Western Chronicle, Kentville, N.S.

the Netherlands under date of May 16 may be given as an instance. It reads:

Smartest Journals Published

It is a must have been put out in the back-blocks that such a poorly equipped newspaper office was found, for our kinsfolk across yonder have little or nothing to learn in the matter of running a newspaper or journal. Indeed our contemporary the "Canadian Grocer" is beyond question one of the smartest journals published in any part of the world in the interests of the trade it represents. Each succeeding issue shows fresh evidence of vitality, and in this respect forms a pleasing contrast to the failure of our Australian friends to support even a single organ for the grocery and provision trades. Why the "Australian Grocer" should have failed, like its predecessor the "Australasian Grocers' Journal" to justify its existence, is difficult for us to understand, for we have ample evidence in our own subscription list that it would not be for any want of appreciation on the part of wholesalers and retailers throughout the Commonwealth, for a good readable and instructive journal.

From Grocery London Eng.

Fruit Exports; an account of a trip to the West Indies; the fisheries of Canada; Tobacco Culture in Cuba, etc. There is a special article on Canadian Apple Growers by A. A. McNeil with a beautiful view of the Hillcrest Orchards, Kentville. A strong article full of interest to the people of Kings Co. "Down by the Sounding Sea," telling the Upper Province people of our beautiful country. This article is fully illustrated with views on the farms of Capt. C. O. Allen, J. E. Kinsman and his famous Gravenstein apple tree; also a May day picture of Woodlawn farm and a good word for Kentville and the Cornwallis Valley. Among the con-

tributed articles is one from M. G. De-Wolfe, of Kentville, on Nova Scotia and its advantages. When one considers that this special number contains over 200 pages, one can form some idea of what the MacLean Publishing Co. have done in getting out such a royal number. The cover pages are done in colors and are very fine. Want of space prevents us from referring to the hundreds of other good things, but we predict that this number of The Canadian Grocer will fasten the attention of thousands on what Canada is and can do. All praise is due the company who sent out such a trade journal as this. — Western Chronicle, Kentville, N.S.

HEARD ACROSS THE SEA.

A Canadian buyer who recently paid a visit to our London, Eng., offices was heard to remark afterwards that they were the brightest and most tastily-arranged offices he had been in during his stay in London.

In connection with Canada's growing foreign service, a prominent Canadian business man relates an interesting incident of the Canadian Commercial Agency in Paris, France, in charge of A. Poindron: Mr. Poindron is kept busy answering inquiries from French manufacturers and exporters in regard to Canadian trade. "I find it convenient," said he, "to have two publications on my desk constantly, one of them The Canadian Grocer." As an epitome of the up-to-date trade information of Canada, Mr. Poindron finds The Grocer invaluable.

The Carter-Crume Co., Toronto, report an inquiry from Limerick, Ireland, as a result of an "advertisement seen in The Grocer."

The manager of our British and foreign office in London, Eng., frequently receives curiously-worded inquiries from continental correspondents, and one from

MRS ———
With pleasure I receive from you a latest sample copie of your paper with conditions at subscription and avertising prices. In awaiting of them I am
Yours very truly
D— S—
Wholesale Merchant
Zwolle, Netherlands.
Be so kind and give me the address of the expedition from the "Brushmaker" of your city; my thanks therefore always to your service. Can you me give copie of Dry Goods paper and others?

In response to requests of this sort a great many copies of our papers are sent to continental cities from time to time.

WHAT THE TRADE THINK.

H. Gilbert Nobbs, Canadian representative of Holbrooks Limited: "I have only just had an opportunity of looking at your Special Spring Number, and am writing to offer my congratulations. It speaks well for Canadian enterprise that such a valuable and interesting volume can be produced without extra cost to your subscribers."

Ingersoll Packing Co., Ingersoll: "We are much pleased with the article in The Grocer on 'returned drafts.' We think this matter has been a very troublesome one to manufacturers and wholesale merchants in the past. We don't think those who return drafts would do so in many instances if they realized fully the reaction against themselves, as stated very plainly in your article."

Peterborough Cereal Co., Peterboro: "The Special Number of The Grocer reflects credit upon all concerned. We are particularly pleased with our ad., and metaphorically pat you on the back. The ad. has been seen by at least half a dozen people, according to letters of inquiry received."

J. Langrall & Bro., Baltimore, Md.: "We are in receipt of your Spring and Export Number of The Grocer, and wish to congratulate you upon its splendid 'get-up,' both from a typographical standpoint and for the value of the many special articles. It is quite different from some efforts that we have noted in trade paper special numbers, and you can justly feel proud of the achievement."

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

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

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

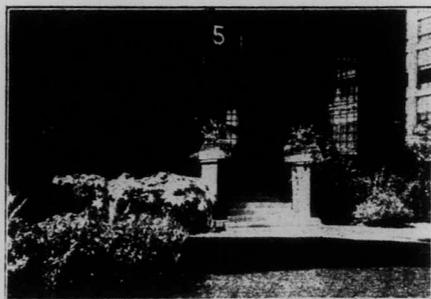
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

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

A GARDEN PARTY AT A FACTORY.

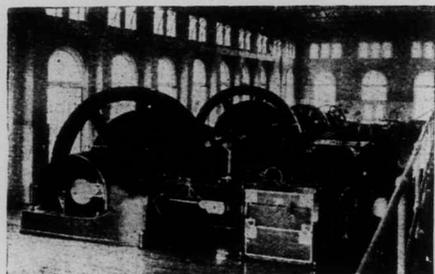
A GARDEN party at a factory—it seems an anomaly, doesn't it? Ordinarily, one does not speak of gardens and factories in the same breath. There is one factory, however, to the surroundings of which the name garden



Entrance to the Power Plant.

can be fairly applied. When the National Cash Register Co. recently invited the people of Dayton, Ohio, to spend an evening at its model plant, it was really a garden party which the 25,000 guests attended.

The factory, itself, was not open, but the big buildings were illuminated from top to bottom by 10,000 incandescent lights and 300 arc lights—more than the average city of 25,000 uses. The grounds, lawns, flower beds and shrubbery patches were all open to the people, who spent



The Four Engines and Dynamos.

their time strolling about the beautiful N.C.R. vista, listening to the music of the N.C.R. band, and enjoying the brilliant spectacle of the illumination. Lights, music, flowers, shrubbery, green-sward, trees, guests in Summer clothing

—all the characteristic features of a garden party were there—and all this at a factory.

The "garden party," which lasted for three evenings, was arranged by the N. C.R. Co. to celebrate the completion of its new power plant, and to give the people of Dayton a chance to see what experts declare to be the handsomest and, for its size, the best-equipped electrical station in the country.

The new power plant of the N.C.R. is interesting as showing what can be done in the way of making attractive an ordinarily prosaic part of a big industrial establishment. Externally, the building, itself, is unusually handsome. Built of warm red brick, its architecture is simple and dignified. It does not pretend to be anything but a power house, and accordingly its characteristics are strength and solidity. Shrubbery about the base of the building and vines around the large windows relieve the walls of monotony.

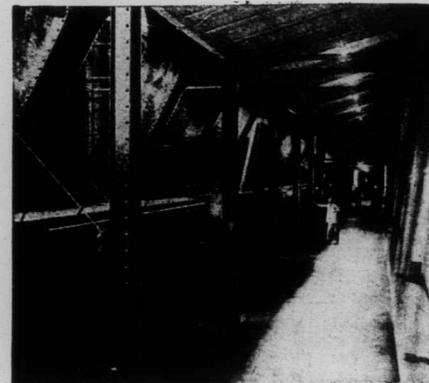
Inside the power house the visitor is struck with the beauty of the engine room. Polished maple floor, walls wainscoted with white enamel brick and finished above in cream color make the interior as bright and clean as any parlor or ball room. Contrasting with the light color of the walls and floor are the dark green bodies of the four big engines, their sombre hue relieved by polished steel trimmings.

The boiler room of the power house is not less interesting than the engine room. Though, of course, not so beautifully finished, it impresses the visitor by its cleanliness. Automatic stokers feed the sixteen great furnaces with coal, and the ashes are removed through a tunnel under the grates almost entirely without the intervention of human labor. Perfect ventilation keeps the room comfortably cool.

The equipment of the power house is an outward sign of the growth of the business of the N.C.R. Co. Until six years ago a single engine of 300 horse-power was sufficient to turn the wheels of the entire plant. In 1899 a 600 horse-power engine and dynamo were added. Before three years had passed, however, increased demand for the factory's output necessitated further enlargement of the plant and consequent extension of the power station. In 1902 a 1,200 horse-power compound engine and generator was installed. Two years later it was necessary to duplicate this unit, and now the total equipment of the

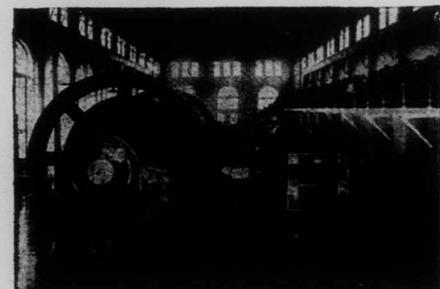
plant is 3,300 horse-power. The boilers are capable of developing 5,500 horse-power, if needed.

The increase in business illustrated in the growth of the power plant is also shown in the development of the company's product. Twenty years ago the



Boiler Room, showing Coal Chutes.

N.C.R. factory turned out one style of register, a crude affair, which recorded sales by punching holes in a strip of paper. To get the total of the day's business one counted the holes, multiplied the number of holes by the denomination of the key pressed and added the results. To-day the Dayton factory turns out 403 different styles and sizes



Visitors at Power House on Opening Night.

of cash registers, built on 12 different principles and adapted to the needs of every kind of business.

Last year registers were sold to 212 different kinds of trade. The latest machines do practically everything for a

LIPTON (SHIPMENT IN STORE) High-class English Goods

JELLIES—FLAVORS

Sherry
Port
Champagne
Blk. Currant
Calfsfoot
Cherry

Orange
Pine
Lemon
Strawberry
Raspberry

Coffee and Chicory
Coffee Essence
Cocoa Essence
Capers
Curry Powder
Candies
Chocolate

Lime Juice
Malt Vinegar
Jams and
Marmalades
Pastes (Shrimp
Salmon, Anchovy
and Bloater)

Dev. Meats (Ham,
Chicken, Turkey
and Tongue)
Pickles, Pts. and
Halves
Sauces (Worcester
and Anchovy)

Don't fail to try a sample lot of these.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, HAMILTON

Warm Weather Suggests Picnics

Are you looking for the trade consequent on Picnicing and Outing Parties? If so, consult our travellers for lines suitable for this trade.

LIME JUICE—Montserrat, Sovereign

PIGS' FEET—Aylmer, Clark's.

LOAF MEATS—Libby's, Clark's, full range
Veal, Ham, Beef. Chicken Loaf.

SAUSAGE—Cambridge, Geneva, Vienna,
Clark's and Libby's.

CHIPPED DRIED BEEF—Libby's, Clark's.

BONELESS POULTRY—Aylmer Chicken,
Turkey, Duck.

PORK AND BEANS—Plain, in Tomato or
Chili Sauce, Aylmer and Clark's.

JAMES TURNER & CO., - HAMILTON, ONT.

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



Canned
Vegetables and
Fruits

BALFOUR & CO.,

- Hamilton, Ont.

QUICK SHIPPERS.

LONG DISTANCE PHONE 596.

CANNED PLUMS

2-lb. Tins, Heavy Syrup, Extra Fine Quality.

THOMAS KINNEAR & CO.

WHOLESALE
GROCERS

TORONTO and PETERBORO

**The KING'S
Cheese**

WORLD'S FAIR CHICAGO 1893
WORLD'S FAIR ST. LOUIS 1904

**MacLAREN'S
IMPERIAL CHEESE**

WHEN
the King's fare is decided,
THE BEST
of everything is provided.
Because
**MacLAREN'S
IMPERIAL CHEESE**
is regularly served on King Edward's
table is not the reason why it should
be served on yours—but because it is
the best cheese.

Sold at all good grocers, 10c. up. For holder
and Cheese Knife Coupons in every tin.

A. F. MacLAREN'S IMPERIAL
CHEESE COMPANY, Ltd.
Detroit, Mich.
Toronto, Can.

merchant in keeping track of his accounts, recording each clerk's transactions separately and keeping his cash in a separate drawer. A new machine has just been perfected for department stores which does away with the waiting for change, generally so annoying to customers. These registers have been installed in several of the largest department stores in the country.

The new N.C.R. power station is the outcome of the company's policy of making the buildings and surroundings of the factory beautiful and healthful. Such an environment is an aid to good work and makes intelligent and conscientious effort characteristic of the employes of the N.C.R.

ST. PAUL JOBBERS VISIT WINNIPEG.

ON Wednesday of last week a visit was paid to Winnipeg by the St. Paul Manufacturers' and Jobbers' Union, the visitors coming on a special complimentary train over the "Soo line," and being guided by E. D. Parker, assistant general freight agent, and W. G. Thorn, assistant general passenger agent of the "Soo line," both of St. Paul. About fifty representative business men of St. Paul availed themselves of the railway's invitation and came to Winnipeg to learn a little something of the Canadian Northwest and of the opportunities for extending business connections on this side of the boundary.

The visitors were given a cordial welcome by the Winnipeg business men, headed by Mayor Sharpe and A. L. Johnston, president of the Board of Trade.

The special committee appointed to extend the welcome of the city consisted of Mayor Sharpe, Aldermen Gibson, Wynne, Latimer, Harvey, Finklestein, Cockburn, Campbell, Sanderson, Horne, McCharles, Fry and Cox, and from the Board of Trade, President A. L. Johnston, Vice-President G. F. Carruthers, Secretary C. N. Bell, A. Strang, F. W. Drewry, G. F. Galt, N. Bawlf, J. H. Ashdown, H. W. Hutchinson, William Georgeson, John Love, F. L. Patton, H. M. Belcher, and E. E. Lightcap. Several of the members of the reception party were unable to be present but a sufficient number of leading citizens were on hand to assure the visitors of their cordial welcome.

The guests were taken through the principal parts of the city in open cars and were then entertained at luncheon at Deer Lodge. The afternoon was spent in inspecting the city warehouses.

AMONG THE BOARDS OF TRADE.

AT a meeting of the Council of the Halifax Board of Trade on June 13, a report of the Commercial Committee respecting the terminal facilities at Halifax was considered and a memorial to the Minister of Railways adopted.

Some time ago Halifax flour men, through the Board, applied to the traffic manager of the I.C.R. for a reduction in the export flour rates from Ontario points to Halifax, Europe, the West Indies and Newfoundland to the New York basis. After careful consideration by the Canadian Freight Association it was decided that the request of the Board could not be granted, the reason being that the distance was too great. The present difference is one cent per hundred pounds over the export rate to St. John. The Board will continue to press for the reduction and may place the matter before the Railway Commission for adjustment.

The Council also considered a request for support from the commission merchants of Halifax, who are agitating for a refrigerator car on the D.A.R. line. At the present time there is not a car of this class on the D.A.R. The Council consider it necessary to have refrigerator cars for the carriage of perishable freight and will endeavor to have the management procure such accommodation.

At the last meeting a request for the removal of duty on shooks was considered. These shooks are sent from Canada to the West Indies, there manufactured in the form of boxes, and when returned duty is charged. The Tariff and Customs Committee placed the matter before the Collector of Customs and the result has been most favorable. In future all packages, containing fruit or onions, if Canadian manufacture when imported, are to be admitted free of duty, but it will be necessary for exporters to certify on invoice as follows:

"I hereby certify that the packages containing the above-mentioned fruit, etc., are the production and manufacture of the Dominion of Canada."

RETURN
SEP 11 1905
To Anne
and Book 4
Page 7
D

For Sale by all Grocers.

FINE, BRIGHT DEMERARA CRYSTAL SUGAR

SPLENDID SAMPLE

PRICE LOW

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Business Changes

Ontario.

S. A. SINE, general merchant, etc., Parry Sound, has advertised his hotel business for sale.

W. R. Budge has opened a new grocery store in Hamilton.

G. B. Wray has opened up a new grocery store at Beeton.

A. J. Keeler & Co., general merchants, Wingham, have assigned.

W. A. Hughes, Toronto, grocer, has sold to McCaw & MacKay.

J. McQ. Wardell, grocer, London, has assigned to B. Watterworth.

W. P. Tolton, miller, Waldemar, has advertised his business for sale.

The Canada Biscuit Co., Toronto, have assigned to Osler Wade, Toronto.

W. G. Breckon, baker and confectioner, Fort Frances, has suffered loss by fire.

G. A. Parrott, grocer and confectioner, Glencoe, has assigned to W. J. French.

J. Laferriere, general merchant, Glen Robertson, has assigned to H. Lamarre.

S. L. Pett, baker and confectioner, Trenton, has advertised his business for sale.

Black & Fowler, general merchants, Bracebridge, have sold out to Axler Bros.

E. G. Hackar, Cedar Springs, general merchant, has sold out to Paisley & Guthrie.

The Norwich Junction Cheese and Butter Co., Norwich, have advertised their business for sale.

Ladas & Co., fruiterers and confectioners, Ottawa, have been succeeded in main store by Polecrones & Moltezos.

The Fairles Milling Co., flour and feed merchants, Toronto, have suffered loss by fire; covered partially by insurance.

B. Axler, general merchant, Bracebridge, has admitted M. and J. Axler to partnership. The style of the firm will be Axler Bros.

Gaiser & Armstrong, general merchants, Heaslip, have dissolved partnership. The business will be continued by T. E. Armstrong.

Smith & Carmichael, wholesale produce and commission merchants, Toron-

to, have dissolved partnership. The business will be continued by T. H. Smith.

Quebec.

C. Demuy has registered as a grocer, Montreal.

The Archambault Oyster Co., Montreal, have registered.

C. Arcand, general merchant, Portneuf, has compromised.

The assets of J. B. Cloutier, general merchant, La Macaza, have been sold.

Payette & Laliberte have registered as fruit and provision merchants, Montreal.

J. W. Gagnon & Cie., grocers, Louiseville, have assigned to Kent & Turcotte.

E. Belanger & Cie. have registered as grocers and provision merchants, Montreal.

A. Saurette, general merchant, St. Jean Baptiste, is offering 40c. on the dollar, cash.

A. W. Stevenson has been appointed curator to Armstrong & Dickson Mfg. Co., biscuit and confectionery manufacturers, Montreal.

The assets of G. Lachance, general merchant, Beauceville East, were advertised to be sold June 22.

N. St. Amour has been appointed curator to J. A. Seguin, grocer, Montreal, and the assets are to be sold.

New Brunswick.

Geo. E. Ford & Sons, Limited, general merchants, Sackville, have been incorporated.

Manitoba and N.W.T.

W. H. Paine, grocer, Winnipeg, has sold to D. Garry.

D. Samuel, confectioner, Regina, has sold to Rossler & Tobe.

J. B. Gardiner, grocer, Winnipeg, has been succeeded by H. M. Williams.

P. J. Davidson & Co., grocers, Edmonton, have sold to Williamson Bros.

J. W. Robertson, general merchant, Great Bend, has sold to Smith & Shea.

The stock of Roça & Cancilla, confectioners, Winnipeg, has been destroyed by a falling wall.

E. Appleton, grocer, Rat Portage, has assigned to D. G. Mathias; meeting of creditors held June 16.

Grant Bros., general merchants, Ba-

UPTON'S

Orange Marmalade



Sold
everywhere
by Grocers
that know
their
business

OUR SPACE DOUBLED

and so your trade will be if you push good goods

HOLBROOK'S Worcestershire SAUCE

IS GOOD

VERY GOOD

25c.



25c.

Send postal card to H. Gilbert Nobbs, 496 Spadina Avenue, Toronto,
for sample and prices.

DO IT NOW

toche, have sold their branch at Fish Creek to J. Branconier.

British Columbia.

I. Hurtwitz, confectioner, Vancouver, has sold out.

J. B. Smith, general merchant, New Denver, has assigned to R. Kelly.

Chapman Bros., wholesale grocers, Vancouver, are discontinuing business.

The sheriff is in possession of the premises of O. W. M. Hughes, grocer, Kelowna.

W. H. Dempster, of the Queen Charlotte Packing Co., canners, Skidgate, has sold his interests to J. Mathers.

Yukon Territory.

M. DesBrisay & Co., general merchants, Dawson, are selling to H. V. O. Chatterton.

LIVING ON \$1.27 PER WEEK.

CAN a man subsist on \$1.27 worth of food per week and retain his full vigor and strength?

A great many experiments have been tried within the last two or three years to ascertain just how little a person requires in order to keep in a sound and healthy physical condition. While no sensible person desires to lower the standard of living, the facts adduced by these experiments reveal many of our most glaring food faults. They tend to show, for instance, that the most nutritious foods, such as cereals, are the simplest and cheapest, while many of the foods that are almost lacking in tissue-building or strength-giving elements are the most costly.

Hugh Sutherland and A. C. Payne, two lads who had to "work their way" through Wabash College at Crawfordsville, Indiana, solved this question in a unique and interesting way. The necessity for adopting a cheap but nutritious diet led them into by-paths of dietetic knowledge of which they had not dreamed. They discarded meat entirely, using pecan nuts which they purchased in the form of butter at 35 cents a pound. They also avoided white flour products, eating largely of whole wheat foods, rolled oats, milk, oysters, vegetables, eggs and fruits. They gave their expenditures for the week beginning Wednesday, October 14, as follows:

Wednesday—Shredded wheat, 11c.; milk, 15c.

Thursday—Bread, 25c.; butter, 25c.

Friday—Bananas, 5c.

Saturday—Shredded wheat, 11c.; blackberries, 15c.

Sunday—Milk, 10c.; oysters, 10c.

Monday—Fish, 10c.

Tuesday—Shredded wheat, 11c.

Total for week \$1.48, actual expense for food.

The average weekly expenditure for food for the entire college year was \$1.27. And these young men not only made a high average in their studies, but took an active part in outdoor athletics, one of them being left-guard on the Varsity football team. Their daily programme also called for physical exercise morning and evening and a cold bath in the morning. Under such a regime their health was perfect.

The important and instructive thing to be learned from the experience of these young men is that they got more nourishment and more tissue-building material from their food than most Americans get from a dietary that costs many times this amount.

If we can save you money will you write for goods? For letter or telephone orders only—we offer this week:

Gunpowder Teas	-	-	8c.
Young Hysons	-	-	8c.
Indian Greens	-	-	10c.

You can hardly make a miss at above prices.
A fair 25c. tea of the following lines:

Japan Tea	-	-	12¹/₂c.
Young Hyson Tea	-	-	12¹/₂c.
Ceylon Black	-	-	12¹/₂c.
Indian Black	-	-	12¹/₂c.

Should you order any of these teas, by prepaying freights you can ship goods back if you are not satisfied.

A REALLY GOOD 25c.

Young Hyson	-	-	15c.
Ceylon Green	-	-	15c.
Ceylon Black	-	-	15c.
Japan	-	-	15c.

Should you order by mail, and any of these goods not please, you can ship back at our expense—all net cash. Try us—it will pay.

LUMSDEN BROS., WHOLESALE GROCERS AND MANUFACTURERS, **HAMILTON, ONT.**

When a customer asks for Baking Soda, what do you sell? Why not be fair and give them the

"COW BRAND"

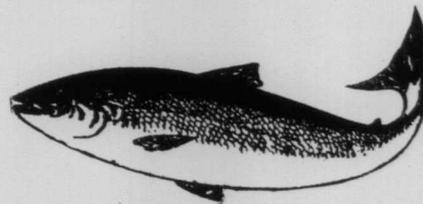


sold only in package
Why, isn't it easier for you and your clerks?
Why, isn't it more satisfactory every way?

We're not leaning on sentiment. It's a matter of plain business. You run no risk at all with our guarantee on every package.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

The practice of eating Fish is a good one for the people and the practice of selling Fish a good one for the grocer.

THE BEST Fish to eat and likewise the best to sell are "Halifax," "Acadia" and "Blue-nose" Brands of Prepared Codfish, Halifax Shredded Codfish and Halifax Fish Cake.

BLACK BROS. & CO., Limited

AGENCIES:

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

HALIFAX AND LaHAVE,

N. S.

**LARGEST SALE
 IN THE WORLD**



**KING
 OSCAR
 SARDINES**

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

ASK YOUR WHOLESALE HOUSE

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

THREE SNAPS IN

SARDINES

ONLY ONE CARLOAD

They are new season's pack of a well known brand

—QUALITY GUARANTEED.

We bought these right, and while they last we offer

Single Cases, **335**

5-Case Lots, - **325** c/s

PICKLES

Just 100 barrels, ea. 7 doz.

'Twas all we could get at the price — but he needed the money — so we got them.

Good clean stock in good vinegar.

16-oz. round corked bottles

16-oz. sq. round patent top bottles

CLEARING at **90^c** doz.

SUGARS

ONE CARLOAD—Sacks & brls.

Jamaica Raw Crystals

In QUALITY we think just a little better than anything else on the market.

SPARKLING BRIGHT CRYSTALS

We are quoting prices below the market.

Drop a card for sample and quotations.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO

Fresh and Cured Fish

FISHERIES OF NOVA SCOTIA.

NOVA SCOTIA bank fishermen report less than the average Spring catch. To make up for the shortage the market is ruling very strong: cod is selling at what a few years ago would have been considered fancy prices, and the indications are that present prices will be maintained, if not advanced. The New York and Boston markets were never so bare of cod, while there is a strong demand for dry and pickled fish from the West Indies, South America, and other tropical countries.

The bank fleet usually makes two trips, one called the Spring, and the other, the more important, the Summer trip. The Spring trip occupies about six weeks, though it rarely happens that the vessels stop on the fishing grounds for a week at a time during this season of the year, being obliged to run into port frequently for bait or shelter. The Summer trip usually occupies about three months, but may extend to five. Some vessels make a third trip in the Fall. On the Spring trip a catch of from 300 to 500 quintals is considered a fair average, while for the Summer trip a catch of from 1,000 to 1,400 quintals

means good money for owners and crews. Some vessels do even better, hauling for as high as 2,000 quintals or more, and sometimes paying for themselves in a single season after settling all working expenses.

The shore fishermen have had a fairly prosperous season, though at the beginning the prospects seemed rather discouraging. The dog fish, which have caused so much annoyance and loss in recent years, appeared at an unusually early date, creating much anxiety among the fishermen, but luckily they did not return in their usual swarms, and after a while disappeared as mysteriously as they came. In some localities, however, skate fish have played havoc with the fishermen's gear. At the opening of the season, too, fish were somewhat scarce, but recently good catches have been made all along the seaboard. The lobster catch, though not up to the average, has been profitable, prices ruling high with a good demand. It may be mentioned that in recent years the capture of lobsters has become the most important branch of the fishing industry in Nova Scotia, the annual returns from this source being greater than that of any other fishery in the province, not ex-

cepting the bank and shore cod-fishing combined.

The run of herrings has been larger than for some years past, and as a result of the action of the Newfoundland Government in refusing to allow United States fishing vessels to purchase bait in Newfoundland waters there has been a strong demand for these fish—so much so that herrings that usually sell at \$1 per barrel have brought as high as \$5 as bait supply.

FRAUDULENT BRANDS.

THE matter of preventing the use of fraudulent labels on canned salmon sent from British Columbia to Australia, which was discussed at the Vancouver Board of Trade, June 6, is one deserving attention. It appears that Skeena River salmon holds a high position in the Australian market. As a result, fish from other rivers in Northern British Columbia—of inferior quality—is being shipped to Australia labelled as Skeena River salmon, this, of course, injuring the reputation of the real article and damaging the British Columbia genuine product in that market.

The salmon industry is one of the most important in the Pacific province. The permanent interest of the fishery requires that every effort be made to prevent unfair and dishonest competition such as that referred to above, since the retention of foreign markets is essential to the prosperity of the industry.



"PRINCE OF WALES" Mocha and Java Coffee

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

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



MOKARA — A Home Drink for Everybody.

Natural, Absolutely Pure, Harmless Replaces Ordinary Tea or Coffee

Contains none of their OVEREXCITING and ENERVATING PROPERTIES. MOKARA is not only an agreeable, soothing and toning BEVERAGE, cheaper and healthier than tea or coffee, it is also a COMPLETE FOOD, a powerful brain, nerve and blood BUILDER, as valuable as BREAD. MOKARA agrees with everyone, at any stage of growth or health.

PREPARED AND USED THE SAME AS ORDINARY COFFEE

DOCTORS endorse MOKARA

Dr. J. T. Donald, official analyst, says: "Mokara contains no alkaloid caffeine. is pleasant to the taste, soothing, and nutritious."

ANALYSTS approve MOKARA

Mr. Milton L. Hersey, City and Provincial Analyst, says: "Mokara is very satisfactory. It is nourishing, palatable, and contains no caffeine."

Sold by all grocers. Ask your jobber for it, or write us direct. 10c. per package, sufficient for 100 cups

Prepared
Solely by

MOKARA MILLS, 21, 23, 25 Gosport St., MONTREAL

Cooked Hams

Increase your trade and also your profits by
keeping in stock

Fearman's Handy Hams

Cooked ready for the table. Shipped by express
in any quantity and as required.

F. W. FEARMAN CO.

HAMILTON

LIMITED

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

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

THE PARK, BLACKWELL CO.

TORONTO

LIMITED

TELEPHONE M 3960

<p>BUTTER CHEESE EGGS</p>	<p>DAIRY PRODUCE AND PROVISIONS</p>	<p>BACON LARD HAM</p>
--	--	--

EGG AND POULTRY MARKET OF GREAT BRITAIN

(Our London Correspondent.)

THE London, Eng., correspondent of The Canadian Grocer, when making inquiries as to the possibilities for Canadian poultry on the British market, called upon Mr. Brooke, of Geo. F. Brooke & Co., a firm well known to poultry shippers in Russia, the United States and Canada. Mr. Brooke was able to supply him with considerable information which should prove of value to those Canadians who are anxious to work up a connection with the Old Country.

That there is room for Canadian poultry on the British market is undoubtedly a fact. Many years ago, when England first began to import this class of goods, the United States packers were easily first in the supply of fowls. Later on, however, Russia entered the field, and, by carefully studying the requirements of the markets and fattening their birds to suit the English taste, they succeeded in driving the United States into the second place. They might have retained their premier position to this day had they not decided to compete for the egg market in Britain. This, of course, meant that they had to keep a vast quantity of fowls, which otherwise would have been killed off when young, in order to secure sufficient eggs, and the U. S. shippers were thus able to obtain first place once more. Within the last two or three years, however, the supply from America has fallen off, and whether this is due to the increased domestic demand or to a smaller output, the fact remains that English importers have not been receiving as much as they wish. The fact that Russia is devoting so much attention to her egg export trade, combined with the deficiency of American supplies, should prove a great incentive to Canadian poultry breeders to exploit the British market, and they could not do better—at any rate at first—than to follow the United States methods of packing and note the kind of birds they have been shipping and which are so suited to the English taste.

It must be clearly understood, in the first place, that the demand is emphatically for white birds. Through their fattening process, American breeders have brought their fowls up to a very high standard and have devoted special attention to making them a fine white color. Some Canadian packers have been sending across yellow-legged birds, for which there is very little demand. Another point to be remembered is that only young fowls are required; that is to say, fowls which have been killed before they have become tough and whose flesh is still tender. The usual time for killing is about the close of the year, so that the time extending between breeding and killing is nearly always the

same, and the birds are consequently more or less of the same age. They are placed on the British market about early March and onward. In packing, it should be remarked that poultry for the London market should be placed twelve to the box, and importers always expect this. Although it is quite possible that in course of time Canadians may be able to grade their poultry in their own way without offending the requirements of British dealers, at the outset the grading should be the same as that of the United States. There are three grades: the cheapest, ranging from 14 to 16c. per lb.; the medium grade, 16 to 18c. per lb., and the best, 18 to 22c. per lb. Crates weighing from 36 to 42 lbs. are mostly in demand, although a sale can always be found for lighter fowls in crates of from 33 to 36 lbs. Some boxes are as heavy as 42 lbs., but there is some danger of quality being sacrificed to weight in these cases, the birds being older than desirable. Irish breeders, however, are fattening up birds to about 3½ lbs., without losing anything in quality, and if Canadians can do the same there is no reason why they should not create a demand.

Several British importers have been in correspondence with Canadian shippers lately, and although nothing much has yet been done, there is every prospect of large consignments being sent over in course of a few years. The imports of Russian fowls will never be so heavy as to cause serious competition, for fowls are always in demand and there is less fluctuation of prices in this line, perhaps, than any other of the provision trade. The domestic supply and imports from other countries are generally fairly even.

The demand for Canadian eggs is not at present very great. Robinson, Scott & Co., large egg importers, say that big quantities of Russian eggs—the cheaper grade—are still on hand, and French and other finer qualities are also plentiful. The best months for Canadian eggs are from September to February, when Russian supplies are falling off. There is a feeling amongst the trade that unless Canadian shippers can offer a lower price than last season purchases will be small. Mr. Scott is of the opinion that there will be a shortage of eggs from Hungary. The eggs sent from this country are finer than Russian and not quite such good quality as the French. The reason for the shortage in Hungary is that last year there was a severe drought, and the people were compelled to kill off the poultry, so that the supply of eggs will in all probability be smaller than before.

The Grocer correspondent called at one large egg-importing house, and was dis-

appointed to hear some unfavorable comments on the condition of Canadian eggs on arrival in London. It was stated that large quantities had been received from Canada, but they had never given real satisfaction. The eggs, packed in cases containing little cardboard squares, were either bad or partially musty. It was suggested that this was because Canadians pack the eggs ready for shipment and then place them in cold storage to await transport. If this is done, it means that the eggs are not thoroughly refrigerated and upon being exposed to the warm air they absorb the flavor of the cardboard packing. The best way is to place the eggs naked in trays in cold storage, and when they are wanted place them in cases in either sawdust or shavings and ship them away at once. Many importers like to receive their eggs in cases containing 1,140, while others prefer to get them in smaller boxes of 360, or "three long hundreds," as the expression is. When put up in the latter way they are more easily handled.

It is quite certain that some Canadian shippers are able to send their eggs so as to arrive in splendid condition, since other English importers say they have received large quantities of Canadian eggs, which absolutely could not be beaten. The main difficulty at present, however, is the high prices ruling.

The following figures show the imports of eggs by Great Britain from various sources during the years 1902, 1903 and 1904:

	1902.	1903.	1904.
Russia.....	\$7,347,469	\$9,083,249	\$9,940,264
Denmark.....	6,648,222	8,622,052	7,112,434
Germany.....	6,136,239	4,841,345	5,796,983
Belgium.....	4,029,181	3,531,643	4,073,984
France.....	3,491,707	3,261,173	3,455,611
Canada.....	1,018,671	1,063,712	630,871
Other countries	2,632,237	2,402,474	1,745,313
Total.....	\$30,703,726	\$32,205,648	\$32,755,460

THE BACON SITUATION.

The condition of the bacon market continues practically unchanged from last week, a good domestic demand being noted, while, if anything, there is a little falling off in the British market on account of large deliveries of Danish and American bacon. It is a notable fact that a certain section of the English trade who use Canadian bacon are only willing to pay up to a certain price, after which they revert to the American article. This has been the case during the week. Canadian bacon seems to be gaining headway in the north of England where the consumer is becoming gradually educated to prefer a higher priced and higher class article. Export quotations range all the way from 51 to 57 shillings.



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Quaker Canned Goods

SPECIAL NOTICE TO THE TRADE

The following
is not an exaggeration
but absolute facts

In starting the packing of canned goods, in 1900, we recognized that one of the most difficult articles to deal with was corn. As proper seed is the starting point in any line of canned goods, and particularly corn, we decided to use the same seed as Maine packers use. We did this as we knew that Maine stood at the tip top for quality in canned corn. To so great an extent is this recognized by the U. S. consuming public, that Maine corn is selling at present for \$1.10 per dozen, when other States corn is being sold from 50c. to 90c. per dozen. The same thing has been going on in the U. S. for years, and during all this time Maine packers have never packed enough corn to supply their trade. While the doing this has been an expensive proposition for us, the results have justified the expense. In the first place, we have paid as high as fifteen dollars a bushel for this seed when ordinary seed could be bought for one dollar and fifty cents. In addition to this, this seed produces much less to the acre than any other variety, and we have to pay the farmers a higher price for raising it. Last year our bill for raw material in corn for our pack was sixty-five hundred dollars more than we could have bought the usual variety of corn packed by the usual variety of canners.

THE PACKERS OF QUAKER CANNED GOODS

B. C. Markets.

Vancouver, B.C., June 15, 1905.

THERE is some complaint heard in retail circles in Vancouver at the present time of dull trade, but so far as the wholesale trade is concerned business is very good indeed. Up-country conditions, taken all round, are very promising this year. In the mining districts activity is marked, while lumbering, both in the mountain district and on the coast, is perhaps more active than ever. In the fishing industry there has been very active and extensive preparation for the coming season. Up coast the run of salmon is anticipated in a very short time now, and on the Fraser the appearance of the sockeye is now a matter of a few weeks. If the run of fish is large, as may be expected, seeing that this is the "fourth year," there will be very lively trade all season for the coast cities of British Columbia.

In fishing circles the annual trouble of "the price of salmon," that is, the price to be paid by the canners to the fishermen for the salmon, is discussed pro and con at great length. There have been a number of meetings of canners and fishermen, and the subject is hardly yet settled. The offer of the canners so far is 12-1-2c. per fish for July, with 10c. per fish for the rest of the season. There was a limit of 200 fish per day to the boat attached to the canners' offer. The fishermen have not yet finally accepted, and it is said that they are holding out for 11c. per fish throughout the season.

Indications as to the run of sockeye are anxiously watched for. The statement was current yesterday that the first sockeyes had made their appearance in the Gulf, some having been taken in the traps of the Pacific American Fisheries, south of the international boundary.

Some business changes. The Naismith Grocery Co., wholesale, has been incorporated for the province, with Mr. D. Naismith as the principal owner and managing director. Mr. Naismith is known from east to west for many years in the wholesale grocery and provision trade. His early experience was in Hamilton. Later he removed to Winnipeg, and for some years he has been in Vancouver. A wide circle of acquaintances will wish Mr. Naismith every success. The Chapman Co., wholesale grocers, have temporarily suspended business operations, it is stated. W. D. Muir, the baker, has sold his Vancouver grocery business to J. S. Smith, the transfer taking effect at the first of the month.

There have been over 500,000 fruit trees planted in B.C. this year, according to the reports of the fruit inspectors. It is easy to make a fairly accurate record, as all trees imported, and that means the bulk of the trees handled, have to be fumigated at the Government station. There are but few nurseries dealing in home-grown trees, and the re-

turns from these are easily secured. This is perhaps double the amount ever set out in a single season before. At that rate, and with the rapid maturity of fruit trees in this province, it will not be many years till the quantity of fruit produced and available for export to the prairie provinces will have vastly increased.

The strawberry is the leading feature of local markets at the present time. The local product is now being marketed very liberally, and prices have been fairly low in spite of alarmist reports that there was to be a partial failure of the fruit. Indications are that there is a very large crop being marketed. Never before were so many berries shipped to the Northwest from this province. The demand there absorbs all offerings. The average price realized by the growers this year has been \$2 per crate.

Local cherries are beginning to come in rapidly, and as a result of continued fine weather without rain, they are in better shape than frequently is the case. At times, when the cherries are ripening, they have been badly split and spoiled through heavy rains softening them. The price being realized is 10 to 12c. per lb. wholesale.

California fruits continue plentiful for the season. It is early yet for stone fruits other than cherries.

The Australian boat arriving last Thursday from the south brought pineapples from Honolulu. The fruit was of good quality and in first-class shape. It brought \$4.50 per dozen in a jobbing way.

The potato market has been well supplied this week. New potatoes from California have been brought in more freely, and the price has consequently dropped slightly. The wholesale quotations have been from \$2 to \$2.50 per hundred. Old potatoes, local growth, are still in good shape, but are rather high in price for the season of the year. \$1.75 per sack retail, representing fully \$30 per ton wholesale, has been the figure for a week or more.

Flour seldom has sold higher than at the present time. The jobbing quotations run from \$6 to \$6.25 per barrel, and retail the people are paying \$1.75 per 50-lb. sack for the good grades.

N. S. Markets.

Halifax, N.S., June 19, 1905.

THERE is but little improvement in the grocery trade. In the city the retail business is very good, but with the wholesalers it is considered to be pretty dull. Country orders are coming in slowly, much more so than earlier in the season. Generally speaking, the sales are a good deal smaller than they were this time last year. Some jobbers report a slight improvement in collections, but they are far from satisfactory. There is a good demand for all kinds of smoked meats. There is only a limited supply on hand, and the same high prices as last quoted still prevail. Sugar is selling more

freely, but the price remains unchanged. The holdings of sugar here are being rapidly disposed of, and the market remains fairly quiet. Canned goods of all descriptions are selling freely, and the demand for peas, beans and tomatoes is unusually good. Of tomatoes there is only a small quantity held by the dealers here. The export trade continues quite satisfactory. The steamer Ocamo, on her last trip to the West Indies, was well filled up, principally with fish products. Her cargo of assorted fish was valued at \$10,000. The dairy products by her were valued at about \$7,000, butter being the principal item in the lot. Only a small quantity of eggs are being exported to the West Indies this year. There is a good buying demand from that quarter for vegetables, principally potatoes. The shipment of potatoes by the same steamer was valued at \$2,000, the flour at \$1,800 and oats at \$1,000. Very little hay was taken.

Butter is coming in a little more freely, but it is slow for the season of the year. The supply from local points is particularly backward, and large quantities are being brought in from the Upper Provinces. Dairy is quoted at from 18 to 20c., creamery, in boxes, from 21 to 23c., small tubs at 22c., and prints from 22 to 23c. Eggs continue in good demand with high prices ruling. The choicest stock here is quoted at 18c., but some can be had for 17c. The local supply is only fair, but the demand continues good. Very few eggs are being shipped from Nova Scotia this season, the dealers finding a ready market at home, which they prefer to supply, as their returns come more promptly.

In Prince Edward Island, which is about the largest produce raiser in the provinces, the market is about steady. There is practically no market available for potatoes, which are nominally listed at from 17 to 19 cents per bushel. Some shipments have been made to Montreal, but they are small. Butter is quoted at 22 and 23c. for choice, while eggs are being sold freely at 16 and 17c. Oats for local consumption are quoted at 45 to 50c., and hay has dropped to \$15 per ton.

All kinds of seasonable fruit is on the market. Bananas were advanced during the week, the price quoted now being \$2 to \$2.25. Pineapples are quoted at \$3.50 for 24 counts, and strawberries are becoming a little stiffer, 19 cents being asked. California peaches, plums, cherries, and apricots were placed on the market during the week. Peaches are \$2.50, cherries and plums are \$3 per crate, and apricots \$2.50. String beans are \$3 per basket, new potatoes \$3.50 per barrel, and cukes 6c. each. The receipts of Bermuda onions are falling off, and Egyptians are coming in more plentifully. Bermudas are quoted at \$1.25 and Egyptians at \$1.75 per box.

During the past week the progress of vegetation has been most remarkable. Everything is now blooming in luxuriant style, and the apple trees in the Annapolis Valley are deeply laden with fragrant blossoms. The heavy frost recently is not thought to have caused as much damage as at first anticipated, and the outlook at the present is for an abundant crop of all fruits, particularly apples.

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Scores of fine fellows **will** drink to **your** health at banquets. These fine fellows **will not** drink to **their own health** at home. If they did they would **drink** the **tea** of merit.

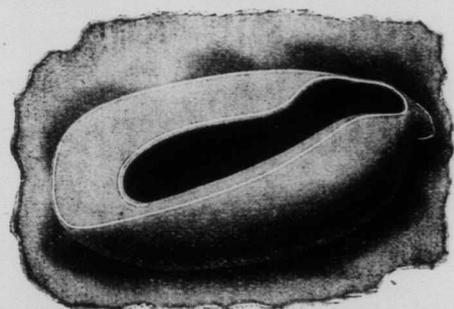
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Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

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Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
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McPhie, Norman D., Hamilton, Ont.
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Mince Meat.
Bates Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

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

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

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

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

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

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

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

Refrigerators.
Faber, C. P., Montreal.

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

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

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

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

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Ewing, S. H., & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton, Ont.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Wilson, W. H., Co., Tilsonburg.

Wall Paper.
Stantons Limited, Toronto.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Gillett, E. W. Co., Toronto.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors, Summer Beverages, etc.
Bates Mfg. Co., Toronto.
Lytle, T. A., Co., Toronto.
Tippet, Arthur P., & Co., Toronto and Montreal.

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

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PLEASE YOURSELF

You are in business to please yourself.

If you would please yourself you must first please your customer.

You aim, therefore, to please your customer in order to please yourself.

Take Canned Goods.

To please your customer you must select reputable, long established brands.

The outside of the can must please your customer's eye.

The inside must please your customer's palate.

AYLMER (Canada First),

LITTLE CHIEF

LOG CABIN

BOWLBY (Horseshoe)

AUTO (Canadian Cannery)

are long established, eminently reputable brands.

The new embossed labels for these brands are without exception the handsomest labels that ever adorned a can. See them and be convinced.

THEY WILL PLEASE YOUR CUSTOMER'S EYE

The fruits and vegetables of these brands will be this season, as usual, of the highest degree of excellence.

- NOTE: 1st They are grown in the immediate neighborhood of factories.
 2nd Are picked only when best suited for table use.
 3rd Are packed the same day as picked.
 4th Are subject to rigid inspection, and under perfect sanitary conditions.
 5th ARE ABSOLUTELY PURE.

THEY WILL PLEASE YOUR CUSTOMER'S PALATE

The reputation of the CANADIAN CANNERS, LIMITED, THE LARGEST PACKERS IN THE WORLD of canned fruits and vegetables, is behind these brands.

The seal of the CANADIAN CANNERS, LIMITED, appears on every label as a guarantee of quality.

Remember the best are always the cheapest.

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

Please your customer by selling him the best.

Aylmer, Log Cabin, Little Chief, Bowlby and Auto Brands are the best.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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

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GREAT BRITAIN—

LONDON	188 Fleet Street, E.C. Telephone Central 12400. J. Meredith McKim.
MANCHESTER	92 Market Street. H. S. Ashburner.

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse.

SWITZERLAND—

ZURICH - Louis Wolf,
Orell Fussli & Co.

Subscription, Canada and United States, - \$2.00
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

NEW ADVERTISEMENTS.

Hunt, Harry W., Toronto.
McLauchlan & Sons, Co., Owen Sound.
Pacific Selling Co., New York.

CANNOT KEEP THEM OUT.

THE decision given by Judge Anglin on the Pere Marquette deportation cases is one which is certain to be far reaching in its results, particularly when it is remembered that foreign immigration must become an important factor in Canadian politics in the near future, and that a similar interpretation of the United States Alien Labor Law, on which our own is based, is possible and even probable.

A year ago The Grocer took the stand that Canada could not afford to shut out American skilled labor on the ground that many graduates from our Technical Schools and Schools of Practical Science had secured their first "lift" in the United States, and had, in many instances, become leaders over there in their respective callings. At the same time the fact remains that immigration, and the privileges accorded to aliens within the Dominion, is or should come immediately within the sphere of par-

liamentary influence. Canada should not discriminate unduly against the foreign laborer or artisan and yet domestic labor should have adequate protection. Mr. Justice Anglin's decision that the present Dominion Alien Labor Act is ultra vires would seem to leave the responsibility with those in charge of immigration in the first instance. In short, he says, "if you don't want skilled labor, don't allow it to be brought into the country; once it is here, however, its deportation is beyond the power of the Dominion Parliament."

TEA STANDARDS FOR CANADA.

THE GROCER'S editorial in last issue on the necessity of establishing a set of tea standards for the guidance of importers of tea is meeting with approval by the trade. Some of the leading importers in Montreal express themselves as thoroughly in accord with the contemplated establishment of standards and the hope is expressed that no time will be lost in getting together a delegation to lay the matter before the Government before the close of the session. One of Montreal's leading tea brokers stated that the lack of standards makes it difficult for him to guarantee delivery of teas offered on and sold and he cited a case of a shipment of 500 pkgs. that had been sold by him and thrown out by the inspector. If there had been a standard by which the tea could have been judged on the muster, it is quite certain that it would not have been submitted to his buyer, but as the line was similar to others that had passed the Customs, some little time before, no trouble was anticipated in getting the goods through.

That there should be standards to guide importers is becoming more evident every day. At present everyone is in the dark as to what to do, or what to expect from the official presiding over the Government's analytical tea pot. Mr. R. C. Allan, who is known by all in the trade as a most competent and impartial judge of teas, must certainly have a standard or set of standards to go by, and it is not asking too much from the Government to place the trade in a position to be equally certain what to buy or reject. This can only be done by the furnishing of standards to importers.

It has also been suggested that a board of arbitration be established where disputes of any importance might be brought and acted upon. This, we understand, is the case in the United States, and, though serious differences do not often arise, it has been found satisfactory as a final court to place the matter before the arbitrators. In any case, whether a board of arbitration be

established or not, it certainly is to the interest of all in the tea trade to have standards established and placed with brokers, importers and dealers.

INTERNATIONAL POSTAGE STAMPS.

INTERNATIONAL postage stamps, if they could be introduced, would be a great boon to the business world, though it would seem that an international currency would have to be established first. The currency of one country can rarely be expressed accurately in the currency of another country, and that being the case international stamps would be purchased cheap in one country and sold dear in another. The advantage of the stamp is manifest when we consider the relations between Canada and the United States. How frequently Canadians receive return envelopes from the other side of the line stamped with United States stamps. How many times U.S. stamps are sent over in payment for articles, and vice versa. All this causes difficulties and delays, which would be obviated by having a special stamp for these purposes.

Of course, it might be possible to frame some regulations, which would prevent the bartering of these stamps between countries where the currency is different. Still there would not be this difficulty on this continent, and we believe it might be a good move to advocate the introduction of an international postage stamp here.

AN ANTI-AMERICAN CAMPAIGN.

AMERICAN manufacturers are becoming agitated over the anti-American feeling which is being stirred up in China. The feeling seems to have become widespread, and students and guilds are uniting to push the propaganda for boycotting all American goods. The dangerous feature of the affair is that the movement has been set on foot by the educated class, who bitterly resent the treatment which they have received in the United States.

In the exclusion and persecution of the Chinese the Americans seem to have never suspected that the poor benighted heathen might take offence and retaliate. They are now convinced of their mistake, and there is an outcry from all corners of the States against the stringent enforcement of the Chinese immigration laws. The market of 400,000,000 people is not lightly to be thrown away. Already the exports of cottons to China have reached enormous figures and a boycott would be most

disastrous to the cotton industry. Other important lines of business, too, are greatly interested in keeping up cordial relations with China.

At the present time it looks as if a substantial improvement in their treatment of the Chinese will be necessary if the agitation in China is to be stemmed. Already great harm has been done to American manufacturers, and it is a difficult matter to allay a prejudice which has once been aroused. Especially is this the case where there are shrewd commercial agents of other nations ready to make the most of such a feeling.

REMEMBER JULY 1.

THE GROCER has to listen to a double tale of woe every year about this time: first from the wholesale fruit men who find themselves deluged with orders on the eve of Dominion Day, which very often they find it impossible to fill satisfactorily; and second from the retail trade themselves who complain if orders sent in at the eleventh hour are not promptly attended to. This difficulty may be easily overcome if grocers and fruit dealers will only send in holiday orders in good time. It is unjust to expect a wholesale fruit house to give a satisfactory service with physical conditions such as make it practically impossible.

E.C. STRAWBERRIES FOR ONTARIO.

DURING the week the question has been raised as to whether it would not pay the wholesale fruit trade of Ontario and Eastern Canada to draw supplies of early strawberries from British Columbia, instead of from the Middle and Southern States as at present. The superior quality of the B.C. article is beyond question, and now that so much has been accomplished in the way of cold-storage transportation it is suggested that the experimental shipping of strawberries from the Pacific coast to Manitoba and the Territories might well be extended to Ontario.

There are several difficulties which combine to make the proposition impracticable from a commercial standpoint. B.C. fruit ripens only about a fortnight earlier than our own; the very shortest time to allow for transportation across the continent would be from a week to ten days. This would bring the fruit on the Ontario market only a week ahead of the domestic article. On the other hand, North Carolina straw-

berries arrive as early as May 1, and Florida fruit considerably earlier. The season for imported strawberries lasts until the first week in June. Thus with ideal transportation facilities British Columbia might supply the market for a week—a period too short to warrant importations on a commercial scale. Another serious difficulty is the excessively high freight and express rates between Ontario and British Columbia points, and the fact that British Columbia berries have not as good keeping qualities as the southern fruit. The Grocer would be glad to have a general expression of opinion on this subject from members of the trade.

An interesting experiment is about to be tried in Toronto, namely, a shipment of Ontario strawberries to Winnipeg. If it proves successful British Columbia may find in Ontario a serious competitor for the fruit trade of Manitoba.

TAKE THE CASH DISCOUNT.

DO you get the benefit of your money by looking out for your cash discounts?

You ought to. It pays. It takes less money to do it than it does to let your bills run the full ninety days. Of course if you don't care for the money it is your privilege to lose the discount.

You buy \$100 worth of goods, invoice dated July 1. You can pay that bill with \$97 (if the discount is 3 per cent.) if you pay it in ten days; but it takes \$3 more if you let it run over. It amounts to making your money earn you over 13 per cent. a year without taking a risk. Remember this—the bill has to be paid, so why not pay it when it takes least money?

And it amounts to an item in the year's business that is surprisingly large. A Chicago merchant recently published a statement showing his method of book-keeping, and one of the most interesting items was the fact that his saving, from discounts for cash payment, amounted to \$158.38 on an annual business of \$17,000. Was it not worth saving?

TRAVELERS' HOLIDAY.

WE wish to remind the retail grocery trade of Western Ontario of the near approach of the travelers' holiday season, extending this year over the last week of July and first week of August. Not that the trade will not miss the "cheery smile" and "glad hand" of the drummer, but in the interest of all parties concerned

it is deemed advisable to have a couple of weeks easing off annually. The holiday season will afford leisure for both master and man to meditate on hard-driven bargains, etc., and to refresh their bodies and minds in preparation for the strenuous life next Autumn and Winter.

SELLING TO THE CONSUMER.

A SOURCE of growing dissatisfaction among the wholesale grocery houses is the manufacturer who goes straight to the consumer with his products, ignoring the recognized medium of distribution to the retail trade. And if any reliance is to be placed in reports which frequently come to this office, certain wholesale grocers are adopting similar tactics and going to the consumer. We hope the accompanying letter does not reflect the true condition of things existing generally in the Province of Ontario:

Editor Canadian Grocer,—Will you allow me to give the readers of your paper an idea of certain conditions existing in the Canadian wholesale and retail grocery trades? What do you think of a wholesale house that allows its travelers to visit a place, first calling upon the consumer and giving him prices on all kinds of goods and afterwards soliciting the patronage of the retailer? I can tell you of houses that allow this sort of thing regularly, not only in Hamilton and Toronto, but outlying towns. GENERAL MERCHANT.

A wholesale grocer may follow the example of the manufacturer in passing by the middleman and find it to his advantage for the moment. In the long run, however, it becomes practically a question of robbing Peter to pay Paul. Throughout a great section of the country the wholesaler has to depend upon the retailer to place his goods in the hands of the consumer. If he wishes to eliminate the retailer altogether, there is no alternative but to add the retailers' equipment to his own. This would necessitate the employment of such a large staff of traveling representatives and canvassers as would be impracticable in nine cases out of ten.

It can hardly be supposed that the wholesalers referred to had any thought beyond that of stealing a little march on some of their retail customers. The practice, however, is to be condemned unequivocally. A wholesaler must treat the retail trade as he himself wishes to be treated; if he does not respect the rights of the retailer he need not be surprised if the latter retaliates—even to the extent of buying direct from the manufacturer.

VIEWS AND INTERVIEWS

DURING the week The Grocer representative had the pleasure of interviewing Mr. S. C. Lindo, wholesale and retail provision and liquor merchant, Kingston, Jamaica, and Mr. E. M. Walcott, of Sandbach, Parker & Co., Demerara, British Guiana. Both gentlemen are on a holiday trip to Canada and the United States. While in Toronto Mr. Walcott made his headquarters with Geo. Musson & Co., Front street east, Ontario agents for Sandbach, Parker & Co. Mr. Lindo was introduced "on the street" by Mr. M. Taylor, of the Taylor Soap Works.

Mr. S. C. Lindo is heartily in sympathy with the pro-Canadian sentiment so marked throughout the Islands at the present time. "The Canadian Grocer hit the nail right on the head," said he, "in its recent article on the West Indies. We can't see this good feeling further cemented by closer international trade relations any too soon.

"One great drawback is the lack of frequent steamship communication with Canada. The Pickford and Black people are giving excellent service, but it must be remembered that we have weekly communication with United States ports, and it is no secret that American manufacturers and exporters have for years controlled a lion's share of the West Indian trade largely on this account. If it pays the United States to cultivate the Islands why should it not be equally worth while for Canada? I am glad to say that things are moving in the right direction and that every year sees more and more Canadian goods in the West Indies.

"Although the Canadian trade may not realize it, they are up against a serious proposition in having to compete with the port of New York. The City of New York is able to supply practically everything the West India buyer needs at the very shortest notice; it is able to handle an almost unlimited quantity of West India products at all seasons of the year; it is in close financial touch with the different West India houses through the investments of New York moneyed men and is a great deal nearer the West Indies than the nearest Canadian port. Against all these advantages Canadian exporters from St. John and Halifax have to draw supplies from all parts of Canada and pay inland freight charges to the seaboard, a by no means inconsiderable item. This would be remedied in a measure were a weekly service to be established as the tendency would be to carry larger stocks at tide water on account of the chance of more frequent shipment.

"Canadian exporters, if they would succeed in winning over the West India buyer, should send down their canvassing agents more frequently. Some of the larger American houses have resident agents, and it has been by keeping in close touch with our market that they have secured such a firm foothold.

"Since coming to Canada I have discovered that there is a market here for limes. These go to waste in large quantities in Jamaica for lack of a market. We have an abundance of tropical fruit of all kinds which we would like to send

to Canada in larger quantities than we are now doing. The United Fruit Co. seem to have it pretty well their own way in the Islands, and now there is every reason to believe that Sir Alfred Jones, who has done more than any man living to promote the fruit-growing industry in Jamaica, is working hand in hand with the combine.

"To show you how easy it is to place a Canadian product on the market, I might instance a well-known brand of soap which a Canadian business man took to Jamaica as a side line. The soap was brought before the West Indian trade, and as a result an active demand for it is springing up. We use some of your flour, and, by the way, the big Canadian millers have got into the way of sending down their representatives. Smith & Proctor, and the Canadian Creamery Co., among others, send us dairy produce. There is a steady demand for Canadian beef and pork in barrels and half barrels, and all of these articles will sell readily in far larger quantities if Canadian shippers will follow up the possibilities."

* * *

Mr. Walcott says: "The preferential tariff is accomplishing much for Canada in British Guiana. At the same time, Canadian exporters will have their troubles ousting the United States from their position of vantage there, for the simple reason that the United States have been on the ground for years, and seem to be able to meet exactly the requirements of the trade in the way of cheap merchandise.

"There are several obstacles in the way of developing international trade with Canada, and one of them is the difficulty of obtaining return freights. Not much trouble is experienced on the downward trip from Canada, nor on the upward trip in sugar crop season. Up to the present, however, during certain months it is practically impossible for Demerara exporters to make up a respectable cargo for export to Canada once a fortnight.

"In the matter of freights, Canada can compete very well, except against certain of the cut rates to New York. If there is one thing above all others that should be impressed upon Canadian exporters it is the necessity of having more constant representation there. It is not enough to send a man to British Guiana every year or two. He should go often enough to enable him to keep in close touch with trade conditions and to thoroughly learn the requirements of the market.

"Among other Canadian products we are using some Canadian lumber, although I must confess American lumber has the preference, because it comes in more even lengths and is wider than the Canadian article. Several experimental shipments of 'made in Canada' jams and jellies have been sent down, but for some reason or other they cannot compete with the standard English brands.

"The bulk of our hay comes from Canada, likewise our oats and peas. Oatmeal comes principally from Scot-

land and the United States. The sale of Canadian flour in British Guiana is increasing every day. The time was when the trade wouldn't have it at any price; to-day it has become a staple article in the market.

"The cereal preparations, breakfast foods, etc., so popular in Canada, are also well established in our market and I might add that the manufacturers have been quite as lavish with us in the way of advertising, sampling, etc.

"There is far too little Canadian pork and barreled meat used in British Guiana, and I would recommend Canadian provision men to make more of an effort in this direction. As a preliminary they would have to give quotations direct—as low or perhaps a little lower than New York. This would be to introduce the Canadian article in the first place. The rest would be comparatively easy.

"A large number of brooms and brushes are being imported from Canada every year, and there is room for further development. If Canadian manufacturers would meet the requirements of the trade, however, they must supply cheaper brushes.

CONDEMN CATTLE EMBARGO.

At a meeting of the Agricultural Committee on June 20, in Ottawa, the following resolution was unanimously adopted:

"That in the opinion of this committee the embargo on Canadian cattle entering the United Kingdom is most unfair and unjust, and it is a publication to the world at large that the Board of Agriculture considers it unsafe to permit Canadian cattle to come into contact with the herds in the United Kingdom, whereas it is a well-known fact that in no country other than Canada can herds be found so free from disease.

"That the scheduling of Canada by the Imperial Government is considered from a financial point of view as a serious loss to the Canadian cattle trade, the farmers and the stock raisers of the Dominion.

"That action of the Imperial Government is not justified by the facts of the case, it having been clearly proved that the disease of pleuro-pneumonia has never existed in Canadian herds.

"That in view of such conditions the removal of Canada from the schedule would be but an act of justice, and should be strenuously pressed.

"That as the Dominion is a stock-raising country, and capable of producing a large and constant supply of beef cattle, it is considered important to the Empire that no obstructions nor difficulties should be placed in the way of Canadian cattle breeders which would tend to decrease the food supply within the Empire."

ONTARIO TOBACCO IN MONTREAL.

Mr. Geo. Brown, Montreal, sold this week seven carloads of Essex County leaf tobacco to a large manufacturer in that city. This is the largest and practically the first shipment of any account that has been made to the Province of Quebec, and shows that the native-grown Quebec leaf is meeting a strong competitor in the Western Ontario product. Prices realized for the leaf were 9, 12 and 15c. delivered in Montreal.

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No matter who you are . . . where located . . . whether operating a large concern or conducting a village grocery . . . for the well-being of your business, you must have a daily use for "SALADA" Ceylon Tea. No firm, company or corporation can possibly serve you as well as "SALADA" can.

No bulk or packet Tea upon the market has the great sale or gives the lasting satisfaction that "SALADA" does.

This is no bombast or idle talk, but a straight truthful business statement to earnest thinkers.

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THIS IS IT!!

BLACK OR GREEN



"SALADA," Toronto or Montreal

COLES Electrically Driven Coffee Mills.

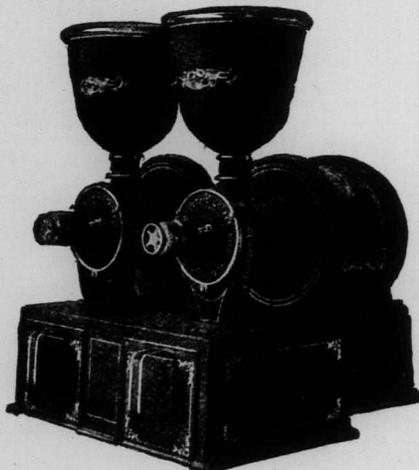
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee. We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

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

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

BRANTFORD PREPARED CORN STARCH

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

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

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

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

BRANTFORD STARCH WORKS

BRANTFORD, Canada

LIMITED

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 22, 1905.

TRADER conditions in wholesale grocery circles are quiet. Business is reported fairly satisfactory. No evidence of an improvement is referred to. Country orders are not heavy, and buying is all around of a hand-to-mouth character. Crop prospects are reported good from all points, and this tends toward a feeling of making it up later. Remittances are fair and about as same time last year. Sugar is weak, and this condition is keeping the trade from buying heavier, as ought to be done now that small fruits are coming in freely. Foreign markets are weak and no sign of any recovery. Teas are improving. The new Japans to hand have met with good reception, and are giving good satisfaction. Cable advices received this week show advances of 1-2 to 2c. per lb. in teas ranging from 16 1-2 to 18 1-2c. in Japan. Molasses season closed at the islands. Not much business turning over and prices unchanged. Syrups are somewhat quiet as well. Spices are creating interest owing to reports of shortages in crops of pepper, ginger and nutmegs, the tone of the New York market in these lines is strong, and insiders say now is good time to buy. Coffees are referred to more particularly under its own caption in market report. Canned goods quiet, and though orders for future delivery of new pack are being freely taken by syndicate brokers, everything is at open prices, and the usual conditions as to pack, etc. Green fruits are absorbing attention. Special reference in our fruit markets. Foreign dried fruits not importantly interesting. Rice and tapioca having good sale at unchanged prices. Fresh fish are plentiful, and arrivals show good stock. The black bass season having opened, this much-sought-after line is freely selling. Flour unchanged. Business quiet and a desire in the trade to hold off for lower prices. Bran is dropping fast owing to available pastures. Maple products, hops, evaporated apples and honey are quiet, and nothing to note since last quotations. Beans are somewhat firmer. Vegetables are coming into the market freely and going off well. New potatoes made their appearance last week and obtained fair reception. Eggs are easing off from 1 to 1 1-2c. a dozen during the past few days. Butter is still high and firm, and prices are tending upward still. Cheese firmer and holders hanging on for an advance. Provisions of all kinds in about same demand as last week.

Sugar—Sugar market shows no change. Business is unsatisfactory so far this

month from the refiners' standpoint, who naturally expected, as is usual at this time of the year, a heavy output. The weakness shown by the raw and foreign beet markets has had the effect of holding buyers off. The French beet refiners have been discouraged by the weakness shown and the unprofitableness of business during the past year, and it is reported that unless prices improve a large number of factories will not operate next season. The s.s. Yanariva, from the West Indies, discharged 4,000 tons of raw sugar here last week for one of the local refineries. The wholesale trade claim only moderate business and not up to last year's trade.

Granulated, obls.	.....	\$5 15
" 1-bbls.	.....	5 10
" bags.	.....	5 10
Paris lump, boxes and bbls.	.....	5 65
" 1-boxes and 1 1/2-bbls.	.....	5 75
Extra ground, bbls.	.....	5 50
" 50-lb. boxes	.....	5 70
" 25-lb. boxes	.....	5 80
Powdered, bbls.	.....	5 30
" 50 lb. boxes	.....	5 50
Phoenix	.....	5 10
Bright coffee	.....	5 00
yellow	.....	4 95
No. 3 yellow	.....	4 90
No. 2 "	.....	4 75
No. 1 " bbls.	.....	4 65
No. 1 " bags.	.....	4 70
Raw Trinidad	.....	4 50
Trinidad crystals	.....	4 85 4 90

Syrups and Molasses—There is no change in the local molasses situation, prices remaining at basis of 38c. per gallon for puncheons Barbadoes. Reports from the islands indicate market as closed, last shipments having gone forward and only small tail-ends left. The s.s. Yanariva, discharging at this port, brought 2,600 puncheons, 1,600 of which were delivered at Quebec for Quebec account.

Barbadoes, in puncheons	.....	0 38
" in barrels	.....	0 40
" in half-barrels	.....	0 41
New Orleans	.....	0 22 0 35
Antigua	.....	0 33
Porto Rico	.....	0 45
Corn syrups, bbls.	.....	0 02 1/2
" 1-bbls.	.....	0 02 1/2
" 1-bbls.	.....	0 03
" 33-lb. pails.	.....	1 30
" 25-lb. pails.	.....	0 90
Cases, 2-lb. tins, 2 doz. per case.	.....	1 90
" 5-lb. " 1 doz. "	.....	2 35
" 10-lb. " 1 doz. "	.....	2 25
" 20-lb. " 1 doz. "	.....	2 10

Tea—Tea conditions are more active. Cable advices from Japan say that Japan teas over 18c. are 2c. per lb. higher, and under that figure 1 1-2c. higher. There is very little demand for new teas at present, but considerable business is expected for third crop teas. Ceylon greens have been very active during the past week, several large invoices having been purchased on the London market for Canada, and these teas have shown considerable improvement. Ceylon blacks are in fair demand, Indian blacks are dull. In China greens, owing to the anticipated adoption of standards, there has been some little stir in the market, and large quantities of teas have been bought up with the expectation that they will advance from 3c. to 4c. per lb. from the fact that all low grades would under these circumstances, be prevented from

coming into Canada. One broker advised The Grocer of having returned to England a lot of 500 half-chests which had failed to pass the inspectors. Oolongs unchanged.

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

Coffee—The coffee market shows no change. Business is very quiet, and, as usual during the warm season, the consumption shows a dropping off. New York markets have been very much easier and are weak. A leading importer and roaster predicted easier prices in the near future. European markets have been heavy buyers in New York during the past two weeks. Some free selling by a prominent Santos house of Santos coffee for August-September and August-October deliveries has caused weakening in this grade.

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

Watt, Scott & Goodacre, Montreal, in their weekly coffee report advise as follows: The natural strength of Brazil coffees has been demonstrated during the past week in New York. Commercial coffees have not varied over 3-8c., against 95 points of fluctuation for option (exchange) transactions. Allied with the bears are the large roasting interests, whose policy it is to hold the market down until they have secured their future supplies on a low basis. Bulls continue to repeat their arguments, drawn from statistics, showing that the world's visible has decreased 1,500,000 bags and claim the decrease in the invisible (coffees held by jobbers) is 500,000 bags. It is said that production cannot be materially increased from three to five years, whereas consumption is advancing by over 500,000 bags per annum. Although options are now 30 points above this date last year, the grower is getting about 25 per cent. less for his coffee, owing to difference in rates of exchange.

The crop in Brazil is passing through its annual frost period; but June and July frosts are nature's pruning of the trees and are beneficial. An August frost is dangerous, and a September frost is fatal.

Willet & Gray conclude their last report as follows: "If under these (statistical) circumstances the markets are declining, weak speculators liquidating, other parties selling short, and the trade proper holding back, it will all

contribute to a most healthy position and help to create an advance in keeping with the decrease in stocks.

Spices—In sympathy with New York market local conditions are improved, and more activity in all lines of spices is noticeable. The tendency is steadily upward, the basis of which is the short crops of peppers, gingers and nutmegs. New York reports large trading in peppers and nutmegs and activity in cloves. This seems to be a good time to buy rather than trust to future supplies. The short crop reports have undoubtedly influenced buyers.

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

Canned Goods There is very little doing in canned goods, fresh fruits and early vegetables having made an inroad on the consumption. Canned tomatoes, which are usually the last to show a falling off, are showing poorer turnover, as fresh tomatoes are arriving in heavier lots and getting within reach of the consumer. Orders for new pack have been freely booked by the agents of the Canadian Cannery, Limited. Salmon orders also are being booked at open prices. The salmon situation at the coast, however, is in an uncertain condition, owing to trouble and differences among the packers, and buyers are holding off a little more in consequence than they otherwise would.

	Per doz.
Corn, 2-lb. tins	\$1 20
" 2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	80 85
Sugar beets	2 50
2s Asparagus Tips	0 80
2s Beans, Golden Wax	0 82
2s " Refugee or Valentine	0 92
2s " Crystal Wax	0 82
2s Peas, No. 4 "Standards"	0 85
2s " No. 3 "Early Junes"	0 95
2s " No. 2 "Sweet Wrinkled"	1 30
2s " No. 1 "Extra Fine Sifted"	1 40
2s Table Spinach	\$1 15 \$2 20
Pears—Flemish Beauty, Bartlett's and pie in 2, 2 1/2 and 3s	1 25 2 82
Peaches—White, yellow and pie, 1 1/2s, 2s, 2 1/2s, 3s	3 15 3 67
Gallon pears	3 55 4 50
" peaches	0 72
Pumpkins, 3-lb. tins	2 50
" gal.	1 00
3-lb. squash	2 20
2s Cherries, red, pitted	1 75
2s " black, pitted	2 20
2s " black, not pitted	1 75
2s " white, pitted	2 40
2s " white, not pitted	2 00
2s Currants, red, heavy syrup	1 57
2s " red, preserved	1 77
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2s " black, heavy syrup	1 75
2s " black, preserved	2 05
Gals. " black standard	4 00
Gals. " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 62
2s " preserved	1 85
Gals. " standard	7 25
2s Lawtonberries, heavy syrup	1 57
2s " preserved	1 85
Gals. " standard	4 97
2s Pineapple, sliced	2 25
2s " grated	2 35
3s " whole	2 50
2s Plums, Damson, light syrup	1 00
2s " heavy syrup	1 20
2 1/2s " " "	1 57
3s " " "	1 85
Gals. " standard	2 95
2s " Lombard, light syrup	1 15
2s " heavy syrup	1 35
2s " " "	1 62
3s " " "	1 90
Gals. " standard	3 15
2s " Green Gage, light syrup	1 15
2s " heavy syrup	1 47
2 1/2s " " "	1 72
3s " " "	2 00
Gals. " standard	3 45
2s " Egg, heavy syrup	1 52
2s " " "	1 80
3s " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " preserved	1 60

Gals. " standard	5 00
Gals. " solid pack	8 00
2s " black, heavy syrup	1 35
2s " preserved	1 50
Gals. " standard	4 75
2s Rhubarb, preserved	1 15
3s " " "	1 90
Gals. " standard	2 62
2s Strawberries, heavy syrup, 1903 pack	1 47
2s " 1904 pack	1 69
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

Rice and Tapioca—Rice is having only the usual sale. The improvement shown lately in the demand for the Summer trade in rice is being maintained. Tapiocas also are improving in demand, and the firmness shown in the foreign markets for these goods is being reflected slightly here, though no advances in prices are noted, and our quotations of last week still rule. We quote:

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

Foreign Dried Fruits—Business locally is of a quiet character. Interest is being taken in reports of new fruits and crop conditions. Stocks of currants in jobbers' hands are small, but shortages are being covered in Patras, which is steady at recent advances. As regards Valencia raisins, an interesting report from Wm. Rogers & Co. states that the flowering period is on the whole favorable. Since that time the district of Valencia has been favored with beneficial showers, making the outlook for good crop bright. In consequence shipments will probably commence about the same date as last season, but at somewhat lower prices if the farmers have learned a lesson from their experience of 1904. Re Eleme figs, Smyrna reports all corroborate a favorable outlook for a fair crop of good quality. Speculative prices already made have attracted considerable attention amongst jobbers.

Valencia Raisins—	
Fine off-stalk, per lb.	0 05 0 06
Selected, per lb.	0 06
Layers	0 07 0 07 1/2

Dates—	
Dates, Halloweens, per lb.	0 04 0 04 1/2
Californian Evaporated Fruits	
Apricots, per lb.	0 13
Peaches	0 10 1/2
Pears	0 13

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

Californian Raisins—	
Loose muscatels, per lb.	0 07 1/2 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06 1/2
" " 4 crown	0 08

Fruites—	Per lb.
30-40s	0 08 1/2
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 4-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Filigras, uncleaned	0 04 1/2
Fine Filigras, per lb., in cases	0 04 1/2 0 05
" " cleaned	0 04 1/2 0 05 1/2
" " in 1-lb. cartons	0 05 1/2 0 06
Finest Vostizzas	0 06 1/2 0 07 1/2
Amalias	0 06

Sultana Raisins—	
Sultana raisins, per lb.	0 06 1/2 0 08
1-lb. carton	0 09

Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09

Three crown	0 07 0 07 1/2
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs	0 28
12-oz. boxes	0 06 1/2 0 07

Shelled Walnuts—Fair stocks only are in ice-houses against Summer and Fall requirements. The market in Bordeaux remains steady.

Shelled Almonds—The new crop is progressing favorably, and a market in favor of consumers is anticipated. Mayettes are dearer and scarce, with desirable stock particularly in small compass.

Filberts—The Messina market is appreciably dearer for futures, poor crop being again expected.

Pea Nuts—Mr. George Brown, of Montreal-pea nut fame, reports prospects for new crop Virginia pea nuts uncertain. Planters are seriously thinking of cutting down and cultivating cotton instead. Latest quotations f.o.b. shipping points: Sums 5c., Diamond G 3 3-4c., Coons 3c., and Fancy Bon Ton at 6 3-4c.; Shelled No. 1 Spanish 6c., No. 1 Virginia at 5c., Shelled No. 2 Spanish 3 3-4c., No. 2 Virginia at 2 3-4c.

Fish—Fish dealers report a good demand for all lines of fresh fish. Gaspe and Restigouche salmon are now in full season and selling well at low prices. B.C. salmon is at present out of the market. The quality of the new fish is very fine, owing to cool weather. There are large arrivals of Canadian mackerel coming freely and of the choicest sort. Salt fish is quiet, except boneless and skinless cod, which enjoy a little better demand. Dealers report very little doing in smoked fish.

Black bass, of which there are fair arrivals, is now in season. It is of first quality and selling at 10 cents. In general, business is very good for this time of the year. Halibut is also scarce. We quote:

Black bass	0 10
Fresh mackerel, per lb.	0 08
Shad, each	0 20
Gaspe Salmon, per lb.	0 14
Sturgeon	0 09
Boiled lobsters	0 14
Dore, fresh	0 07 1/2
Fresh white fish	0 07 1/2
Lake trout	0 07 1/2
Brook trout	0 18
Choice select bulk oysters, per gal.	1 50
Haddies	0 07
Blotters in boxes, 100 fish	1 00
Yarmouth blotters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb.	0 04
Fresh pike	0 06 1/2
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20 lb. pails	0 80
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per cas	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish	0 05 1/2
" fish, loose, in 25-lb. boxes	0 04 1/2
Labrador salmon, half bbl	9 00
" (200 lbs.) bbls	17 00
" large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " " "	8 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
" half bbls	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz	1 00
Canadian sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

Maple Products—The prevailing activity, noticeable for some weeks on account of cool weather, is now waning. The abundance of fruits on the market

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F.O.B. wholesaler's shipping point.
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Delivered to any railway station
in Maritime Provinces, Quebec,
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*To Montreal
cut Book 36*

Page 87

FRENCH PEAS

July Delivery.

Interesting Prices

CASES 100 TINS

SUR EXTRA FINS,	\$15.00.	FINS,	\$11.00.
EXTRA FINS,	13.00.	MI-FINS,	9.00.

Terms, F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

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THE MOST LIBERALLY MANAGED FIRM IN THE DOMINION.

and the soon-coming Canadian berries and other home-grown fruits check the sales of maple products. Dealers do not expect any renewed activity before the Fall, when sugar and syrup will be in better demand. Prices are firm, with little tendency to change.

Maple syrup, in wood, per lb.....	0 06	0 06½
in large tins.....	0 07½	0 07½
Pure new sugar, per lb.....	0 19	
Pure Beauce County, per lb.....	0 06	0 07

Honey—No change has taken place since last week. Stocks are not very large, but still plentiful enough to meet small demand. No change in prices.

White clover, extracted tins.....	0 07	0 07½
hogs.....	0 07½	0 07½
comb.....	0 13	0 13½
Buckwheat.....	0 06	0 06½

Beans—A sudden demand has sprung up in beans, and owing to this, high prices are looked for. Advices from the west say that \$1.60 is being refused, and that crop prospects are very poor. The local demand is very good, but stocks are too light to meet requirements. We quote:

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

Hops—There is little doing in hops. A general scarcity is still prevailing, and there is no demand locally. Prices remain at a high standing and firm.

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

Evaporated Apples—There is nothing new in evaporated apples. Dealers report a still poorer condition than last week. Demand has completely dropped. They are firm at 6 1-4 to 6 1-2 cents. Dried apples very dull at 3 to 3 1-2 cents.

Flour, Feed and Meal.

Flour—An interview with leading dealers shows little change in the flour trade. Demand is fairly good, but not increasing very fast. No remarkably large orders are coming in, for they are kept back in the hope to see prices decline. However, this is not expected to take place before the new wheat arrives, as at present wheat is high and very firm. Local business is considered good, but only steady. Some 20,000 sacks have been exported last week to Great Britain. Prices remain same and firm.

Royal Household.....	5 60
Glenora.....	5 30
Manitoba spring wheat patents.....	5 40
strong bakers.....	5 10
winter wheat patents.....	5 30
straight rollers.....	5 00
extra.....	4 50
straight rollers, bags, 90 per cent.....	2 40

Feed—Feed trade is active with a good demand generally. Bran has gone down 50 cents per ton, with decreasing demand. Mouillie is selling steadily at firm prices. Dealers do not expect any improvement in the near future owing to cattle being sent to pastures, and locally prices will soon become easier. We quote:

Manitoba bran, in bags, per ton.....	16 50	17 00
shorts.....	19 00	20 00
Ontario bran, in bulk.....	17 00	18 00
shorts.....	19 00	20 00
Mouillie.....	24 00	27 00

Rolled Oats—Trade is dull. Rolled oats meet with very small demand. Oatmeal sells a little better, but there is no particularly good demand for it. Prices

are the same, but some shading is done. We quote:

Fine oatmeal, bags.....	2 25
Standard oatmeal, bags.....	2 50
Granulated.....	2 40
Rolled oats.....	2 20
bbls.....	5 00

Hay—There is hardly any change for the better. Old stocks are still large and moving very slowly. Choice hay such as No. 1 is scarce, and No. 2 is said not to be too plentiful. No. 3, however, is in good quantity. Demand in general is not very heavy, but farmers are not sending as much old hay as a few days ago. Dealers are looking for better conditions in a week or two. Prices are the same.

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

Ontario Markets.

GROCERIES.

Toronto, June 22, 1905

TORONTO wholesale grocers report a satisfactory week's business, although they say the trade has been of an assorted nature rather than a feature of any one or two particular lines. Conditions in the country are showing a marked improvement, particularly in Northern Ontario and Muskoka points where the tourist trade is beginning to set in. Canned goods are moving seasonably. Considerable anxiety is expressed as to the 1905 pack of corn, the recent cold, damp weather having necessitated replanting in certain localities which means at best a very late crop. Sugar is moving into consumption only fairly well and the trade say that the sugar business is perhaps the most disappointing of any of the grocery staples this season. Apparently the high price has curtailed consumption. On Wednesday, June 21, there was a further decline of 10c. all round in Canadian refined, following a decline of 20c. in New York.

Second-picking Japan teas are being offered for sale on the market; the local trade, however, require something different, in price and quality, and are showing little interest. The dried fruit market continues firm and shipments to arrive will be quoted at higher prices.

The Toronto Summer fruit market opened on Tuesday, June 20, with all the wholesale houses except one represented. Domestic strawberries are beginning to come freely to the market, and if we have a few days of favorable weather the season will be at its height by the middle of next week. Provisions are in active demand, and in dairy produce, cheese is quoted somewhat higher than last week on account of the firm ideas of sellers, induced, no doubt, by higher quotations from Great Britain.

Canned Goods—The warm weather has brought about a decided improvement in the demand for canned fish and canned meats. We are now entering upon the holiday season when all these goods will be in brisk demand among picnickers. The usual enquiry for vegetables and fruit is noted, particularly for apples. The interest of the trade seems to be gradually turning to the market for future canned goods. The recent cold, damp weather has checked the growth

of corn, and in many cases it has been found necessary to replant. This means that the crop will be very late and in serious danger of being damaged by frost. In fruits, prospects are that there will be a fair to good sized crop in almost all lines. There will probably be a noticeable falling off in the consumption of canned fruit now that we have entered upon the domestic green fruit season. Our quotations are as follows:

Tomatoes, 3s.....	1 25	1 30
Corn, 2s.....	1 10	1 20
Peas, 2s.....	0 82½	1 30
Sliced beets, 2s.....	0 85	
" 3s.....	0 95	
" whole.....	0 95	
Pumpkin, 3s.....	0 75	
gal.....	2 50	
Squash.....	1 00	
Asparagus tips, 2s.....	2 75	
Golden waxed beans, 2s.....	0 80	
Refugee or Valentine beans, 2s.....	0 85	
Crystal waxed beans, 2s.....	0 92½	
Spinach, 2s.....	1 40	
" 3s.....	1 80	
Baked beans, plain, 1s.....	0 45	
" 2s.....	0 72	
" 3s.....	0 90	
Tomato sauce, 1s.....	0 50	
" 2s.....	0 78	
" 3s.....	1 00	
Chili sauce same as tomato sauce.....	0 90	
Catsups, tins, 2s.....	4 50	
" gal.....	7 70	
" jugs.....	0 85	
Apples, standard, 3s.....	1 47½	
" preserved, 3s.....	1 70	
" standard, gal.....	2 00	
Pears, Flemish Beauty, 2s.....	1 52½	
" 3s.....	2 00	
" Bartlett, 2s.....	1 87½	
" 3s.....	2 82½	
" whites, 2s.....	1 72½	
" 3s.....	2 67½	
Peaches, pie, 3s.....	1 25	
Cherries, red, pitted, 2s.....	2 20	
" not pitted, 2s.....	1 75	
" English black, pitted, 2s.....	2 20	
" not pitted, 2s.....	1 75	
" white wax, pitted, 2s.....	2 42	
" not pitted, 2s.....	2 00	
Lawtonberries, heavy syrup, 2s.....	1 57½	
" preserved, 2s.....	1 75	
" standard gal.....	4 97½	
Plums, Damson, light syrup, 2s.....	1 00	
" heavy syrup, 2s.....	1 30	
" 3s.....	1 35	
" Lombards, light syrup, 2s.....	1 05	
" heavy syrup, 2s.....	1 35	
" 3s.....	1 90	
" green gage, light syrup, 2s.....	1 15	
" heavy syrup, 2s.....	1 47½	
" 3s.....	2 00	
" egg, heavy syrup, 2s.....	1 52½	
" 3s.....	2 10	
Pineapple, sliced, standard, 2s.....	2 35	
" extra.....	2 47½	
" grated, 2s.....	2 62½	
Raspberries, red, heavy syrup, 2s.....	1 40	
" preserved, 2s.....	1 60	
" black, heavy syrup, 2s.....	1 35	
" preserved, 2s.....	1 50	
Rhubarb, preserved, 2s.....	1 15	
" 3s.....	1 90	
" gal.....	2 62½	
Strawberries heavy, syrup, 2s.....	1 60	
" preserved, 2s.....	1 75	
Lobster, talls.....	3 50	
" 1-lb. flats.....	3 85	
" ½-lb. flats.....	2 00	
Mackerel.....	1 00	1 25
Saimon, Sockeyes—		
1-lb. talls, 5 cases and over.....	1 77½	
1-lb. talls, less than 5 cases.....	1 80	
1-lb. flats, 5 cases and over.....	1 90	
1-lb. flats, less than 5 cases.....	1 87½	1 92
½-lb. flats, 5 cases and over.....	1 17	
½-lb. flats, less than 5 cases.....	1 20	
Salmon, "Clover Leaf".....	0 95	1 00½
Chums.....	0 14	
Sardines, Sportsman ½s.....	0 23	
" Portuguese ½s.....	0 08	0 10
" P. & C. ½s.....	0 25	0 27
" P. & C. ¼s.....	0 35	0 38
" Domestic, ½s.....	0 03	0 04½
" ¼s.....	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100.....	8 00	9 00
Haddies, per doz.....	1 00	
Haddies, per case.....	4 00	4 50
Kipperd herrings, domestic.....	1 45	1 00
" imported.....	1 00	
Herrings in tomato sauce, domestic.....	1 40	1 45
" imported.....	1 40	1 45
California ripe olives, tins, per doz.....	4 50	
Corned beef, 1s, per doz.....	1 45	
" 2s.....	2 60	
" 6s.....	7 80	
" 14s.....	18 00	
Lunch tongues, per doz.....	2 75	
Potted meats, 1s.....	0 47½	0 50
" ½s.....	0 85	1 00

Sugar—Another decline of 10c. all round in the price of Canadian refined is recorded this week, effective on Wednesday, June 21, at 4.30 p.m. This decline followed one of 20c. in New York effective the same day. Sugar has been, perhaps, the most disappointing feature

the article. Prices continue as last advised. We quote as follows:

Beans, handpicked, per bush.....	1 80	1 85
" prime, No. 1.....	1 65	1 79
" prime, No. 2.....	1 50	1 60
" Lima, per lb.....	0 07	0 07½

Honey—The trade show very little interest in honey as usual at this season of the year, and our quotations are nominal. We quote:

Honey, extracted clover, per lb.....	0 07½	0 08
" sections, No. 1, per doz.....	1 90	2 00
" No. 2.....	1 85	
" Buckwheat, per lb.....	0 05	0 06
" sections, per doz.....	0 75	1 00

Maple Products—A little maple syrup and sugar is being sold, although this article is decidedly on the wane for the present season. We quote:

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

Grain, Flour and Breakfast Foods.

Grain—Local grain trade is very quiet and practically featureless for the week. Manitoba wheat is jumping up and down, everything being in an unstable condition pending the maturing of the western grain crop. The only change from last week is an advance of 1c. in Manitoba wheat Northern No. 1. Northern No. 3 is down 1 1-2c. We quote the following prices:

All on track Toronto.....		
Manitoba wheat, Northern No. 1.....	1 69	
" No. 2.....	1 05	
" No. 3.....	0 93	
Red, per bushel, new.....	1 02	
White.....	1 02	
Barley.....	0 90	0 52
Oats.....	0 47	0 48
Peas.....	0 77	0 78
Buckwheat..... nominal.....	0 64	0 64
Rye, per bushel.....	0 66	0 67

Flour—The flour market continues practically unchanged from last week. We quote:

Manitoba wheat patents, per bbl. in bags.....	5 20	5 59
Strong bakers.....	5 09	5 20
Ontario wheat patents.....	4 80	4 90
Straight roller.....	4 75	4 80

Breakfast Foods—During the week an advance of 40c. all round in rolled oats has been recorded. This is owing to the continued high price of oats; the trade were in hopes that the firmness of the raw material was only temporary, and until this week kept prices at a normal basis. In other lines of breakfast foods market conditions are unchanged. Quotations continue:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 90	
" Rolled wheat in boxes, 100 lbs.....	2 90	
" " 50 lbs.....	1 50	
" Rolled oats, standard, carlots, per bbl., in bags.....	4 75	
" " " in wood.....	5 00	
" " " for broken lots.....	5 09	
" Rolled wheat, per 100-lb. bbl.....	3 00	
" Cornmeal.....	3 35	
" Split peas.....	5 00	
" Pot barley, in bags.....	4 00	
" " in wood.....	4 25	

Hides, Tallow, Skins and Wool—During the week an advance of 1c. in the price of unwashed wool new clip has been recorded, also an advance of 1c. in wool washed fleece. Wool is being pretty well picked up through the country; general trade is quiet and without particular indications. We quote the following:

Hides, No. 1 green steers, per lb.....	0 11	
" No. 2.....	0 09	
" No. 1 green, per lb.....	0 09½	
" No. 2.....	0 08½	
Country hides, flats, per lb.....	0 08	0 08½

Calf skins, No. 1, selected.....	0 11	
" No. 2.....	0 09	
Deacons (dairies), each.....	0 80	
Sheep skins.....	1 25	
Lamb skins, each.....	0 30	
Shorn pelts.....	0 25	
" Kend red tallow, per lb.....	0 04	0 04½
" Unwashed wool, new clip, per lb.....	0 15	
" Wool-washed fleece.....	0 23	
" Pulled wools, super, per lb.....	0 21	0 23
" " extra.....	0 22	0 24

FLIES AND WINDOW SCREENS.

FEW people realize how many cases of disease owe their origin to infection from germs transported by the pestiferous fly. Plumbers are often looked upon as angels in disguise owing to the good they do in preventing disease, and in the light of recent experiments conducted at Johns Hopkins University, it appears that merchants who push the sale of screen doors and windows, as well as refrigerators, are entitled to similar distinction. It is not new to learn that flies may be active agents in spreading bacteria, but the results of the investigations spoken of demonstrate that the evil is far greater than generally supposed.

The experiments were conducted with a box that was divided into two compartments, in the first of which was exposed some food material infected with an easily recognizable species of bacteria—harmless bacteria, of course, being used—while in the second compartment was placed an open dish containing a sterile nutrient such as is used as a culture medium for bacteria. Flies were placed in the first compartment and, as soon as a number of them had been seen to walk upon, or eat of, the infected material they were allowed to pass through a small door into the second compartment, where they had a chance to come in contact with the culture medium in the dish. The result was that bacteria deposited upon the surface of the sterile nutrient multiplied there and formed characteristic colonies.

In these experiments molasses mixed with a growth of yellow bacteria was spread on a plate in the first compartment, and a dozen flies were put into the apparatus. Half an hour later the door between the two compartments was opened, and as soon as several flies had been seen to come into contact with the sterile nutrient the dish that contained it was covered and put away to develop. A few days later there had grown on the nutrient over a hundred colonies of yellow bacteria. The experiment was repeated with red and violet culture and colonies of corresponding color were obtained.

To prove that the germs from which these colonies grew came from the infected material in the first compartment, and not from accidental sources, further experiments were made with other groups of flies, but with no infected material in the first compartment. In this case, however, none of the dishes used in the second compartment developed yellow, red or violet colonies. To prove further that the flies were the only means of transmitting the bacteria, experiments were made with other groups of flies, but with no infected material in the first compartment, but with no flies in the apparatus. The dishes containing the nutrient in these experiments also developed no colonies; and from these results it was considered to be absolutely demonstrated that flies are capable of carrying bacteria from one place to another, if they have an opportunity to come in contact with material containing these organisms.

CANE SUGAR OUT OF BEET.

The Paris correspondent of "Commercial Intelligence" gives an account of a process, just patented in France, for making "cane sugar" out of beet sugar. It is explained that although chemically pure sugar has always the same taste, whether made from beet-root or sugar-cane, the accessory products of the root and the canes have a different flavor, and cane sugar owes to its distinguishing quality its higher price in the market. The new process consists in "giving beetroot sugar the essential characteristics of cane sugar by replacing wholly or in part what is scientifically known as the 'eau mere,' the small globules of water which adhere to the particles of sugar when crystallised—by a specially prepared syrup, which in addition to saccharine contains other substances known over here as dextrose, etc. It is affirmed that the products so produced are in all respects equal to those of the veritable products of the cane." The addition of saccharine to the beet sugar seems to be a practical admission that in sweetness as well as in other characteristics beet sugar is inferior to cane sugar. What the cost of this "doctoring" process is—a very important question if we assume it to be efficacious—is not stated.

SHOULD IMPROVE METHODS.

The continued depression in the Chinese tea trade is causing the tea guild managers in China to cast about for some of the reasons of it; but whether there will be anything done that will be of actual benefit to the trade remains to be seen. The constant increase in the sale of Indian tea in spite of the fact that it costs more to produce the Indian leaf seems to show that it would do little good for China to improve its method of producing tea, although many improvements and economies are not only possible but seem to be necessary for the survival of the business. It is probable, however, that modern ways of handling the tea after it is produced and a more vigorous campaign in behalf of the mild Chinese tea as compared with strong India tea will have beneficial results, and the more progressive tea people are working to that end.

The catalogue of the Martel-Stewart Co., Limited, Montreal, is an elaborate piece of work. As this company make signs of all descriptions they manifest good judgment in abundantly illustrating their catalogue and using only the best of illustrations. The details are clear-cut, forceful and arranged with discretion throughout. The typography is first class. A copy of this catalogue can be had by mentioning The Canadian Grocer.

NEW JERSEY EXCURSION.

The City of Quebec will be visited on September 19 and 20 by a party of two hundred and fifty excursionists from Newark, N.J. The excursion will be the annual outing of the retail grocers of that city, and the party will spend two full days in Quebec.

New Teas! New Teas! New Teas!

Japan Finest 1905 May Crop Teas

In stock a week since { 20 Half-chests 90 lbs. Japan, H.L.
The finest Japan that will reach Canadian soil this year.

To arrive in a few days { 30 Half-chests 90 lbs. Japan, J.E.
20 Half-chests 90 " " A.D.
100 Half-chests 90 " " Victoria
100 Half-chests 90 " " Princess Louise

We have been advised of the arrival at Vancouver of this second lot of newest Japan Teas of the finest quality, and we venture to say these will turn out to be the best values on the Canadian market this year. These teas are all from May crop and remarkably well made, very fine leaf and very bright. They draw in the cup a thoroughly clear liquor of the finest aroma and most delicious taste.

Write us for samples for your Customers' Sake.

Write us for prices for your own benefit!!

Molasses! Molasses! Molasses!

PURE BARBADOES 1905 CROP.

We beg to advise our customers of the landing-on-wharf of a complete cargo of Barbadoes of the finest quality. Merchants who have not bought their molasses yet, are invited to write us with regard to prices, quantity or mode of delivery. Shipments can be made at once F.O.B. wharf, Montreal, or F.O.B. YOUR STATION.

**WE ARE ALSO TAKING ORDERS TO DELIVER END OF JULY
WHEN SECOND CARGO COMES IN**

Laporte, Martin & Co'y, Limited

70, 72, 74, 76, 78, 80 St. Peter Street,
9, 11, 13 St. Helen Street,

MONTREAL.

PERSONAL MENTION.

Mr. T. Ellis, of Mount Forest, spent a few days in Toronto during the week.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., is calling on the trade in Toronto this week.

Mr. F. D. Cockburn, of Comfort Soap Co., Toronto, is visiting the trade in Quebec City this week.

Mr. R. Carignan, of B. O. Beland, Montreal, called upon the grocery and wine and spirit trade of Ottawa last week.

Mr. A. E. Carson, representing the Harry Webb Co., Limited, Toronto, was seen by The Grocer in Ottawa last Friday.

Mr. J. Benson has purchased the grocery business on Lower Wyndham street, Guelph, formerly carried on by Mr. R. Mitchell.

Mr. J. H. Gregg, of Surprise Soap fame, was met by The Grocer in Ottawa last week. Talked nothing but Surprise Soap as usual.

Mr. W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, favored The Grocer office in Montreal with a call last Friday.

Mr. A. Steiss, of Heidelberg, Ont., is dead. Mr. Steiss introduced and manufactured the first Limburger cheese in Canada 27 years ago.

Mr. W. H. Halford, manager S. H. Ewing & Sons' (Montreal) tea department, was a caller upon the Ottawa jobbing trade this week.

Bode's Gum received a new stimulus in Ottawa last week. The Grocer noticed a pleased smile on the face of Mr. M. W. Hamburger, the young and energetic hustler.

Gorman, Eckert & Co., London, Ont., were much in evidence in Ottawa last week, the trade in that city being called on by Mr. G. A. Witmer, eastern representative. Mr. Witmer reported business as satisfactory.

Mr. F. A. Reid, the eastern manager of W. J. Reid & Co., wholesale crockery and glassware, London, is making arrangements for the establishment of a distributing branch of the firm in Vancouver. Branches are already operating in Winnipeg and Calgary.

Mr. F. W. Sloan, of John Sloan & Co., Toronto, was initiated to the mysteries of the "grip-sack" last week. Mr. Sloan's territory will include Beeton, Cookstown, Aurora, Richmond Hill, Stouffville, Sutton, Cobocok, Haliburton, Bobcaygeon and Fenelon Falls.

Mr. S. W. Ewing, of S. H. Ewing & Sons, Montreal, accompanied by Mr. Henry Vincke, of San Feliu de Guixols, Spain, is in Toronto this week in the interests of the cork trade of the firm of Miquel, Vincke & Meyer, which firm are represented in Canada by S. H. Ewing & Sons.

Mr. L. Chapman, for twenty years associated with T. Kinnear & Co., Toronto, has severed his connection with that firm to join the traveling staff of Davidson & Hay, Limited. Mr. Chapman will cover territory on the Lake Superior and North Shore route in conjunction with Mr. W. C. Adams.

Mr. E. F. Crossland, of the Steele, Briggs Seed Co., Toronto, sailed for England on June 14. Mr. Crossland expects to be away for a couple of months.

Mr. Thos. Owens, of the Bloomfield

Packing Co., Bloomfield, Ont., was in Toronto during the week calling on the trade.

Mr. Arthur Lampard, representing Lampard & Clark, Calcutta; Crossfield & Lampard, Colombo, and Harrison & Crossfield, London, Eng., is in Toronto this week calling upon the trade. He is making his headquarters with Mr. J. L. Watt, of J. L. Watt & Scott, Toronto agents for Lampard & Clark.

J. Edgar Rutledge, grocer, Fort William, launched into a strictly cash business on May 1 of this year. Writing The Grocer, he says the change has been attended with excellent results. Credit along the North Shore has been altogether too cheap of late years, and a credit business in consequence is carried on with considerable loss to the merchant.

Mr. J. H. Squires, representing E. R. Durkee & Co., wholesale dealers in spices, mustards, sauces, extracts, etc., of New York City, was a visitor at the Montreal offices of The Grocer this week. He was unaware of the new license law regarding commercial men which has recently come into force in the Province of Quebec and was, therefore, greatly inconvenienced by it. He however reported that trade prospects were good and in the interim visited Ottawa, pending arrangements for working in Quebec.

HINTS TO BUYERS.

E. D. Marceau, Montreal, calls attention of buyers to his excellent values in teas. He will be pleased to mail samples.

The attention of the trade is drawn to the special line of brooms that Lind, Kerrigan & Co. are advertising at special prices. We learn there has been a large demand for these brooms, and merchants would be well advised to send in their orders early.

The F. J. Castle Co., Limited, Ottawa, report large sales of Nuddea blend Ceylon tea, bulk goods, advertised in The Grocer.

A special line of Maraschino cherries in jars is offered very cheap by the F. J. Castle Co., Limited, Ottawa.

Provost & Allard, Ottawa, report arrival of another earload of Salada Tea, for which they are selling agents.

Canned fruits are being sold by H. P. Eckardt & Co. at low prices.

White & Co., Toronto, are handling large quantities California fruit, having had three cars more this past week.

Rowats' olives received into store by the F. J. Castle Co., Limited, Ottawa. These very attractive goods are put up in quarts, half-gallon and gallon jars.

MacIntosh's toffee is meeting with rapid sales by the F. J. Castle Co., Limited, Ottawa, also Lowney's and Peter's chocolates.

White & Co., Toronto, report an active inquiry for melons and cantaloupes, which are moving well at low prices.

S. J. Major, Limited, wholesale grocers, Ottawa, report arrival of consignments of fine French sardines, which they are offering at very low prices. In-

terested buyers should write for quotations.

Laporte, Martin & Cie, Montreal, have a full cargo of finest quality Barbadoes molasses 1905 first crop, just landed. Buyers will find it profitable to write for samples and quotations.

The Dawson Commission Co., Toronto, report the arrival of one car Bermuda onions, three cars Texas potatoes, and one car North Carolina potatoes.

Chaput, Fils & Cie's (Montreal) offices and stores will be closed on Saturday, June 24 (St. Jean Baptiste Day), also on Saturday, July 1 (Dominion Day).

A shipment of exceptionally fine crystal sugar has arrived for H. P. Eckardt & Co.

Laporte, Martin & Cie have been appointed selling agents for J. P. Wiser & Son, Prescott Distilleries. Wiser's whiskies and ryes were formerly sold by O. Morin & Cie, Montreal.

Quaker tomatoes may be had from H. P. Eckardt & Co. for prompt shipment.

Laporte, Martin & Cie, Montreal, have received advice of arrival at Vancouver of 250 half-chests May pickings Japans of their well-known brands H.L., J.L., A.D., "Victoria" and "Princess Louise." The advancing market makes it desirable for intending buyers to write for samples and prices.

TO PROMOTE FOREIGN TRADE.

The United States Department of Commerce and Labor has completed preparations for sending five special agents abroad to investigate trade conditions, with a view to promoting the foreign commerce of the United States. In order to obtain the best results the field of investigation will be limited, viz.: The Orient, South America, Canada, Mexico, the West Indies, and British, Dutch and French Guiana. The agents will be required to make full investigations into American trade with the countries to be visited. What proportion of the entire trade is shared by the United States and what methods may be adopted to increase its volume. While the instructions are comprehensive, including methods of handling, packing and transportation, the tastes of the people and relative popularity of textile and other products, the agents are admonished that the entire scope of their duty is to investigate trade conditions abroad, with the object of promoting the foreign commerce of the nation.

INCREASED CAPITAL STOCK.

The Rolla L. Crain Co., Limited, Ottawa, manufacturers of loose-leaf systems, have been granted supplementary letters patent increasing their capital stock to \$100,000. The firm have found this move absolutely necessary owing to the increasing demand for their goods. They have, during the past year, more than doubled their capacity, and now stand out in the forefront of manufacturers in Canada.

SPEED

If you are in a big hurry some time for

**Wrapping Paper,
Paper Bags, Twines,
Etc.**

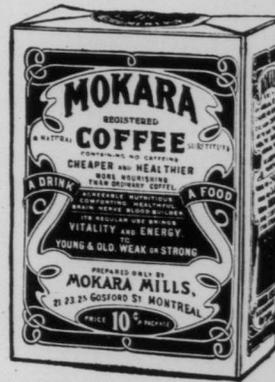
send your order to

DOUGLAS & RATCLIFF

*The people who ship
"Like Lightning."*

THEIR ADDRESS IS

30 West Market St., Toronto



It is the **Best** and cheapest of any **Tea** or **Coffee** substitute on the market.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

MOKARA is a home drink for everybody.

Sweet Prices for Sour Goods

WHILE THEY LAST

5 gal. Choice Sour Mixed Pickles - - 1.90 each
Taylor & Pringle's Extra Catsup (quart bottles)
packed in 4-doz. bbls. - - - 1.25 per doz.

Provost & Allard

Wholesale Grocers and Direct Importers

Ottawa

Selling Agents
for

Salada Tea

MILLING IN GREAT BRITAIN.

THE three largest milling cities in the United Kingdom are Liverpool, London and Hull. The potential flour output per hour of each city, in sacks of 280 pounds, has been estimated as follows: Liverpool, 625 sacks; London, 450 sacks; Hull, 255 sacks. This would be a total hourly output of 1,330 sacks for the three cities. If all the mills in these ports worked full time they would produce about 9,000,000 sacks per annum, or nearly one-fourth of the total amount of flour produced in the mills of the United Kingdom during a cereal year. The number of milling firms in these three cities is 30, and therefore their average capacity is about 45 sacks an hour. As several of these firms have more than one mill the average per mill is about 40 sacks hourly.

There are other milling centres, the largest of which is probably that, including Leith and Edinburgh. Then comes the Newcastle and Sunderland district, with York, Glasgow, and Cardiff following closely. Each of these centres produces over 100 sacks per hour, an estimate of their capacity being as follows: Leith and Edinburgh, 160; Newcastle and Sunderland, 150; York, 150; Glasgow, 120; Cardiff, 100. The total capacity of these milling centres is about 680 sacks per hour, a little more than that of Liverpool alone. There is probably no other inland city or town which produces over 100 sacks per hour. Sheffield and Birmingham probably come nearest to it, and Bristol, too, makes almost that quantity. Other places of fairly large milling capacity are Belfast, Limerick, Barrow,

Manchester, Leeds, Dublin, Blackburn, Sowerby Bridge, Wrexham, Stockton district, Plymouth, Ipswich, and Carlisle. The capacity in all these is well below 100 sacks per hour, the average being probably about 50 sacks.

The total capacity of all the milling centres named, other than the three great milling cities, is probably about 1,600 sacks an hour, and if the mills worked full time the yearly output would be about 11,000,000 sacks, making, with that of the three cities, an aggregate yearly capacity of 20,000,000 sacks. The great majority of the mills involved in this survey of the larger concerns work night and day, and therefore the actual output, when due allowance is made for holidays, breakdowns, and stops for renewals, can not be far short of 18,000,000 sacks of 280 pounds each. The number of firms which deal with this huge total is about 100. There are about 800 mills with modern roller outfits, and the remaining 700 manufacture about half of the flour made in the country, the other half being made by the 100 firms in the large cities and centres. The average output of the 700 mills is thus about 500 sacks per mill per week. These estimates are rough, but they will serve to show how the milling capacity of the United Kingdom is distributed.

It is a well-known fact that the English millers, and especially those in Hull, have been able to capture a share of the American flour trade in the United Kingdom. The steady growth of the imports of wheat here and the falling off in the imports of flour are evidences of this. One of the chief reasons for the increasing use of home-milled flour is its excellent quality. Another is its

cheapness. Good flour can be bought here in 14-pound sacks for 1s. 6d (36 cents), or at the rate of \$4.48 per barrel of 196 pounds. The reason why flour can be sold here as cheaply as in the United States, after the freight on the wheat for 5,000 miles has been paid, is that there is a much larger demand for the offal here than in the United States. The income received from this source enables millers to bring wheat from America, grind it into flour, and sell it as cheaply as or more cheaply than American flour can be imported and placed on the market. Large quantities of offal are produced at Hull and exported to continental ports at a profit. This offal is classed as bran, pollard, and sharps, and it sells here at wholesale, per ton of 2,240 pounds, at the following prices: Bran, \$22.50; pollard, \$23.70; sharps, \$21.30. At retail this offal sells in Hull at from 18 to 22 cents per stone (14 pounds), according to quality.

Large flour mills are now being built in London and Manchester, and both those cities hope to increase largely in the near future their imports of wheat and their output of flour. All these circumstances go to show that the English millers believe that their control of the home market and a share of the continental flour market is well established, and that the growth of population in the United States is fast removing that country as a competitor from the list of flour-exporting countries.—U.S. Consular Report.

LAST MINUTE MANITOBA MARKETS.

On the morning of June 22 the price of refined sugar was reduced 10c. all round.

Established in 1842

THE WILLIAMS BROS. COMPANY,
DETROIT, MICHIGAN, U.S.A.

1,000 Doz. French Prepared **MUSTARD**, Finest Quality.

16-OZ. FRUIT JAR.

2 doz. per Case, - - \$1.35 doz.

FREIGHT PAID IN 5 C/S LOT OR MORE.

SECOND ARRIVAL

of **CHOICEST JAPAN TEAS**, Highest Grade Imported.

50 HALF CHESTS, EACH 80 LBS.

"**BEAVER**" A 1. "**OWL CHOP**" A 1. "**BEAVER**" No. 2. "**OWL CHOP**" No. 1.

THE FINEST LEAF AND STYLE.—UNSURPASSED IN THE CUP.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS
OF TEAS, WINES AND LIQUORS

MONTREAL

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Market quotations corrected by telegraph up till 12 a.m. Thursday, June 22nd, 1905.)

IDEAL weather conditions for the growing crop, reports as to largely increased acreage and optimistic summaries by the railways of general crop conditions combine to make the outlook for 1905 very roseate. The wholesale and retail trade are optimistic, and dealers seem to be buying liberally.

Price changes this week are not numerous. Sugar has been steady since the decline to \$5.80, which occurred earlier in the month, and although further declines may occur it seems to be the general opinion of usually well-informed wholesale buyers that prices will not decline very much more. One result of the high price of sugar has been an advance in C. & B. jams and marmalades amounting 1-2 to 5-8 of a cent. per lb. In connection with the last decline in Malta Vita to \$3.25 per case, an error occurred in the report in these columns. The freight allowances were withdrawn with the last decline. Reference will be found below to a special offer which is being made in "Force." New choice apricots will be on the local market in a fortnight. The opening price is low. In fact the price has only been lower once in recent years, and in 1902, the year in question, the lower prices did not apply until September or October.

Sugar—Prices have been steady since the recent decline to \$5.80 for Montreal granulated in barrels. Subject to further possible changes recorded in "Last Minute Manitoba Markets" we quote as follows:

Montreal granulated, in bbls.....	5 80
" in sacks.....	5 75
" yellow, in bbls.....	5 30
" in sacks.....	5 25
Wallaceburg, in bbls.....	5 70
" in sacks.....	5 65
Icing sugar in bbls.....	6 40
" in boxes.....	6 60
" in small quantities.....	7 00
Powdered sugar, in bbls.....	6 20
" in boxes.....	6 40
" in small quantities.....	6 65
Lump, hard, in bbls.....	6 50
" in 1-bbls.....	6 60
" in 100-lb cases.....	6 50

Canned Goods—A new line of roast beef in tins has been put on the market by the Manitoba Canning Co. General lines are steady, and sales are of normal proportions. We quote:

Apples, 3's, 2 doz. cases, per case.....	2 15	2 20
Cherries, red pitted, 2's, 2 doz.....	4 40	
Currants, red, 2 doz. cases, per case.....	3 35	
" black, ".....	3 75	
Gooseberries, ".....	3 50	
Lawtonberries, 2's, ".....	3 35	
Pears (Bartletts), ".....	3 50	
Peaches, 2's, ".....	3 75	
" 3's, ".....	3 75	
Raspberries, red, ".....	2 90	
" black, ".....	3 00	
Strawberries, ".....	3 50	
Plums, Lombard, 2 doz. per case.....	2 35	
" green gages, 2 doz. case, per case.....	2 50	
Pineapples, 2's, sliced, 2 doz. cases, per case.....	4 25	
" 2's, whole, ".....	3 75	
" 2's, whole, ".....	4 50	
" 2's, grated, ".....	4 50	
Tomatoes, 3's, per 2 doz. cases.....	2 85	
Corn, 2's.....	2 50	
Peas, 2's.....	1 90	
Beans, 2's.....	1 90	
Salmon, finest sockeye, per case.....	7 00	
" humpback, ".....	3 75	
" cohoes, ".....	5 25	
Boneless chicken, lb. tins, per doz.....	3 21	
" turkey.....	3 25	
" ducks.....	3 25	
Canned chicken (Man. Can. Co.) per doz.....	3 25	
" turkey.....	3 25	
Canned beef.....	2 75	
" 2's.....	1 55	
" 1's.....	2 65	
Roast beef (Man. Can. Co.) 2's, per doz.....	1 50	
" (Clark's) 1's, per doz.....	1 50	
" 2's, ".....	2 65	

You Can't Get Around This Fact!

Thousands of Grocers have bought **CLARK'S MEATS** and are repeating their orders all the time. Not one bought as a favor to us. We had to prove to every man that our Meats were right.

We can prove the same thing to anyone who will give us a chance.

60 VARIETIES TO CHOOSE FROM 60

EPPS'S GRATEFUL COMFORTING

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

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

THE MOST NUTRITIOUS COCOA

"White Dove" Cocoanut

To the Wholesale Trade:

We are after your business. If you are after the retail customers who are looking for high-class goods, you should sell "WHITE DOVE" COCOANUT.

THE MOST ATTRACTIVE PACKAGE ON THE MARKET.

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



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. F. SUTTON
SONS & CO'S
WORCESTERSHIRE SAUCE
· A I QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar pungency from the superiority of its fat is more generally useful than any other sauce.
MANUFACTURED BY
G. F. SUTTON, SONS & CO
Osborne Works, King's Cross, LONDON, E.C.

SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, *sc.* a word first insertion; *tc.* a word each subsequent insertion.

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

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

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

YEARLY CONTRACT RATES.

100 words each insertion, 1 year	\$30 00
" " " " 6 months	17 00
" " " " 3 months	10 00
50 " " " " 1 year	17 00
" " " " 6 months	10 00
25 " " " " 1 year	10 00

AGENCIES WANTED.

EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25f)

FOR GROCERIES—None but experienced men need apply; man with connection in Parry Sound, Nipissing and Algema districts preferred; all communications treated confidentially. Apply, giving reference, salary expected, length of experience, etc., Box 259, CANADIAN GROCER, Toronto. (25)

SITUATIONS VACANT.

GROCERY clerk wanted; experienced; references required. F. G. Martin, 1498 Queen street west, Toronto. (25)

AT ONCE—Baker for summer months; must be first-class on bread and cakes; also strictly temperate; state salary wanted. J. W. Burgess, Bala, Ont. (f)

POULTRY, FISH, GAME AND OYSTERS.
WINNIPEG FISH CO.
 PHONE 1480.
 259 PORTAGE AVE.

Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Picnic Supplies—All classes of goods quoted under this heading are selling well at present. A slight reduction has been made in Clark's corned beef. We quote prices as follows:

Potted meats, 1/2 lb. per doz.	0 55
Veal loaf (Libbey's), 1 lb. per doz.	1 25
" " " " " " " "	2 50
Ham loaf " " " " " " " "	1 25
" " " " " " " "	2 50
Chicken loaf " " " " " " " "	1 85
" " " " " " " "	3 05
Lunch, tongue (Clark's) 1 lb. (Aylmer) 1 lb.	3 00
Sliced smoked beef (Libbey's), 1 lb. tins, per doz.	1 80
" " " " " " " "	3 10
Chipped " " " " " " " "	3 35
" " " " " " " "	1 45
" " " " " " " "	2 50
Sliced bacon, " " " " " " " "	3 05
" " " " " " " "	3 10
" " " " " " " "	3 25
Corned beef (Clark's), 1 lb. tins, per doz.	1 50
" " " " " " " "	2 65

Lime Juice—Selling briskly. Prices are as quoted last week:

"Montserrat," pints, per doz.	4 25
" " " " quarts, " " " "	7 00
Local brands, pints, " " " "	2 50
" " " " quarts, " " " "	4 50

Salad Dressings—In brisk demand for Summer trade. No changes in price. We quote:

Durkee's, per 2-doz. case.	7 00
Royal, small, per doz.	2 85
" " " " large	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " " " quarts, " " " "	2 10

Spices—The spice market has no features of special interest at present. Prices remain as follows:

Pepper, black, per lb.	0 20
" " " " white, " " " "	0 28
Cayenne, " " " " " " " "	0 21
Cloves, ground " " " " " " " "	0 25
Cassia, " " " " " " " "	0 13
Allspice, " " " " " " " "	0 14
Ginger, " " " " " " " "	0 18
Cloves, whole " " " " " " " "	0 25

Rice, Tapioca, Etc.—Trade is reported fairly active. Prices are steady. We quote:

Rangoon rice, per lb.	0 03 1/2
Patna " " " "	0 04 1/2
Tapioca, per lb.	0 03 1/2
Sago, " " " "	0 03 1/2

Pot and Pearl Barley—Prices continue as follows:

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

Syrups and Molasses—The syrup market is quiet and featureless. There is a steady demand and no change in price. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.	2 00
" " " " 5-lb tins, per 1 " " "	2 40
" " " " 10-lb tins, per 1/2 " " "	2 25
" " " " 20-lb tins, per 1/4 " " "	2 15
" " " " 1 barrel, per lb.	0 03 1/2
" " " " Sugar syrup, per lb.	0 03 1/2
"Kairomel" syrup, 2-lb. tins, per 2 doz. case.	2 20
" " " " 5-lb. " " " "	2 65
" " " " 10-lb. " " " "	2 40
" " " " 20-lb. " " " "	2 45
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" " " " in barrels.	0 02 1/2
Porto Rico molasses in 1/2-bbls, per bbl.	0 04 1/2

Coffee—The market is steady and fairly active. Prices continue as follows:

Green Rio, per lb.	0 10 1/2
Roasted, per lb.	0 13

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

Jam—Owing to the continued high price of sugar there has been an advance in Crosse & Blackwell's jams and marmalades of 1-2 to 5-8 cent per lb. Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge 57c.,

and the Edmonton price, 60c.

Nuts—Quotations are:

Almonds, per lb.	0 12 1/2
" " (shelled), per lb.	0 28
Filberts " " " "	0 11
Peanuts, " " " "	0 11 1/2
Jumbos, " " " "	0 14
Walnut, per lb.	0 12
" " (shelled)	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits—Silver prunes have been reduced locally to 7 cents per lb. owing to over-stocking. This should not be taken to indicate any weakness in the prune market; this particular reduction is due to causes purely local. New choice apricots will be on the market in about two weeks. This is the earliest delivery in some years, as ordinarily the new season apricots are not on the local market until the latter part of July. Prices are opening very low, the range of prices for the first delivery of choice apricots being 11 to 11 1-2 cents per lb. Standards for early delivery are not quoted at the moment, but the price will probably be about 9 3-4 or 10 cents per lb. Prices will be considerably lower in about three weeks or a month's time, after the first of the new stock arrives. Prices are subject to revision then, but it is thought that about August 1st the price of standards will be about 9 cents per lb. and choice 9 3-4 or 10 cents. The crop is large and the quality is of the best. It is interesting to note that the opening prices are lower than they have been for several years. Prices were lower in 1902, but not until October. The opening prices are the lowest in years. We quote:

Valencia raisins, Trenors, per case f.o.s.	2 00
" " " " selects.	2 20
" " " " layers	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " " " " " " "	0 07 1/2
" " " " choice seeded in 1/2-lb. packages per package	0 06 1/2
" " " " choice seeded in 1-lb. packages per package	0 08
" " " " fancy seeded, 1-lb. packages, per package	0 09 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " " " 80-90 " " "	0 04 1/2
" " " " 70-80 " " "	0 05 1/2
" " " " 60-70 " " "	0 05 1/2
" " " " 50-60 " " "	0 06
" " " " 40-50 " " "	0 07 1/2
" " " " silver " " "	0 07
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" " " " dry cleaned, Filiatras, per lb.	0 06 1/2
" " " " wet cleaned, per lb.	0 06 1/2
" " " " Filiatras in 1-lb pkg. dry cleaned, per lb.	0 06 1/2
" " " " Vostizzas, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in bags, per lb.	0 03 1/2
Apricots, choice (present delivery), in 25-lb. boxes, per lb.	0 13 1/2
Apricots, standard (present delivery), in 25-lb. boxes, per lb.	0 12 1/2
Apricots, choice (July delivery), in 25-lb. boxes, per lb.	0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb.	0 09 1/2
Peaches, choice, " " " "	0 12 1/2
" " " " standard " " "	0 12
Pears, (choice halves) " " " "	0 12 1/2
Nectarines, choice " " " "	0 11
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
" " " " Orange " " "	0 09 1/2
" " " " Citron " " "	0 14

Evaporated Apples—No new features. Prices continue as last week. We quote:

Evaporated apples (choice), 50-lb. case	0 07 1/2
" " " " (fancy), " " " "	0 07 1/2
" " " " (choice), 25-lb. case	0 07 1/2
" " " " (fancy), " " " "	0 07 1/2

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

Butter Tubs—Prices continue as quoted last week:

Tubs, wooden hoops, 2 in nest, per nest	0 40
" " " " 3 " " " "	0 70
" " " " wire hoops, 2 " " " "	0 60
" " " " 3 " " " "	0 90

Madam Huot's Coffee

By Far the Best

"Condor"
Ceylon Black Tea in
Lead Packages

"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

New Crop Tea in Stock

23 Half Chests choice new Japan "Condor V" at **25c.**

New Lots Just in Store

24 Half Chests Ceylon Green Hyson No. 1 (Japan Matted packages) good liquor, at **13 1/2 c.**

13 Half Chests Fine Indian Green Tea, fancy finished leaf Yg. Hyson, good liquor, at **17 1/2 c.**

51 Half Chests Ceylon Green, Sow Mee Make, good liquor, at **13 1/2 c.**

15 20-lb. Boxes Choicest Scented Orange Pekoe, beautiful liquoring Tea, at **35c.**

10 Cases Foong Mee Sifted Yg. Hyson Tea, at **15c.**

20 Half Chests Foong Mee Sifted Yg. Hyson Tea, at **15c.**

These two Yg. Hyson at 15c. are at about 60% of their value—
a great bargain.

42 Catties (just landed ex. Str. Hungarian) Pinhead Gunpowder. A rare line at **25c.**

72 Half Chests choice liquoring, Sun Dried Japan Tea, nice, well made, clean leaf, at **17 1/2 c.**

43 Half Chests fine natural leaf, very good liquoring Japan Tea, at **16 1/2 c.**

The two above lines of Japan were imported last season at over 20c.

54 Chests Flavory Pekoe Ceylon Black Tea. A rich tea for blending, at **15c.**

Ask for Samples. It pays.

Specialty of High-class Goods in Teas, Coffees,
Spices and Vinegars.

E. D. MARCEAU

281-285 St. Paul St., MONTREAL

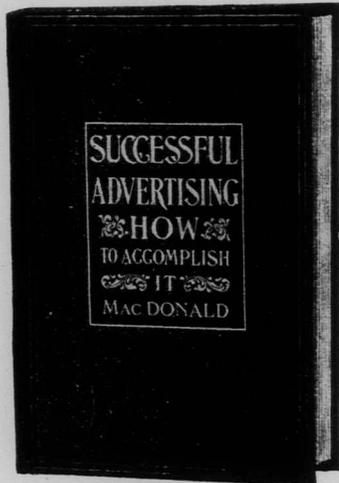
"EMD"
Baking Powder, Vinegar,
Spices, Coffee

"OLD CROW"
Baking Powder, Vinegar,
Spices, Coffee

SUCCESSFUL ADVERTISING

How to Accomplish It

By J. ANGUS MacDONALD



Competent critics have recognized this as the **Best Book on Advertising** yet published. It is a PRACTICAL work for advertisers and business men.

The *Brooklyn Eagle* says of Successful Advertising :

"Advertising is one of the biggest businesses—perhaps the biggest business—in the world. To treat of it comprehensively is as difficult as to treat comprehensively of military strategy or the making of a newspaper. Mr. MacDonald has succeeded. He has produced an admirable and exhaustive monograph.

"Perhaps the deepest pitfall into which an author might fall in writing upon such a subject as this is too much theory and not sufficient practicality. Most happily has Mr. MacDonald avoided this chasm: he writes from practical experience in the field, and his methods as presented have been given the thorough tests of time and circumstances.

"Any one with even a superficial knowledge of advertising cannot but perceive that in the many examples shown are evidenced a thorough knowledge of the subject and a businesslike and practical grasp of advertising which is far removed from the light, airy and entirely impractical and hare-brained stuff which is not uncommon in literature treating of the subject of advertising."

The General Advertiser, The Retail Advertiser, The Advertising Writer, The Mail Order Advertiser will find this work invaluable. The price is out of proportion to its worth. Cloth bound. 400 pages.

Postpaid \$2.00 per copy

The MacLean Publishing Co
Limited
TORONTO MONTREAL WINNIPEG

Fish—Business is brisk. Prices are quoted as follows:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 10
Flounders	0 06
White fish (L. Winnipeg), per lb.	0 05 1/2
Pickrel	0 05 1/2
Jackfish	0 03 1/2
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " 20-1's	0 09
"Bluenose" " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. " "	0 09
" " " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxes	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12 1/2
Limnahaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 75
Lotsters, fresh boiled, per lb.	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Breakfast Cereals—When Malta Vita was reduced to \$3.25 per case the freight allowances were withdrawn. A special offer is now being made for "Force," and it is open until July 15th. With a one-case order two packages are given free, with a two-case five packages, with a five-case 18 packages, with a ten-case 36 packages. Rolled oats and cornmeal are steady. We quote:

Rollod Oats, 80-lb. sacks, 1 or cwt	2 10
" " 40-lb. " "	2 15
" " 20-lb. " "	2 20
" " 8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" " in 1/2 sacks, " "	1 70

Buckwheat Flour—Price is \$1.70 per half sack.

Maple Products—New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at \$5. Sugar in quarter and half-pound cakes is selling at \$3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

Eggs—Jobbers are paying 13 to 13 1/2 cents for eggs delivered in Winnipeg, and proportionately lower prices at country points.

ACQUIRING LARGER PREMISES.

The New York branch of the "Salada" Tea Co. has extended so rapidly under the management of James A. McGuane that they have had to acquire new and larger premises, they now having over four thousand retail grocer customers handling "Salada" in greater New York. Until of late they have been at the corner of Hudson and Duane streets, and have now moved to 198 West Broadway, where they have fine warehouse and office accommodation, and will be glad to receive any of their Canadian friends visiting New York.

NEW CUSTOMS BROKER.

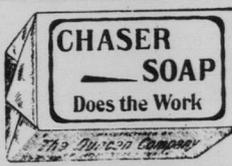
Mr. Thos. J. Gillelan, who is well known to the trade of Montreal, having for fifteen years been connected with John Caldwell & Co., wholesale fruit dealers and importers, McGill street, has opened an office at 209 Commissioner street, room 10, Montreal, in the customs brokerage and forwarding line. Mr. Gillelan's experience warrants good and prompt service to importers.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes. WINGHAM Established 1871



Do You Know?
that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal
P.O. Box 292. 1974 Notre Dame St.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

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

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sissal or Manila and much better.

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

GET —

“JAMES’ DOME”

and you get the best

BLACK LEAD made.

Satisfying to you.

Satisfies the people.

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

SEASONABLE AT ALL TIMES

GRIMM'S PURE MAPLE SYRUP

Such a pure and delicious article as this syrup will be appreciated by every customer. If you want *really pure Maple Syrup* you will always get it by buying *Grimm's*. Order a sample lot. In 1, 5 and 10 gallon tins.

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies **Montreal**

“Walker Bins”

Every user of Walker Bin Fixtures is a convert to the Walker Bin idea of the importance of attractiveness and cleanliness in interior display.

Your show window may bring the prospective buyer into the store; the compelling attractiveness of Walker Bin Fixtures will assist materially in making him a permanent customer.

If you are not daily building up your business, there's a reason why. Look to your store interior.

Neatness and cleanliness in interior display are magnets that often attract and hold the customer as effectually as good goods and low prices.

Perhaps you have an exaggerated idea of the cost of Walker Bin Fixtures. They are really moderate-priced and, at an outlay that soon comes back in increased patronage and sales, you can make your old store new and improve the character, quality and volume of your business.

May we submit plans and prices?

Write to The Walker Pivoted Bin and Store Fixture Co., 516 Board of Trade Building, Toronto, for their illustrated booklet. It will interest you.

“Walker Bins”

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

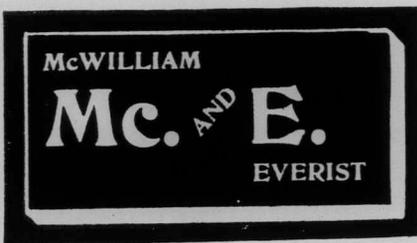
CANADA SUGAR REFINING CO.

LIMITED

Montreal

Canadian Strawberries

now coming in freely. Being largest receivers in Toronto are able to give you best selections at right prices.



TORONTO, ONT.

Our stock of staple lines is complete.

**ORANGES, LEMONS, BANANAS,
WATER MELONS, NEW POTATOES,
CABBAGE, ETC.**

Send your orders. Be sure and get your Holiday order in early.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

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

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

The Stratford Wholesale Grocery Co., Limited

WANT

POTATOES

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO

INGERSOLL

Established - - 1886

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

NOVA SCOTIA FRUIT CROPS.

Correspondents of The Grocer report on the growing fruit crops of Nova Scotia as follows:

F. C. Sears, Wolfville, N.S.:

At present it is too early to say definitely about fruit prospects, but I think the chances are good. On June 6 there was a heavy frost through the Annapolis Valley, which damaged strawberries, cranberries and other low fruits then in blossom considerably, and early apples, like gravensteins, were also somewhat injured. There has also been a good deal of cloudy, rainy weather, which may have interfered with fertilization. Peaches are little grown in Nova Scotia, but what trees there are seem to have come through the Winter in much better shape than last year and are well filled with bloom. Pears are blossoming very full and plums and apples very well. In ten days' time it will be possible to give a fairly accurate estimate, but as the season is very late this year we are not yet sure of results.

Chas. R. B. Bryan, Durham, N.S.:

Apple trees are, at writing, in full blossom; plum trees are going off; strawberries are also in blossom. All have blossomed well. In this county (Pictou) we had a heavy frost at the same time the Cornwallis and Annapolis Valleys had it, of which, no doubt, you will have reports; but we are about ten days behind them as regards opening of blossoms, so, consequently, will not suffer as they will from this effect. Weather has been backward and cold, and we had heavy cold rains when plum trees were in blossom. No peaches are raised here.

J. W. Bigelow, Wolfville, N.S.:

The frost of June 6 is reported to have injured early apples in some districts and the wet, cold weather has been unfavorable for fertilization. With abundant and continued blossoming, however, an average crop may be expected if weather conditions continue favorable. There has been an abundant setting of pears and plums, both of which will likely be a large crop. Frost has injured strawberries in some districts, but enough for local demand is likely to be harvested. Many young orchards were badly injured by mice during the Winter and the loss from this source is considerable. About July 1 a more correct estimate of the Nova Scotia fruit crop may be made.

Ralph S. Eaton, Kentville, N.S.:

All fruit trees came through the Winter in splendid shape and have blossomed well. Peaches, pears, cherries, plums and apples are very promising. A sharp frost on June 6 turned brown some of the white petals of the gravensteins in the middle of the valley farthest from influence of the salt water, but it is not known that even they are spoiled for a good crop.

FRUIT NEWS.

The present outlook points to about 2,500 carloads of peaches in the State of Georgia this season, as compared with about that quantity a year ago.

The annual meeting of the Burlington Canning Co. was held on June 12, when the old board of directors was re-elected for the ensuing year. The company will pay a dividend of four per cent. of the capital stock.

According to latest reports from Kent County, Eng., there is great anxiety regarding the outcome of the strawberry, raspberry and other small fruit crops. Apples, pears, plums, peas, beans, and potatoes have also been seriously injured by frosts.

It is gratifying to note that good results have already been produced by the inspection and grading of Canadian fruit under the Fruit Marks Act. W. A. Crouch, secretary of the Liverpool Wholesale Fruit Association, comments as follows: "The act has been very useful, and when its provisions are strictly carried out an even higher standard of excellence will be secured. During the last few years we notice that Canadian apples have been of better quality, this being due to the action of the Government in doing everything possible to foster fruit growing in the Dominion."

ONTARIO MARKETS. Green Fruits.

Toronto, June 22, 1905.

THE warm weather has induced an increased consumptive demand for green fruit of all descriptions. Domestic strawberries are beginning to come to the market more freely and by the middle of next week, barring unfavorable weather conditions, it is expected that the domestic strawberry season will be in full swing. The cool, damp weather has spoiled the chances for a satisfactory crop of early strawberries. The later strawberries, however, promise to be an excellent crop, and prices are almost sure to be lower by next week. The trade is recommended to waste no time in placing orders for July 1 trade; the tendency, as a rule, is to put off preparations until the very last moment and then raise a howl because rush orders are not filled satisfactorily. Lemons and oranges are both up in price from last week and an active demand is noted. The first car of California Tragedy plums for the season arrived on the market this week and easily realized from \$1.40 to \$1.60 at auction on account of the superior qualities of the fruit. California peaches and apricots have fluctuated considerably during the week, but at the close are practically at last week's level.

Domestic cherries are arriving from the Niagara district, and are quoted at from \$1 to \$1.40 per basket. Gooseberries are quoted for the first time this

If you want to get STRAWBERRIES

and get them quickly, write or wire your order to me. I can have berries at your store, fresh and sound, the morning following the day I receive your order, if it reaches me before noon. And this means the choicest fruit, too. In the line of **Strawberry Preserves** I am able to offer you the **E. D. S. Brands**, made in Canada, better than most imported goods. Have I had your order?

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

FRESH STRAWBERRIES

"Crown" Brand

I grow the berries, pack them carefully, ship them direct and quickly, and can give you better satisfaction than you will get in the city - fresher fruit, lower prices. Write or wire for quotations.

E. L. JEMMETT

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

YOUR CUSTOMER



May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

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

WE IMPORT

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

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

RIDGE HALL FRUIT FARM

Hot-House Cucumbers \$1.20 per basket

New Cabbage \$1.75 per crate

E. E. ADAMS

LEAMINGTON, - - ONT.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



Trade-mark.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal

New Messina lemons 300's	3 00	3 25
360's	2 00	2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.	6 00	6 00
Tomatoes, Floridas, crate	2 75	2 75
Strawberries	0 12	0 14
Cantaloupes, per crate	6 00	6 00

Vegetables.

There is generally a very good demand for vegetables and trade is fair. Stocks are plentiful; in fact, more than ample to meet requirements. Cucumbers, beans, and cabbage enjoy a good demand and sell well at quotations. New potatoes are also going fast at \$2.75 per bbl. Dealers are expecting some new cabbage and Montreal cucumbers in about ten days. Canadian asparagus is still a little scarce. Canadian radishes are selling at nominal prices; however, they average about five cents a doz. bunches, with small demand. We quote:

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

MANITOBA MARKETS.

Green Fruits.

Oranges are advancing in price. California small fruits are on the market now and are quoted below. Prices are:

Med. sweet oranges, 120's	4 25	4 50
Late Valencias	5 00	5 00
Peaches, per case	2 25	2 25
Plums	2 25	2 25
Cal. cherries	2 75	2 75
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz.	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	4 00	4 00

Vegetables.

We quote:

Parsley	0 40	0 40
Mint	0 45	0 45
Native onions, per lb.	0 04	0 04
Carrots, per bush	0 40	0 40
Beets	0 80	0 80
Turnips	0 40	0 40
Potatoes	1 20	1 20
Celery, per doz.	4 00	4 00
Florida tomatoes, 6 baskets in crate, per crate	0 50	0 50
Lettuce, per doz.	0 50	0 50
Radishes	0 50	0 50
Cucumbers	1 25	1 25
Green onions, per doz.	0 40	0 40
Egyptian onions, per lb.	0 03	0 03
New California cabbage, per lb.	0 03	0 03
Australian onions, per lb.	0 05	0 05

APPOINTED AGENTS.

Purnell, Webb & Co., Limited, malt vinegar brewers and manufacturers of sauces, pickles, etc., Bristol, Eng., have appointed as their agent for the Province of Quebec and Ottawa City A. J. Hughes, 223 Notre Dame street, Montreal; for Halifax, N.S., E. St. G. Tucker; and for Hamilton, Brantford and London, Bickle & Greening, of Hamilton. Displays of samples may be seen at any of the above agencies.

W. D. Muir, baker and grocer, Vancouver, has sold his grocery business to J. S. Smith.

Coffees, Spices, Corks.

We will be pleased to mail samples of anything required in the above lines. Our stock is the best selected and assorted in the trade. Orders promptly attended to.

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

THEY LEAD! THEY LEAD!

NOTHING ON THE MARKET LIKE

Shirriff's Flavoring Essences

Established in 1880 and ever increasing in popularity. Consistent Quality accounts for it. Don't let your stock run low.

Imperial Extract Co.
TORONTO



Capstan Brand
PURE MOCHA AND JAVA
GROUND

COFFEE

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

CAPSTAN MNFG. CO., Toronto, Ont.

ABOUT
HALF
THE
MAPLE
SYRUP
SOLD

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

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

$\frac{1}{2}$



"KLAUS"

Improved Swiss Milk Chocolate

Made with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. This is just one of the many points that go to make Klaus Swiss Milk Chocolate the most popular chocolate with the general public to-day.—More chocolate is being sold every year.—Are you getting YOUR SHARE of the trade?—Sell "KLAUS" and you will increase your business.

Give it a Trial.

The Kind the
Public Like

ROSE & LAFLAMME, Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

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

are absolutely pure goods

**THE COWAN CO., LIMITED
TORONTO**

CANADA: No better Country



MOTT'S: No better Chocolate

YOU NEVER KNOW
how Canadian manufacturers are
improving their methods unless
you

TRY their PRODUCTS

MOTT'S
Chocolates

MADE IN CANADA
equal the best imported.

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

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

RAW SUGARS

CONSIGNMENTS FROM

**Barbadoes
Trinidad
Jamaica
Antigua**

SAMPLES AND PRICES ON APPLICATION.

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**Our Ad.
Expert,**

TORONTO.

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

HOW ADS. MIGHT BE IMPROVED.

I RECEIVED a specimen of advertising from Forsyth, Jr., Dartmouth, Nova Scotia, for criticism. The data in the ad. is good, and the conclusion well brought out, but the effect would have been better had the compositor used more taste. The type is too large, the heading rather crowded, the border is not well joined, and there are too many turnover lines to give shape to the ad.

Just to show how good ideas in words may be aided or wasted in type I will contrast another idea of the same ad. with the original, though, of course, in a much smaller space. I think I will be able to convince Mr. Forsyth that

Interesting Facts About Tea

CANADIANS use 3,139 pounds (about 31-7 pounds) of tea per head every year.

THE POPULATION OF DARTMOUTH IS 4,806

THEREFORE Dartmouth consumes annually 15,086 pounds of tea.

THE SALES OF

Forsyth Jrs.

Famous 30c. Tea

Are now about 350 pounds a month, which would be 4,200 pounds a year, or

More than one quarter of the Tea used in Dartmouth

according to the government estimate.

DON'T YOU THINK there must be some GOOD REASON for this?

LISTEN! Try a pound and the reason will be quite apparent.

FORSYTH JR.,

Water St., - - - Dartmouth.

his words did not have the effect they well merited.

PUBLICITY.

FROM the amount of retail advertising matter that comes to me for review I judge that the average retailer has become wise as to the value of publicity. A proper realization of this fact is not only indispensable to successful business, but it is half the mainstay of merchandising. There never was a time in the history of commerce when publicity was so centralized on printing as it is to-day. The advent of the mail-order system as a factor in mercantile affairs is largely accountable.

When business was chiefly local the desired end could be realized in various ways. Window displays, etc., were and, of course, are still effective so far as they go, but printing publicity as seen in newspaper advertising, etc., was ushered in to reach another section of the consuming public, who perhaps would never see the window display, in addition to these who require a little stirring up. Hence newspaper publicity has, by the very priority of its calling, become the medium par excellence for the retailer. It is to the retailer what the trade newspaper is to the manufacturer.

Of course, publicity as a dual force is stronger than publicity as an individual force, no matter how strong that individual force may be. While a merchant should adapt himself to new conditions and advertise in the newspaper he should never neglect the concomitant force to all retail advertising—that which I have just referred to above—the store. The merchant should keep his window, his shelves, his counter on a par with his newspaper advertising. Certain people never buy through newspaper advertisements. They buy largely on what might be called “impulse”—when the goods are before them. Hence arises the need of having just as attractive advertisements in the store as in a newspaper. The question arises here, What is store advertising? Store advertising, as I understand it, while inter-related to newspaper advertising, antedates it by decades. It is similar to newspaper advertising in that anything to which attention is directed either by symbols, words, constructions, etc., is advertising, but different to it in that store advertising is direct, personal as it were. On the other hand, newspaper advertising is rather impersonal, a sort of “by proxy.” To illustrate concretely, a merchant places a can of tomatoes at the back of one of the shelves in his store where it cannot be seen. It stands to reason that this is not advertising. But to advertise the can of tomatoes it is not necessary that a boy should be deputed to point his finger at it. The merchant may place the can where it will be conspicuous, but arrange it so that it looks like so much tin. That is advertising, but inconclusive advertising. The buyer has had his attention drawn to the can, but to him it is virtually nothing. When the merchant arranges the can so that a label tells it is tomatoes, and some particular brand of tomatoes, he produces the same effect as when he directs attention to his goods in the newspaper—he advertises.

Following up this thought, it is obvious that one merchant will employ better store advertising than another, just as the same merchant will employ better newspaper advertising than his neighbor. He will be more methodical, more timely, display more taste, more originality, etc. Even from the crude instance given above it must be patent that store advertising is a powerful factor for success, especially when merged systematically with newspaper advertising. On this point of united strength many merchants err. Their store advertising is apparently planned and its importance realized, but their newspaper advertisements are weaklings, toned as if they were auxiliaries or

INTERESTING FACTS ABOUT TEA

Canadians use 3,139 pounds (about 31-7 pounds) of tea per head every year. The population of Dartmouth is 4,806; therefore Dartmouth consumes annually 15,086 pounds of tea. The sales of

FORSYTH JR'S

Famous 30c. Tea

are now about 350 pounds a month, which would be 4,200 pounds a year, or **more than one quarter of the Tea used in Dartmouth** according to the government estimate. Don't you think there must be some **good reason** for this? Listen! Try a pound and the reason will be quite apparent.

FORSYTH JR.

Water Street, Dartmouth, Nova Scotia.

subordinates to store advertising, instead of being a power in themselves. The public is told to call and see how big the assortment is, how tasty it is, how low the prices are, etc., but the very essentials in these cases—particulars—are lacking. Where manufacturers have representatives scouring the country and drumming up business, general advertising serves the purpose. It opens the ground for the canvasser, because buyers are asked to wait for “our traveler, who will call on you with,” etc. But where retailers advertise in a general way the results are sure to be scant, because the retailer has failed to distinguish between methods necessarily dissimilar. An advertisement should be

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

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

What is more attractive in your store than a choice selection of Confectionery?

Your stock is not complete without a full line of

Cunther's Famous Chicago Candies

Apply for prices and exclusive Agency for your Town to

HARRY W. HUNT, CANADIAN REPRESENTATIVE
 49 Wellington East, - - - - - TORONTO

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS: Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
 THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

A Trial Order
 will convince you it is the best, then you will always stock

San-Toy Starch

Ask your jobber for it or write to

J. H. MAIDEN
 MONTREAL

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

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

All Jobbers.

Sugars Ltd., = Montreal

framed to perform the same function in the newspaper that an advertisement performs in the store—each aims in its own particular field to make patrons. If newspaper advertising fails to attract those people who, before they start out to purchase, look for prices as well as argument, particular descriptions as well as general references, it will probably do no more than to act as a reminder to a few persons who would in all probability have called at the store on their own principle of seeing first and buying second.

An appreciation of these distinctive elements of publicity, and their proper relationships, has led to the prolific use of illustrations by big advertisers, especially when bidding straight to the consumer. The object, of course, is to vivify the advertisements, make them more like the showrooms with the actual goods. It has also occasioned the employment of men skilled in delineating objects, capable of analyzing and stating the merits of an article and of adding to their statements a wholesomeness of tone, a suavity of style and an appealing argument—the kind of advertisements that round up wavering purchasers and help to retain regular purchasers, just as the traveler with the goods at his side and the suave appealing manner rounds up the dealers. When the big advertisers go after the consumers they adopt methods to attract consumers, not dealers. It is well worth remembering that in retail publicity newspaper advertising co-operates with the man behind the counter; in “big” advertising it co-operates with the man on the road.

HENRY PHIPPS, PARTNER OF ANDREW CARNEGIE.

HARDLY one reader in a million knows that a Phipps rather than a Carnegie or a Frick laid the keel and steered the great Steel Craft over its first trial course. Yet the story of his career is even more romantic than that of his associates, for, unlike many of them, he owes nothing to speculation.

* * *

He began with nothing—in Philadelphia—and by sheer Anglo-American grit, foresight, and unwearying application built up a fortune nearly a hundred storeys high, each storey representing a million of money. Those who know say that, excepting the latest phase of it, when more than five hundred millions were paid for what a year before could have been bought for three hundred millions, pluck, shorn entirely of luck, was the principal ingredient of his success. He avoided taking chances, and he never pocketed a profit that was not earned in the strictest sense of the word—in which quality his great fortune is probably unique.

* * *

Born in Philadelphia in 1839, he inherited from a hard-working father the physical alertness which remains his dominant characteristic. From his mother, who, with his father, was English before she became American, he acquired his mental qualities, including an abiding fondness for books. During his boyhood the family moved from Philadel-

**A TRADE WINNER
FOR GROCERS.**



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

*The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is*

**Shredded
Whole Wheat**

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

**The Natural Food Co.
Niagara Falls, N.Y.**

In Your Anxiety

ADVICE

to make money don't let "cheap" talk prevail over your better judgment to stand by standard goods—safe sellers.

**Southwell's
Jams and Marmalades**

are reliable and superior to all attacks, and the prices will stand comparison. Let us hear from you.

Frank Magor & Co.

Canadian Agents
MONTREAL

"BUSY"

Yes, indeed, we are very busy, as this is the time of year every grocer wants his goods in a rush. We are quite able to keep up with the rush this year, as our increased facilities warrant us in assuring our friends that we can take good care of all the orders that may come our way.

Please send your order early and often as possible, for which we thank you.

IMPERIAL BISCUIT CO., LIMITED
GUELPH, ONT.

Toronto Branch: 60 Front St. E.
Quebec City and Province: Messrs. BOIVIN & CRENIER

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

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

phia to Allegheny, where the elder Phipps embarked with moderate success in the shoe business. His prospects were bright enough to warrant the employment of three or four assistants, one of whom is now a well-known Pittsburg millionaire. Yet in time the business must have dwindled, for we hear of young Phipps in 1852 earning a dollar and a quarter a week as general utility boy with a Pittsburg jeweler named Barton.

Eventually he was employed by a small merchant named Egan, whose only other distinction was the novelty of having been a monk and having eloped with a nun, who became his partner in business as well as in life. Their partnership not proving specially profitable, young Phipps one day borrowed 25 cents from his brother and advertised for another job. That was on May 10, 1856—a date which marked a turning point in his career. For the advertisement bore fruit in an answer from Dilworth & Bidwell, who pulled a slim oar in the iron business and incidentally acted as Pittsburg agents for the Du Pont Powder Co. Beginning with them as an office boy, the new employe soon was raised to a clerical stool, and afterward to a partnership with Bidwell, when the original firm dissolved. That was in 1861.

Shortly before the young man was of voting age he also became a silent partner and night bookkeeper for Kloman & Co., who had a small forge and foundry, or rather smithy, in the suburbs of Allegheny City. The Kloman shop was about three miles from the Phipps home, and the young bookkeeper had a rough and muddy road to travel to and from his nocturnal job. As time passed the business grew and dissensions arose, until the services of Andrew Carnegie, then in the employ of the Pennsylvania Railroad, were sought as arbitrator.

In 1862 the firm was known as Kloman & Phipps, with a capital of \$60,000, from which microscopic germ grew the greatest steel business in the world. Meanwhile Andrew and Thomas Carnegie had acquired an interest in the Cyclops Iron Co., which in 1865 was merged with the Kloman-Phipps Foundry under the name of the Union Iron Mills, as they are known to-day. That Andrew Carnegie was disappointed over the transaction was shown in a reproachful letter which he wrote one of the parties, complaining that he had embarked in a most hazardous enterprise. This so-called hazard was one of new fortunes indeed, since the complainant found him-

self fortuitously thrust upon a road which was to lead him to a fortune of \$250,000,000.

Andrew Carnegie, in return for his share of the Cyclops property and a fifty-thousand-dollar bonus, received a 40 per cent. interest in the new company, fifth interests being held respectively by Henry Phipps, Andrew Kloman, and Thomas Carnegie. Thus to an accident which gave one partner 40 per cent. and to the others each 20 per cent. of Union Iron Mills stock is due the prominence of Andrew Carnegie and the comparative obscurity of the others, omitting the extreme modesty of Henry Phipps.

As financial director of the Union Iron Mills he did not limit himself to office routine, but went into the mill and watched the men at work, studied the machinery, and familiarized himself with every detail of manufacture. Then he wandered into other mills, comparing methods and results and suggesting improvements and economies in his own.

On one of his trips abroad he was passing through a mill in Germany and noticed that the piles made ready for the heating furnace, to be used for rolling beams, contained more than double the amount of scrap iron rails used in Pittsburg. He quietly made a sketch of the pile, and on his return gave orders to change the piles at the Union Mills to correspond with the sketch. As a result the cost of his foreign sojourn was saved the firm almost daily thereafter.

As part of the inside history of the Carnegie Steel Co., another circumstance may be cited in which the ingenuity of Henry Phipps is shown. On this occasion he made a series of observations at two or three mills so quietly and unobtrusively that no one was aware of what was going on, and then did some careful figuring. Having cautiously verified his conclusions, he announced to his partners that at a cost of one-third the price for which he believed he could sell what was known as the Lower Mill, he could enlarge the Upper Mill so as to make its output equal to that of both.

His subsequent career is a summarization of the Pennsylvania steel and iron industry, which is a matter of general knowledge. Its evolution has been an eighth wonder of industrial history. From a capitalization of \$5,000,000 in 1886 to \$25,000,000 in 1892 and to \$160,000,000 in 1899, it has spread like a colossus from Bessemer to Balmoral and beyond.

? ?

Have you got to that point where you see that it pays to carry

PERFECTION CREAM SODAS



If you haven't other grocers have, and are ahead of you in profits. Reduce the lead.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

? ?

CLEARED FOR ACTION!

- ¶ The Strawberry season is at hand and will open with a rush. The berries in the Picton district will be large and of fine quality. In the very heart of this district the Old Homestead Canning Company have secured a very large acreage and with their increased capacity will turn out

The Finest Pack of Strawberries

ever put up in Canada.

- ¶ Those who secured Old Homestead Strawberries last year will know what this means.
- ¶ The Old Homestead people, whether in constructing their buildings, installing their plant, putting up their pack, or even in the minor matter of labelling their goods, have gone on the principle of *whatever is worth doing is worth doing well. The result is quality.*
- ¶ If you would have the best canned goods on the market, insist on getting Old Homestead. If your wholesaler is tied up with the combine and will not supply you, write us direct. We will see that your wants are supplied.

THE OLD HOMESTEAD CANNING CO.
PICTON, ONT. LIMITED

It is probably not too much to say that the Old Homestead factory is the largest and finest on the continent.

Flour and Cereal Foods

You have
to go
this far
to make
money
on ordinary
cereals.

This
far
with
Orange
Meat

Simple, isn't
it? Awfully true,
though. Figure it
"out" and see what
you are "out" by
not selling

**ORANGE
MEAT**

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

TRANS-OCEANIC TRIP.

THE Natural Food Co., Niagara Falls, N.Y., in arranging an American tour for their representatives in Great Britain, are to be singled out for special commendation. Under the personal direction of Mr. C. E. Ingersoll, the general European agent of the company, a party of six, including Messrs. D. Import and G. Coates, both of London, Eng.; E. J. Day, of Harrogate, Yorkshire; W. B. Bointon, Bridlington, Yorkshire; and F. Lomax, Birmingham, sailed from Liverpool for Boston on May 23 per steamship Ivernia. After spending a few days in Boston they proceeded to Niagara Falls, N.Y., the objective point of the trip, where they were entertained for a week by the Natural Food Co. Last week they came to Toronto and on June 17 the "Shredded Wheat" gentlemen sailed from Montreal on the Dominion Line s.s. Ottawa.

In conversation with Mr. Lomax, The Grocer representative learned that the trip was purely for pleasure. "The company wanted us to see the Niagara Falls plant, and incidentally we have been keeping our eyes open for trade suggestions. I am much impressed with the bustle and hurry I see everywhere in this country. When I landed in Boston, I was surprised to find the shops open for business as early as 7.30 in the morning. At home we think we are doing well to get things under way by 8 or 8.30 o'clock. The Englishman takes life altogether more leisurely, but, unless I am much mistaken, is in a better position to hold his own by so doing."

CANADA'S WHEAT YIELD.

Reports of the western grain crops continue very favorable. Saskatoon reports wheat twenty-four inches high, and a number of points farther west say twenty inches. The average is much less—ranging from seven to ten inches. A total wheat crop of 125,000,000 bush. is the estimate made by the C.P.R. on June 15. If these figures are correct, it will mean a new epoch in the wheat trade of Canada, and for the first time the yield will have exceeded the 100,000,000 mark. The general impression prevails that with a continuance of present conditions the yield will be the greatest in the history of the Dominion, although everything depends on the next sixty days.

Latest advices from the United States say that in Kansas, Oklahoma, Indian Territory and Texas the crop will not be up to expectations.

AUSTRALIAN GRAIN CROP.

According to latest Government returns, the yield of wheat in New Zealand is estimated at 27 bushels per acre, as against 34.3 bushels a year ago. It is expected that this return will give a surplus for export of 2,179,000 bushels. The final report of the Government statistician upon the wheat harvest of

1904 in New South Wales shows that 16,463,680 bushels were gathered. This was a return of 9.3 bushels per acre, and with a surplus carried over from the previous year, will give about eight million bushels for export. It is believed that with better cultivation the average yield can be largely increased, and as such an increase would make farming more profitable, the time is not far distant when New South Wales will show a harvest of forty million bushels.

U.S. FLOUR ON THE WANE.

It is significant that during the past eight months the output of flour in the United States has fallen very far short of the mills' capacity, especially at Duluth and Minneapolis, these important centres having made 1 1-2 million barrels less than in the corresponding previous period.

American millers are pushing each other hard in the matter of price in the home markets also, and it will take them a long time to get into line themselves, and a longer time to get into touch with users on the European side of the Atlantic. American wheat will come almost as a surprise after the next harvest, but unless it comes cheap it will come in vain. British and Irish millers are now able to do without it entirely, and never again will it be a power in the land. It will come, of course, unless our cousins mill the whole harvest, and in that case they will have to take unprofitable prices. Presumably, if English millers have the least sense of the fitness of things, the next dumping period should be the last as far as flour from the United States is concerned.—The Miller.

RADIUM IN FLOUR.

According to the American Miller, Prof. J. J. Thompson, a scientist, has found radium in flour. It is not explained whether the radium is a component of the wheat or whether the learned professor accidentally dropped a lump of the million-dollar-an-ounce metal into his flour sack. If it is the first we may expect all the breakfast foods to be driven out of existence by the strenuous advertising of the flour millers, something like this for instance: "Get our radium flour! Wonderful stuff! Full of radio-activity! Prolongs life to a thousand years! The more you eat of it the more radium you get into your system and the healthier you get!"

A site has been secured and a company organized with a capital of \$100,000 for a large flour mill to be erected at Edmonton. The mill is to have a capacity of 250 bbls. per day and an effort will be made to complete it in time to handle a portion of this year's crop.

TWO FAVORITES

that will always win trade for you



REINDEER BRAND Condensed Milk and JERSEY CREAM



(An Evaporated Milk that Contains No Sugar)

You can back these goods with your business reputation and you take no chance of losing. Because of the high quality of these goods and the satisfaction given in their use they have proved themselves winners every time.

Always Good Always Ready Always Sell

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

Every tin guaranteed

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

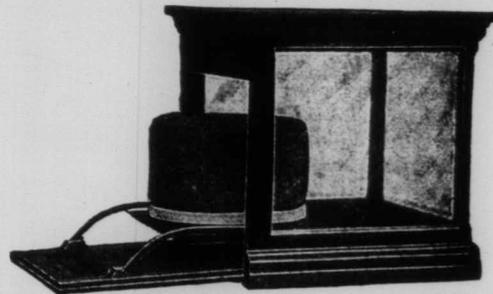
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE \$7.50 F.O.B. Factory *The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

PROTECTION OF RETAIL TRADE.

"FROM the manufacturer to the consumer" sounds enticingly. "Save the middle-man's profit" is a fascinating appeal to the pocket. And yet, if everybody were to succumb without discernment or discrimination to every allurement proffered, and every fascination presented, he would become a bankrupt in pocket and a debauchee in morals.

Although the affairs of the world are shaping themselves to a logical execution of the naturalist's doctrine of the survival of the fittest, the elimination of the middle link would deprive evolution of its strongest support. And what is a prop to Nature cannot be treated as a superfluity in commercial life.

The retailer in the cigar and tobacco line is the connecting link between the manufacturer and consumer. He is the proper medium for bringing the consumer into the sphere of the manufacturer's activity. By coming into contact and touching elbows with the consumer he is enabled to familiarize himself personally with an individual's tastes and desires and transmit his knowledge thereof to the manufacturer for his guidance in the manufacture of his products. For the manufacturer himself it would be physically impossible to acquire this knowledge which impresses itself on the retailer in every nook and corner of the country by his attendance on the consumer. To gain the favor of the consumer, to gratify his tastes, the manufacturer is undoubtedly best served by the intelligent retailer who makes a study of the demands, peculiarities and even whims of his customer.

"The manufacturer to the consumer," however, goes it blind, blind both ways. He stumbles on the consumer at random, and the consumer has to take his representation on mere faith. It is a mere game of chance on either side, not destined to establish either trustworthy or enduring relations. It's merely a haphazard way of doing business that can at best but have a temporary or isolated success, and that only at a heavy outlay of expensive advertisements in periodicals that catch only a passing fancy.

No less disillusioning under the X rays of common sense is the other catch-phrase: "Save the middle-man's profit." In the first place when such an appeal is made it means merely the transfer of the middle-man's profit into the pockets of the manufacturer and no saving at all to the consumer. If a test was to be made by the consumer he would soon find out that he could buy the cigar most profusely offered in magazine advertisements under the catch-phrase: "Save the middle-man's profit" at exactly the same price at a retail store as on a direct order from the manufacturer. And in the second place the consumer is likely

to be baited under that fascinating appeal with a much inferior cigar.—Ex.

THE SIZE OF CIGARS.

Two smokers stood in one of the cigar shops in the vicinity of the stock exchange during the rest hour.

"You have all sizes of cigars," said one of the smokers as he surveyed the stock. Then these questions and answers followed:

"In length," replied the shopkeeper, "the average cigar is from four to five inches."

"Has the size of the cigar anything to do with the price?"

"Sometimes. Not always. The stogie is longer than the average length and everybody knows what a stogie costs. They are seven inches long."

"I have another cigar the same length as a stogie, which sells three for \$1. The cigar that sells three for a half is about 5½ inches long, but it is thicker than the cigar of the same length that sells for 10 cents straight, or 15 cents straight."

"What is the weight of an average cigar?"

"All depends on the tobacco. One cigar that sells for 10 cents weighs about one-fourth of an ounce. Another the same size, weighs an eighth of an ounce, and still another of the same size that sells at the same price, weighs half an ounce. The brand that sells three for a dollar is the same weight."

"I suppose there are fads in sizes of cigars just as there are fads in fashions."

"Well, you're on. Just at present the fad seems to be long cigars of the panatela shape. They are all prices too, from 5 cents up."

"Isn't it a fact that the average smoker—I don't mean men who run to fancy prices and buy by the box—buys the 5-cent cigar?"

"More 5-cent cigars are now sold than formerly," the shopkeeper replied. "The 5-cent panatela shape, for instance, we sold for 10 cents straight when we paid duty—I am referring to the Porto Rico cigars."

"I have one customer who used to buy them by the box at \$5. When the duty was taken off I gave him one of the brand one day and told him it was a new 5-cent cigar that I had just put on the market. He smoked about half of it and said it was enough, and wanted his old smoke. Then I told him it was the same, less the duty."

"Then what happened?"

"What usually happens? You smokers think you know more about cigars than we who make them. That man wouldn't have it. He insisted on smoking a 10-cent straight, and I gave it to him. Price is what governed him, just as it governs most men when they buy. The average man is not much of a bargain hunter."

TOBACCO IN SOUTH AFRICA.

Rhodesia has during the past season been making strenuous efforts to come into line with the larger tobacco pro-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Questions and Answers

Q. Do you know that in the **Pharaoh** Cigar (10c.) you have the best Filler in the world?

A. I had heard that it was a Cuban leaf, selected from the choicest of the Manicaragua District, Province of Santa Clara.

Q. Do you know that the **Pharaoh** Cigar (10c.) has a better Binder than any other cigar?

A. Someone told me it was a Connecticut brood-leaf—the most expensive grown.

Q. Do you know that a flawless leaf is imported from Amsterdam for the Wrapper of the **Pharaoh** Cigar (10c.)

A. All this trouble! No wonder the **Pharaoh** sells! And, say, the **PEBBLE** Cigar (5c.) is another great favorite.

Note.—J. BRUCE PAYNE, LIMITED, GRANBY, QUE.
are the makers of these famous 5 and 10 cent. Cigars.



IT IS ALL RIGHT

to think on the Tobacco question, but while you are thinking some other grocer is selling

T. & B.

and doing the thinking after. **Buy**, first; **sell**, second; **think**, third, is a good policy when you can stake on the Tobacco.

T. & B. is widely advertised. All smokers know it and like it. **He is a wise Grocer who carries T. & B.**

The Geo. E. Tuckett & Son Co., Ltd.
Hamilton, Ont.

ducing countries of the world. Among other tobaccos grown we have a nice lot of flue-cured leaf, similar to South Carolina leaf. The color, texture and general appearance of the leaf are very good, but when it is said that it is similar to South Carolina leaf, of course it is understood at the same time that, like that leaf, it is lacking in aroma. But Rhodesia is a very large country, and perhaps we may yet secure something that will displace the "Old Belt" leaf. Samples sent to Great Britain have created a sensation, and money is being raised for several plantation companies. In fact, one company, with a capital of \$150,000, have already started, and this amount is soon to be raised to \$500,000. A tobacco warehouse company is on the boards, and a large factory building will soon be erected.

NEWS OF THE TRADE.

F. G. Strain, tobacconist, Fort Frances, has suffered loss by fire.

Campbell & Cullen, tobacconists, Victoria, have dissolved partnership, and have been succeeded by Munro & West.

The Ritchie-Hearne Co., Limited, soap manufacturers, Brampton, is to be wound up. O. Wade has been appointed liquidator.

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

**SWEET
CAPORAL**



CIGARETTES

STANDARD

**OF THE
WORLD**

Sold by all Leading Wholesale Houses.

IF YOU FOLLOW IN THE TRACK

of the King Buffalo Cigar, you will find it nets good returns to grocers ; excellent returns to live grocers.

King Buffalo Cigars

Can be had for \$35.00 per M. ; express paid on sample hundred if cash accompanies order, also on all time orders of ½ M. or over. Packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of fine art pictures.

Canada Cigar Co., Makers, London, Ont.

TRADE FALLS OFF

quickly when "probable" tobaccos are substituted for "stable" tobaccos. It is a mistake to thus substitute. "Probables" perhaps not advertised ; public wary ; conservative as to change. Better hold to the good steady sellers,

McAlpin's

and let no make-believe mammoth-selling tobaccos endanger your trade. **McAlpin** Tobaccos are just what they are claimed to be—**Reliable**.

McAlpin Consumers' Tobacco Co., Limited

TORONTO

TEAS

Japan We are booking orders for new season Japan Teas. The market opened low but has since advanced. Ask for samples of standards—will give you benefit of low prices.

Ceylon Green, to arrive in 2 months, a beautiful Ceylon green, Japan style, at 14½c.—a rare snap. Have only a few chests left unsold.

Canned Goods

Booking orders on all kinds of Vegetables and Fruits at prices guaranteed. First booked, first served.

Salmon

A large stock at interesting prices.

Raisins

A splendid lot of Valencias, F.O.S. at 4c. in 10-box lots. Try one lot.

S. J. MAJOR, LIMITED

Wholesale Grocers, Wine and Spirit Merchants,

Ottawa, Ont.

WALL PAPER

HINTS FOR THE SALESMAN.

WITH business brisk in the wall paper department, salesmen should examine closely into their knowledge of useful suggestions for the benefit of the customer. The following ideas should prove useful:

It is not always realized how greatly the atmosphere of a room may be affected by the tones or pattern of its wall-hangings. Even the wall paper has its share in making the home what it should be—the cheeriest spot imaginable.

A room facing the north needs an entirely different treatment from that which faces south. The former will need yellows, warm greens, reds and such colors as suggest warmth, while in the latter cool tones may be indulged in. Tan and warm browns are good for the cooler rooms, whereas the cool tea greens, blues and such shadings are better for the western and southerly aspects.

If a room has many windows it should not have light-colored, bright paper, else the effect will be glaring. And, on the other hand, the room that seldom has any sun in it should be made as bright and cheery as possible by the color of walls and furniture.

When there are dark rooms, as is so often the case with city apartments, the effect aimed at should be one which will appear well by artificial light. An artist in town made an exceedingly attractive room of one of these dark rooms by making it essentially an evening apartment. He used deep cream for the walls and ceiling, with red hangings, pillows and curtains. Gloom was dispelled and cheeriness reigned.

Cartridge paper is generally a wise choice unless the darker colors are chosen in the cheaper grades. If this is done fading invariably results. Pictures always look well against a plain background and there is never a figure to distract the weary eye.

NEW PATTERNS IN WALL PAPER.

Progressiveness is the all-prevailing feature that will impress itself on those examining the new line of wall papers now being prepared by Stauntons Limited, Toronto, which will be shown to the trade in the course of the next week or two. Work on the new samples has been in full swing for some time, and while at the time of writing there are some finishing touches still to be added, there is abundant evidence to be seen in the samples completed, that the new line will take a very prominent position during the coming year. The designs have been carefully chosen to give a wide variety in style and with a view to covering all the many requirements of present-day decoration. The colorings are novel in treatment and have that snappiness so characteristic of the "Staunton" wall papers.

The accompanying illustration of a stripe with a festoon frieze cut to a scallop shows one of their very effective combinations. This border will be very decorative when used with plain stripes, ingrain papers and small stencil effects in two-tone treatments. Several pat-

terns of a character new to the "Staunton" lines are being shown, and these serve to add additional attractiveness and will bring to the firm many orders for goods that heretofore have been thought necessary to import.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries in regard to Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making the inquiries with their addresses may be obtained on application to the Superintendent of Commer-

made inquiry for yellow scale, 124 to 126 degrees melting point, for the manufacture of candles, which they now import from U.S.A.

732. A large concern manufacturing picric acid is seeking to do direct business with Canadian importers.

737. A Wolverhampton firm wish to get in touch with Canadian manufacturers of broom handles.

710. A large Yorkshire firm of wool spinners, manufacturing worsted yarns, coating, serge, and hosiery yarns both in botany and cross-bred qualities, greys, mixtures, solid colors, marls and twists, desire direct communication with Canadian woolen manufacturers requiring these yarns.

711. A Yorkshire firm manufacturing solidified oils and greases desire direct communication with Canadian buyers, and would appoint an agent or agents for the different provinces of Canada.

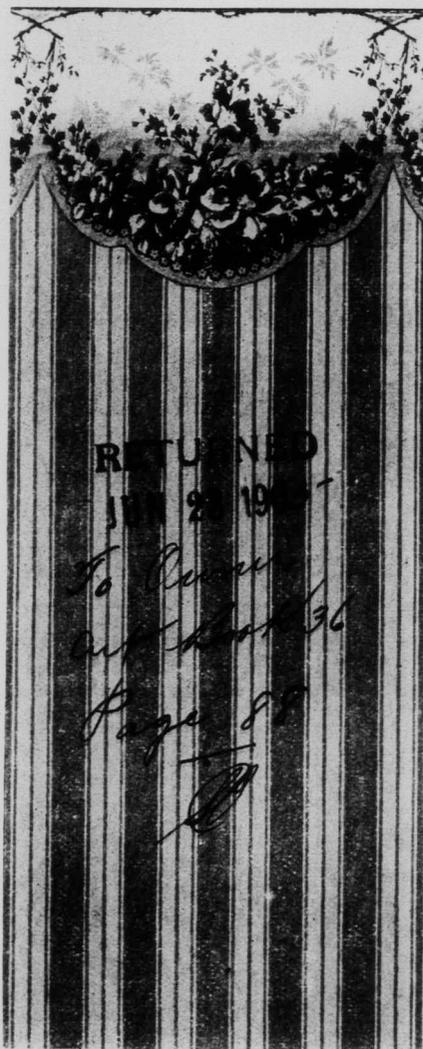
TRY A MAN OUT.

"If you use care in selecting your employes, every one of them is worth a careful trial, and should not be dismissed without a thorough consideration of the reason for his not coming up to your expectations," says System. "Perhaps the failure is not entirely his own fault, but is due to conditions which can be remedied. Another point to remember is that it takes some men longer than others to adapt themselves to new work, and very often the most capable man will be the slowest in showing what is really in him.

"Take the case of the new salesman who went out for a Chicago house into Texas, a territory where the firm had never been able to do any business. Three weeks went by and no orders came in from him. The sales manager, convinced that he was a failure, wired him three times to come home. But to his surprise the young man replied: "Can show results in another week." The manager was tempted to repeat his messages in more emphatic terms, but something impelled him to grant another week of grace.

"Within two days the firm received from this man an order for two car-loads of goods from the best-rated jobber in Texas. Finding it impossible to do business with the jobber, he had gone out among the retailers, and, by hard work, had created such a demand that the jobber was forced to buy his line. Needless to say, he was retained at an increased salary, and to-day he is the star man of the firm's sale force. The incident is a good illustration of how too hasty judgment by an employer will often lose him a good man."

Ramsay Bros. & Co., Limited, manufacturers of confectionery, biscuits, etc., Vancouver, will shortly engage in the manufacture of macaroni, vermicelli, spaghetti and noodles.



A Stylish Stripe, Shown in Silk and Two-Tone Treatments with Scalloped Festoon Frieze. Stauntons Limited, Toronto.

cial Agencies, Department of Trade and Commerce:

716. A Scotch company of whisky distillers seek suitable Canadian agents.

729. An importer of dairy and other produce has requested to be placed in communication with first-hand sources for obtaining regular shipments of frozen hogs, weighing, dead and cleaned, 4 to 14 cwt.

730. Inquiry has been made for 50,000 wood buckets, 13 and 14 inches in diameter, to hold 28 lbs. lard.

731. A North of England firm have

WALL PAPER

We're just bubbling over with enthusiasm for our 1906 line of wall papers.

Sampling is completed and our travellers will be on the way by the end of the month.

The man to see is the "Staunton" man. The line to order is the "Staunton" line. Wait till we get to you—you'll be enthusiastic too.

STAUNTONS LIMITED

MANUFACTURERS
TORONTO

THE "VAMPIRE" Spiral Flycatcher



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for \$10.00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00
\$16.00

Price to Retailer, \$6.00, net 60 days.

Please Note Profit of \$10.00 on \$6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

FREIGHTS AND CHARTERS

BUSINESS is better. Shippers are more numerous, and the shipping companies are more optimistic, as the booking for July is extremely good. "Rates are not going to be lower either," so a knowing man said to The Grocer. The probabilities are that they will be higher for certain staples that are always on the market at this time of the year. Dairy produce is coming in more freely, and the shipments are steadily increasing. It was notable that on the Allan Line s.s. Victorian,

wheat and other grain, also abundant quantities of flour. The Lake of the Woods Co. seem to be doing a fine export trade.

Just now the trade is alive with reports about the wheat crop in the Great Northwest. Reliable authorities state that 85,000,000 bushels is nearer the mark than the absurd reports which place it over 125,000,000.

The total cheese shipments from the port of Montreal to date this season show

are busy with freight, and that business is booked away ahead. Hay export is increasing every day, and the reports of the crop while not so rosy as was at first reported are first rate.

The record trip of the Allan Line R.M.S. Virginian, the new turbine steamer, has shortened the distance between Merville and Rimouski, and the feat is notable to all shippers who value time so much in this age of activity. It will be a striking thing for Canada if the

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13½c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13½c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13½c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6		†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/					10/6	12/6	
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	10/
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/						†15/	12/6
Glucose and Syrup, in barrels		12/6	12/6	10/	20/			22/6	8/9	10/	
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	25/	30/			20/	25/	
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	30/	35/			25/	30/	
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6				20/	12/6	12/6	
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/			17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6					2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/				17/6	12/6	15/	
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6				7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/					12/6	12/6	15/

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

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

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

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

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

* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs,

No Primage via Montreal.

which carried over the members of the Manufacturers' Association, there was such a fine cargo of "Made in Canada" goods. There were, for instance, 10,552 boxes of cheese, nearly 25,000 bushels of wheat, about 5,000 pieces of deals, and a rare general cargo of meats, furs, furniture, wall paper and tobacco. The Mica Boiler Co. shipped by this boat 27 bags of mica. Nearly all the boats leaving Montreal are laden with heavy cargoes of

an increase of about 30,000 boxes, but there has been a big decrease in shipments from Portland and New York, showing a total falling off of over 8,000 boxes. Butter has increased from Montreal and in general by nearly 7,000 packages.

The Lake steamers are laden to their utmost now with grain from the west, and general cargoes are also of great interest with all lines. The R. & O. Navigation Co. report that their lines

St. Lawrence route is made shorter than via New York.

WANTS CANADIAN AGENCY.

The Grocer is in correspondence with a London, England, firm who are anxious to get hold of a good line of Canadian tomato sauce. The firm in question have excellent facilities for distributing goods of this class. Fuller particulars may be had on application to the Toronto office of The Grocer.

WM. BRAID & COMPANY



VANCOUVER, B. C.

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 22, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee brand, 48 5c. pkgs., per case	\$1 75
" " 27 10c. pkgs., " "	2 00
" " 10 25c. pkgs., " "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 " "	0 80
" 12, in 6 " "	0 70
" 3, in 4 " "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1/2 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " 1 lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
" Borax, 1 lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
2 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

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

CLEVELAND'S—DIME.

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

"VIENNA" BAKING POWDER.

Sizes.	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

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



EAGLE BAKING POWDER

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

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 18
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb.	10c

Black Lead.

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

JAMES' DOME BLACK LEAD.

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

Borax.

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

EAGLE BORAX.

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

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	" 3 50
" 1-lb. tins	" 2 00
" fancy tins	" 0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55
Chocolate—	per lb.
Queen's Dessert, 1/2's and 1/4's	\$0 40
" 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28
Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1-lb.	1 00

IN TABLE SYRUPS



“Crown” Brand is Canada’s Standard

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2 Brls.
5 " " "	1 " "	Kegs and Pails.
10 " " "	1/2 " "	
20 " " "	1/4 " "	

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

Purest, Richest in flavor and body and color. Most Healthful and Nourishing Table Syrup made.

For sale by all Jobbers.
Ask for “Crown” Brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

100 to 300 books	3 cents each
5 00 books	4
10 00 "	5 1/2
15 00 "	6 1/2
20 00 "	7 1/2
25 00 "	8
50 00 "	12



Cleaner.

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

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Food.

Robinson's patent barley 1-lb. tins	\$1 2 5
" " " 1-lb. tins	1 3 5
" " " 1-lb. tins	1 3 5
" " " 1-lb. tins	2 2 5

Per doz.

Robinson's patent barley, 5 doz., at.	\$ 1 40
1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

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

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06 1/2
7 and 14-lb. wood pails, per lb.	0 06 1/2
30-lb. wood pails, per lb.	0 06 1/2
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06 1/2
30-lb. wood pails, per lb.	0 06 1/2

Home Made Jams—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
" Ringed" 5-lb. boxes, per lb.	0 40
" Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars, per jar	1 75
" " 20 5-lb. cans, per can	1 50
" Purity" licorice 10 sticks, per 100 sticks	1 45
" " 100 sticks, per 1000 sticks	0 75
Dulce large cent sticks, 100 in box, per box	1 00

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

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

Mince Meat.

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

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	\$ 1 40
1-lb. tins, per doz.	2 50
1-lb. tins, per jar	5 00
Durham 4-lb. jar, per jar	0 75
1-lb. jar, per jar	0 25
F.D., 1-lb. tins, per doz.	0 85
1-lb. tins, per doz.	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins, per lb.	\$ 0 35
1-lb. tins, per lb.	0 35
1-lb. tins, per lb.	0 32 1/2
4-lb. jars, per jar	1 20
1-lb. jars, per jar	0 35

Old Crow, 12-lb. boxes—

1-lb. tins, per lb.	0 25
1-lb. tins, per lb.	0 23
1-lb. tins, per lb.	0 22 1/2
4-lb. jars, per jar	0 70
1-lb. jars, per jar	0 25



Orange Meat.

Cases, 36 15c. packages, per case	\$4.50
5 case lots, (Freight paid.)	4 40
Cases, 20 25c. packages, per case	4 10
5 case lots, (Freight paid.)	4 10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass jars, per doz.	\$1 50
quart gem jars, per doz.	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	\$ 1 00
Home-made, in 1-lb. glass jars, per doz.	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS.

A. P. Tippet & Co', Agents.

Cement stoppers (pints), per doz.	\$ 2 30
Corked " "	" "

Salt.

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

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1-lb. containing 120 pkgs., per box, \$3 00.

Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.), per box, \$3 00.

Case of 5c. pkgs. containing 36 pkgs., per box, \$3 00.

MAGIC BRAND

No.	Per case
No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

"BEE" BRAND.

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

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	\$10 30
" " black, " "	15 30
Oriole soap, " "	10 30
Gloria soap, " "	12 00
Straw hat polish, " "	10 30

\$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at \$1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

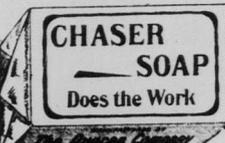
Many Books Sold at \$1.00 are worth ten times their price to those using them.

RABBITS.



Babbitt's "1776"
6-oz pkgs \$3.50 per
doz. 5 boxes ea
freight paid and
half box free.
Babbitt's "Best
soap, 100 bars
\$4.10 per box.
Potash or Lye, bxs
each doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP
Does the Work

CHASER SOAP.

case \$2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	\$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box. Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb.
No. 1 White or blue, 4-lb. carton	\$0 05	0 05
No. 1 " " 3-lb.	0 05	0 05
Canada laundry	0 04	0 04
Silver gloss, 6-lb. draw-lid boxes	0 07	0 07
Silver gloss, 6-lb. tin canisters	0 07	0 07
Edward's silver gloss, 1-lb. pkg.	0 07	0 07
Kegs silver gloss, large crystal	0 06	0 06
Benson's satin, 1-lb. cartons	0 07	0 07
No. 1 white, blis. and kegs	0 05	0 05
Canada White Gloss, 1-lb. pkgs.	0 05	0 05
Benson's enamel	per box 1 25 to 2 50	

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

Bee brand starch—

" laundry, 64-12 oz. pkg. per case	\$5 00
" " 32-12 " " " " " "	2 50
" corn starch 40-16 oz. pkg.	3 00
" Sun borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 08
" laundry " " " " " "	0 05
" Gem " " " " " " " "	100 & 200 lb. kegs 0 05

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 04
Aome 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 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
8-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75
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ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06
Durham corn starch, 40 lb.	0 05

Laundry Starches—

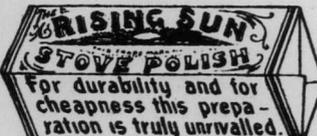
No. 1 White, 4-lb. cartons, 48 lb.	0 05
" " 3-lb. cartons, 36 lb.	0 05
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 04
Ivory Gloss, 8-8 family pkgs., 48 lb.	0 07
1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



RIISING SUN STOVE POLISH
For durability and for cheapness this preparation is truly unrivalled.

Per gross.	
Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



SUN STOVE POLISH
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

W. H. DUNN, AGENT.



ENAMELINE

Enameline No. 0 38	
4, bxs, ea. 3 dz.	
Enameline No. 0 65	
6, bxs, ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80	
3 doz.	
Blackene, 5-lb. 0 10	
cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.		Per case.
Enamelled tins, 2 doz. in case	\$3 40	
Plain tins, with label—		
2 lb. tins, 2 doz. in case	1 90	
5 " " " " " "	2 35	
10 " " " " " "	2 25	
20 " " " " " "	2 10	
(10 and 20 lb. tins have wire handles.)		

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " " " " "	5 45
" " " " " "	5 70



SALADA

Teas.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's	\$0 20	\$0 25
" " 1's	0 21	0 28
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 38	0 50
Gold Label, 1's	0 44	0 60



LUDELLA CEYLON TEA

LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's	\$0 18	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

"CROWN" BRAND

Wholesale. Retail

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	\$0 42	
" " II 40-lb. boxes	0 37	
" " III 80-lb. boxes	0 32	
EMD AAA Japan, 40 lb "at"	0 30	
" " AA " " " "	0 27	
Blue Jay, basket fired Japan, 70 lbs.	0 26	
"Condor" IV 80-lb. "	0 30	
" " V 80-lb. "	0 25	
" " XXXX 80-lb. boxes	0 22	
" " XXXX 30-lb. "	0 23	
" " XXX 80-lb. "	0 20	
" " XXX 30-lb. "	0 21	
" " XX 80-lb. "	0 18	
" " XX 30-lb. "	0 19	
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 26	

"Condor" Ceylon black tea in lead packets		
Green Label, 1's, 1/2's and 1/4's		
60-lb. cases	retail 0 25	at 0 20
Grey Label, 1's, 1/2's and 1/4's		
60-lb. cases	retail 0 30	at 0 23
Yellow Label, 1's and 1/2's		
60-lb. cases	retail 0 35	at 0 28
Blue Label, 1's, 1/2's and 1/4's		
50-lb. cases	retail 0 40	at 0 30
Red Label, 1's, 1/2's and 1/4's		
50-lb. cases	retail 0 50	at 0 34
White Label, 1's, 1/2's and 1/4's		
50-lb. cases	retail	at 0 40

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Bronzed tins of 10, 25, 50 and 80-lb.		per lb.
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No. 2		0 30
No. 3		0 26
No. 4		0 20
No. 5		0 17

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" " Rosebud, 7s.	0 51
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" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " Bobs, 6s. and 12s.	0 45
" " " " 10 oz. bars, 6s.	0 45
" " Fair Play, 8s. and 13s.	0 53
" " Club, 6s. and 12s.	0 46
" " Universal, 13s.	0 47
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Jersey cream yeast cake, 2. 5c.	1 00
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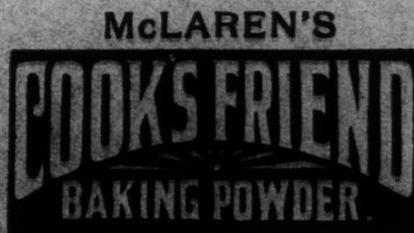
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