

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MAY 25, 1906.

NO. 20

Very few people are able to run a grocery store without

Keen's   
Oxford Blue

and please their customers. Keen's Oxford Blue has no competitors,—  
only imitators. Buy it—All jobbers stock Keen's Oxford Blue.

*FRANK MAGOR & CO., 403 St. Paul St., MONTREAL, Agents for the Dominion.*

To sell goods,  
To satisfy your customers and  
To hold their trade

is what

**EDWARDSBURG**  
"SILVER GLOSS" Starch and  
**BENSON'S**  
"PREPARED" CORN

Always do—

Every Jobber—

Stock them—  
**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

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

53 Front St. East,  
TORONTO Ont.

**CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29**



## Your Soap Trade

Develop it.

Make the most of it.

Make it pay.

Properly handled, it's a profitable part of your business.

Soaps sell all the year round.

Soaps of quality—they please, not only sell more easily and in larger quantities but they carry more profit.

The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.

It's a real skin food.

As a general toilet soap for family use it is a very remunerative line to carry.

## "Albert Oatmeal Skin Soap"

One of the excellent lines manufactured by

Albert Soaps Limited, Montreal.

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

## CANADA SUGAR REFINING CO.

LIMITED

Montreal



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,  
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

# Increase Their Faith!

"Price" is an argument for trade, but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods :

## Felix & Co. Italian Macaroni

Always the same delicate, tender, Macaroni that makes for *permanent* trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

## "Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

## Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

## "Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

Arthur P. Tippet & Co.

8 Place Royale, Montreal  
20½ Front St. E., Toronto.

ath

ANDARD

UGAR

by

EFINING CO.

sses

for

RADE

of the Standard

co, Lion Brand,

nd, &c.

Choice Barbados

ND PRICES

sses Co.,

Sootia

TORONTO  
HAMILTON  
LONDON  
WINNIPEG





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Fair, 149 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQueune, Paspébiac.

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

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

**CALGARY**

**The Dominion Brokerage Co.,**  
Wholesale Limited  
Commission Merchants and Brokers  
CALGARY and EDMONTON, ALBERTA  
Excellent Trade Connection  
Highest References

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

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

**WESTERN CARTAGE CO.,**  
Cartage and Warehousing  
Storage and Brokerage for Eastern Wholesalers.  
Handling and Forwarding of CAR SHIPMENTS.  
Largest and Best equipped STORAGE Facilities in the WEST.

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

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

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

**W. E. BIDWELL**  
Broker and Commission Merchant  
27½ FRONT ST. EAST  
TORONTO

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

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

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

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

**MONTREAL.**  
**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778. BOND 28.

**TOMATOES**  
**CORN**  
**RAW SUGARS**  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

**Winnipeg Storage**  
in BOND or FREE  
For all kinds of Merchandise.  
Negotiable Receipts Issued.  
Low Insurance  
**TEES & PERSSE Limited**  
Wholesale Brokers and Warehousemen  
WINNIPEG CALGARY EDMONTON

(Continued on page 52.)



**& RUSSELL**  
 Agents and Importers  
 St. East, Toronto  
 Correspondence Solicited  
 Main 2647

**trick & Co.**  
 Agents  
 and  
 Importers  
 a St., Toronto

S. HOOPER  
**HOOPER**  
 Commodity Brokers and  
 Importers' Agents  
 Toronto  
 Commissions solicited

EBEC.

**CARRIER**  
 MISSION  
**FLOUR, GRAIN**  
 Foreign Agencies Solicited.  
 Bank Building,  
 EBEC.

WINNIPEG.

Send your business to this  
**WEST COUNTRY**  
 on your account to our  
**ADVANTAGE.**  
 d. Established over 12 years  
**dam & Co.**  
 and Commission Merchants  
 G. MANITOBA

**g Storage**  
**D or FREE**  
 of Merchandise.  
 Receipts Issued.  
 Insurance  
**RSSE Limited**  
 Agents and Warehousemen  
 SASKATCHEWAN EDMONTON

(on page 52.)

## 1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

**Remember** the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

**CANADIAN CANNERS, Limited**



# TEA CHARACTER

Like human nature, tea character is of infinite variety. It will live, or rather exist, in most diverse situations; but there is one country, one set of environments most conducive to fine character in teas, as in men.

Ceylon is that country, a country that affords every requirement of soil and climate for the production of teas of the very finest character.

The flavor, fragrance, fullness, body, stability of Ceylon Teas commended them from the first to the favor of the consuming world.

Every year has but served to demonstrate more emphatically the superiority of the Ceylon product.

Grocers who build their tea trade on the sound foundation of Ceylon Tea are going to reap the benefit in the confidence of satisfied customers.

**Black**  
and  
**Green**

**Ceylon Tea**  
**Best Ever**

**Black**  
and  
**Green**

# Old Homestead Brand

## OUR THIRD BIRTHDAY

Here we are again. In the spring of 1904 we set out to create a new standard for canned goods in Canada—the **Old Homestead** standard.

Away down on the Bay of Quinte in the far-famed county of Prince Edward is the town of Picton in the centre of the garden of Canada.

Here we located, erected our handsome pressed stone factory, installed the most up-to-date machinery to be had, and put up a line of canned goods that set the other fellows thinking. That line we named

## **OLD HOMESTEAD**

If you tried a sample order you know how it went. The public liked the name. They liked the handsome label and they liked the **Old Homestead** quality. That brought them back for more.

**Last year we doubled our capacity** and the cry was still for more. This year we are preparing to meet a still larger demand. A great part of our prospective pack is already contracted for.

You will consult your best interests by placing your orders for Old Homestead goods now. **Old Homestead** brand will give an impetus to your canned goods trade that will surprise and gratify you.

---

**THE OLD HOMESTEAD CANNING CO., LIMITED**  
**· P I C T O N**





# GILLARD'S PICKLE

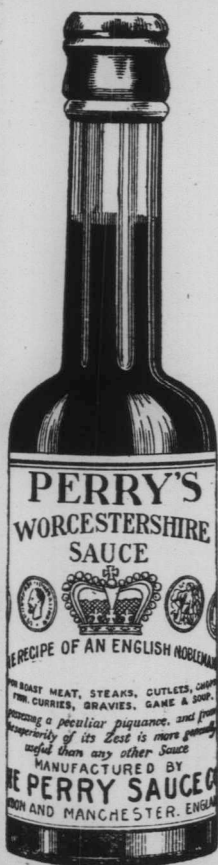
One of the First and Best brands sold in Canada

*Not Best because we are First  
But First because we are Best*

By warrants of appointment to  
HIS MAJESTY THE KING  
and  
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., etc.

THE MOST DELICIOUS PICKLE MADE  
A TRIUMPH OF SCIENTIFIC PICKLE MAKING

Sole Agent for Ontario—Mr. R. S. McINDOE, 120 CHURCH STREET, TORONTO.



"People all like PERRY'S SAUCE  
And they never count the cost."

No! They never count the cost because when it is put alongside "others" it shows the necessity for their "coming down."  
"How can

## Perry's Worcestershire Sauce

be as good as the others and yet be cheaper?" you ask.

Just this way, Grocers: The makers of **Perry's Sauce** don't charge you for the English reputation or the "nobleness" of the recipe. They just charge you for the ingredients and the cost of production.

That means that you and your patrons save money by getting **Perry's Sauce**.

Say, you start the "Economical" ball rolling.

SELLING AGENTS

**Taylor & Pringle Co.**

Limited

OWEN SOUND, ONT.

Manufacturers of Queen Quality Brand Pickles.

Are you in the Market

for

# Matches ?

We can supply you

## The Improved Match Co.,

Limited

HEAD OFFICE:

409 BOARD OF TRADE,  
MONTREAL

FACTORY:

DRUMMONDVILLE,  
QUE.

Tel. Main 3244

# Why?



**BLACK-MIXED-GREEN**

"Salada" Uncolored Green Teas are displacing Japans wherever they come into competition.

They are better Teas in every way, that's why.

A Sample Order will demonstrate this, in double quick time.

Salada Teas have been accorded a sale without precedent in the annals of the Tea trade.

Holding fast all tastes on a "cup draw."

Earning every dealer's support and good-will throughout the entire American continent.

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904.

Why?

Why?

Why?

Why?

**"Draw your own conclusions"**

Handle only the Best!



is the Standard article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

**E. W. GILLETT COMPANY, LIMITED**

London, Eng.

**TORONTO, ONT.**

Chicago, Ill.

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



A SATISFACTORY LINE FOR THE GROCER.

A SATISFACTORY LINE FOR THE CONSUMER.

The famous

**STERLING BRAND PICKLES**

made in Canada's greatest pickle factory of best grown Canadian vegetables.

**THE T. A. LYTLE CO., Limited**  
**TORONTO, CAN.**

**LE**  
Canada

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ONTO.

Market

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you

ch Co.,  
Limited

FACTORY :  
IMONDVILLE,  
QUE.



# MAPLE SUGAR

We have received first consignments of

## Choice Pure Beauce Sugar

In assorted sized blocks.

Write the QUEBEC OFFICE for prices

We guarantee our goods

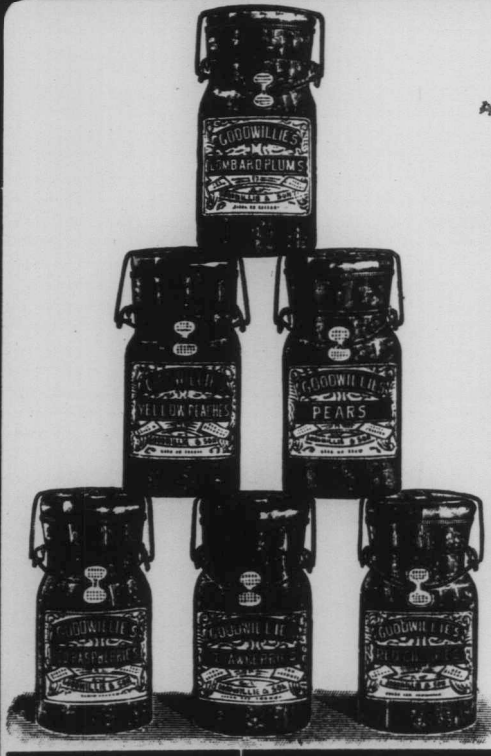
**ABSOLUTELY PURE**

# D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA




**THEY**  
Sell Well

**Show a Nice Profit.**

**Give Satisfaction.**

WHY?

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



**Your Customers**

say that it is a fact that

**Paterson's Camp Coffee Essence**

is the acme of Coffee perfection.  
This means sales.

ROSE & LAFLAMME  
AGENTS  
MONTREAL

**THE WELL KNOWN AND RELIABLE CAKE.**  
**SUN PASTE**  
**STOVE POLISH**  
**TINS**  
**GUARANTEED TO THE TRADE**



**RISING SUN**  
**STOVE POLISH**

DURABLE AND ECONOMICAL  
 3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
 BEST IN THE WORLD.

**QUALITY COUNTS**

Our goods are made perfect by forty years experience. It is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed

over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority.

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

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

**NEW GLASSWARE**

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

**THE JOHN L. CASSIDY**  
 CO., LIMITED,  
**MONTREAL**

**GREIG'S WHITE SWAN FLAKED WHEAT**

The **Flakiest** and **Finest** Flakes and Flavor

of any Canadian Wheat  
 Pre-eminent for high-grade quality

100-lb. barrels  
 Ask for price delivered at your station

**THE ROBERT GREIG CO., LIMITED**  
 White Swan Mills, TORONTO

How is your stock of Canned  
**MEATS?**

This is the season for this line. We carry a full line of Clark's and Libby's Meats

**THE DAVIDSON & HAY, LIMITED**  
 WHOLESALE GROCERS, TORONTO



**"SWEET AS THE FLOWERS OF SPRING"**

# JAPAN TEA

with all the virtues and none of the debilitating effects of other teas is

the Tea to offer to your customers—

**Once Tried—Always Appreciated**

## GET IN LINE FOR SUCCESS

**A PERFECT FOOD.  
READY TO EAT.**

CRISP AND TASTY  
Guaranteed  
PURE

**MRS. RORER'S  
SARATOGA CHIPS**

10c.  
AND 20c.

MADE EXCLUSIVELY BY  
**Hamilton Saratoga Chip Co.**  
Three Sixteen King East  
HAMILTON, - CANADA.

Sell the Food everybody is asking for.

Our proposition will interest you.

FACSIMILE OF BOX

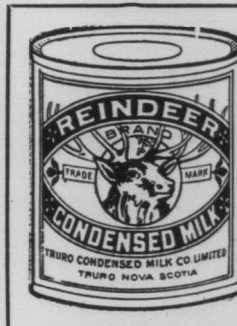
**HAMILTON SARATOGA CHIP CO., - Hamilton, Canada**  
MacLaren Imperial Cheese Co., Toronto, Sales Agents

## THESE CANS CONTAIN

**PURE MILK**

**REINDEER  
BRAND**

**JERSEY  
BRAND**



Sweetened

Unsweetened

**Every Can Guaranteed**

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

**TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.**

## A Delicious Cup of Coffee

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

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "CLUB" COFFEE.

### S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 2171.

Telephone orders receive prompt attention.



Supplied under contract  
to the  
British and Indian Governments

Our Name,

## WHITE, COTTELL & CO.

Our Business,

Manufacturers of

### PURE MALT VINEGAR Highest Grade

Our Object,

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

Our Address,

Warner Rd., Camberwell, London, Eng.

## A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

*Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.*



*Tear off here and mail to us today*

The  
N. C. R.  
Company  
Dayton Ohio

Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy

Name

Address

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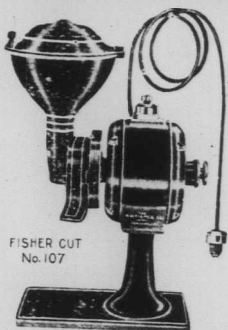
anteed

milk, the methods  
discipline and  
bine to produce

TRURO, N.S.



### ELECTRIC POWER COFFEE MILLS



FISHER CUT  
No. 107

This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

THE AUER LAMP  
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. — MONTREAL

### The Need Supplied

Many Grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.

### SPECIAL DUPLICATING COUNTER CHECK BOOK

is just that kind of book. It is made in various sizes, too. You will find the book of much service to you.

Write and secure sample—free.

The Carter-Crume Company, Limited  
TORONTO and MONTREAL

### Oakey's 'WELLINGTON' KNIFE POLISH

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

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

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

### COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

Our Grinders Wear Longest

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

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

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

COLES MANUFACTURING CO.

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

AGENTS: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B. Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont



CAPSTAN BRAND

### High-Grade Tomato Catsup

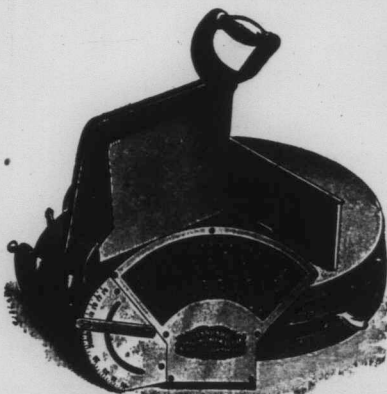
Put up in 10-oz and 20-oz. bottles of a new design, and is very attractive.

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

We guarantee this Catsup to give perfect satisfaction.

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

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



### THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

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

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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

### TOLE

Automatic b  
The "Tole  
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A time save  
A labor save  
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A trade brin  
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It is honest  
The Toledo  
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civilized world.  
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Specific terms may be

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OTTAWA, ONT.  
VANCOUVER,



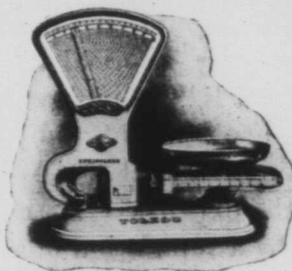
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is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

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between the practical grocer and the man who sells groceries.

### WALKER BIN FIXTURES

appeal to the practical grocer who aims at building up a substantial, permanent and profitable business.

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## Maple Cream Hearts Twin Block Pure Maple Sugar



Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

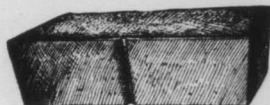
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¼-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

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### BEWARE OF IMITATIONS

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

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THE CANADIAN GROCER

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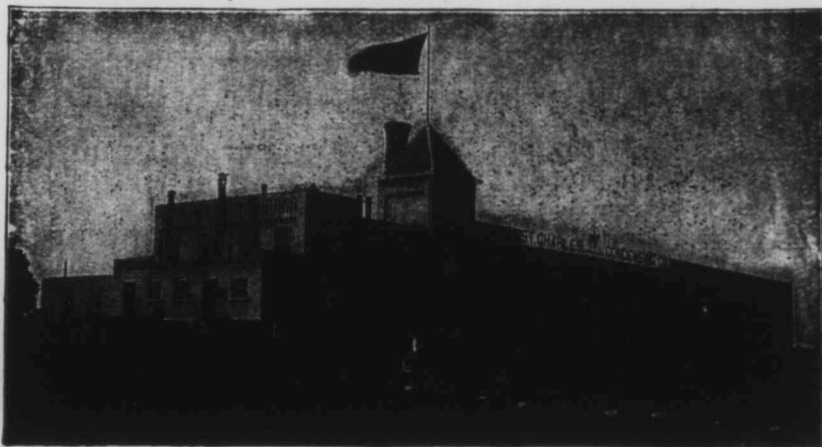
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Added to our splendid assortment of  
GOLD MEDALS.

### ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK**. Can be purchased through any wholesale house.

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# Extra Fancy Apricots

25-LB. BOXES

# Santa Clara Prunes

25 AND 50-LB. BOXES.

Goods of exceptional value and quality.  
It will be worth your while to get  
prices and particulars.

## W. H. GILLARD & CO.

WHOLESALE GROCERS  
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# SEASONABLE GOODS

Dalidet's celebrated **OLIVE OIL**  
in gallon and half-gallon tins,  
quarts, pints and half-pints glass,  
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## LUCAS, STEELE & BRISTOL

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UNQUESTIONABLY THE VERY BEST  
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# Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

**Excellence** our **Aim** in **Coffees**.

Our **MECCA** cannot be beaten.

Ground or whole  
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contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

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IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

**McDONALD & MURPHY, Saskatoon, Sask.**

Plumbers, etc. January 16, 1906.

I received copy of *The Busy Man's Magazine* for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

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**Salmon**—We can interest you.

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Consult our travellers re. supplies of above seasonable lines, or 'phone 596, our expense

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Wholesale Grocers

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## Salmon, King Fish of the Pacific Coast

Canned Salmon is regarded by most housekeepers rather as an emergency ration than as a staple and regular article of diet. This would not be so if they knew how to open the can to get the salmon out whole; how to broil the fish and how to prepare the liquor for it. Properly prepared, canned salmon is one of the most delicious and nutritious of our domestic food products. It is also one of the cheapest. Fifteen cents for a pound of rich, cooked food without an ounce of waste is surely an economical fish food. But the price has advanced and a question salmon packers are asking is, "Has salmon reached a permanently higher level of price?"

Last year was a "big year," that is, there was a big run of fish, and the pack in British Columbia was 1,167,460 cases, and on the entire coast, including Alaska, 4,667,816 cases. The year before the B. C. pack was only 465,894 cases, and the coast total 3,323,654. The pack this year is almost certain to be not as large by hundreds of thousands of cases as last year. The choicer brands of last year's pack are already scarce. The demand is increasing. With a short pack at least expected this year, the natural conclusion is, "How can the price recede to former levels?" The European demand is for "flats," and the likelihood is that this season a larger proportion of "flats" and fewer "talls" will be packed. It costs more to put up "flats" than "talls," but if the people in Eastern Canada would take to the "flats" more half pounds would probably be sold, because very often a pound is more than a person wants at one time.

### Districts, Kinds and Shapes.

Perhaps a short statement in cases of last year's pack by districts and by kinds would not be uninteresting:

Fraser River—Sockeyes, 837,489; red and white springs, 5,507; humpbacks, 3,304; cohoes, 30,836; total, 877,136.

Northern Rivers—Sockeyes, 243,184; red and white springs, 22,852; humpbacks, 10,666; cohoes, 13,622; total, 290,324.

As to shapes, the division was as follows: 1-lb. talls, 405,606; 1-lb. flats, 432,654; 1-lb. ovals, 7,033; ½-lb. talls, 5,578; ½-lb. flats, 272,147; ½-lb. ovals, 8,816; squatts, 36,256.

The lb. talls were divided nearly evenly between the Fraser and Northern Rivers, but the flats, both lb. and ½ lb., were practically all packed on the

Fraser. The ½ lb. talls were all from northern canneries. The ovals and squatts were all from the Fraser.

### British Columbia Fisheries.

The chief authority on fish and fishing in Canada is Prof. Edward E. Prince, Dominion Commissioner of Fisheries. In a recent article in the Pacific Fisherman he said of the salmon industry:

"The position of British Columbia from a fishery point of view is, in many important respects, unique. Extending from the 49th parallel to Alaska, its coastal waters form vast areas like Hecate Straits, Dixon Entrance, Queen Charlotte Sound, and the Straits of Georgia, sheltered from the ocean, favorable for the pursuit of fishing operations and abounding in the most valuable economic species of fish. Vancouver Island and the group of Queen Charlotte Islands, form a barrier against the storms of the outside waters and provide the most extensive spawning and feeding ground in the world for the halibut, herring and numerous other food-fishes. The coast is also deeply indented, and remarkable inlets occur at every point where sea-fishing operations can be carried on. But more remarkable still is the fact that all the principal salmon rivers of the Pacific Coast take their rise on the western watershed of British Columbia, and the Fraser, the Skeena, and the Naas, in their whole course, flow through the province while others like the Columbia river debouch beyond its boundaries. If, as all fishery authorities are agreed, food fishes improve in quality in cold northern waters, it must be admitted that the province possesses an advantage in its geographical position. But the very plentitude of these fishery resources prevented for many years a proper appreciation of some of them. While the salmon canning industry has for a quarter of a century occupied a prominent place among Pacific commercial enterprises, it is barely fifteen years since the immense value of the British Columbia halibut banks was first understood, while the rich herring harvest of the province went to waste until five or six years ago.

### King Salmon.

"Since salmon canning operations began in a small way on the Fraser River in the "sixties," until the present time, when about seventy canneries are operated on the coast, its growth has been gradual and healthy. The main operations have been confined to four cen-

tres, the Fraser, the Skeena, Rivers Inlet, and Naas River, each excepting the last, separated by a distance from each other of from two hundred and fifty to three hundred miles. At Lowe Inlet, Namu, Alert Bay, and at Clayoquot, on the west coast of Vancouver Island, canneries have also been long in operation, but the principal centre, with 42 canneries, has been the Fraser River. Twenty years ago, in order to guard against excessive fishing the limit of 500 was placed upon the number of fishing licenses issued; to-day over 3,000 licenses are issued, the licenses being required not for canning or packing but for fishing. During the greater part of the history of the industry one kind of salmon only may be said to have been handled, viz., the sockeye, the vermilion-fleshed salmon of the Fraser and of British Columbia rivers generally. Spring salmon or chinooks, cohoes, dog salmon, humpbacks, and steel heads, were plentiful though infinitely less so than the marvellously abundant sockeye, and these less important fish were frequently thrown away. Some were smoked, others salted or frozen, but the British Columbia salmon par excellence was the sockeye.

"A widely prevalent belief exists that every fourth year is a "big year" on the Fraser, and no doubt some foundation exists for the belief, though the periodicity is not perfectly confirmed. Large runs during the last thirty years have, indeed, occurred three times in 'fourth' years, twice in 'fifth' years, once in 'sixth' year, and three times in a 'third' year. There is, however, even less semblance of periodicity in the northern rivers of the province. With the increasing demand for fish, salmon, other than sockeyes, have been increasingly canned in British Columbia, and the last official statistics show that of the pack on the Fraser of 129,000 cases, over 51,000 cases were of these previously neglected kinds of salmon (1904). Formerly the pack was made up of 1-pound talls, whereas now the demand is for 'flats.'

### Japs do the Work.

"Other changes are observable in the industry. The Indians and white fishermen have been largely displaced by Japanese. It is stated that 85 per cent. of the Fraser River fishermen are Japanese, and in some canneries 90 out of every 100 employes are from Japan. Chinese labor prevailed in the packing establishments owing to its cheapness,

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but the price of that Oriental labor has immensely increased: \$30 to \$40 per month, in addition to board, being now paid by some canneries. There are signs of a general movement northward on the part of canners, who regard the Fraser River as in peril, owing to excessive fishing in the Straits of Georgia and Puget Sound. A great increase in the number of canneries in the north, and along the west coast of Vancouver Island, is certain, within the next two or three years.

#### Dog Salmon for Christmas.

"Perhaps the most remarkable development is that of the dog salmon industry. These fish until recently were regarded with contempt, but as great is the demand from the Japanese market

that more than 3,000 tons, dry-salted, were shipped this year from the province. Just as the turkey is the universal dish at Christmas tide with us, so a salted dog salmon is the chief item at New Year feasts in Japan. The usual price is said to be 50 cents each in the Japanese markets. Certain Japanese firms are prominent in the British Columbia dog salmon industry, and one of them salted over 58,000 of these fish this year, a total weight of nearly 200 tons (the salt salmon averaging 7 pounds, i.e., 300 to a ton). Quinnat, a Spring salmon, cohoes, steelheads, etc., are also shipped frozen, smoked, and variously prepared; indeed one firm is known to have sent 150 to 200 tons each season to the German, French, and other European markets."

## PRICE CONTRACTS ILLEGAL

Price agreements are a violation of the criminal law of Canada. That is the import of a judgment handed out by Mr. Justice Clute at Toronto last week in the case of Wampole & Co., manufacturing druggists, and the F. E. Karn Co., a retail drug firm of Toronto.

The Karn Co. conduct what is termed a "cut rate" drug store. Wampole & Co. claimed damages for breach of agreement to sell their proprietary medicines at a list price, and for an injunction to restrain the Karn Co. from further selling at reduced rates. The case was tried without a jury.

#### The Agreement.

In the course of the examination of Wampole & Co.'s manager, Judge Clute said:

"Apparently this agreement is the result, as you say at the top of it, of an agreement between the joint committees of the Wholesale Druggists' Association and the drug section of the Retail Merchants' Association?"

"Yes," replied the witness.

"And you entered into it by an agreement with the committee of the retail merchants who waited upon you?"

"Just so," assented the witness.

#### The Judge's Conclusions.

In his judgment Mr. Justice Clute, after reviewing the evidence, continues:

"Competition, therefore, in these articles is not only affected but entirely destroyed. The agreement exists not simply between the parties to this action, but affects the entire trade in the article. No one can buy an article for resale, whether wholesale or retail, unless he enters into one or the other of these agreements, as the case may be.

#### Agreements General.

"This agreement is used not simply in relation to these commodities between the plaintiffs and their various customers, but is the form adopted by the committees representing a large part of the wholesale and retail trade of Canada. It means that nearly every commodity in common use is to be subject to a hard and fixed contract which fixes the manufacturer's price, the wholesale price, and the retail price below which none can sell, and no one can purchase who is not a member of the association and agrees to sign the contract in question. It means that competition is not only unduly prevented or lessened in the purchase, barter and sale of this article, but is absolutely destroyed. In the present case the evidence also showed, I think, that the price was unreasonably enhanced by reason of this agreement.

#### What Statute was for.

"I think the statute was intended to provide against agreements similar to the one in question. The history of the law shows that it was passed at a time when the law relating to the protection of native industries was being introduced. As an objection to the protective tariff it was argued that combinations might be formed which would destroy competition and so enhance the price. That while on the one hand foreign goods were excluded, the introduction of which might moderate the price of the article in question, upon the other hand trade combinations might be formed which would destroy competition and greatly raise the price of the commodity to the consumers.

#### Absolutely Control Prices.

"To meet that objection the law against restraint of trade was passed.

It was intended to prevent the very thing that was aimed at in the present contract, and it is difficult to conceive of a scheme more effective to destroy competition and to enhance prices than the contract sued on. It is the form adopted by the association of retail merchants in Canada and by the association of wholesale merchants in Canada. It thus includes to the extent of the membership of these various associations a very large part of the trade in Canada. The result is that, to the extent that these associations are able to reach persons engaged in the manufacture and trade, they will be able absolutely to control the prices of the various commodities and articles of trade; not only to limit but to destroy competition, and, in effect, to declare that no one will be permitted to deal in their commodity who will not first of all bind himself to sell the same only at a fixed price.

#### An Unlawful Conspiracy.

"I find," concludes the judgment, "as a fact from the evidence that the agreements in question and each of them were procured by an unlawful conspiracy between the plaintiffs, defendants and other manufacturing chemists and the association of wholesale and retail druggists, and that the conspiracy was entered into for the purpose of unduly preventing or lessening competition in the purchase, barter and sale of the articles in question, being articles of trade and commerce, and for the purpose of unreasonably enhancing the prices of said commodities, and are contrary to the provisions of the criminal code and are null and void."

#### Retailers Want it.

A leading Toronto wholesale druggist stated in an interview that five leading wholesale drug firms and several smaller ones were using the price contract, and that it was not confined to the drug trade, but was a standard agreement in use throughout the wholesale trade. The wholesale druggists, he held, were not in favor of the plan because it enabled retailers to push their own preparations at lower prices. The druggists' section of the Retail Merchants' Association are said by the defendant, Mr. Karn, to be responsible for the adoption of the agreement. A prominent member of the Toronto branch, speaking of the judgment, said:

"We had looked upon the contract as so invulnerable that we never dreamed we were outside the law. The Elliman Company sent that contract from England, where it has been sustained in a number of cases, and also in America, about thirty or forty altogether. Justice Kekewich held it legal in the case of Elliman v. Carrington. It has been held there is a perfect right to make an agreement about a proprietary medicine. In Philadelphia it was held that the contract was legal, but that it had been procured in a case there in an illegal way. We had no understanding with Wampole and the retail merchants did not contribute a dollar to Wampole's expenses, but I said to-day that as we are brought into it might we not be at liberty to put up part of the expenses of an appeal."



# WINDOW AND INTERIOR DISPLAYS

## SEASONABLE WINDOW DRESSING.

Window dressing within recent years has been studied to much good purpose and may be said to have attained almost to the degree of a fine art. As the number of lines handled by the grocer continue to increase so will he find wider scope for his talents in the way of window display. During the Christmas season the attention of even the most unobservant of persons is almost imperceptibly diverted to a grocer's shop window, but during the Summer months there is no gainsaying the fact that the grocery windows lack variety. With the development of the green fruit trade, the grocer should find no difficulty in making his window attractive. Canned goods which, just now probably, are amongst the most saleable articles comprised in a grocer's stock in trade, certainly do not lend themselves to ornamentative effect, but as showing how even such unpromising materials as these can be turned to advantage, we can tell of an enterprising retailer who placed in his window some freshly-opened tins of lobster with an accompanying dish of salad, beside which was placed a bottle of salad cream and a bottle of olive oil, together with a bill bearing the printed words, "Try our lobster, for salads." Such a refreshing picture could not fail to attract the sympathetic attention of the hot and jaded passers-by, many of whom doubtless were tempted to purchase.

## IN GO-AHEAD BRANTFORD.

The interior of the store of one of the most progressive grocers in Western Ontario is shown in the accompanying illustration. He is Fred Corey, of Brantford, Ont., and of Brantford in a very intimate way, for he is an alderman of the corporation and has been returned by Ward 4 at the head of the poll for six consecutive years.

Alderman Corey entered the grocery business five years ago and has made a record to be proud of. This is a new store located in a good residential section of Brantford, having sold his former premises to a bank. He opened his new store with a reception and furnished music and other attractions.

### The Silent Salesman.

There are a lot of suggestions in the picture. Both sides of the store are fitted with the Walker bin. Mr. Corey says in a letter: "It was through The Canadian Grocer that I located the Walker Pivotal Bin Co., from whom I

bought my store fixtures at a cost of \$700."

Notice the artistic grouping of biscuits in the fronts of the counter bins and the pictures instead of posters on the end wall. There seems to be a place for everything and everything to be in its place. Just visible at the right-hand corner is a large potted plant, an uncommon addition to the adornment of a grocery store.

### Answer This One.

What's the table for? Is it a demonstration by a manufacturer or tea merchant or is it a demonstration of his own goods by the grocer, or is it a thoughtful provision for the refreshment of customers? This last named plan

departmentals, and they scheme for business, not for fun.

Without being personal, isn't it satisfying to see how well dressed everyone connected with the business is? Grocers handle food stuffs and should not look as if they worked in a glue factory.

Just one suggestion—is up against the handsome metallic ceiling the best storage for canned meats and vegetables? There are grocers—good grocers—who say not. It's the hottest part of the store and canned stuff does better in a moderate temperature.

A study of the illustration will show a grocer a lot of good points not mentioned. The store is a credit to Mr. Corey and to the trade.



The interior of Fred Corey's Store, Brantford, Ontario.

was advocated in last week's Canadian Grocer. Many customers would enjoy a cup of tea tastefully served in this way. And if she liked it and it was the store's own blend on a special line there could be no harm in telling her. An arrangement of that kind would sell a lot of goods in a nice store like this and would create in the customers an interest that otherwise would be lacking.

### Table for Buyers.

With the floor space available there wouldn't it be a good idea to have a table where customer and clerk could sit down and give and get an order comfortably? That's a little scheme of the

## TWAIN CAUGHT THE GROCER.

The local grocer was once hoaxed by Mark Twain. Mr. Clemens had ordered an invoice of pepper. In the store a few days later Mr. Clemens casually remarked that the pepper was half peas. The grocer indignantly protested.

"How do you spell pepper?" drawled Mr. Clemens, in a lull of the objurgatory storm. It took some time for the grocer to discover the jest and a little longer to appreciate it.

Dupuis & Sweet have opened a general store at North Bay.

## AN EXAMPLE

Extreme at has laid the fortunes; no lished without details. Such tail was the late Levi cago, gentlemen, genial London. It fifty years a figure was \$22 was not less t of his death.

When he v and spirit of establishment Field took ov (this was p money at a of the house. York when Chicago read "Come hor can't tide ov He wired the business.' And he wen the house dic Leiter grew s "financial so

## Judgm

He had th man who lea He had not b to sweeping and he had occasion de when he had four hundre work in his receiving \$1. \$1.50. His mand reache stayed in the with many of ed to him the the reasons given.

"I underst what the w in pay was

## Kept A

Mr. Leite affairs began

## IDEAS FOR THE INDUSTRIOUS

### AN EXAMPLE FOR YOUNG MEN.

Extreme attention to minute details has laid the foundation of many great fortunes; no fortune has been established without effective consideration of details. Such unflinching adherence to detail was the keynote to the character of the late Levi Z. Leiter, capitalist in Chicago, gentleman of leisure in Washington, genial companion of great men in London. It enabled him to amass in fifty years a fortune whose top-notch figure was \$22,000,000 in 1897, and which was not less than \$15,000,000 at the time of his death some years later.

#### No Turning Back.

When he was the financial manager and spirit of the old Palmer dry goods establishment which he and Marshall Field took over, he started east one day (this was prior to 1871) to borrow money at a critical time in the affairs of the house. He was half-way to New York when he received a telegram from Chicago reading:

"Come home. No use borrowing; we can't tide over situation."

He wired back: "We can. I know the business."

And he went on. He raised the money, the house did not fail and the name of Leiter grew synonymous with the phrase "financial soundness."

#### Judgment, Not Guesswork.

He had the daring confidence of the man who leaves nothing to guesswork. He had not been averse in the early days to sweeping out other people's stores and he had even used the mop when occasion demanded. The time came when he had in his employ in Chicago four hundred scrub-women for night work in his office buildings. They were receiving \$1.25 a day. They asked for \$1.50. His manager refused. The demand reached Mr. Leiter's ears. He stayed in the city one night and talked with many of the women. They explained to him the difficulties of the work and the reasons why more pay should be given.

"I understand," he replied. "I know what the work is." And the advance in pay was made immediately.

#### Kept Account With Himself.

Mr. Leiter's touch upon his own affairs began when he was an obscure

bookkeeper in Chicago. Accounts were not kept with the science that now controls them. "Staying late in the store one night," he said, as quoted by a writer in System, "searching for an error in a balance the thought struck me as to where I got off with my own affairs—how much was I worth, was I earning enough, what did I owe, what was owed me. I made the company's balance correct and then, taking a cheap note-book, started the accounting of Levi Z. Leiter. I cheated myself in nothing in opening that record of myself with myself and the world. From that day to this I have always known, better than my own employes, where I was at."

#### Kept Up To Details.

This was the evening when he formally announced the engagement of his daughter Mary to George Curzon, of Kedleston, now Lord Curzon, of England. He was standing in front of the magnificent library which he had accumulated at No. 4 Tower Place. I desired some personal reminiscences of himself—something characteristic of what had made him the sturdiest real estate factor in Chicago for more than a quarter of a century.

Knowledge of details—details—details!

"I never bought a stock of goods, I never gave a long line of credit. I never invested in land," he said with some show of pride, "without knowing as far as a man can know what I was doing. When I have wanted a piece of land, say, that was improved, before I laid down a dollar I have tried to know not only its past and present history, but to calculate what its future would be in my lifetime. If I determine that the purchase will only pay me for a long term of years 2 per cent. I buy on a 2 per cent. basis or not at all, for I never buy land for speculative purposes. I buy to hold and improve it. If the investment will pay 6 per cent. I buy with that in view. I want to know what I am doing before I undertake anything, and I want it in black and white before me before I decide. It may be a slow way of getting at results, but it is sure."

#### Always Sure of His Ground.

Nothing more characteristic of the methods of the man could be told than his attitude toward the currency question in 1896. He was a democrat of

the old school. When it was proposed to nominate Bryan to oppose McKinley and the democratic free-silver platform was advanced, Mr. Leiter purchased every volume on currency of the old and the new worlds that he could obtain. I was with him one afternoon in McClurg's when his purchases in this direction exceeded the fat side of a twenty-dollar bill. He read the monetary evolutions and revolutions of France, of England, of Germany and even of Russia and the history of money in this country. I did not meet him again until the night that McKinley's election was assured. Then I called upon him at the Chicago Club. I asked him for an interview on the result.

"My boy," said he, "I read and studied everything on the subject that I could get hold of; then I thought it over for a month; then I talked with people whom I thought knew more about it than I did and thought over what they said for a month. After that my mind was made up. For this day and age Mr. Bryan was wrong and Mr. McKinley right. I voted for Mr. McKinley."

#### Honor Before Business.

One more point may be made as to his attention to details—he was proud of his name, proud of his family and proud of his honor. He never regarded an obligation as one of "business," but as one to which the name of Leiter had been pledged. He harked back to the days of pioneer merchandising when a man's credit was his name. In this he, Mr. Field and Mr. Palmer were never far apart. "What Leiter pledges, Leiter fulfils," was his motto. He upheld this sense of honor with knowledge of details.

#### WANTED SEA LION TEA.

"There's a man in 390 who says he wants some Sea Lion tea!" shouted the bellboy, as he rushed excitedly to the order clerk at the Hotel Victoria.

"What!"

"Sea Lion tea. I told him I never heard tell of no such tea, and he jest says, 'You tell de clerk what I want and bring it quick.' I guess de gent's some loose on de top."

James Jefferson Johnson walked off, still muttering, as the clerk wrote:

"Pot of Ceylon for 390."



## EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

### THE AD COMPETITION.

The ad competition is over and the prize has been awarded. Herewith is shown the winning ad, which speaks for itself.

It is just necessary to state that R. J. Donaghy, of T. A. Rowat & Co., complied with the full conditions of the competition, while, unfortunately, others did not. Rowat's ad was awarded the prize because it was timely, well worded, attractive in shape, and, taking the accompanying letter as authority, reliable.

### GROWTH FROM ADVERTISING.

A merchant of a western city recently made a trip to New York. Calling upon a business friend, he was asked: "How does your store really compare with others in your line in your city? Are you setting for following the pace?" For reply the merchant took from his handbag several late issues of his leading home newspaper and said: "Look over these papers. I will mark for you my advertisement and those of my competitors for three successive days. Judging from these ads., what is your opinion of how my store stands in the race?"

After some consideration and the use of a measuring tape, the friend replied: "On the showing here made—if it represents the general average for a longer period—your store stands first in your line in your city." "Yes, it is true that in that showing I use eight inches more space than my next competitor—but is it safe to estimate a store's importance upon the space it occupies in its advertisements?" "Safe enough," replied the friend, "to make it a general rule among business men. Your newspaper advertising is an outlet for your enterprise, and big enterprise requires a big outlet." "Now, as a matter of fact," confessed the merchant, "my store is still second in volume of business done in my line in our city. But two years ago it was fifth. At that time I concluded that I would use as much space in our leading newspaper as my competitor used, although such a campaign seemed to be beyond my real resources. I was then doing less than half as much business as the biggest store in the city—employing less than half as many clerks, occupying a building a third as large.

At the end of the first year I found that I had had less worry over the big

advertising bills than I had previously had over the small ones—and that I was fourth in the procession. Then I con-

cluded that. The result is that I am now a good second in the race—and a year from now the other man will be second and I will be first."—Selected.

### WE SELL PURE MAPLE SYRUP

This syrup is made for us by reliable syrup makers in Quebec, where the best is made nowadays.

We buy their season's make and pay the highest price to insure getting a superior article. It is put up in imperial gallon tins, perfectly sealed and sent direct from the sugar bush to our store.

Our guarantee goes with every tin, and you have the privilege of returning it to us if not entirely as we represent it.

Imperial  
Gallons, \$1.45  
Bottles, 30c

### MAPLE SUGAR

What is more toothsome at this season than real old-fashioned maple sugar? Secure some soon, as we have only a limited quantity to offer. Each cake is stamped and we guarantee it genuine.

5c Cake

Telephone your orders.  
Office 317. Store 1866.

T. A. ROWAT & CO.  
234 DUNDAS STREET.

cluded to use a little more space in this newspaper than the biggest store was using—and for the year past I have done

### TRADE TEMPTERS.

(What Grocers are Doing.)

"Gold, silver, nickel and enamel watches given free with teas, coffees, spices. Come right along and let us show you how quick and easy you can get a beautiful guaranteed watch free."

"Girls: Just look this box of groceries over and see if you would not like one. It will be given free to the first bride, so get busy."

"Thin Japanese china cups and saucers free. We have just received 500 thin china tea cups and saucers which retail at 35 cents and 40 cents each. These were closed out to us at a big discount and to-morrow we shall give one absolutely free with each \$1.00 purchase from our tea and coffee department—anything in teas, coffees, spices, extracts, baking powder, or cocoas."

"Free balloon ascension. Boys! Girls! You'll have to hurry! On the opening day of our clearance sale, and on each Saturday of our sale, at 12.15 p.m., we will send up a number of balloons from the street in front of our store. To each balloon will be attached a tag calling for some article of value out of our store. The person returning the tag gets the article free."

A Columbus grocer got a number of dollar watches and had a short message printed on the dial. To the first 50 people visiting his soap counter and making a purchase he gave a watch. The message on the dial ran "I am glad I deal at Thornton's for his groceries suit me fine," and, of course, every person who examined the watch saw the message.

J. B. Horrell & Son, Midland, Ont., tried a school scheme that proved very successful. Every pupil in the public school, Midland, was given a sheet of paper containing blank space for his name, address and favorite teacher. Two jingles appearing on the sheet had to be copied by the pupil and the sheet then forwarded to Messrs. Horrell & Son's store. Money prizes were given to the six pupils giving their answer in the best form. The three teachers getting the highest number of votes were each given a pair of shoes.

A. A. B.

Easily first business publ week has bee J. J. Hill a Kootenay lin or under its as the V., V rushed to col line is being Boundary dis kameen, then the lower Fr it will presu side of the Westminster. line, connect of the Great Washington, Cloverdale to to be carried the line bein interior. It ends will me which has be Mountains. shorter conn interior of ti fore existing The further that he prop across the p are of almos Pacific provi tional comm the Northwest ket for prod

Vance With the la holding emp thousand peo gather into Vancouver b undertaken tries" camp increasing lo ducts and ol spirit. In a tries not ye carefully a with a view for investors lished here.

Bus Mr. A. L. the White P has been sp north to get the coming that there w the north th that the ice seasons is in out early. I below White boats will pected. In a Mr. Berdoe movement at



## BRITISH COLUMBIA FORGING AHEAD

Easily first in point of interest to the business public of British Columbia this week has been the announcement of Mr. J. J. Hill at Winnipeg that the coast-Kootenay line building by his company, or under its supervision, locally known as the V., V. & E. Railway, will be rushed to completion this Summer. The line is being built through from the Boundary district and across the Similkameen, thence via Hope Mountains into the lower Fraser Valley at Hope, whence it will presumably keep on the south side of the river till it reaches New Westminster. The coast portions of the line, connecting with the coast section of the Great Northern in the State of Washington, is now being extended from Cloverdale to Sumas, and the work is to be carried on from this end to meet the line being pushed through from the interior. It is possible that the two ends will meet at Hope or in the pass which has been located across the Hope Mountains. This line will give a day shorter connection to the southwestern interior of the province than by heretofore existing lines of communication.

The further announcements of Mr. Hill that he proposes to extend his system across the prairie provinces of Canada are of almost equal importance to the Pacific province, as by that means additional communication can be had with the Northwest, where lies a large market for products of British Columbia.

### Vancouver's 100,000 Club.

With the laudable object of getting and holding employment for the hundred thousand people it has undertaken to gather into the limits of the city of Vancouver by 1910, the 100,000 Club has undertaken a "Patronize Home Industries" campaign with the intention of increasing local demand for local products and of fostering a home-building spirit. In addition, the field for industries not yet represented is to be very carefully and systematically exploited, with a view to presenting good openings for investors in industries to be established here.

### Business in the Yukon.

Mr. A. L. Berdoe, general manager of the White Pass & Yukon Route, who has been spending some weeks in the north to get in touch with conditions for the coming season, has every confidence that there will be a greater traffic into the north this year than last. The fact that the ice is much thinner than in past seasons is indication that it will all be out early. It is out of the river now, below White Horse, and the White Pass boats will be running by June, it is expected. In addition to the Yukon trade, Mr. Berdoe points out the rapid forward movement at Conrad City, the centre of

the new Windy Arm camp. Here the number of men employed already reaches several hundred, and more are to be put on as soon as it is possible to work. The new town is springing up very rapidly and many business places are being opened up. No less than six stores are in course of erection in the new town.

### Salmon Futures.

Because this is to be an off year in the sockeye run of the Fraser River, the statement is made that as high as 40c. per fish will be paid for sock-eyes during the coming season. One trap-operator has contracted to sell all the fish he catches at his five traps, for 26c. each. Columbia River salmon packers have placed the price of futures in canned salmon at \$1.50 per dozen.

The Canadian Fish Co., a new organization which will fish halibut in Northern British Columbia waters, has recently brought from England the steam trawler Celestial Empire. This is the first time that trawling has been attempted on this coast. The new fishing tug is 153 tons gross and has been used in the past for deep sea trawling, such as she will now be engaged in.

### PRESENTATION TO MR. MEREDITH.

Chas. H. Meredith, for many years with the Cowan Co., Limited, has resigned his position as secretary of the company, to assume the management of the Stewart Co., Limited, in which he is largely interested. Mr. Meredith entered the services of the Cowan Co. when a young boy and by close application to the work and the exercise of good judgment, he soon became invaluable to the concern and his retirement is very much regretted, not only by his employers, but by his fellow employes. That his services were appreciated and that he was very popular was clearly evidenced on Saturday, May 5, when on behalf of the directors, Rev. Elmore Harris, D.D., presented Mr. Meredith with a very handsome set of knives and forks. In making the presentation, Dr. Harris spoke in glowing terms of Mr. Meredith's business ability and high character, and expressed deep regret at losing him from the company's service.

Mr. Cowan, president of the company, on behalf of the employes, presented Mr. Meredith with a very beautiful carving set, adding further words of praise to what Dr. Harris had already said. He expressed a very high opinion of Mr. Meredith's work while in the employ of the company and was indeed sorry to see him sever the connection. The employes had assembled in the office to witness the presentation and all joined in wishing Mr. Meredith continued success in his new sphere of action.

### BUSINESS PERSONALS.

Geo. Wallbridge, of Wallbridge & Clarke, Belleville, intends shortly to take a pleasure trip to the Pacific Coast.

Amos Hilker, general merchant, at Inwood, Ont., recently underwent a successful operation in Hamilton Hospital and is again back at business.

Mr. George Hadriill, the secretary of the Montreal Board of Trade, has left for England, where he will attend the sixth congress of Chambers of Commerce of the Empire.

C. C. Cook, who recently succeeded N. B. Zinkan, Southampton, has had the store thoroughly refitted and made up-to-date. Mr. Zinkan is now devoting his whole time to his furniture factory.

Mr. Percy Cleave, one of the partners in Cleave's Devonshire Cream Chocolate Co., of Crediton, Devon, England, is a visitor to Canada, in company with Stanley Bristow, a trusted and responsible servant of the same company. Whilst the trip from Montreal to Vancouver will undoubtedly prove a pleasurable one, these gentlemen have their eyes open to business, and it is probable their trip will result in Cleave's Devonshire cream chocolate being vigorously pushed ahead.

R. Pratt, of the Red Rose tea selling staff, this month completes his tenth year with T. H. Estabrooks, St. John, N.B. He was one of Mr. Estabrooks' first two travelers. Five years he traveled the Maritime Provinces and the last five in Ontario. He said yesterday: "I have seen the business double year after year. That was in the early stages; of course it doesn't do that now. It has grown too large to double in a year. Since I have been with him, Mr. Estabrooks has moved three times, each time to a larger warehouse."

### SAMUEL SCHOFIELD DEAD.

Samuel Schofield, head of the shipping firm of Schofield & Co., St. John, N.B., representing the Donaldson and several other steamship lines, died last week. Mr. Schofield was a prominent member of the council of the board of trade. No man was better informed in regard to all matters pertaining to the shipping and port of St. John.

George W. Davey has purchased the old established grocery of J. Proctor & Son, Queen street, west, Toronto. Proctor & Son have been in business in that vicinity over twenty years and were highly respected. Mr. Proctor, sen., died a year ago and Mr. Walter Proctor, who has since been conducting the business, decided to devote his energy to another branch of trade.



FREIGHTS AND CHARTERS

Business through the port of Montreal during the past week has been very good. According to steamship companies there has not been a great deal doing in butter and cheese, the shipments being rather limited, but other lines have been moving out quite freely. Great quantities of grain are shipped daily. Meats also constitute a goodly portion of the cargo of many boats.

The boat at present receiving the greatest attention in shipping circles is

placed by the Duchess of York. The Ottawa River Navigation Co. has made the necessary alterations in the Duchess of York, and it is thought that it will now meet all requirements.

The Richelieu & Ontario Navigation Co. has decided to make several improvements in the Montreal-Quebec service. In the Fall of this year the Quebec, now running between these two cities, will be taken to pieces and rebuilt on a model

boat was floated the afternoon of the same day.

The Escalona, which left Cadiz April 27, arrived in Montreal May 18 with a cargo of wine and fruit.

One of the sailings last Saturday was the twin screw vessel Canada, of the Dominion line, which left for Liverpool carrying a large general cargo including butter, cheese, and some 90,000 bushels of grain. The Canada will touch at Queenstown, Ireland. This is a departure from the regular route via Moville, the latter being the shorter passage.

BERTH QUOTATIONS—Montreal.

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

No Primage via Montreal.

the C.P.R. Co's Empress of Britain, which sailed from Quebec last Saturday afternoon. She took with her a large cargo, including forty-two cars of meats and six cars of cheese, as well as a large consignment of grain. The new boat was visited during its stay in port by some eighty steamship agents from Canadian and American cities. All were very lavish in their praise of her, both as a freight and passenger boat.

The old Sovereign, which was engaged, up to the time it was burned, on the Montreal-Carillon service, has been re-

eighteen feet longer. This will place the vessel in the same class as the Montreal.

Last Friday brought with it the first accident of the season on the St. Lawrence route. The steamship Campana ran aground at St. Valier, just below Quebec. The vessel is the property of the Quebec Steamship Co., for whom J. G. Brock & Co. are Montreal agents. A thick fog was the cause of the accident. The boat was on the way to Montreal from Charlottetown and Gaspé, carrying passengers and a cargo. Little damage was done to either the boat or cargo. The

It is stated for a fact that the Allan liner Bavarian has been abandoned altogether and that the boat is shortly to be sold, for the wreck which it is, to the highest bidder.

In produce circles there is a great deal of dissatisfaction over the proposed change in the sailing day of mail steamers. The British Government desires to have the sailing day from Liverpool of the C.P.R. boats changed from Saturday to Thursday, which would necessitate a change of date on this side also. The Allan boats at present sail on Thur-

Baking Powder  
Gillett, E. W., O.  
McLaren's, W. J.

Biscuits, Confe  
Cowan Co., Tor  
Jacob, W. & R.,  
Kinery Mfg. Co.  
McLauchlan, S.  
MacLure & Lan  
Mooney Biscuit  
Mott, John P.,  
National Licori

Brooms and B  
Woods, Walter.

Canned Goods  
Balfour & Co., I  
Canadian Cann  
Manitoba Canr  
Man.  
Old Homestead  
Turner, James I

Cans, Tin.  
Acme Can Co.,

Cash Registers  
National Cash

Cash Sales Boo  
Carter-Crume C

Cheese Cabinet  
Walker Bin and

Cigars, Tobacc  
American Tob  
Empire Tobacc  
McDougall, D.,  
Payne, J. Bruce  
Tuckett, Geo. E

Clothes Lines  
Hamilton Cotto

Cocoas and Ci  
Baker, Walter  
Benedict, F. L.  
Cowan Co., Tor  
Dunn, Wm. H.  
Epps, James, &  
Lowney, Walter  
Maclure & Lan  
Mott, John P.,  
Peter's Chocola  
Stewart Co., Tr

Computing Sca  
Computing Sca  
Toledo Comput

Concentrated  
Gillett E. W.,

Condensed Mi  
Borden's—Wm.  
Truro Condens

Consulting Ch  
Kaufmann, W.

Counter Check  
Allison Coupu  
Carter-Crume C

Cordials.  
Batger's, Rose  
Montserrat Lin

Crochery, Glas  
Cassidy, John I  
Gowans, Kent

Dairy Produce  
Clark, Wm., M  
Dawson Comm  
Fearman, F. W  
MacLaren Imp

Acme Can Wo  
Adam, Geo. &  
Adamson, J. J.  
Albert Soaps  
Albert Coupor  
American Tob  
Ashley & Light  
Auer Light Co  
Balfour & Co  
Bidwell, W. E.  
Bradshaw, I. D.  
Bradstreet's...  
Braid, Wm., &  
Canada Maple  
Canada Paper  
Canada Sugar

Canadian Cam  
Canadian Press

Captain Manu  
Carman, Josep  
Carrier, P. W.  
Carter-Crume  
Cassidy, John  
Ceylon Tea As  
Cheyne, J. A.  
Clark, W. ....  
Codrille-Georg  
Coler Manufac  
Colson, C. E., J  
Connors Bros.  
Cowan Co. ....  
Cox, J. & G. ....

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**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
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Man.  
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Hann Iron Saratoga Chip Co., Hamilton.  
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Salada Tea Co., Montreal and Toron-  
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Truro Condensed Milk Co., Truro, N.S.  
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**NEW ADVERTISEMENTS.**

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 Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y.  
 White, Cottell & Co., London, Eng.

**PRICE CONTRACTS AND THE LAW.**

Judge Clute's decision that all price agreements are illegal is not relished by the members of the Wholesale Grocers' Guild, but, on the other hand, they are not convinced that the learned judge is right in his interpretation of the law. Eminent lawyers assert, after careful consideration, that it is impossible to give a definite opinion as to the intention of section 520 of the criminal code, which is the enactment in question. The Dominion Government is understood to hold strongly to the view that any sort of trade organization or agreement is legal so long as prices are not enhanced. Believing that, it is not likely the Government will undertake to alter the law this session, or until some injustice

has been worked by it. The actions now before the courts against the Grocers' Guild, plumbers' supply men and dealers in some lines of hardware, constitute, some think, another good reason why the Government should not act immediately.

But surely there is no sufficient reason for leaving a law in such an indefinite state. If the Government is assured of its meaning why not make it read so that business men, and even eminent counsel, have the same assurance? The law, and especially the crim-

inal law, should be so plain that he who runs may read.

If the Government is right about it then the wholesale grocers have nothing to fear, because, according to a careful computation on the staples they sell under agreement—constituting fifty per cent. of their turnover—they make a net loss of two per cent. That is to say, the profit on half their turnover is two per cent. less than the cost of doing business.

The issue now seems to be, make the law clear.

**CIVICS AND BUSINESS**

Nova Scotia business men and the New Brunswickers, too, are progressive. They have the board of trade idea and apply it in a way Ontario merchants haven't thought of yet. They make a business of civics down by the sea and thereby make civics serve business. They don't let municipal affairs go to seed for lack of a little attention. And they don't ask to be the whole thing either.

Halifax has in operation an admirable plan for co-operative effort by the municipal council and the board of trade. It is a joint committee of the board of trade and city council. But let the chairman of the board, A. M. Bell, tell the story. In his address at the first quarterly meeting of the board he said:

"During the quarter there have been ten meetings of the board of trade council, besides seven meetings of committees and on these occasions the members of the council and of these committees have tried to do things.

"Decidedly the most important committee with which the board of trade is associated is what is known as the Commercial Committee, which is composed of members of the city council and members of the board of trade in equal numbers. The existence of such a committee ensures that harmony and co-operation between these two bodies, which is so much to be desired, and provides, whenever necessary, a representative committee to deal with matters of great importance to the welfare of the city. It is through the work of this committee, of which his worship, the mayor, is chairman, that much of the work of railroad extension has been accomplished.

"Among the many matters which are

pressing for solution and which are engaging the attention of the council, is the endeavor to make Halifax a manufacturing and distributing centre. In connection with this, the commercial committee has recommended to the city council that a bill be submitted to the legislature by which new industries which may be started in the city shall be free from taxation for a term of years. I am pleased to be able to report that this has passed the city council and is now in the hands of a committee that is at work on the details of the bill, and it may reasonably be expected that during the present session of the house such a law will be put on the statute books as will lead to the greater development of manufacturing and distributing industries in our city.

"An effort of a different character, but with the same end in view, is that of an experimental business trip by the manufacturers and those engaged in the wholesale trade of the city to some of the towns on the Halifax and Southwestern Railway. A committee has made arrangements with the management of the road for a special train, and as soon as the weather is more favorable it is expected that a three days' trip will be taken as far as Liverpool and Caledonia, calling at Lunenburg, Mahone and Chester, during which an opportunity will be given to discuss with the merchants of these places, problems of mutual interest to those interested in the business of the several points and Halifax.

"Your council is looking with renewed hope to the time in the near future

when Halifax its splendid way of Canada board. It observer the greater speed of modern ers of these for ports times lie affo without rega can approach speed with t aim of your vantages of the great ra porations, an sideration a of great ben The comm experimental partures. T new extensic ern's Nova only locally cial commit very valuabl where there trade.

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when Halifax will reap the benefit of its splendid position as the finest gateway of Canada on her eastern seaboard. It must be apparent to every observer that the increased size, the greater speed and the immense cost of modern steamers is causing the owners of these splendid vessels to look for ports at which they can at all times lie afloat, and load and discharge without regard to tides, and which they can approach at all times at the highest speed with the least danger. It is the aim of your council to bring the advantages of Halifax to the attention of the great railroad, the steamship corporations, and they now have under consideration a plan which they hope will be of great benefit to the port."

The commercial committee and the experimental trip are very suggestive departures. The business trip was over a new extension of the Canadian Northern's Nova Scotia system and might be only locally applicable. The commercial committee could be copied with very valuable results in every place where there is a council and a board of trade.

Consider the situation in Toronto, for example, where business men carefully avoid municipal politics. The board of trade's influence in the conduct of civic business is a cipher and wasteful, antiquated methods are in vogue; questions and undertakings of paramount commercial importance drag on from year to year without settlement or progress. Not an alderman and, probably, not a member of the board of trade can tell the financial position of the city. The government of a municipality ought to be simply business. A commercial committee, such as Halifax has, could remove many obstacles to progress not only of Toronto, but of most municipalities in the Dominion.

#### RETURNED DRAFTS.

There are times when the retailer does not seem to realize his relation with the wholesaler in the matter of accepting or returning drafts, and refuses to accept a draft on account of some trivial or imaginary reason. Perhaps, if the retailer could really see the amount of work entailed, and the unnecessary expense the non-acceptance of a draft puts the jobber or wholesaler to, he would

be more considerate in the matter.

Complaints come to the notice of this paper from time to time, where drafts are returned with no other explanation than "goods not yet checked over," or "drawee out of town," and in some cases simply the word "refused" is written across the back of the draft without even an explanation. Surely it is not the fault of the jobber that the goods are not checked over. To the house making the draft these returns mean the loss of 25 cents collection, the making of new entries and the reversal of every entry put upon the books in connection with the transaction. And then there is the interest due the bank on account of "drafts returned," which is a direct pecuniary loss to the house.

Sometimes an irate letter follows closely on the heels of a returned draft, claiming a shortage or an overcharge of some small amount, in some cases almost charging the house with an attempt to defraud. If the writer would be less hasty in these refusals, and, if he has a grievance, send in a letter explaining the same, there is no jobbing house of any standing whatever that would not be glad to rectify the matter. But to ignore or refuse to accept a draft, unless for some good and sufficient reason, is an act of business discourtesy and a source of inconvenience and expense to the maker of the draft.

Sometimes a draft is returned on account of a small overcharge, the retailer thinking he will commit himself by signing; but he can have little confidence in the house if he feels that by acceptance he is signing away his chance of being credited with the amount, as it would indeed be a short-sighted firm that would take such an advantage. No doubt those who return drafts freely do so without the knowledge that it causes so much trouble, but it does cause needless trouble and work.

#### TRADE WITH GERMANY.

Canadians, with few exceptions, approve the German surtax as a reply to Germany's unfriendly commercial attitude; but our Government should be just as ready to reciprocate a friendly overture. Germany imports large quantities of food stuffs, and under normal conditions Canada should have a share of that trade. Last year Germany imported 2,288,600 metric tons of wheat, 1,620,000 tons of barley,

354,000 tons of potatoes, 966,300 tons of oats, 928,100 tons of corn, 21,400 tons of wheat flour, \$27,000,000 worth of cattle, \$6,000,000 worth of beef and veal, \$10,300,000 worth of pork, bacon and hams, \$16,500,000 worth of butter, \$6,700,000 worth of cheese and \$28,000,000 worth of eggs. This is the business in which Canada should share. Indications are not lacking that the Germans feel the loss of their trade with Canada and are about ready to remove the obstacle they placed in the way. Canada could not too readily respond by abolishing the surtax.

#### QUEBEC WANTS MORE MONEY.

Hon. Lomer Gouin, the Premier of the Province of Quebec, is doing his best to secure an increased subsidy from the Federal Government. In fact he was a prime mover in the concerted action of the various premiers who met at Quebec and agreed together that each needed and were entitled to more money from the Dominion House. However, Sir Wilfrid and his ministers seem to have shown a tendency to evade the question at issue. With his usually strong determination Mr. Gouin took another step and used his influence with the Montreal Board of Trade to get that body to appeal to the Government. They passed a resolution in support of the provincial demands for more money.

Now, whether the action of the Montreal Board of Trade was right or not, it is a fact that whoever gets Government money and no matter how it is spent the money comes out of the people. It seems contrary to economic wisdom that there should be any principle adopted of robbing Peter to pay Paul. The history of the Provincial Government life, in the Quebec case especially, shows many an instance of riotous living. Money had to be raised on two or three occasions, and it was raised sometimes by exorbitant interest-bearing loans which tended to shatter the credit of the province and other times by round-about taxation and it has always resulted in a spendthrift policy. While Quebec is in crying need of money for a better school system, better railways, better public buildings, etc., what will be the result of a Federal subsidy increase? The probabilities are that there is a gap for the money to fill. Then, too, it is a well known human instinct to take an active interest in what one pays for and raises money by effort to obtain. Montreal City Council is at present in the midst of a quarrel owing to the announcement by the chairman of the finance committee that there are funds in abundance to keep the city roads and all its interests in good shape if the patronage system was abolished in the doings of the civic government.



# MARKETS AND MARKET NOTES

## Quebec Markets.

FLUCTUATIONS—  
Sugar—Declined 10 cents.  
Fish—Revised.

Montreal, May 23, 1905.

The jobbing trade report a very good business during the week just past. Orders have been of good size and have come from representative parts of the country. The trade generally is in a healthy condition, with the exception, perhaps, of the collecting department. It is, according to some wholesale merchants, very difficult to obtain anything in the line of cash at present. It seems that money is tied up, making it impossible for merchants to meet their bills. It is not thought, however, that this condition of affairs will last very long, and once money gets into circulation again business will be on a normal basis. Canned goods present no new features. There is not such a strong demand for tomatoes. Orders are being taken for new stock at open prices. Since the decline in sugar, merchants have shown a disposition to hold off buying, seemingly in the hopes of seeing a further decline. Molasses is practically unchanged. Reports from primary markets state that the crop is just about cleaned out. Teas, on the whole, are moving very well. Coffee and spices are unchanged. Advices from California state that indications point to a light crop of the larger and smaller sized prunes. Other lines will be plentiful, however, it is expected. Very good business is being transacted at the figures now quoted. Other lines are normal.

CANNED GOODS—Canned goods are moving out fairly well. There may be said to be a healthy demand for all lines. Tomatoes are not so strong as they have been in some sections. Already many houses are booking orders for new goods. All orders taken are at open prices. Corn and peas continue to move out quite freely. Fruits are doing very well, although sales are not at present as large as they were some time ago.

|                       | Group No. 1. | Group No. 2. |
|-----------------------|--------------|--------------|
| <b>Cherries—</b>      |              |              |
| 2s, red, pitted       | 2 12½        | 2 10         |
| 2s, red, not pitted   | 1 67½        | 1 65         |
| 2s, black, pitted     | 2 12½        | 2 10         |
| 2s, black, not pitted | 1 67½        | 1 65         |
| 2s, white, pitted     | 2 32½        | 2 30         |
| 2s, white, not pitted | 1 92½        | 1 90         |
| <b>Currants—</b>      |              |              |
| Red, heavy syrup      | 1 60         | 1 57½        |
| Red, preserved        | 1 80         | 1 77½        |
| Black, heavy syrup    | 1 77½        | 1 75         |
| Black, preserved      | 2 07½        | 2 05         |
| Gal apples            | 2 77½        | 2 75         |
| <b>Gooseberries—</b>  |              |              |
| Heavy syrup           | 1 90         | 1 87½        |
| Preserved             | 2 12½        | 2 10         |
| <b>Lawtonberries—</b> |              |              |
| Heavy syrup           | 1 77½        | 1 75         |
| Preserved             | 1 95         | 1 92½        |
| <b>Peaches—</b>       |              |              |
| Yellow, flats, 1½     | 1 70         | 1 67½        |
| " " 2                 | 1 90         | 1 87½        |
| " " 2½                | 2 60         | 2 57½        |
| " " 3                 | 2 85         | 2 82½        |
| whole 2               | 2 37½        | 2 35         |
| White                 | 1 75         | 1 72½        |
| " " 2                 | 2 50         | 2 47½        |
| " " 2½                | 2 70         | 2 67½        |
| Pie                   | 1 27½        | 1 25         |
| Pie, not peeled, gal. | 2 57½        | 2 55         |
| Pie, peeled           | 4 52½        | 4 50         |

|                              |       |       |
|------------------------------|-------|-------|
| <b>Pears—</b>                |       |       |
| Flemish beauty 2             | 1 65  | 1 62½ |
| " " 2½                       | 1 97½ | 1 95  |
| " " 3                        | 2 12½ | 2 10  |
| Bartlett                     | 1 80  | 1 77½ |
| " " 2½                       | 2 17½ | 2 15  |
| " " 3                        | 2 32½ | 2 30  |
| Pie                          | 1 27½ | 1 25  |
| Pie, not peeled, 3           | 3 87½ | 3 77½ |
| Pie, not peeled, gal.        | 3 27½ | 3 25  |
| gal.                         | 2 50  | 2 50  |
| <b>Pineapples—</b>           |       |       |
| 2s sliced                    | 2 25  | 2 25  |
| 2s " grated                  | 2 35  | 2 35  |
| 3s " whole                   | 2 50  | 2 50  |
| <b>Plums—</b>                |       |       |
| 2s, Damson, light syrup      | 1 00  | 1 00  |
| 2s " " heavy syrup           | 1 20  | 1 20  |
| 2½s " " " "                  | 1 57½ | 1 55  |
| 2s " " " "                   | 1 85  | 1 85  |
| Gals. " " standard           | 1 05  | 1 05  |
| 2s " Lombard, light syrup    | 1 35  | 1 35  |
| 2s " " heavy syrup           | 1 62½ | 1 62½ |
| 2½s " " " "                  | 1 90  | 1 90  |
| 3s " " " "                   | 3 15  | 3 15  |
| Gals. " " standard           | 1 15  | 1 15  |
| 2s " Green Gage, light syrup | 1 47½ | 1 47½ |
| 2s " " heavy syrup           | 1 72½ | 1 72½ |
| 2½s " " " "                  | 2 00  | 2 00  |
| 3s " " " "                   | 3 45  | 3 45  |
| Gals. " " standard           | 1 52½ | 1 52½ |
| 2s " Egg, heavy syrup        | 1 80  | 1 80  |
| 2½s " " " "                  | 2 10  | 2 10  |
| 3s " " " "                   | 2 10  | 2 10  |
| <b>Raspberries—</b>          |       |       |
| Red, light syrup             | 1 42½ | 1 40  |
| Red, heavy syrup             | 1 67½ | 1 65  |
| Red, preserved               | 1 87½ | 1 85  |
| Black, heavy syrup           | 1 62½ | 1 60  |
| Black, preserved             | 1 77½ | 1 75  |
| <b>Strawberries—</b>         |       |       |
| 2s, heavy syrup              | 1 52½ | 1 50  |
| 2s, preserved                | 1 67½ | 1 65  |
| Gallons, standard            | 5 27½ | 5 25  |

### VEGETABLES

|                               |         |        |
|-------------------------------|---------|--------|
| <b>Asparagus—</b>             |         |        |
| 2s, tips                      | 52½     | 2 50   |
| Beets, sugar                  | 0 85    | 0 95   |
| <b>Beans—</b>                 |         |        |
| 2s, wax                       | \$0 82½ | \$0 80 |
| 2s, refugee                   | 0 85    | 0 82½  |
| <b>Corn—</b>                  |         |        |
| 2-lb. tins, per doz.          | 0 85    | 0 85   |
| Gallon, per doz.              | 5 00    | 5 00   |
| <b>Peas—</b>                  |         |        |
| 2s, standard (No. 4)          | 0 62½   | 0 60   |
| 2s, early June (No. 3)        | 0 70    | 0 67½  |
| 2s, sweet wrinkled (No. 2)    | 0 82½   | 0 80   |
| 2s, extra fine sifted (No. 1) | 1 22½   | 1 20   |
| <b>Pumpkins—</b>              |         |        |
| 3-lb. tins                    | 0 80    | 0 80   |
| <b>Rhubarb—</b>               |         |        |
| 2s, preserved                 | 1 17½   | 1 15   |
| 3s, preserved                 | 1 92    | 1 90   |
| Gallons, standard             | 2 65    | 2 62   |
| <b>Spinach—</b>               |         |        |
| 2s, table                     | 1 42½   | 1 40   |
| 3s, table                     | 1 82½   | 1 80   |
| Gallons, table                | 5 02    | 5 00   |
| <b>Squash—</b>                |         |        |
| 3-lb.                         | 1 00    | 1 00   |
| <b>Tomatoes—</b>              |         |        |
| 3-lb. tins, per doz.          | 1 30    | 1 30   |
| Gallon tins, per doz.         | 3 02½   | 3 02½  |

### FISH

|   |       |
|---|-------|
| <b>Lobster, tails</b>                             | 3 50  |
| " 1-lb. flats                                     | 3 85  |
| " ½-lb. flats                                     | 2 00  |
| <b>Mackerel</b>                                   | 1 00  |
| Salmon, Horse Shoe, Maple Leaf, Clover Leaf       | 1 25  |
| 1-lb. Tails, 5 cases and over, per doz.           | 1 55  |
| 1-lb. " less than 5 cases, "                      | 1 57½ |
| 1-lb. Flat, 5 cases and over, "                   | 1 67½ |
| 1-lb. " less than 5 cases, "                      | 1 70  |
| Arrow brand, 7½ cents less.                       | 1 00  |
| 1-lb. " 5 cases and over, "                       | 1 02½ |
| 1-lb. " less than 5 cases, "                      | 1 02½ |
| Low Inlet   | 0 95  |
| 1-lb. Flat, 5 cases and over, "                   | 0 97½ |
| 1-lb. " less than 5 cases, "                      | 1 20  |
| "Thistle" haddies, 4 doz. 1-lb. flats, per doz.   | 1 00  |
| Canadian kippered herring, 4 doz. ovals, per doz. | 1 00  |
| fresh herring in tomato sauce, 4 doz.             | 1 00  |
| ovals, per doz.                                   | 1 00  |
| Canadian plain herring, per doz.                  | 1 00  |
| Scotch kippered herring, per doz.                 | 1 35  |
| herring in tomato sauce, per doz.                 | 1 30  |

SUGAR—There has been a decline in sugar since last quotations. This amounts to ten cents all along the line. The New York market declined the same amount previously. Merchants show an inclination to hold off buying since the drop took place. Evidently they are waiting for a firmer market.

|                            |        |
|----------------------------|--------|
| <b>Granulated, bbls.</b>   | \$4 00 |
| " ½-bbls.                  | 4 15   |
| " bags                     | 3 95   |
| <b>Paris lump, barrels</b> | 4 55   |
| " " half-barrels           | 4 65   |
| " " boxes, 100 lbs.        | 4 55   |
| " " boxes, 50 lbs.         | 4 65   |
| <b>Extra ground, bbls.</b> | 4 40   |
| " " 50-lb. boxes           | 4 50   |
| " " 25-lb. boxes           | 4 60   |
| <b>Powdered, bbls.</b>     | 4 20   |
| " " 50-lb. boxes           | 4 40   |
| <b>Phoenix</b>             | 3 85   |
| <b>Bright coffee</b>       | 3 80   |
| " yellow                   | 3 75   |
| <b>No. 3 yellow</b>        | 3 70   |
| <b>No. 2</b>               | 3 60   |
| <b>No. 1</b>               | 3 50   |
| <b>No. 1 " bags</b>        | 3 45   |

SYRUPS AND MOLASSES—Molasses is under fair demand locally, according to wholesalers, the better part of the business being of a sorting nature. Reports from the Barbadoes state that the market there is very strong. The crop is now practically cleared up.

|   |       |
|---|-------|
| <b>Barbadoes, in puncheons</b>            | 0 30  |
| " in barrels                              | 0 32½ |
| " in half-barrels                         | 0 33½ |
| <b>New Orleans</b>                        | 0 22  |
| <b>Antigua</b>                            | 0 30  |
| <b>Porto Rico</b>                         | 0 40  |
| <b>Corn syrups, bbls.</b>                 | 0 02½ |
| " ½-bbls.                                 | 0 02½ |
| " 1-bbls.                                 | 0 03  |
| " 38½-lb. pails                           | 1 30  |
| " 25-lb. pails                            | 0 90  |
| <b>Cases, 2-lb. tins, 2 doz. per case</b> | 1 90  |
| " 5-lb. " 1 doz. "                        | 2 35  |
| " 10-lb. " ½ doz. "                       | 2 25  |
| " 20-lb. " ¼ doz. "                       | 2 10  |

TEAS—There is little change in the tea situation this week. Japans are well sold up at the primary market and the price is 5 per cent. higher than it was after opening this year. The quality, too, it is stated on good authority, both leaf and liquor, is poorer. Fair local business is being transacted in Japans. There is some demand for China greens and China blacks. Ceylons are about the same as they were last week. Greens continue scarce and consequently high, the quality poor. Indian blacks are moving very well.

|  |       |      |
|--|-------|------|
| <b>Japans—Fine</b>                               | 0 26  | 0 30 |
| Medium   | 0 20  | 0 23 |
| Good common                                      | 0 18  | 0 18 |
| Common   | 0 13  | 0 15 |
| <b>Ceylon—Broken Pekoe</b>                       | 0 25  | 0 38 |
| Pekoe  | 0 17  | 0 20 |
| Pekoe Souchongs                                  | 0 15  | 0 20 |
| <b>Indian—Pekoe Souchongs</b>                    | 0 15  | 0 18 |
| <b>Ceylon greens—Young Hysons</b>                | 0 17  | 0 18 |
| Hysons   | 0 16  | 0 17 |
| Gunpowders                                       | 0 13½ | 0 14 |
| <b>China greens—Pinguey gunpowder, low grade</b> | 0 11  | 0 15 |
| " " pea leaf                                     | 0 19  | 0 23 |
| " " pinhead                                      | 0 28  | 0 32 |

COFFEE—Coffee are practically unchanged locally. A fair general business is being done by some houses, while other firms say that they are doing even better than this. Reports state that Mochas are scarce and very high. Other lines, however, are about the same as they were last week.

|                   |       |       |
|-------------------|-------|-------|
| <b>Jamaica</b>    | 0 10½ | 0 11  |
| <b>Java</b>       | 0 18  | 0 22  |
| <b>Mocha</b>      | 0 18½ | 0 19  |
| <b>Rio, No. 7</b> | 0 09½ | 0 10  |
| <b>Santos</b>     | 0 10  | 0 11  |
| <b>Maracaibo</b>  | 0 11  | 0 13½ |

SPICES—Latest advices from the primary markets report a firm market. Locally there is nothing new. Peppers are firm as are also gingers. Usual business is being done in nutmegs.

|                        | Per lb. |
|------------------------|---------|
| <b>Peppers, black</b>  | 0 16    |
| " white                | 0 25    |
| <b>Ginger, whole</b>   | 0 16    |
| <b>Ginger, Cochin</b>  | 0 17    |
| <b>Cloves, whole</b>   | 0 37    |
| <b>Cream of tartar</b> | 0 25    |
| <b>Allspice</b>        | 0 12    |
| <b>Nutmegs</b>         | 0 30    |

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ing at 13½c.

Valencia Raisins—  
Fine off-stalk, per lb.  
Selected, per lb.  
Layers, " " " " " "  
Dates—  
Halloweens, p  
California Evapor  
Apricots, per lb.  
Peaches, " " " "  
Pears, " " " "

Malaga Raisins—  
London layers, " " " "  
" Connoisseur Clust

Royal Buckingham  
" Excelsior Window

California Raisins  
Loose muscatels, fa  
" " " " " " ch  
" " " " " " 2 cr  
" " " " " " 3 cr  
" " " " " " 4 cr

Prunes—  
30-40s.....  
40-50s.....  
50-60s.....  
60-70s.....  
70-80s.....  
80-90s.....  
90-100s.....  
Oregon prunes (Ital

Oregon prunes (Fre

" " " " " " " "  
Currants—  
Filiatras, uncleaned  
Fine Filiatras, per

" " " " " " " "  
Finest Vostizias " "  
Amalias " " " "

Sultana Raisins—  
Sultana raisins, per  
" " " " " " 1-lb

Eleme Table Figs—  
Six crown, extra fa  
Four crown, fancy,  
Three crown.....  
Glove boxes, fine g  
Fancy washed figs,  
" stuffed figs,  
" stuffed figs,  
12-oz. boxes.....

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**FOREIGN DRIED FRUITS**—Reports received from California state that the outlook for the large and small size prunes is not the most encouraging, as it is expected there will be a scarcity. Other sizes, however, from present indications, will be as plentiful as usual. There is a fair volume of business being transacted at the rates quoted, which seem reasonable.

Valencia raisins have advanced considerably in the primary markets. Stocks here are very nearly cleaned up, but so far prices are not affected. Currants are unchanged. Walnuts are firm and there is no change in fibberts. Tarragona almonds have advanced and are now selling at 13½c.

Valencia Raisins—  
Fine off-stalk, per lb. 0 04 0 04½  
Selected, per lb. 0 04½ 0 05½  
Layers, 0 05 0 05½

Dates—  
Dates, Hallowees, per lb. 0 04 0 04½  
Californian Evaporated Fruits—  
Apricots, per lb. 0 13½ 0 14  
Peaches, " 0 12½ 0 14  
Pears, " 0 13½ 0 15

Malaga Raisins—  
London layers, 2 25  
" " 2 50  
" " 1 10  
Royal Buckingham Clusters, 1-boxes, 1 10  
" " 3 50  
" Excelsior Window Clusters, 4 50  
" " 1 3

Californian Raisins—  
Loose muscatels, fancy seeded, in 1-lb. pkgs. 0 09½ 0 09½  
" " choice seeded, in 1-lb. pkgs. 0 08½ 0 08½  
" " 2 crown, 0 07½ 0 08  
" " 3 crown, 0 06 0 08½  
" " 4 crown, 0 06 0 08½

Prunes—  
30-40s, 0 09½ 0 09½  
40-50s, 0 08½ 0 09  
50-60s, 0 08 0 08½  
60-70s, 0 07½ 0 08  
70-80s, 0 07 0 08  
80-90s, 0 06 0 06½  
90-100s, 0 06 0 06  
Oregon prunes (Italian style), 40-50s, 0 08½  
" " 50-60s, 0 07½  
Oregon prunes (French style), 60-70s, 0 07½  
" " 90-100s, 0 06  
" " 100-120s, 0 05

Currants—  
Filiatras, uncleaned, barrels, 0 05½  
Fine Filiatras, per lb., in cases, 0 06½ 0 07  
" " cleaned, 0 06½ 0 07  
" " in 1-lb. cartons, 0 07  
Finest Vostizzas, 0 06½ 0 07½  
Amalias, 0 06

Sultana Raisins—  
Sultana raisins, per lb., 0 06½ 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 07½  
Glove boxes, fine quality, per box, 0 11  
Fancy washed figs, in baskets, per basket, 0 20  
" " pulled figs, in boxes, per box, 0 22  
" " stuffed figs, 0 28  
12-oz. boxes, 0 06½ 0 07

**RICE AND TAPIOCA**—There is practically no change in the situation of the rice and tapioca markets this week. Some firms report having ordered lots of tapioca from London which they expect to arrive any day. The price remains unchanged.

B rice, in 10 bag lots, 3 05  
B rice, less than 10 bags, 3 15  
C rice, in 10 bag lots, 3 05  
C rice, in less than 10 bag lots, 3 15  
Tapioca, medium pearl, 0 06½

**BEANS**—Beans are easier this week. There is a good demand in some quarters, while at other points there is not a great deal doing. Prices remain unchanged.

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

**EVAPORATED APPLES**—Evaporated apples are still selling at the high figure which has been quoted steadily for the past month or so. The best quality fruit cannot be obtained under 12½c., and supplies are limited at that price. Inferior quality goods are selling at prices somewhat lower.

**MAPLE PRODUCTS**—Business in maple syrup and sugar is falling off as the producing season is finished. Good or-

ders are still being shipped, however, although most grocers have already received their stock.

Maple syrup, in wood, per lb. 0 02½ 0 06½  
" " in large tins, 0 06 0 07  
Pure Townships sugar, per lb. 0 07 0 07½  
Pure Beauce County, per lb. 0 07 0 08

**HONEY**—Quotations on honey are unchanged and business is reported as being about fair.

White clover, extracted fine, 0 07 0 08  
Buckwheat, 0 06 0 06½

**FISH**—Dealers report an excellent business being transacted in fresh fish. All lines are in great demand and it is very often hard to fill orders from the stocks arriving. Fresh lake and brook trout are now coming in more freely but not yet in quantities sufficient to easily meet all demands. Fresh haddock are arriving in increasing lots and are now obtainable at 4½c. Fresh steak cod and grass pike are also coming in better. The season for dore is again open and this line is now quoted at 9c. Oysters have been advanced to \$1.50 per imperial gallon. Salt and smoked fish are subject to the usual demand at this season.

Fresh haddock, per lb., 0 04½  
Fresh steak cod, 0 03½  
" halibut, 0 08  
" grass pike, 0 06½  
Lake trout, per lb., 0 08½  
Whitefish, per lb., 0 09  
Dressed bullheads, per lb., 0 10  
" perch, 0 10  
Weakfish, per lb., 0 08  
B. C. Salmon, per lb., 0 17  
Brook trout, 0 20  
Dore, per lb., 0 09

Fresh frozen fish—  
B. C. salmon, per lb., 0 08  
Large frozen Halifax herring, per 100 fish, 2 00  
Smelts, large, 0 03  
Mackerel, per lb., 0 09  
Sea trout, 0 07  
Dore or pickerel, 0 07

Smoked fish—  
Haddies, fresh cured express, 15 and 30-lb. boxes, per lb., 0 07  
Kipperd herring, per box, 1 00  
St. John bloaters, 100 in box, per box, 0 13  
New smoked herring, in small boxes, per box, 0 20  
" salmon, 0 20

Oysters and Lobsters—  
Standards per imp gal, 1 50  
Oyster pails, pints per 100, 0 90  
" " quarts, 1 25

Prepared fish—  
Boneless cod, favorite, 1 and 2-lb. bricks, 0 06  
" fish, 1 and 2-lb. bricks, per lb., 0 05½  
" fish, 25-lb. boxes, per lb., 0 04½  
Skinless cod, 100-lb. cases, per case, 5 75

Salt and pickled fish—  
No. 1 Labrador herring, per half-bbl., 3 50  
" " per pail, 0 80  
" " salmon—  
" " in bbls., 13 00  
" " in ½ bbls., 7 50  
" B. C. salmon, bbls., 12 50  
" " half bbl., 7 00  
" mackerel, per pail, 1 80  
" large green cod, per lb., 0 05  
" medium, " 0 04  
" small, " 0 03

is said by sugar men to have characterized this week. Dried fruits continue firm with advances lagging behind advances abroad.

**CANNED GOODS**—The demand for all lines continues considerable in excess of last year. Unlike other years, light stocks, it is said, are held by retailers, who are buying steadily to meet consumption. The effect, therefore, of the advanced price on tomatoes cannot easily be gauged. While the firmness continues there is no change in quotations for the week.

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

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

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

| FRUITS.                       | Group No. 1 | Groups 2 and 3 |
|-------------------------------|-------------|----------------|
| Apples, standard, 3s.         | 1 02½       | 1 00           |
| " preserved, 3s.              | 1 27½       | 1 25           |
| " standard, gal.              | 2 77½       | 2 75           |
| Blueberries—                  |             |                |
| 2s, standard                  | 0 92½       | 0 90           |
| 2s, preserved                 | 1 42½       | 1 40           |
| Gals, standard                | 3 25        | 4 00           |
| Cherries—                     |             |                |
| 2s, red, pitted               | 2 12½       | 2 10           |
| 2s, " not pitted              | 1 67½       | 1 65           |
| 2s, black, pitted             | 2 12½       | 2 10           |
| 2s, " not pitted              | 1 67½       | 1 65           |
| 2s, white, pitted             | 2 32½       | 2 30           |
| 2s, " not pitted              | 1 92½       | 1 90           |
| Gallons, standard, not pitted | 7 12½       | 7 10           |
| " " pitted                    | 8 62½       | 8 60           |
| Currants—                     |             |                |
| 2s, red, H.S.                 | 1 60        | 1 57½          |
| 2s, red, preserved            | 1 80        | 1 77½          |
| Gals, red, standard           | 4 77½       | 4 75           |
| " " solid pack                | 7 02½       | 7 00           |
| 2s, black, H.S.               | 1 77½       | 1 75           |
| 2s, " preserved               | 2 07½       | 2 05           |
| Gals, black, standard         | 5 02½       | 5 00           |
| " " solid pack                | 8 02½       | 8 00           |
| Grapes—                       |             |                |
| 2s, white Niagara             | 1 42½       | 1 40           |
| 2s, white Niagara             | 1 77½       | 1 75           |
| 3s, white Niagara             | 1 97½       | 1 95           |
| Gal, white Niagara            | 3 52½       | 3 50           |
| Gooseberries—                 |             |                |
| 2s, H. S.                     | 1 90        | 1 87½          |
| 2s, preserved                 | 2 12½       | 2 10           |
| Gals, standard                | 6 02½       | 6 00           |
| " " solid pack                | 8 02½       | 8 00           |
| Lawtonberries—                |             |                |
| 2s, H.S.                      | 1 77½       | 1 75           |
| 2s, preserved                 | 1 95        | 1 92½          |
| Gals, standard                | 5 52½       | 5 50           |
| Peaches—                      |             |                |
| 1½s, yellow (flats)           | 1 70        | 1 67½          |
| 2s, yellow                    | 1 90        | 1 87½          |
| 2½s, yellow                   | 2 60        | 2 57½          |
| 3s, yellow                    | 2 85        | 2 82½          |
| 3s, yellow (whole)            | 2 37½       | 2 35           |
| 2s, white                     | 1 75        | 1 72½          |
| 2½s, white                    | 2 50        | 2 47½          |
| 3s, white                     | 2 70        | 2 67½          |
| 3s, pie                       | 4 52½       | 4 50           |
| Gal, pie, peeled              | 3 57½       | 3 55           |
| Gal, pie, not peeled          | 3 57½       | 3 55           |
| Pears—                        |             |                |
| 2s, Flemish Beauty            | 1 65        | 1 62½          |
| 2½s, Flemish Beauty           | 1 97½       | 1 95           |
| 3s, Flemish Beauty            | 2 12½       | 2 10           |
| 2s, Bartlett                  | 1 80        | 1 77½          |
| 2½s, Bartlett                 | 2 17½       | 2 15           |
| 3s, Bartlett                  | 2 32½       | 2 30           |
| 3s, pie                       | 1 27½       | 1 25           |
| Gal, pie, peeled              | 3 80        | 3 77½          |
| Gal, pie, not peeled          | 3 27½       | 3 25           |
| Pineapple—                    |             |                |
| 2s, sliced                    | 2 32½       | 2 30           |
| 2s, grated                    | 2 57½       | 2 55           |
| 3s, whole                     | 2 72½       | 2 70           |
| Plums, Damson—                |             |                |
| 2s, light syrup               | 0 92½       | 0 90           |
| 2s, heavy syrup               | 1 17½       | 1 15           |
| 2½s, heavy syrup              | 1 47½       | 1 45           |
| 3s, heavy syrup               | 1 77½       | 1 75           |
| Gal, standard                 | 2 97½       | 2 95           |
| Plums, Lombard—               |             |                |
| 2s, light syrup               | 0 97½       | 0 95           |
| 2s, heavy syrup               | 1 22½       | 1 20           |
| 2½s, heavy syrup              | 1 52½       | 1 50           |
| 3s, heavy syrup               | 1 77½       | 1 75           |
| Gal, standard                 | 3 17½       | 3 15           |
| Plums, greengage—             |             |                |
| 2s, light syrup               | 1 02½       | 1 00           |
| 2s, heavy syrup               | 1 27½       | 1 25           |
| 2½s, heavy syrup              | 1 52½       | 1 50           |
| 3s, heavy syrup               | 1 82½       | 1 80           |
| Gal, standard                 | 3 47½       | 3 45           |

Ontario Markets.

Toronto, May 23, 1906.

ABBREVIATIONS—

SUGAR—Down 10c.  
DRIED FRUIT—Prices creeping up.  
BLUE FISH—10c.  
PINES—About the lowest.  
RHUBARB—Cheap.  
CABBAGE—Scarce and dear.  
POTATOES—Firm.

**GROCERIES**—Trade has inclined to quietness this week, with here and there a house that is "busy enough." On all lines the market is firm. Canned goods are in good demand, and sugar is said to be subject to a strong consumptive demand. Stocks here have been very light because of the market uncertainty, but there is a firmer feeling and heavy purchasing in expectation of an advance







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" 0 08 0 09  
" 0 09 0 09 1/2  
" 0 10 1/2 0 10 1/2

0 18 0 20

0 10 0 14  
0 04 1/2

0 13 1/2 0 15

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SPICES — The markets everywhere are firm, but consumption being low trade will be quiet till the middle of July, when the firmness will be more evident. The accompanying quotations are on a basis of pure goods.

| Spices—         | Per lb.   |
|-----------------|-----------|
| Peppers, blk    | 0 20      |
| " white         | 0 30      |
| Cloves          | 0 18 0 25 |
| Cassia          | 0 21 0 25 |
| Nutmeg          | 0 45 0 75 |
| Cloves, whole   | 0 25 0 40 |
| Cream of tartar | 0 22 0 28 |
| Allspice        | 0 16 0 25 |
| Mace            | 0 80 0 90 |

RICE AND TAPIOCA — Quotations of last week continue to rule.

|                       | Per lb.           |
|-----------------------|-------------------|
| Rice, stand. B.       | 0 03 1/2 0 03 1/2 |
| Rangoon               | 0 03 1/2 0 03 1/2 |
| Patna                 | 0 05 0 05 1/2     |
| Japan                 | 0 05 0 07 1/2     |
| Java                  | 0 05 0 07         |
| Rago                  | 0 05 1/2 0 06 1/2 |
| Carolina rice         | 0 07 1/2 0 10     |
| Tapioca, medium pearl | 0 06 1/2          |
| " double goat         | 0 07 1/2          |

FISH — The small quantity of lake fish that are not marketed across the line are not yet sufficient to supply the local market, and consequently prices have declined but fractionally for trout and white fish. Blue fish are now quoted.

|                                 |               |
|---------------------------------|---------------|
| Fresh halibut                   | 0 10 0 13     |
| Haddock, fresh caught, per lb.  | 0 06 0 06 1/2 |
| Fresh cod, per lb.              | 0 07 0 08     |
| Fresh lobsters, boiled, per lb. | 0 20 0 25     |
| Shrimps per gal.                | 1 25          |
| Whitefish, per lb.              | 0 09 0 10     |
| Salmon trout, per lb.           | 0 08 0 09     |
| Finnan haddies                  | 0 08          |
| Ciscoes                         | 1 25          |
| Perch, per lb.                  | 0 05 0 06     |
| Herring, large, per lb.         | 0 08          |
| " medium per lb.                | 0 04          |
| Brook trout, per lb.            | 0 25          |
| Pike, per lb.                   | 0 05 0 06     |
| Blue fish, per lb.              | 0 10          |

DRIED AND CURED FISH — The market is unchanged.

|                                      |               |
|--------------------------------------|---------------|
| Boneless fish, per lb.               | 0 05          |
| Cod fish, 1-lb. bricks               | 0 07          |
| Quail-on-toast, per lb.              | 0 05 1/2 0 06 |
| Flitched cod fish, cases of 100 lbs. | 6 50          |

BEANS—Prices are unchanged.

|                              |               |
|------------------------------|---------------|
| Beans, handpicked, per bush. | 1 85 1 90     |
| " prime, No. 1.              | 1 70 1 75     |
| " Lima, per lb.              | 0 06 1/2 0 07 |

HIDES AND WOOL—The market is steady with little change in the situation. Prices are unchanged from last week.

|                                  |                   |
|----------------------------------|-------------------|
| Hides, inspected, steers, No. 1. | 0 11              |
| " No. 2.                         | 0 10              |
| " cows, No. 1.                   | 0 10 1/2          |
| " No. 2.                         | 0 09 1/2          |
| Country hides, fat, per lb.      | 0 09 0 10         |
| Calf skins, No. 1, city          | 0 14              |
| " No. 1, country                 | 0 13              |
| Dekins                           | 0 80 0 90         |
| Sheep skins                      | 1 50 1 85         |
| Horse hides, No. 1               | 3 15 3 60         |
| Rendered tallow, per lb.         | 0 04 1/2 0 05 1/2 |
| Fulled wools, super, per lb.     | 0 25              |
| " extra                          | 0 27              |
| Wool, unwashed fleece            | 0 17 0 18         |

## B. C. Markets

In groceries the firm and increasing prices of California dried fruits continue to attract attention. Of course it is presumable that the recent disturbances in California have had a strong effect on the market. It is to be noted, too, that the 1905 pack is about cleaned up. In very few weeks new crop packings will be offered. It is therefore because of the clean-up that stocks are better sized up, and shortages noted. In every line an increase of price is quoted. White cooking figs are quoted 1c. higher; prunes, all grades, are up fully 1/2c., and are likely to go up again. Cots are up very high, 15c. being asked per pound for choice stock here. Raisins

are up about 1/2c., the quotation being 9 1/2c. to 10c. for choice and fancy stock. The increase in this line is not so strong on account of light demand at this season.

Canned goods stand firm, as for some time past. Demand is fair and anticipation of early northern traffic is causing orders to be prepared for shipment. The only change to note is a rise in tomatoes, which are now selling at \$1.50 per dozen, though even that is lower than they could be laid down for on present eastern basis. Canned fruits are firm, but no increase is noted.

In produce hams and bacon show an upward tendency, being now quoted at 17 1/2c. per lb. The season of big demand is arriving and the trade is not over well supplied with stock. The main proportion is imported, of course.

The eastern creamery butter supply is kept down by the fact that local stocks continue to increase and nearly fill the market. The local fresh dairy butter is quite a factor, too. Prices asked are 25c. for local creamery and 22 1/2c. to 23c. for local fresh dairy. Eastern creamery brings about the same as local creamery.

There are some eastern eggs on the market selling for 23c., but local fresh stock is plentiful yet. It is bringing 25c. and 26c. per dozen. A small quantity of fresh eastern cheese has been received and sells at 15 1/2c. and 16c. per lb. It will likely go down in price next shipment, the season advancing.

Everyone held potatoes to bring a fancy price, but there has been disappointment, for the expected shortage did not materialize. There has always been a good supply, and the quality is very fair, too. The price quoted for Ashcroft is \$25 per ton; for local lower mainland from \$14 to \$18 per ton. New potatoes, imported from California, are now quoted at 5 1/2c. per lb. Local new potatoes are expected in shortly. Many lines of fresh bunch vegetables, such as radishes, onions, parsley, etc., are in liberal supply. From California, now that disturbances are over, shipments are regularly received. Cabbage has been brought in by the car, and the general price is 3c. per lb. String beans at 20c., green peas at 10c., asparagus at \$2.75 for 15-lb. crate, cucumbers at \$2.25 per doz., cauliflower at \$1.75 per doz., are some of the lines of imported fresh vegetables. Lettuce is local and is still \$1.50 per crate.

Rhubarb is plentiful from local sources at 3c. per lb., or \$1.25 for 40-lb. crates.

In fruits, cherries and strawberries from California are the new features. The former bring \$2.50 and \$2.75 for 10-lb. boxes. Berries in 24-lb. crates are \$5.50, and in 15-lb. crates \$2.75 and \$3 per crate. The cherries are so far all black tartarians. Reports from the local crop of strawberries indicate that it is going to be very good. It will hardly come in before June 1. Hood River, Oregon, is sending a few into the market already.

Oranges are becoming higher every week. Navels are, of course, almost out for the season. They are being followed rapidly by Mediterranean sweets and Valencias, with a few St.

Michaels already in the market. Prices quoted are \$3.75 to \$4.50 for navels; \$3.75, \$4, \$4.25 and \$4.50 for valencias; Mediterranean sweets, \$4; St. Michaels, \$4.50 and \$4.75. Lemons are quoted at \$4.25 and \$4.75 for choice and fancy. Bananas are held at 5 1/2c. per lb. They have been coming forward of late rather green, and the past week's backward weather has not helped to mature them.

Local apples are practically off the market. The only good stock now in are imported Winesaps from Washington and Oregon. They are sold at \$3.75 to \$4.50 per box. The Oregon box is a little larger than that used in the Okanagan. Very few Tasmanian apples were received by the last Australian steamer, owing to short crop in the Antipodes.

## N. S. Markets.

Halifax, N.S., May 22, 1906.

A record low price for strawberries at this season of the year prevailed here this week. American berries sold as low as fifteen cents a box. The berries were of very poor quality. A slightly better berry could be had for twenty cents per box, but the price is remarkably low for strawberries of any quality at this season. Trade generally is steady throughout the province, with prices very firm. The demand for canned goods continues very heavy, and there appears to be sufficient stock on hand to meet all requirements. Peas, beans, tomatoes and corn are the leaders. There is not so good a demand for preserved vegetables as in other seasons at the same period. This fact is accounted for by the bountiful supply of fresh vegetables in prime condition now on the market. Potatoes did not Winter any too well, and the stock now held is light. The New Brunswick and Cornwallis potatoes on the market find a ready sale.

BUTTER—The local receipts are increasing slightly, and as a result the price is easing off a little. During the week the farmers marketed quite a lot of fresh made butter, the best of which sold from 23c. to 25c. per pound. The poorer quality sold around 21c. and 22c. Some of the retailers have also dropped the price of creamery prints to 25c. Very few rolls are now on the market. The supply of creamery is not quite up to expectations.

EGGS—The demand for eggs continues good. There is no change in either the receipts or the price. Nova Scotia eggs are quoted at 17c., and Prince Edward Island stock at 16c. to 16 1/2c. The jobbers do not expect that the price will go any lower.

FRUIT—The market is well supplied with seasonable fruit. The Jamaica oranges, which are very small, are quoted at \$6; Valencias, 7 1/4, at \$6.50; 420 large, \$5.50; ordinary, \$5. Californias range from \$4 to \$4.50, and Mediterranean from \$3.75 to \$4. Lemons are quoted at \$3 to \$3.50, and bananas from \$1.75 to \$2.25. The quality of the latter has improved greatly.



## N. B. Markets.

Office of the Canadian Grocer,  
St. John, N.B., May, 1906.

Business is good. The lumbermen in particular are happy. As a rule each Spring, through lack of water, a large quantity of logs are hung up in the rivers. It looks this year as if not only those hung up last year would come out, but all of the present season's cut. As the outlook is for high prices the situation is extremely favorable. The farmers are not quite so fortunate. The Spring is backward, the weather has been cold and wet, and roads are still bad. In markets there are no particular changes. Prices are generally firm. The quantity of molasses so far imported, particularly Barbadoes, has been large. It looks as if this would be a record season.

**OIL**—This is the quiet season, but dealers continue busy. Orders are already booked for Fall illuminating. While shipments of it are light, lubricating oils are active and there is much competition. This year there is a very heavy demand for gasoline, which is largely new business. Paint oils are also in large demand at high prices.

**SALT**—Considerable stocks of Liverpool coarse salt are held. Sales have been good. Prices are rather firmer. In fine salt there is improved demand.

**CANNED GOODS**—The situation is unchanged. Corn is held in full supply. Peas continue low. The supply of tomatoes is limited, but while prices are firm at the advance, there is no further change. In fruit there is a steady business. Gallon apples are higher. Peaches and strawberries firmer. Salmon is firmly held, and there is a fair demand. Lobsters are high. Meats have an improved sale. American goods are being pushed. In domestic fish the situation is unchanged. Some sardines are still held, and there is little else.

**GREEN FRUIT**—Business is very active. Bananas are in heavy demand. While local prices are unchanged, the market is very firm. Oranges are firmly held. Messinas are chiefly offered in half boxes. Some very nice Jamaicas are seen. Lemons are firmer. Best apples are high. Poor fruit sells slowly. Strawberries are quite freely imported. Now that native rhubarb is here, prices are lower.

**DRIED FRUIT**—California prices are quoted earlier this year than usual. Raisins are well below last season's figures. Valencias, and particularly Malagas, are quite a factor here. Prunes are about the same as the early figures of last season. Considering the market will be bare, present prices should be attractive. Apricots and peaches are quoted high, particularly apricots. In spot goods prunes are very scarce. Apricots and peaches high. Dates higher. Peels are high. Evaporated apples are very scarce. Onions are lower.

**SUGAR**—Prices are off ten cents. The market is however, considered fairly firm. There is a good demand.

**MOLASSES**—Since the last report

there have been quite large arrivals of Barbadoes. Prices are higher and firmly held. Fancy continue to have a large sale. The importations of Barbadoes will be the largest for years. Further lots of Porto Rico are shortly expected. Importations will not be large.

**FISH**—The quantity of gaspereaux so far caught has not been large. A few shad are seen; there is also an occasional salmon. It is still early. Lobsters are quite plentiful. Dry fish are still high, though rather easier. Smoked

herring are rather dull. Pickled herring are high.

**FLOUR, FEED AND MEAL**—While there is no further change in flour, the market is very firm. Feed is still quite high, and there is rather less demand. Oats, are high. Oatmeal is unchanged. Cornmeal is easier. There are now three mills here. Beans are rather dull. Prices are firmer, particularly for hand picked. Barley and peas are dull. In seeds a fair sale is reported. Prices are unchanged.

## WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,  
511 Union Bank Building, Winnipeg, Man.

### Officers of the Association.

Officers Retail Merchants Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Couls, n; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

### Partial list of sections Organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.  
Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.  
Crystal City — P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw. — R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Newdale, secre-

tary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

\* \* \*

Several new sections have been formed during the last fortnight and in others the organization has been completed.

The Crystal City section has been organized, and it now includes eighteen merchants from the towns of Crystal City, Cartwright, Mather, Clearwater and Pilot Mound.

The new Carman section includes the towns of Carman, Sparling, Elm Creek and Roland. There are 22 merchants in this section.

The Manitou section includes the towns of Manitou, Darlingford, La Riviere, Snowflake and Mowbray. There are 15 merchants in this section.

Organization has been completed in the Boissevain section, and it now includes Boissevain, Whitewater, Deloraine, Medora, Napinka, Dunrea, Killarney, Holmfild, Minto, Margaret, Ninette, Elgin and Ninga. This is one of the strongest sections in the association, and it is working well. Harmony prevails and dealers are seeing the tangible benefits of membership in the association.

\* \* \*

W. G. McIntyre has succeeded T. J. McCammon as secretary of the Moose Jaw section.

\* \* \*

The Winnipeg butchers' section of the association at a recent meeting voted \$100 as a subscription for the relief of the San Francisco sufferers.

## Manit

(Market quotations)

### FLUCTUATING

Sugar—Doz.

Moose Jaw.

Clark's R per doz. for 2's.

In sympathy New York, reduced 10c. per Canadian Grocer. This decline of the B.C. into effect boundary. (quoting local deliveries of trary to expectations on raise year, and price decline. No of California dr held firmly a eral business show a marked pared with l

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doz. for 2's.

Apples—

gallons, per doz.

3-lb. "

Cherries—

red pitted, per 2

black

Currants—

new, red, 2 doz.

black

Gooseberries—

new

Lawtonberries—

Pears—

2s, F.B., per 2-d

3s, "

Peaches—

2s "

3s "

Plums—

Danson, 1s "

Lombard, 1s "

Greengage, 1s "

Pumpkins—

3s "

Pineapples—

2s, sliced, 2 doz.

2s, whole, "

2s, whole, "

2s, grated, "

Raspberries—

red (new) "

black (new) "

Strawberries—

new "

Beans—

golden wax, "

refugeo, "

Beets—

3s "

Corn—

2s "

Peas—

(No. 4) 2s "

(No. 3) 2s "

Succotash—

2s "

Tomatoes—

All groups, per

Salmon, Fraser Riv

" Skeena Riv

" River & Inle

" Red Spring,

" humpback,

" cohoes,

" Clover Leaf

Pork and beans (V.C



ckled herring

EAL.—While in flour, the is still quite less demand. s unchanged. are now three dull. Prices hand picked. In seeds a ices are un-

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# Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Wednesday, May 23, 1906.)

FLUCTUATIONS—

Sugar—Declined 10c. per cwt. east Moose Jaw.

Clark's Roast Beef—Advanced 5c. per doz. for 1's, and 10c. per doz. for 2's.

In sympathy with a similar decline in New York, all refined sugars were reduced 10c. per cwt. last week after The Canadian Grocer had gone to press. This decline applies to all points west of the B.C. boundary, but does not go into effect on the other side of the boundary. California fruit houses are quoting local jobbers now for October deliveries of prunes and raisins. Contrary to expectations, the opening quotations on raisins are lower than last year, and prunes also show a slight decline. No other fruits are quoted yet. California dried fruits now in stock are held firmly at present high prices. General business is active, and collections show a marked improvement as compared with last year.

CANNED GOODS—From advices received from the Pacific Coast it is believed that very little of the best sockeye salmon will be packed in tall tins this season, the reason being that the demand outside Canada is almost entirely for the flat tins. Humpbacks, cohoes and the late run sockeyes will be packed in tall tins as before. Indications point to higher prices than last year. Clark's roast beef has been advanced 5c. per doz. for 1's, and 10c. per doz. for 2's. We quote:

| FRUITS.                                     |      | Group No. 1 | Groups No 2 & 3 |
|---|------|-------------|-----------------|
| Apples—                                     |      |             |                 |
| gallons, per doz.                           | 3 35 | 3 30        |                 |
| 3-lb.                                       | 2 75 | 2 70        |                 |
| Cherries—                                   |      |             |                 |
| red pitted, per 2-doz. case                 | 4 33 | 4 28        |                 |
| Currants—                                   |      |             |                 |
| new, red, 2 doz. cases, per case            | 3 48 | 3 43        |                 |
| black                                       | 3 83 | 3 78        |                 |
| Gooseberries—                               |      |             |                 |
| new   | 4 08 | 4 03        |                 |
| Lawtonberries—                              |      |             |                 |
| "   | 3 83 | 3 78        |                 |
| Pears—                                      |      |             |                 |
| 2s, F.B., per 2-doz. case                   | 3 58 | 3 53        |                 |
| 3s,   | 5 09 | 5 04        |                 |
| Peaches—                                    |      |             |                 |
| 2s  | 4 08 | 4 03        |                 |
| 3s  | 6 14 | 6 09        |                 |
| Plums—                                      |      |             |                 |
| Damson, 1s                                  | 2 13 | 2 08        |                 |
| Lombard, 1s                                 | 2 23 | 2 18        |                 |
| Greengage, 1s                               | 2 33 | 2 28        |                 |
| Pumpkins—                                   |      |             |                 |
| 3s  | 2 09 | 2 04        |                 |
| Pineapples—                                 |      |             |                 |
| 2s, sliced, 2 doz. cases, per case          | 4 20 |             |                 |
| 2s, whole,                                  | 3 75 |             |                 |
| 2 1/2s, whole,                              | 4 60 |             |                 |
| 2s, grated,                                 | 4 40 |             |                 |
| Raspberries—                                |      |             |                 |
| red (new)                                   | 3 63 | 3 58        |                 |
| black (new)                                 | 3 53 | 3 48        |                 |
| Strawberries—                               |      |             |                 |
| new   | 4 00 | 4 25        |                 |
| VEGETABLES.                                 |      |             |                 |
| Beans—                                      |      |             |                 |
| golden wax,                                 | 1 93 | 1 88        |                 |
| refugee,                                    | 1 98 | 1 93        |                 |
| Beets—                                      |      |             |                 |
| 3s  | 2 39 | 2 34        |                 |
| Corn—                                       |      |             |                 |
| 2s  | 1 98 | 1 93        |                 |
| Peas—                                       |      |             |                 |
| (No. 4) 2s                                  | 1 53 | 1 48        |                 |
| (No. 3) 2s                                  | 1 68 | 1 63        |                 |
| Succotash—                                  |      |             |                 |
| 2s  | 2 63 | 2 58        |                 |
| Tomatoes—                                   |      |             |                 |
| All groups, per case                        | 2 80 | 2 95        |                 |
| Salmon, Fraser River sockeye, per case      | 6 25 |             |                 |
| " Skeena River,                             | 6 00 |             |                 |
| " River's Inlet,                            | 5 90 |             |                 |
| " Red Spring,                               | 5 75 |             |                 |
| " humpback,                                 | 4 10 |             |                 |
| " cohoes,                                   | 4 85 |             |                 |
| " Clover Leaf, Fall delivery, 1 to 4 cases, | 6 30 |             |                 |
| " 5 to 9 cases,                             | 6 20 |             |                 |
| Pork and beans (V.O.P. Co.), 1s, per doz.   | 1 25 |             |                 |
| " 2s,                                       | 1 90 |             |                 |
| " 3s,                                       | 2 60 |             |                 |

## THE CANADIAN GROCER

|   |       |
|---|-------|
| Clark's 1 lb. plain, per case                       | 2 10  |
| " 2 "   | 1 80  |
| " 3 "   | 2 30  |
| " 1 " tomato sauce, per case                        | 1 85  |
| " 2 "   | 2 40  |
| " 3 "   | 2 31  |
| " 1 " Chili "                                       | 1 95  |
| " 2 "   | 2 40  |
| " 3 "   | 2 25  |
| Soups (Van Camp's), per doz.                        | 1 25  |
| Canned chicken (Man. Can. Co.) per doz.             | 3 25  |
| " turkey  | 3 25  |
| " chicken (Aylmer), per doz                         | 3 30  |
| " (Delhi)   | 3 30  |
| " turkey (Aylmer)                                   | 3 30  |
| " (Delhi)   | 3 30  |
| " duck (Aylmer)                                     | 3 30  |
| " (Delhi)   | 3 20  |
| Corned beef   | 2 75  |
| " 2s  | 1 55  |
| " 1s  | 2 75  |
| Roast beef (Man. Can. Co.), 2s, per doz             | 2 75  |
| (Clark's), 1s, per doz                              | 1 55  |
| " 2s  | 2 65  |
| Potted meats, 1/2s, per doz.                        | 0 55  |
| Veal loaf (Libbey's), 1 lb., per doz.               | 1 25  |
| " 1 lb.   | 2 50  |
| Ham loaf " 1 lb.                                    | 1 25  |
| " 1 lb.   | 2 50  |
| Chicken loaf " 1 lb.                                | 1 85  |
| " 1 lb.   | 3 50  |
| Luncheon (Clark's), 1s,                             | 3 45  |
| (Aylmer), 1s,                                       | 3 00  |
| Sliced smoked beef (Libbey's), 1-lb. tins, per doz. | 1 80  |
| " 1-lb. tins,                                       | 3 10  |
| " 1-lb. glass,                                      | 3 35  |
| Chipped " 1-lb. tins,                               | 1 45  |
| " 1-lb. glass,                                      | 2 50  |
| " 1-lb. glass,                                      | 3 05  |
| Sliced bacon, " 1-lb. tins,                         | 3 10  |
| " 1-lb. glass,                                      | 3 25  |
| Corned beef (Clark's), 1-lb. tins, per doz.         | 1 50  |
| 2-lb.   | 2 65  |
| Lobsters (new), 1-lb. flats, per 8-doz. case        | 16 00 |
| " 3-lb. talls, per 4-doz. case                      | 10 25 |
| " 1-lb. talls,                                      | 14 50 |

SUGAR—As noted above, there has been another decline of 10c. per cwt. in refined sugar, applying to all points as far west as the B.C. boundary.

|                               |      |
|-------------------------------|------|
| Montreal granulated, in bbls. | 4 75 |
| " in sacks.                   | 4 70 |
| " yellow, in bbls.            | 4 35 |
| " in sacks.                   | 4 30 |
| Wallaceburg, in bbls.         | 4 65 |
| " in sacks.                   | 4 60 |
| Berlin, granulated in bbls.   | 4 65 |
| " in sacks.                   | 4 60 |
| Icing sugar in bbls.          | 5 35 |
| " in boxes.                   | 5 35 |
| " in small quantities.        | 5 95 |
| Powdered sugar, in bbls.      | 5 15 |
| " in boxes.                   | 5 35 |
| " in small quantities.        | 5 60 |
| Lump, hard, in bbls.          | 5 45 |
| " in 1-bbls.                  | 5 55 |
| " in 100-lb. cases.           | 5 45 |
| Raw sugar.                    | 4 50 |

On Tuesday sugar advanced 10c. again from Moose Jaw west to British Columbia.

SYRUPS AND MOLASSES — As noted last week, there has been an advance in New Orleans molasses

|  |      |
|--|------|
| Syrup "Crown Brand," 2-lb. tins, per 2 doz. case | 2 20 |
| " 5-lb. tins, per 1 "                            | 2 65 |
| " 10-lb. tins, per 1 "                           | 2 55 |
| " 20-lb. tins, per 1 "                           | 2 45 |
| " barrel, per lb.                                | 0 03 |
| " Sugar syrup, per lb.                           | 0 03 |
| " Kairomel " syrup, 2-lb. tins, per 2 doz. case. | 2 55 |
| " 5-lb.  | 2 90 |
| " 10-lb.   | 2 70 |
| " 20-lb.   | 2 80 |
| Barbadoes molasses in 1-bbls, per gal.           | 0 40 |
| New Orleans molasses in 1-bbls, per lb.          | 0 03 |
| Porto Rico molasses in 1-bbls., per lb.          | 0 04 |
| Blackstrap, in bbls., per gal.                   | 0 31 |
| " "  | 0 33 |
| " gal. bets., each.                              | 2 35 |

COFFEE—

|   |      |      |
|---|------|------|
| Whole green Rio, per lb.                    | 0 10 | 0 11 |
| " roasted " per lb.                         | 0 15 | 0 15 |
| Ground roasted Rio.                         | 0 16 |      |
| Standard Java in 25-lb. tins, per lb.       | 0 33 |      |
| Old Government Java in 25 lb. tins, per lb. | 0 32 |      |
| " Mocha                                     | 0 32 |      |
| Imperial Java, in 25 lb. tins, per lb.      | 0 29 |      |
| Pure mocha                                  | 0 25 |      |
| " Maracaibo                                 | 0 19 |      |
| Choice Rio.                                 | 0 17 |      |
| Pure  | 0 16 |      |
| Seal Brand (O & S) in 2-lb. tins, per lb.   | 0 32 |      |
| " 1-lb.                                     | 0 33 |      |
| Local Blends:—                              |      |      |
| Mocha and Java in 2-lb. tins, per lb.       | 0 23 |      |
| " 1-lb.                                     | 0 24 |      |

MATCHES—Prices are steady at advanced quotations noted last week.

|                   |           |      |
|-------------------|-----------|------|
| " Telegraph "     | Per case, | 4 75 |
| " Telephone "     | 4 65      |      |
| " King Edward "   | 3 35      |      |
| " Head Light "    | 4 20      |      |
| " Rising Star "   | 5 50      |      |
| " Eagle "         | 1 95      |      |
| " Victoria "      | 3 10      |      |
| " Silent, " 200s. | 2 20      |      |
| " 500s.           | 4 70      |      |

FLY PADS, ETC.—Wilson's fly pads

are quoted this year at the same price as last, viz., \$3 per box or 3 boxes for \$8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or \$4 per case of 10 boxes.

FOREIGN DRIED FRUITS — California fruit houses are quoting local jobbers on October deliveries of raisins and prunes. Opening quotations on raisins indicate a decline as compared with last year. Prunes are also slightly lower. These are the only fruits on which quotations have actually been made, but higher prices for apricots are confidently predicted as the crop is undoubtedly short.

|  |      |      |
|--|------|------|
| Sultana raisins, bulk, per lb.                         | 0 61 |      |
| " cleaned,   | 0 08 |      |
| " 1 lb pkgs "  | 0 09 |      |
| Table raisins, Connoisseur clusters, per case.         | 2 60 |      |
| " extra dessert,                                       | 3 40 |      |
| " Royal Buckingham,                                    | 4 00 |      |
| " Imperial Russian "                                   | 5 25 |      |
| " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs.) | 3 35 |      |
| " Connoisseur clusters, boxes (5 1/2 lbs.)             | 0 80 |      |
| Valencia raisins, f. o. s.                             | 1 35 | 1 50 |
| " selected,  | 1 60 | 1 75 |
| " layers,  | 1 70 | 1 85 |
| California raisins, muscatels, 2 crown, per lb.        | 0 09 |      |
| " " 3 "  | 0 09 |      |
| " " choice seeded in 1/2-lb. packages per package      | 0 09 |      |
| " fancy seeded in 1/2-lb. packages per package         | 0 09 |      |
| " choice seeded in 1-lb. packages per package          | 0 10 |      |
| " fancy seeded, 1-lb. packages, per package            | 0 12 |      |
| Prunes 10-120 per lb.                                  | 0 07 |      |
| " 90-100 "   | 0 08 |      |
| " 80-90 "  | 0 08 |      |
| " 70-80 "  | 0 09 |      |
| " 60-70 "  | 0 09 |      |
| " 50-60 "  | 0 10 |      |
| " 40-50 "  | 0 10 |      |
| " choice silver, per lb.                               | 0 11 |      |
| " silver, per lb.                                      | 0 08 |      |
| Currants, uncleaned, loose pack, per lb.               | 0 05 |      |
| " dry cleaned, Filiatras, per lb.                      | 0 06 |      |
| " wet cleaned, per lb.                                 | 0 06 |      |
| " Filiatras in 1-lb. pkg. dry cleaned, per lb.         | 0 07 |      |
| " Postizas, uncleaned.                                 | 0 06 |      |
| Hallowee dates, new per lb.                            | 0 05 |      |
| Figs, cooking in tins and sacks                        | 0 05 |      |
| " boxes  | 0 05 |      |
| Apricots, choice, in 25-lb. boxes, per lb.             | 0 15 |      |
| Apricots, standard in 25-lb. boxes, per lb.            | 0 16 |      |
| Slab apricots in 25-lb. boxes, per lb.                 | 0 15 |      |
| Peaches, choice, per lb.                               | 0 15 |      |
| " standard   | 0 15 |      |
| Pears, choice (halves), per lb.                        | 0 16 |      |
| " standard "   | 0 15 |      |
| Plums, choice (dark pitted) per lb.                    | 0 12 |      |
| Nectarines, choice.                                    | 0 14 |      |

CANDIED PEELS—

|                                |      |
|--------------------------------|------|
| Lemon, per lb.                 | 0 11 |
| Orange                         | 0 11 |
| Citron                         | 0 20 |
| Mixed, in 1-lb. drums per doz. | 2 30 |

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13 1/2c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

BEANS—No. 1 white beans are quoted at \$2.05 per bushel, and No. 2 at \$1.90.

NUTS—

|                                 |      |
|---------------------------------|------|
| Almonds, per lb.                | 0 12 |
| " (shelled), per lb.            | 0 28 |
| Filberts                        | 0 10 |
| Peanuts,                        | 0 10 |
| Jumbos.                         | 0 12 |
| Walnuts, new, Grenoble, per lb. | 0 15 |
| " Marbots                       | 0 13 |
| " shelled, "                    | 0 30 |
| Pecans, per lb.                 | 0 15 |
| Brazil, per lb.                 | 0 15 |

SPICES—

| GROUND SPICES.                               |      |
|--|------|
| Pepper, black, in 10 lb. boxes, per lb.      | 0 18 |
| " white, " 5 "                               | 0 25 |
| Cayenne pepper, in 2 and 5 lb. tins, per lb. | 0 20 |
| Cloves, in 5 lb. boxes, per lb.              | 0 22 |
| Cassia,                                      | 0 12 |
| Allspice, "                                  | 5 11 |
| Ginger, in 10-lb. boxes, per lb.             | 0 13 |
| Mixed spice, in 5-lb. boxes, per lb.         | 0 20 |
| Mace, in 5-lb. boxes, per lb.                | 0 70 |

WHOLE SPICES.

|  |      |
|--|------|
| Black pepper, per lb.                              | 0 13 |
| White pepper, per lb.                              | 0 25 |
| Cinnamon (ordinary), per lb.                       | 0 18 |
| Cinnamon (extra choice), per lb.                   | 0 24 |
| Nutmegs, per lb.                                   | 0 25 |
| Cloves according to quality.                       | 0 14 |
| Ginger, per lb.                                    | 0 10 |
| Allspice, per lb.                                  | 0 08 |
| Mace, per lb.                                      | 0 70 |
| Mixed spices, for pickling 4-oz. packets, per doz. | 0 75 |



THE MARKETS

The Canadian Grocer

HONEY—

|  |      |
|--|------|
| 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 |
| New honey, 5-lb. tins, 1 doz. in case, per case  | 6 75 |
| " " 10-lb. tins, 6 in case, per case             | 6 40 |
| " " 60-lb. tins, per lb                          | 0 10 |

SAUCES—

|   |        |
|---|--------|
| Worcestershire, Lea & Perrins' 1/2 pints, per doz | \$3 65 |
| " " White's pints                                 | 6 00   |
| " " Paterson's pints                              | 0 90   |
| " " Paterson's 1/2 pints                          | 0 90   |
| " " Paterson's 1/4 pints                          | 1 75   |
| Essence of anchovies (C. & B.), per doz           | 3 00   |
| Yorkshire relish (Goodall & Backhouse), per doz   | 1 90   |

BUCKWHEAT—Quoted as before at \$1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca still maintains the high price quoted now for some weeks.

|                                |          |
|--------------------------------|----------|
| Japan rice, per lb., cwt. lots | 0 05 1/2 |
| " " 50-lb. lots                | 0 05 1/2 |
| Rangoon rice, per lb.          | 0 04     |
| Patna                          | 0 04 1/2 |
| Tapioca, per cwt.              | 7 25     |
| Sago, per lb.                  | 0 04 1/2 |

POT AND PEARL BARLEY—

|                                       |      |
|---------------------------------------|------|
| Pot barley, per sack                  | 2 20 |
| Pearl barley, per half sack (49 lbs.) | 1 65 |
| " " sack                              | 3 30 |

OATMEAL AND CORNMEAL—As noted last week, there has been an advance of 10c. per sack on cornmeal.

|                                     |      |
|-------------------------------------|------|
| Rolled oats, 80-lb. sacks, per sack | 2 05 |
| 40-lb. " "                          | 1 05 |
| 20-lb. " "                          | 0 54 |
| 8-lb. " "                           | 0 25 |
| Granulated oatmeal, per sack        | 2 55 |
| Standard                            | 2 55 |
| Cornmeal                            | 70   |

GREEN FRUITS—Oranges and lemons are advancing owing to advices from California, and higher prices will be announced in a few days.

|  |      |
|--|------|
| Fancy Cal. blood oranges, 200's to 250's | 5 00 |
| " " 324's to 360's                       | 4 50 |
| Fancy Cal. navel oranges, 96's           | 4 00 |
| " " 112's                                | 4 25 |
| " " 126's                                | 4 50 |
| " " 150's                                | 5 00 |
| " " 176's to 324's                       | 5 50 |
| Lemons, 300's and 360's                  | 5 00 |
| Strawberries, quarts, per 2 doz. cases   | 5 00 |
| California cherries, per box             | 4 00 |
| Bananas, per bunch                       | 2 75 |
| Apples, Ben Davis, per box               | 3 00 |

VEGETABLES—

|  |      |
|--|------|
| Rhubarb, 40's, per box                           | 2 00 |
| Asparagus per box                                | 2 50 |
| Florida tomatoes (6 baskets to crate), per crate | 3 60 |
| Onions, Egyptian, per lb.                        | 0 04 |
| " " native, per lb.                              | 0 03 |
| Lettuce, new, per doz                            | 0 45 |
| Radishes, new, per doz                           | 0 45 |
| Onions, new, per doz                             | 0 45 |
| Parsley, new, per doz                            | 0 45 |
| Cabbage, new, per lb.                            | 0 05 |
| Cucumbers, new, per doz                          | 2 00 |

BUTTER—Creamery butter is in good supply at present and is selling to the trade at following prices:

|  |      |
|--|------|
| Finest fresh creamery, in 56-lb. boxes | 0 21 |
| " " in 28-lb. boxes                    | 0 21 |
| " " in 14-lb. boxes                    | 0 21 |
| " " in 1-lb. bricks (eastern)          | 0 25 |
| " " (western)                          | 0 21 |

Local produce houses are paying 14c. per lb. for No. 1 dairy and 10c. for No. 2 dairy delivered in Winnipeg.

CHEESE—Prices are declining.

|                       |          |
|-----------------------|----------|
| Finest Ontario, large | 0 13     |
| " " Manitoba, large   | 0 12 1/2 |
| " " twins             | 0 12 1/2 |
| " " small             | 0 12 1/2 |

LARD—Tierce basis is now 11 1/2c. per pound.

|  |          |
|--|----------|
| Tierce basis, per lb                       | 0 11 1/2 |
| Small packages take the following advance: |          |
| 50-lb. tin cans, per lb                    | 0 00 1/2 |
| 20-lb. tin pails, in 80-lb. cases, per lb  | 0 00 1/2 |
| 10-lb. " in 60-lb. " "                     | 0 00 1/2 |
| 5-lb. " " "                                | 0 00 1/2 |
| 3-lb. " " "                                | 0 01     |
| 20-lb. net white wood pails, per lb.       | 0 00 1/2 |

CURED MEATS—

|   |          |
|---|----------|
| Hams, selected stock, special mild cure | 0 16     |
| Bacon, " "                              | 0 15     |
| Backs, " "                              | 0 15     |
| Hams, light, 10 to 12 average           | 0 14 1/2 |
| " " medium, 14 to 15 average            | 0 14 1/2 |
| " " heavy, 20 to 30, for slicing        | 0 14 1/2 |
| " " heavy skinned, 20 to 30 for slicing | 0 14 1/2 |
| Picnic hams, light, choice, 6 to 8      | 0 11 1/2 |
| Shoulders light, choice                 | 0 11     |

|  |          |
|--|----------|
| Breakfast bacon, clear, bellies, light, 8 to 10      | 0 15 1/2 |
| " " clear bellies, 12 to 14                          | 0 15     |
| Clear backs, b bacon light                           | 6 14 1/2 |
| " " b bacon 12 to 14                                 | 0 14 1/2 |
| Spiced rolls, long if in stock                       | 0 15     |
| " " short  | 0 13     |
| Dried beef ham, sets                                 | 0 11 1/2 |
| Smoked hams boned and rolled, 2c. per lb. additional |          |

DRY SALT MEATS.

|                            |          |
|----------------------------|----------|
| Bacon, dry salt long clear | 0 12 1/2 |
| " " smoked                 | 0 13 1/2 |
| Shoulders " boneless backs | 0 12 1/2 |

BARREL PORK.

|                                    |       |
|------------------------------------|-------|
| Heavy mess pork, boneless, per bbl | 22 00 |
| " " " per 1/2 bbl                  | 11 50 |
| Standard mess pork, per bbl        | 22 50 |

PICKLED GOODS (COOKED).

|   |         |         |         |          |
|---|---------|---------|---------|----------|
|   | 80 lbs. | 40 lbs. | 20 lbs. | 15 lbs.  |
| Pig's feet                                    | 4 00    | 2 10    | 1 60    | 1 10     |
| Pig's tongues                                 | 14 50   | 7 50    | 4 00    | 3 00     |
| Boneless hocks                                | 8 50    | 4 50    | 2 50    | 2 00     |
| Sweet pickled spare ribs, not cooked, per lb. |         |         |         | 0 03 1/2 |
| hocks,  |         |         |         | 0 04     |

CHEESE AND BUTTER BULLETIN.

The new season for cheese and butter has now fairly well opened, and, as was to be expected, prices of the new product are high and therefore remunerative for the farmers; the season's prospects are, however, as yet shrouded in mystery.

Our season is undoubtedly backward, and, owing to the lack of snow last Winter, our pastures are in poor condition. What the country is now mostly in need of is warm rains; we must have good grass to make good cheese and butter.

In most sections the dairy cows are now turned out during the day and housed and fed over night; the flow of milk is thus kept up, but the quality is as yet weak and foddery.

Last season's make of cheese was insufficient for the natural consumptive demand. Prices rose to a high point in consequence; the new season's make was wanted, and full prices are ruling today. This has stimulated farmers to extra feeding of their stock, with the result that receipts of both cheese and butter, and also the exports, show a marked increase over last year's figures. Whether this means an increased number of dairy cows, or is just the result of extra feeding to produce more milk, is not clearly established at present, but it is quite probable that both these causes may be accepted.

The dairy industry has undoubtedly been profitable for the farmers for the past two years. It is therefore only natural to suppose that the farmers have increased their dairy stocks and, further, getting good prices for the product of their milk, they are probably feeding their cows to get as much milk as possible at this season.

Receipts of cheese at Montreal since May 1 were 82,875 boxes against 46,908 boxes for the corresponding period of last year. The receipts of butter since May 1 were 28,056 packages against 20,349 packages for the corresponding period of last year. These figures show a wonderful increase of production of both cheese and butter, especially if the very backward season is taken into consideration, and only an increased number of dairy cows and also extra feeding of the dairy stock can be accounted responsible for this increase of production.

Meanwhile, British markets are bare of supplies and no matter what the price may be, they have some of our goods to supply their trade, but, if this increase in production continued, and probably augmented, when the condition of pastures improves we may get an over

supply and consequently much lower price later on.

At present it looks like another season of high prices for both cheese and butter, but, whatever the market prices for cheese or butter may be, the farmers always get the best end of it; they get cash for their products and run no risk of losses.

The winding up of last season brought some disappointments to late holders of goods, as they did not realize the generally expected extreme high prices. The weakening and consequent decline in prices was undoubtedly caused by operators on this side, who, in their eagerness to dispose of the early fodder goods, kept offering them over the cable at rapidly declining prices. This resulted in bringing out a demand considerably in excess of the meagre supplies and the consequence was, a sharp reaction in prices at a time when a gradual lowering of prices should have taken place. Stocks in Great Britain are light and the consumption does not stop, but the fear of a big drop in values makes dealers cautious, so that present trading is only from hand to mouth, which policy is likely to be kept up until real full grass June goods come on the market.

There is quite a rupture at present between the Eastern Townships Dairy Association of Cowansville and the Montreal Produce Merchants' Association, the former being altogether too aggressive and offensive. The latter concluded to keep away from the old board and get up a new one, the main point at issue being "Montreal inspection" against "factory inspection." Owing to the large area, the latter is too expensive for Montreal merchants and they naturally feel that the producers should have sufficient confidence in them to concede this point. In the present age of keen competition for goods and trade, the Montreal merchants would not be likely to take unfair advantage of the men in the country; in fact, it has been proven that Montreal inspection was in many cases fairer than factory inspection to the farmers, and a large number of creamery and cheese factory salesmen fully realize this, so that they are quite willing to join hands with their Montreal customers in establishing a new board at Cowansville, based on fairer business principles. A limited faction of the old board are still holding out, but if they find themselves left by the buyers, they will probably come around and join the board where they can readily dispose of their goods.

CONDENSED ADVERTISING

Advertisement insertion; i.e. a Contractions \$1,000 are allowed. Cash remittance advertisements. Advertisements acknowledged. Where replies cents must be at

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A 2,000 LB working chine, adjusta "Ideal" pack above to be s and particula Toronto.

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We are p to exhibits hibition, an Goods bot ALFR Wholesale

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**BUSINESS CHANGES.**

A. S. Branston, grocer, of London, has sold out.

A. Broadhead Baker, of Ottawa, intends to move to Battleford, Sask.

Geo. W. Davey, grocer, of Toronto, has sold out to J. L. Scott.

W. D. Christie, flour, etc., Kemptonville, Ont., has assigned to T. K. Allan.

Robt. Martin, general merchant, of Sudbury, is advertising his business for sale.

R. C. George, grocer, Port Arthur, Ont., has been succeeded by Shaver Bros.

Chas. H. Knowles, confectioner, Hamilton, Ont., has sold out to Mrs. Geo. Askew.

S. P. Hope & Co., general merchants, Adamsville, Que.; Moore Kelly sole partner.

N. Wickett, general merchant, New Liskeard, Ont., has been succeeded by F. Heasman.

E. T. Bush, dry goods merchant, of Winnipeg, Man., has sold his stock to M. Halperin.

The Canadian Grocer's correspondent at Ottawa has been informed officially there will be no change in the Criminal Code this session.

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**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   |
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**AGENCY WANTED**

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

A WELL-KNOWN firm of manufacturers with a complete organization, calling regularly upon and doing direct business with every good class grocer (wholesale and retail) in the United Kingdom, is open to negotiate for the representation of a high class grocery article on commission or buying terms. Address "Agency," c/o Street's, 30, Cornhill, London, England. (21)

**TO THE TEA TRADE**

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

**NEW ZEALAND EXHIBITION.**

We are prepared to supervise and give attention to exhibits at the New Zealand International Exhibition, and accept agencies for New Zealand.

Goods bought, or sold on commission.  
**ALFRED TYREE & CO., Ltd.,**  
 Wholesale Merchants and Manufacturers' Agents,  
 CHRISTCHURCH  
 Also at Dunedin, Wellington, and Auckland, N.Z.

**SITUATION WANTED.**

YOUNG MAN of 30, good address, experienced grocery traveler at present traveling in B.C., desirous of going to New Zealand would take charge of exhibit at New Zealand exhibition and afterwards represent firm on salary or commission basis; has had experience in this line of work. Address, Box 117, CANADIAN GROCER, Toronto.

WANTED—By University student, position for summer as traveler. Three years in grocery store. Box 116, CANADIAN GROCER, Toronto.

**Expert Bookkeeping**

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

**PERCY P. DAVENPORT**

Chartered Accountant

371 Elgin Avenue, Winnipeg

**G. C. KOOPMAN**

Commission Merchant,  
 Agent and Broker

**AMSTERDAM AND ROTTERDAM**

Offers on demand

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

AS

**COFFEE, TEA**

**SPICES of all kinds**

**GUMS for Varnish Manufacturers**

**COCOA, COCOA BUTTER**

**Cassia Vera, Chinchona-  
 barks, Rattans, Drugs, etc.**

Also **COCOALINE** (substitute for Cocoa Butter)  
**VEGETALINE** (Vegetable Butter)

Agents wanted everywhere in Canada.

**WE GIVE** advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.



**AND HOW ABOUT  
 YOUR  
 FLAVORING  
 EXTRACTS?**

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

**GOLD STANDARD  
 FLAVORING EXTRACTS**

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

**The Codville-Georgeson Co.**  
 Limited  
 Winnipeg, Man.

**FOR OVER 20 YEARS**

in the Commission Business in

**WINNIPEG**

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

**NICHOLSON & BAIN**

**WINNIPEG and CALGARY**

Wholesale Commission Merchants and Brokers. Est'd 1882

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



# From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

Agents in Canada:

**HUDON, HEBERT & CIE.**

**Montreal.**

The most liberally managed firm in Canada.

**BON AMI**

TRADE MARK

*Cleans all Surfaces  
Polishes all Metals  
Wears out neither.*

**GLASS and  
PORCELAIN**

Windows  
Mirrors  
Show  
Cases  
Lamp  
Shades  
Chimneys

**METALS**

Brass  
Nickel  
Copper  
Tin  
Silver  
Gold

**CELLULOID**

**MARBLE**

**WORK**

**WOOD**

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**OILCLOTH**

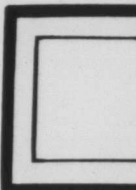
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Wears out neither.*



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# PRODUCE AND PROVISIONS

## OUR LONDON LETTER.

(By Our Own Correspondent.)

There is very little change to report in the position of the London produce markets. There is a good demand for colonial butters, considering the time of the year, and this is due, in all probability, to the fact that British and Irish butters have been curtailed in their production by the coldness of Spring and inclemency of the weather. Fortunately for home farmers, however, the temperature has risen within the last few days, and the change from cold to heat will be sure to have a beneficial effect upon pastures.

Meanwhile, choicest parcels of colonial butter are in demand, and secondary grades are finding a better market. Receipts have been small during April as compared with March, statistics showing that there was a decline of 87,000 boxes. Since July 1, 1905, to date, more than 2,000,000 boxes of colonial butter have been received into the United Kingdom. Of these 575,000 boxes came from Canada, 511,000 from New Zealand, and 982,000 from Australia.

### Know the Markets.

Now that the Canadian butter season is drawing nearer, shippers will do well to gather as much information as possible about the individual requirements of each of the various British markets. In addition to the information which was published in the London letter of last week as to the coloring of butter, the additional advice is to hand that in Leeds and Hull consumers discriminate in favor of butter of a lighter shade. They prefer, also, to have less salt than the amount usually used by Canadian makers. In this district there is a ready market for Canadian hay in competition with the Dutch product.

### High Commissioner Busy.

The high commissioner for Canada is circulating amongst the trade here an interesting paper on water in butter, wherein he states that well-made butter should not contain more than 15 per cent. of water, and should not, in reality, approach the Canadian limit of 16 per cent. About two years ago he analyzed samples of butter from various parts of the Dominion, and found the average of water to be 12.3. This Lord Strathcona considers satisfactory. What he has stated in this pam-

phlet he has confirmed in his evidence, quite recently, before the select committee on butter adulteration, now sitting at the House of Commons. He declared that he was against the addition of moisture to the butter, which was certainly being done at present, and he would make such practices a penal offence. Canadian butter should be sold for what it is, and if that were done he believed that exports of Canadian butter to this country would increase more than they had done in the past. He added that there were no margarine factories in Canada, as far as he knew.

### Cheese Market.

There is little or nothing new to report in the state of the cheese market. A fair trade has been done and values remain unchanged. Receipts of Canadian cheese have been on a small scale, and stocks in warehouse are steadily decreasing. It is understood, however, that larger supplies may be expected before long. Meanwhile, the consumptive demand remains quiet, grades of "white" cheese having a slight advantage over colored. Stocks of New Zealand cheese are on a rather small scale.

The bacon market is very unsettled, and altogether on an unsatisfactory basis. In the early part of the week the demand was at its lowest. Prices were put away down to a most tempting figure, but buyers, in view of the bad consumptive demand, would not accept. During the last two days there has been a little more buying done, and the best that can be said is that things were no worse at the end of the week than at the beginning.

### THE PROVISION SITUATION.

The produce market now has its gaze fixed on September and after. It is expected that then the supply of hogs will assume normal dimensions. It is now about 60 per cent. of normal and for the present shows no tendency to advance, and prices remain firm. At Toronto the live weight price is \$7.40. Even with the decreased supply of hogs about 75 or 80 per cent. of the products are exported.

The domestic market remains very firm and then the provision men's margins are not as large, it is said, as when the output is large and prices are

normal. Stocks are low and the season of consumption is at hand. Reports indicate a good demand throughout the Dominion for pork products.

### NEW BUSINESS FOR SYDNEY, N.S.

Another evidence of the forward movement in Sydney, N.S., is the opening up of a branch there of the Maritime Dairy Co., Ltd., of Sussex, N.B. The company have leased a store for a term of years. It is proposed to carry in stock a large supply of the products of the company for the trade of Cape Breton Island.

The company manufactures creamery butter, having 28 factories and buying from six thousand farmers living along the St. John and Kennebecasis rivers and through the counties of Kings, Albert, Queen's and Westmoreland. They also manufacture cheese, pork products. They can peas and corn and can butter for the West Indies, Mexico and South America. They also manufacture ice cream which is sold all over the Maritime Provinces.

J. D. Frier, the manager of the company, is in Sydney completing the preliminary work in connection with opening the branch. A. J. Hart will be the manager of the Sydney branch.

### MANIPULATING CANADIAN BUTTER.

Before the select committee of the British House of Commons, enquiring into the adulteration of butter, Lord Strathcona testified that at present Canadian butter was frequently manipulated after importation into England. The percentage of moisture was increased, and it was then sold as English butter. This was a practice which should be prohibited, as blending was not permitted in Canada. If the practices were prohibited he felt sure the sale of Canadian butter would increase.

Witnesses from the Australian colonies gave evidence on the same lines.

### BIGGEST SEASON YET.

There will be a larger production of butter and cheese in Ontario this season than ever before is the opinion of H. B. Cowan, Ontario superintendent of Fall fairs, who is in close touch with the dairying districts.

Jos. Charbonneau, Plantagenet, Ont., has been appointed to the staff of dairy instructors for eastern Ontario.



**BUTTER, CHEESE, EGGS**  
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.  
**B. H. POWER**  
 218 ARGYLE STREET, HALIFAX, N.S.

**SALT SALT**  
 Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.  
**C. R. COOPER**  
**TORONTO SALT WORKS**  
 TORONTO, ONT.  
 AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S Fly Pads**

Annual sales many times larger than all other fly poisons combined.

**ADVERTISED**  
 throughout Canada.

**BUTTER and EGGS**  
 — WE ARE —  
**BUYERS and SELLERS**  
 Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
**TORONTO.**

**White Spruce BUTTER TUBS**  
 10-20-30-50 lb.  
**EGG CASES AND FILLERS**

Order now for delivery later,  
 it will **Pay You**  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg.

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

**PROVISION AND DAIRY MARKETS.**

**MONTREAL.**

**PROVISIONS**—In provisions there is very little new this week. Prices are firm. Compound lard has advanced a quarter of a cent. From orders being received it is evident that merchants have at last cleared their Easter stocks, and business is getting down to its normal basis. There is a good steady demand for provisions generally. Hams and bacon are going out much better than they have been. Pure lard is selling fairly well.

|   |          |          |
|---|----------|----------|
| Lard, pure tierces                        | 0 11 1/4 | 0 11 1/4 |
| " 56-lb. tubs                             | 0 11 1/4 | 0 11 1/4 |
| " 20-lb. pails, wood (10 1/2)             | 0 12 1/2 | 0 12 1/2 |
| " cases, 10-lb. tins, 60 lbs. in case     | 0 12 1/2 | 0 12 1/2 |
| " 5-lb.                                   | 0 12 1/2 | 0 12 1/2 |
| " 3-lb.                                   | 0 12 1/2 | 0 12 1/2 |
| Lard, Boar's Head brand, tierces, per lb. | 0 05 1/2 | 0 05 1/2 |
| " 1/2-bbl., per lb.                       | 0 09 1/2 | 0 09 1/2 |
| " tubs                                    | 0 09 1/2 | 0 09 1/2 |
| Cases, 20 3-lb. tins, per lb.             | 0 09 1/2 | 0 09 1/2 |
| " 12 5-lb. tins                           | 0 09 1/2 | 0 09 1/2 |
| " 6 10-lb. tins                           | 0 09 1/2 | 0 09 1/2 |
| 20-lb. wood pails, each                   | 1 88     | 1 88     |
| 20-lb. tin pails, each                    | 1 78     | 1 78     |
| Wood net, tin gross weight—               |          |          |
| Canadian short cut mess pork              | \$22 50  | \$23 00  |
| American short cut clear                  | 21 00    | 22 50    |
| American fat back                         | 22 50    | 23 40    |
| Breakfast bacon, per lb.                  | 0 18     | 0 18     |
| Hams                                      | 0 13 1/2 | 0 15     |
| Extra plate beef, per bbl.                | 12 00    | 13 00    |

**BUTTER**—The advance which occurred in butter last week had the effect of stopping the export demand and, as a consequence, the receipts last week are nearly all in store here. The receipts amounted to 12,000 cases, while only 3,000 boxes were shipped. While country prices are down 1/2c., locally prices are unchanged.

|                   |          |          |
|-------------------|----------|----------|
| Choicest creamery | 0 19 1/4 | 0 20     |
| Western dairy     | 0 17     | 0 17 1/2 |
| Fresh rolls       | 0 17 1/2 | 0 18     |

**CHEESE**—The cheese market is steady. Prices have been advanced in the country from 1/2c. to 1/4c., but prices locally remain unchanged. Stocks locally are light, cheese being shipped the same week it is received. This accounts

**AGENTS WANTED**

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.  
 Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth postage to enable you to advertise the business, etc., etc.  
 We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.  
 To any one writing us and mentioning this paper, we will mail full particulars.—Address,  
**CARROLL S. PAGE, Hyde Park, Vt.**

in a measure for the firmness of the market.

|                          |          |          |
|--------------------------|----------|----------|
| Finest new colored, Ont. | 0 11 1/4 | 0 11 1/4 |
| Finest new white, Ont.   | 0 11 1/4 | 0 11 1/4 |
| Quebec, W. and C.        | 0 11     | 0 11 1/4 |

**EGGS**—Eggs are coming in from country points quite freely, and dealers are storing heavily. Prices have not shown any inclination to decline, as egg merchants are now asking 16 1/2c. to 17c.

**TORONTO.**

**PROVISIONS**—The situation here has not changed materially. Despite a somewhat larger delivery of live hogs and easier prices, products are all firm, and smoked breakfast bacon is quoted as high as 16c., which is 1-2c. to a cent advance. Light stocks just at the beginning of the season of heavy consumption have sufficed thus far to keep prices at the present high level. Commission men still hold to the view that there will be no backward movement for some months, and choice carcasses of beef are lower and yearling lamb and street hogs firmer.

|                                 |          |          |
|---------------------------------|----------|----------|
| Long clear bacon, per lb.       | 0 12     | 0 12     |
| Smoked breakfast bacon, per lb. | 0 14 1/2 | 0 16     |
| Roll bacon, per lb.             | 0 12     | 0 12 1/2 |
| Small hams per lb.              | 0 14 1/2 | 0 14 1/2 |
| Medium hams, per lb.            | 0 14     | 0 14 1/2 |
| Large hams per lb.              | 0 13 1/2 | 0 13 1/2 |
| Shoulder hams, per lb.          | 0 11 1/2 | 0 11 1/2 |
| Backs, per lb.                  | 0 16     | 0 17     |
| Heavy mess pork, per bbl.       | 20 20    | 21 00    |
| Short cut, per bbl.             | 23 00    | 23 00    |
| Lard, tierces, per lb.          | 0 11 1/4 | 0 11 1/4 |
| " tubs                          | 0 12     | 0 12     |
| " pails                         | 0 12     | 0 12     |
| " compounds, per lb.            | 0 09     | 0 09     |
| Plate beef, per 200-lb. bbl.    | 12 00    | 12 50    |
| Beef, hind quarters             | 8 00     | 9 25     |
| " front quarters                | 5 25     | 6 00     |
| " choice carcasses              | 7 00     | 8 00     |
| " common                        | 5 50     | 6 50     |
| Mutton                          | 0 08     | 0 10     |
| Yearling lamb                   | 0 13     | 0 14     |
| Veal                            | 0 13     | 0 10     |
| Hogs, street lots               | 9 50     | 10 00    |

**BUTTER**—The market is holding pretty firm despite increasing receipts, but a rapid decline is looked for. Grass butter is expected next week.


|                       |         |      |
|-----------------------|---------|------|
|                       | Per lb. |      |
| Creamery prints       | 0 20    | 0 21 |
| " solids, fresh       | 0 18    | 0 19 |
| Dairy prints, choice  | 0 16    | 0 17 |
| " large rolls, choice | 0 16    | 0 17 |
| Baker's butter        | 0 14    | 0 15 |

**CHEESE**—Early in the week there was a hardening tendency in new cheese, but it was regarded as a temporary manipulation of the market to assist the sale of 40,000 boxes of old cheese said to have been sent forward for export last week. The supply is increasing

**Why**  
**Clark's Sliced Smoked Beef**  
**Sells so Well.**

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

**It Stands Unequaled! The Best Goods at the Best Price.**

**EC**  
**AL**  
 When **Star Economic** permanent wood eggs upon it, expense.  
**Wooden Carrier, Permanent Fixture**  
 Pat. Mar. 10 1903  
  
**NO BROKEN EGGS**  
**STAR EC**  
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 Stock is carried by Provost & Allard, Montreal, Quebec, Vancouver, B.C.  
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| ..... | 0 14 1/2 |
| ..... | 0 11     |
| ..... | 0 13 1/2 |
| ..... | 0 11 1/2 |
| ..... | 0 16     |
| ..... | 20 20    |
| ..... | 21 00    |
| ..... | 23 00    |
| ..... | 0 11 1/2 |
| ..... | 0 11 1/2 |
| ..... | 0 12     |
| ..... | 0 09     |
| ..... | 12 00    |
| ..... | 12 50    |
| ..... | 8 00     |
| ..... | 9 25     |
| ..... | 5 25     |
| ..... | 6 00     |
| ..... | 7 00     |
| ..... | 8 00     |
| ..... | 5 50     |
| ..... | 6 50     |
| ..... | 0 08     |
| ..... | 0 10     |
| ..... | 0 13     |
| ..... | 0 14     |
| ..... | 0 10     |
| ..... | 9 50     |
| ..... | 10 00    |

ket is holding  
 easing receipts.  
 oked for. Grass  
 week.

|       |         |      |      |
|-------|---------|------|------|
| ..... | Per lb. | 0 20 | 0 21 |
| ..... | 0 18    | 0 19 |      |
| ..... | 0 16    | 0 17 |      |
| ..... | 0 16    | 0 17 |      |
| ..... | 0 14    | 0 15 |      |

the week there  
 y in new cheese,  
 as a temporary  
 market to assist  
 s of old cheese  
 forward for ex-  
 ply is increasing

l Beef

and texture,

Best Price.

## EGGS HOLD THEIR OWN AND DO NOT BREAK

When **Star Egg Carriers** and **Trays** are used. **Most Economical** and practical device on the market. A permanent wooden **Carrier**, the paper **Tray** being left with eggs upon it, each time you deliver eggs. The **Tray** is only expense.

**Wooden Carrier, Permanent Fixture**



Pat. Mar. 10 1903

Send 30c- in stamps and sample No. 1 Star Egg Carrier with sufficient Trays to make tests will be sent you, prepaid.

**NO BROKEN EGGS                      TRAY ONLY EXPENSE**

### STAR EGG CARRIER & TRAY MFG. CO.

61 Cortland St., Rochester, N.Y., U.S.A.

**MacLaren Imperial Cheese Company**  
 Agents for TORONTO, HAMILTON AND LONDON, ONTARIO

Stock is carried by the following firms: Douglas & Ratcliff, Winnipeg, Manitoba; Provost & Allard, Ottawa, Ontario, Canada; Gunn, Langlois & Co., Limited, Montreal, Quebec; M. DesBrisay & Co., Vancouver, B.C.; Alexander Marshall, Vancouver, B.C.

## EGG CASE FILLERS



**HAND AND MACHINE MADE FOR**  
 25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1 3/4-in. sqr. x 2 1/4-in. deep)

Also  
**SPECIAL SIZE FILLERS**  
 (Machine Made)

30 doz. Fillers egg spaces 1 3/8-in. sqr. x 2-in. deep  
 " " " 1 3/4-in. " x 2 3/8-in. deep  
 " " " 1 3/4-in. " x 2 7/16-in. deep  
 (Hand Made)

30 doz. Fillers egg spaces 1 13/16-in. sqr. x 2 1/2-in. deep

### The Miller Bros. Co., Limited

30-38 DOWD STREET  
**MONTREAL**

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

WE ARE JUST AS PROUD OF OUR

# PORK

and

# BEANS

AS ANY OF OUR CANNED MEATS.

---

## Manitoba Canning Co.,

Grande Pointe, Manitoba.      LIMITED

AGENTS:

**Nicholson & Bain,**  
 WINNIPEG and CALGARY.

**Galloway & Parnell,**  
 VANCOUVER, B.C.

SALES — **CHEESE** — PROFITS



### Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

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

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

**PRICE**  
**\$7 50**

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

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

F.O.B. Factory.

WRITE FOR ILLUSTRATED FOLDER

### THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA



rapidly, and considerably lower prices are looked for very shortly.

|                        | Per lb.           |
|------------------------|-------------------|
| Cheese, large.....     | 0 14              |
| " twins.....           | 0 14 1/2          |
| New cheese, large..... | 0 11 1/4 0 12     |
| " twins.....           | 0 11 1/2 0 12 1/2 |

EGGS—Climatic conditions till now have been exceptionally favorable for the storing of eggs, because the eggs have been of prime quality. The storm has gone on apace, for prices continue firm at last week's quotation, 16 1-2c. to 17c.

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

PROVISIONS—In pork the market is still high. Mess is generally quoted rather higher than clear. Beef prices are firmer. Sales are light. Smoked meats are high. Pure lard is firm, Canadian is rather more freely offered. Refined compound is slightly advanced, but is still low and selling freely. Fresh beef is in good supply at fairly firm prices. Veal is lower and little lamb seen as yet. Mutton is high. Pork is firm and in rather less demand.

|                            |          |          |
|----------------------------|----------|----------|
| Mess pork, per hbl.....    | \$21 00  | \$22 00  |
| Clear pork, ".....         | 20 00    | 23 00    |
| Plate beef, ".....         | 13 50    | 15 00    |
| Domestic beef, per lb..... | 0 06     | 0 08     |
| Western beef, ".....       | 0 08 1/2 | 0 10     |
| Mutton, ".....             | 0 06     | 0 08     |
| Veal, ".....               | 0 06     | 0 08     |
| Lamb, ".....               | 3 00     | 5 00     |
| Pork, ".....               | 0 08     | 0 10     |
| Hams, ".....               | 0 13     | 0 14     |
| Rolls, ".....              | 0 10     | 0 13     |
| Lard, pure, tubs.....      | 0 12 1/2 | 0 13 1/2 |
| " pails.....               | 0 12 1/2 | 0 13 1/2 |
| Refined lard, tubs.....    | 0 09 1/2 | 0 09 1/2 |
| " pails.....               | 0 09 1/2 | 0 10     |

BUTTER—Prices are somewhat easier. Best grade is always in demand. Wholesale men report business quiet. With new butter offering, this is always the case, as both retailers and consumers get more or less by direct shipment.

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

EGGS—Prices are lower, with just a fair sale.

|                           |      |      |
|---------------------------|------|------|
| Eggs, strictly fresh..... | 0 25 | 0 30 |
| Eggs, fresh.....          | 0 16 | 0 18 |
| case stock.....           | 0 15 | 0 16 |

CHEESE—Prices are still high, though easier. Twins are in demand and more freely offered. It is surprising more are not offered from Ontario. Local makes are beginning to come in.

|                     |      |      |
|---------------------|------|------|
| Cheese, per lb..... | 0 13 | 0 14 |
|---------------------|------|------|

**NOTES.**

The London Dairymen's Exchange have elected these officers for the current year: President, S. P. Brown, Warwick; vice-president, J. H. Thomas; secretary-treasurer, J. A. Nelles; auditor, J. R. Isaac; directors, M. Kidd, D. Smith, J. W. Symington, T. Ballantyne, jr., and M. R. Brown.

**ANOTHER B.C. BUTTER MAKER.**

A new creamery has been added to the butter making institutions of British Columbia. The Ford-Saxton Co., of which J. E. Merryfield is manager, is now making butter in Vancouver with a very complete and well-kept plant. The company is turning out about 300

to 400 pounds per day, and expects to increase that considerably. The cream is brought in by rail and steamer from points up the Fraser River. In addition to manufacturing butter, the company is also dealing in a wholesale way in butter, cheese, eggs and produce.

**DEATH OF MRS. CHAPUT.**

Mrs. Helene St. Denis Chaput, relict of the late Mr. Leandre Chaput, founder of the house of L. Chaput, Fils & Cie, Montreal, in 1842, died on Saturday at her home, Montreal. Born in 1818 on Faubourg St. Joseph, now Notre Dame street, Mrs. Chaput was therefore in her 88th year. Her husband, Mr. Leandre Chaput, predeceased her five years ago. Mrs. Chaput leaves one son, Mr. Charles Chaput, head of the firm of L. Chaput, Fils & Cie, and five daughters. The funeral was held on Tuesday from the parish church at Notre Dame de Grace and was attended by many friends of the deceased and her family.

**BUSINESS NOTES.**

Chas. Leigh has purchased the grocery business of E. M. Fisk, Sutton.

A. L. Perkins & Co., Powassan, Ont., are building a large addition to their store.

C. W. Down, grocer, Queen street, Toronto, has sold his business to Wm. Down.

L. E. Morden, grocery traveler, has moved his family from Toronto to Simcoe, Ont.

J. W. Carlyle, Upper Melbourne, N.B., is building a new butter factory beside the present one.

McGillivray Bros. have opened a general store at Kennedv, Sask., a new town 35 miles south of Whitewood.

Robt. W. Vout, now making the New Ontario and Soo trip for Red Rose tea, states that business is very good.

Alex. McLean, of M. P. Greerson's grocery, Moose Jaw, Sask., has accepted a clerkship in the registry office at Regina.

Michael Scully, of Lloyd & Scully, produce and commission merchants, Owen Sound, is on a trip to the Pacific province.

M. H. Wallace is on a two months' trip to the Coast for the Toronto Pottery Co., and the Toledo Computing Scale Co.

T. H. Gothard, of Trenton, Ont., who sold his business recently, will start west on June 15 to locate a new place of business.

The grocery store of G. R. Rinn, St. Thomas, was badly damaged last week

by fire supposed to have been caused by fire-crackers.

Mr. Potts, of E. Potts & Son, Woodstock, Ont., was in Toronto last week and called upon Manager Campbell, of Red Rose tea.

F. E. Deitch, grocer, Clinton street, Toronto, has sold to Jas. G. Smith, who was formerly in Eaton's. Mr. Deitch is thinking of going west.

Travelers will be interested to know that a new hotel has been opened at Powassan by A. Desjardins, in the store formerly occupied by M. Carr.

Lobster packers of the Little Bras d'Or district, Nova Scotia, have advanced the wages of fishermen from \$2.50 to \$3 per cwt. on the threat of a strike.

John McClelland, general merchant, Port Credit, has built a new brick dwelling that is an ornament to the port, besides affording much improved facilities for his business.

J. H. Murray & Co.'s old-established grocery, Brandon, Man., has been purchased by J. F. Price & Co. They will carry out extensive alterations to make the store one of the most attractive in the west.

N. T. Payne, formerly a school teacher, has bought out Dyer & Sons, general merchants, of Belmont. Mr. Payne is not the first teacher to devote his energies to commerce, and here's wishing him success.

The Dominion Produce Company have opened up in Brandon, Man., where they have secured commodious offices and warehouses. The officers of the company are J. Y. Griffin, president; J. Griffin, vice-president; D. W. Bole, M.P., and Kenneth McKenzie, directors.

Mr. H. J. Stevens, the Montreal commission broker, has been appointed agent for the Province of Quebec for "Beaver" oats. With the agency in Mr. Stevens' hands the province will be thoroughly covered as Mr. Stevens has a good connection with the trade, and knows what it is to hustle.

Fred Corey, grocer, Brantford, having sold his premises to a bank and built himself a handsome and commodious new store, held an opening the other day with some pomp and circumstance. And it's a fine store quite worth the effort. Situated in a good residential section, it is an ornament and attraction. Both sides of the store are fitted with Walker Bin fixtures, and in every other way he could Mr. Corey has provided for his business a thoroughly efficient equipment.

**SARDINE**

Sardines—wegian and d... pal varieties varieties, ma... and stand fo... 4c. a tin for... the neighbor... the largest grades.

Sardines— and sold as... come to have... meaning)—a... oceanic wate

**French**

The really... belongs only... of France a... Mediterranean... tific fish boo... when he has... cial purposes... His nearest... along the C... der the nam

The sardi... grocery stor... waters and... should alwa... grocery buy... dines are n... ported sardi... French. In... ribered as F... likely to be... much inferi

**An**

Brittany, France, is t... dine industri... business of... livelihood in... 000 fisherme... 20,000 are i... triet alone. sardine pack... of Concarne

**The**

Catching... ing piece of... dyed a gree... inconspicuo... east from t... surface of... specially pr... made from... other fish. favorite foo... nets are dra... caught in t... marketed to... return to sho... better prices... Scarcity... serious diffie



**SARDINE FISHING AND CURING.**

Sardines—French, Portuguese, Norwegian and domestic. These four principal varieties, with their numerous sub-varieties, make a very interesting group, and stand for retail prices varying from 4c. a tin for domestic quarters up to in the neighborhood of half a dollar for the largest tins of the best French grades.

Sardines—or fish that can be packed and sold as sardines (for the word has come to have generic rather than specific meaning)—are found in nearly all oceanic waters.

**French Sardine the Real One.**

The really, truly sardines, however, belongs only to the Atlantic off the coast of France and to certain parts of the Mediterranean. His name in the scientific fish books is *clupea pilchardus*, and when he has grown too big for commercial purposes he takes the name pilchard. His nearest relative is a small fish found along the California coast rejoicing under the name of *clupea sagax*.

The sardine par excellence of the grocery stores is the product of French waters and factories; and this fact should always be remembered by the grocery buyer, for, while French sardines are necessarily imported, all imported sardines are not necessarily French. Indeed, unless specifically described as French, they are more than likely to be of Portuguese origin and much inferior in eating quality.

**An Enormous Industry.**

Brittany, the northwestern coast of France, is the centre of the French sardine industry. It is estimated that the business of catching sardines affords a livelihood in France to upwards of 30,000 fishermen, of which total more than 20,000 are included in the Brittany district alone. Particularly identified with sardine packing are the Brittany towns of Concarneau, Douarnenez and Nantes.

**The Method of Catching.**

Catching sardines is a most interesting piece of business. Great gill nets, dyed a greenish blue, to make them as inconspicuous to the fish as possible, are cast from the boats and set. Then the surface of the water is strewn with a specially prepared bait called rogue, made from the salted roe of cod and other fish. The fish, attracted by their favorite food, rise in dense schools, the nets are drawn and thousands are found caught in their meshes. The catch is marketed to the canners when the boats return to shore. The fresher the fish, the better prices they bring, of course.

Scarcity of bait is one of the most serious difficulties of the business. Near-

ly all the rogue used is imported either from Norway or the United States. In some seasons when the cod catch has been smaller than usual, rogue has risen to the almost prohibitive price of \$18 a barrel. Even in ordinary seasons the bait item alone represents an expenditure of over \$300,000. This fact, coupled with a demand that nearly always exceeds the supply, explains the high prices that prevail for French sardines of good quality.

Some years the sardines seem to forsake their accustomed waters. This was the case in 1902 and 1903, when the whole industry was practically at a standstill. However, the fish appeared again, and the market, for two years practically bare, has been fully supplied again.

**The Curing Process.**

As soon as the fish are landed they are cleaned, sorted as to size, soaked for a short time in strong brine, washed, dried, and then cooked in oil for a few minutes. When the tail fin breaks easily the cooking is considered done, and the fish are now ready for the final packing in tins.

Oil figures prominently throughout the entire canning process. In preparing the very highest grades, the very best olive oil obtainable is employed, but in the cheaper grades, peanut, sesame and cottonseed oil are largely used. The flavor of a sardine depends, indeed, very greatly upon the character of the oils used in the cooking and packing. It is believed that some packers whose products are of a particular flavor, use one kind of oil for cooking and another for packing. What is known as Bari olive oil is particularly esteemed for packing, and is largely imported for this purpose. As the oil costs very much more than the fish, the latter are crowded as closely as possible in the cans—a circumstance which has passed into a proverb. The cheapest fish are packed in the same oil in which they are boiled.

The superiority of French sardines over those from other waters is due principally to the flavor. Portuguese sardines and those of Mediterranean origin are always cheaper than the genuine French for this sole reason, and the Portuguese fish, even when put up in the cheapest oils, are still superior to the best domestic sardines.

**Keeping Improves Quality.**

Within certain limits, all sardines improve with time. This is particularly true of the aromatized varieties. These are packed with spices—a clove or two, a bit of bay leaf, a sprig of thyme, and the like—and it takes considerable time for the flavor of these ingredients to thoroughly permeate the flesh of the fish.

**The Domestic Article.**

Domestic sardines have a wide sale by reason of their cheapness. They go to market packed in oil, mustard, spices and tomato sauce. The fish used are not, strictly speaking, sardines, but are the young of herring, menhaden and other fish. Nevertheless, the demand for them is so great that prices are practically controlled within very narrow fluctuations.

**What Makes Quality.**

The value of a genuine French sardine depends primarily upon two conditions, namely, whether the fish are with or without bones, and what character of oil is employed. The number of fish to the can and the size of the can also affects the price. Take quarters, for example. The trade recognizes three or four styles of quarters, with values opposite them varying chiefly with the quantity contained within them.

**COMPANIES INCORPORATED.**

Provincial charter has been granted to Hunter Bros., Limited, to manufacture, buy, sell and deal in clothing, gents' furnishings, boots and shoes, dry goods and groceries, and to carry on the business of general storekeepers. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the town of Barrie, and the provisional directors of the company to be William Charles Hunter, Benjamin Wilbur Hunter and John Herbert Hunter.

Provincial charter has been granted to the Newbigging Cabinet Company, Limited, to manufacture, buy, sell and deal in house, store and office fittings, furnishings and furniture and to carry on a general business of wood and metal workers. The share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the city of Hamilton, and the provisional directors of the company to be Robert Preston Newbigging, John Butterfield and James Dickson.

Provincial charter has been granted to Spilling Bros., Limited, to carry on in all its branches the operation of a cigar factory. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Lawrence Shea, Patrick Joseph Mulqueen, David William Kennedy, William Hassard, John O'Neill, Jr., Edward Hyland and Lawrence Solman.



## FLOUR AND CEREAL FOODS

The flour market is stronger and is finding support in the "weather" wheat market. On the strength of damage reports the market has advanced a cent. The flour situation is such that some dealers are already quoting an advance of 10c. Millers, however, are buying cautiously despite admonitions from the grain men that wheat is going to advance. Their purchases are all on the hand-to-mouth basis.

Rolled oats and oatmeal have advanced at Toronto to maintain the margin between the raw and finished product, but at Montreal the price is steady.

### INFLUENCE OF CLIMATE UPON WHEAT.

Schindler has shown that the size and weight of the berry of wheats of different localities depend upon the length of the vegetation period, and more especially upon the length of the interval between blossoming and ripening. This, as he explains, is in accordance with the development of the grain as it matures, which is as follows: The glumes or chaff of the berry are first in order of growth; following these, the outer fruit coating and then the inner true seed coats develop, then follows the endosperm, which is the richest in gluten, and later still the storage tissues in the interior of the berry are formed.

In regions with a moist, warm climate the fruiting period is prolonged and abundant quantities of starch are formed in the large leaf surfaces which such a climate produces on the wheats. The starch thus formed is all transferred to the berry, which is thus filled up as is shown externally by the broadly expanded form. Such a wheat is relatively rich in carbohydrates and poor in protein.

On the other hand, a hot dry climate shortens the time for starch transference, and the native wheats of such a climate are in general richer in protein and lower in carbohydrates. As illustrations of this, he shows that the climate, and especially proximity to the sea, closely affects the amount of gluten in the wheat. The insular climate of England produces a robust wheat having large ears with numerous kernels, but with less gluten than the wheats of eastern Europe. According to this author, the wheats of England and other countries having a similar climate seldom

contain more than 10 per cent. of gluten; while in the warm temperate zone, in eastern Europe, as well as in the western United States, in southern Russia, Roumania and Turkey, and in the subtropical zone, the gluten content may even exceed 20 per cent.

### TO SEND GRAIN WEST.

Canadian Pacific coast cities are greatly interested in an attempt by the Alberta Pacific Elevator Co. to divert part of the grain produced in the North-West from eastern to western export channels. A through rate from the grain fields to Hong-Kong has been secured. The company plan the erection of a 500,000 bushel cleaning and sorting elevator at Edmonton and 15 or 20 farmers' elevators this Summer.

### C.P.R. GRAIN FLEET.

Sir Thomas Shaughnessy, president of the C.P.R., has stated that when the line from Fort William to Winnipeg is double tracked and the air line from Victoria Harbor to Peterboro' is built, the company will have its own fleet of grain carriers on the upper lakes.

### MONTREAL MARKETS.

FLOUR—Although there has not yet been any advance in the price of flour a rise is expected any day. The market for wheat is very strong. An excellent local business is being done but there is not as good a shipping trade as there might be.

|  |      |      |
|--|------|------|
| Winter wheat patents.....                | 4 40 | 4 70 |
| Straight rollers.....                    | 4 00 | 4 20 |
| Extra.....                               | 4 10 | 4 40 |
| Straight rollers, bags, 90 per cent..... | 1 75 | 2 00 |
| Royal Household.....                     | 4 60 |      |
| Glenora.....                             | 4 10 |      |
| Manitoba spring wheat patents.....       | 4 50 |      |
| " strong bakers.....                     | 3 90 | 4 10 |
| Buckwheat flour.....                     | 2 00 | 2 10 |
| Five Roses.....                          | 4 60 |      |

FEED—Bran and shorts are as scarce as ever, but the prices are unchanged. Feed flour continues in good demand.

|                         |       |       |
|-------------------------|-------|-------|
| Ontario bran.....       | 18 00 | 18 50 |
| Ontario shorts.....     | 20 00 | 21 00 |
| Manitoba shorts.....    | 20 00 | 21 00 |
| Manitoba bran.....      | 18 00 | 18 50 |
| Mouillie, milled.....   | 21 00 | 24 00 |
| " straight grained..... | 25 00 | 28 00 |
| Feed flour.....         | 1 20  | 1 25  |

ROLLED OATS—The rolled oats market is on the quiet side this week. Some mills are receiving fairly good orders, while others are doing very little. Prices remain as quoted.

|                               |      |      |
|-------------------------------|------|------|
| Fine oatmeal, bags.....       | 2 20 | 2 40 |
| Standard oatmeal, bags.....   | 2 40 | 2 50 |
| Granulated.....               | 2 40 | 2 50 |
| Rolled oats, 90-lb. bags..... | 1 95 | 2 15 |
| " 80-lb. bags.....            | 1 85 | 2 15 |
| " bbls.....                   | 4 55 | 4 70 |

GRAIN—Since last report oats have advanced a cent. The market is stronger in tone than it has been for some time.

Peas are also stronger at an advance of 1½c.

|  |       |
|--|-------|
| No. 4 barley, store.....                   | 0 50  |
| Rejected barley, store.....                | 0 48½ |
| No. 2 white oats.....                      | 0 42  |
| No. 3 white oats.....                      | 0 41  |
| No. 4 white oats.....                      | 0 40  |
| No. 3 yellow corn.....                     | 0 59  |
| No. 2 peas, basis 78 per cent. points..... | 0 81½ |

HAY—Hay is still very scarce and it is hard to fill orders in consequence. Hay dealers are now asking \$10 for No. 1, and \$9 for No. 2. The export demand is large, which is embarrassing considering the limited stocks. It is thought in some quarters, however, that next week will bring some relief in the way of increased stocks. Reports from the Old Country say that the market is steady and quotations are from 68s. to 69s. c.i.f. Liverpool.

|                   |           |
|-------------------|-----------|
| No. 1.....        | 10 00     |
| " 2.....          | 9 00      |
| Clover mixed..... | 6 00 6 50 |
| Clover, pure..... | 5 00 5 50 |

### TORONTO MARKETS.

FLOUR—There is a stronger tendency to the market, but prices are ruling as last week despite an inclination in some quarters to ask more.

|  |      |
|--|------|
| On track Toronto.....                          |      |
| Manitoba patents, No. 1, per bbl. in bags..... | 4 40 |
| " " " No. 2, " " " ".....                      | 4 00 |
| Strong bakers.....                             | 3 90 |
| Ontario patents, No. 1, " " " ".....           | 3 65 |
| " " " No. 2, " " " ".....                      | 3 40 |
| Straight roller.....                           | 3 30 |

GRAIN—The market has advanced on weather reports. How stable the advance will prove is a matter of opinion. The millers are buying from hand to mouth, which would indicate that they expect lower prices. There is an expectation that after seeding the grain in farmers' hands, said to be considerable, will move more freely.

|   |            |
|---|------------|
| (F.o.b. Georgian Bay elevator.)               |            |
| Manitoba wheat, Northern No. 1.....           | 0 86       |
| " " " " No. 2.....                            | 0 83½ 0 84 |
| " " " " No. 3, nominal.....                   | 0 82       |
| Red, " " per bushel, 78 per cent. points..... | 0 83       |
| White, " " " " " ".....                       | 0 83       |
| Mixed, " " " " " ".....                       | 0 81½      |
| Spring, " " " " " ".....                      | 0 76       |
| Goose, " " " " " ".....                       | 0 76       |
| Barley, No. 1, " " " ".....                   |            |
| " " " " " " No. 2.....                        | 0 51       |
| " " " " " " No. 3x.....                       | 0 46 0 47  |
| " " " " " " No. 3.....                        | 0 46       |
| Oats, white, " " " ".....                     | 0 57       |
| " mixed, " " " ".....                         | 0 56       |

BREAKFAST CEREALS—There has been an advance in oatmeal and rolled oats owing to increased price of the raw product. The demand is about steady, but feeling the effect of higher temperature.

|   |              |
|---|--------------|
| Oatmeal, standard and granulated, carlots, on track, per bbl..... | nominal 4 65 |
| Rolled wheat in boxes, 100 lbs.....                               | 2 25         |
| " " " " 50 lbs.....   | 1 25         |
| Rolled oats, standard, carlots, per bbl., in bags.....            | 4 20         |
| " " " " " " in wood.....  | 4 45         |
| " " " " " " for broken lots.....                                  | 4 50         |

### HOW CLOVES ARE PRODUCED.

The cloves received in every grocery store are the unopened flowers of a very small evergreen tree, which is a native of the Malay Islands, where so much spice comes from. This tree thrives in all tropical countries, however, and at present is cultivated in many parts of the world. The flowers, which are rather small, grow in clusters at the extreme end of the branches of the tree. The flowers are gathered before they open, or bloom, and are smoked, after which they are dried by exposure to the sun, and thus assume the shape in which they reach the grocers' shelves.

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# WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

OFFICES

WINNIPEG  
GODERICH  
BRANDON

ST. JOHN, N.B.  
MONTREAL, Que.  
TORONTO (HEAD OFFICE)  
GODERICH  
WINNIPEG  
BRANDON

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

## Your Responsibility as a Grocer

does not end with making your business successful financially.

### The Nation Looks to You

for its food and trusts you to supply the best and purest forms. You will win the confidence and support of your community by being equal to the trust.

Here is where Canada Flakes come in, a pure wheat food, perfectly digestible, appetizing and invigorating, a food you can recommend to your customers, and in so doing make them your friends.

THE **Peterborough Cereal Co. Limited**

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

### THE QUALITY—THE PRICE

No matter from what viewpoint you look your policy is to sell

## SHIRRIFF'S FLAVORING ESSENCES

Other grocers are on the right track.

MANUFACTURED BY

**IMPERIAL EXTRACT CO. TORONTO**



## NICHOLSON'S MINCE MEAT

is the condensed kind, not the bulk Hence its keeping longer and retaining those rich qualities so essential to first-class mince meat. Are you selling Nicholson's Mince Meat?

And what about

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

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

## TO ADVERTISERS

*In order to ensure change of copy in your advertisement in The Canadian Grocer, matter should be in our hands by Tuesday morning of each week. Attention to this will assist our Mechanical Department in serving you to the best of their ability.*

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.

at an advance  
0 50  
0 48 1/2  
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**SHREDDED WHEAT LUNCHEON.**

The Canadian Shredded Wheat Co tendered a luncheon to the press of Montreal last Thursday at W. H. Scroggie Co's store on St. Catherine street. It was a unique experience for the press representatives present to partake of a luncheon entirely prepared from shredded wheat in its various forms and combinations. Mrs. E. H. Beattie, the lady demonstrator of the company, proved herself an artist, not only in the preparation of the dainty and novel dishes served, but in her capacity as a hostess. Her explanations of the methods of preparation, the variety of forms in which shredded wheat can be served—something over two hundred—was most interesting and showed a thorough knowledge of the art of cookery. The menu was as follows:

- Creamed Beef in Shredded Wheat.
- Pattie Shells.
- Cold Chicken, Triscuits with Butter,
- Triscuits with Imperial Cheese.
- Strawberries in Shredded Wheat.
- Baskets with Whipped Cream.
- Shredded Wheat Ice Cream, Coffee.

**NAP. G. KIROUAC & CO., QUEBEC**  
 Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT**  
**and FRESH FISH**  
 Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The **MCLEOD MILLING CO., Limited**  
 Stratford, Ontario.  
 solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

**QUANCE BROS.**  
 MILLERS OF CHOICE  
**WINTER WHEAT and MANITOBA FLOUR**  
**BUCKWHEAT and RYE FLOUR**  
 WRITE FOR QUOTATIONS. **DELHI, ONT.**

**ALF. T. TANGUAY & CO.**  
 Commission  
**Flour, Grain and Provisions** **Quebec**  
 Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.  
 REFERENCE, HOCHELAGA BANK.

**ROLLED OATS**  
 Get ready for the Summer trade. We put up our Rolled Oats in cotton sacks, 10, 20 and 40 lbs., very suitable for parties going camping.  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

Since the demonstrations commenced at Scroggie's, over 25,000 people had been served with shredded wheat lunches and according to Mr. Lloyd, manager of the grocery department, the sale of this food had increased very much through the dietary educational course offered.

Mr. R. G. Enos, who was in charge of the mechanical department of the demonstration, explained to the guests the process of manufacturing the shredded wheat and triscuit, showing a series of photographs of the plant at Niagara Falls.

The whole wheat is used in the manufacture of this food, as a miniature plant on exhibition shows. The method is to cook the grain for thirty minutes, and then cure it for twenty-four hours, a process which serves to make it light and pliable for the shredders. The latter machines are equipped with thirty-six pairs of rolls, each pair dropping its layer of shreds. The entire process is conducted in a perfectly hygienic manner, and the manufactured product retains the entire food elements of the wheat grain.

Those attending the luncheon were: Horace Davis, M. R. Nutting, and G. T. Perry, of the Standard; W. E. Playfair, the Star; R. Kinnard, the Herald; Chas. W. Davis, jun., the Witness; P. R. Bisailon, La Patrie; M. B. de La Bruere, La Patrie; Jules Fournier, Le Canada; Tancrede Marcell, city editor Le Canada; C. D. Cliffe, Hardware and Metal; W. H. Seyler, Canadian Grocer.

**CEREAL NOTES.**

Local capitalists at Moose Jaw are organizing to establish a \$100,000 brewery to employ 75 men.

Farmers of the Tenby, Man., district have organized a \$15,000 milling company. Their mill will have a capacity of 75 barrels, and will be ready for this year's crop.

**TROUBLE OVER TEA REPORT.**

Considerable excitement has been caused in Japan tea circles over the publication of a report sent to Canada by the Government commercial agent in Japan. The report was as follows:

"The first shipments of the new crop have gone forward to Canada, and the tea interests are cheered by the prospects of a good crop. Large quantities of the old teas have been stored in warehouses, and when the new crop reaches the market in large quantities, the price of the older and inferior article is certain to depreciate."

This report is emphatically denied by tea merchants in Montreal, who are in touch with the Japan markets. Well-known houses handling Japan teas only are surely in a position to speak with authority on the situation of these teas in Canada. A representative of the Canadian Grocer interviewed one large importing house and found that much unnecessary confusion and discontent had been caused by the report sent in by Mr. McLean.

"Mr. McLean says that shipments have been made to Canada," said this house, "which shows that he is misinformed because it is impossible for any large quantity of new tea to reach Canada for at least a month or six weeks, by which time the stocks at present held by the retail merchants will have been exhausted. Again, he says that large quantities of the old teas have been stored in warehouses and predicts a decline in the prices when the new teas arrive on the market in large quantities. As a matter of fact there are no stocks of old teas held in Japan and besides this very little is held in Canada in first hands. Advices by cable from Japan state that the market has opened on a higher basis than last year, which is another fact.

"The trade is worked up about this report and it is hard to make them see that the writer was under a false impression of some kind. They believe that prices will go much lower and consequently hold off buying. From present indications, prices will not be lower. It is to be hoped that in future more accurate reports will be sent to Canada."

Seannell Bros. & Cooke, of Ottawa, have been incorporated under an Ontario charter with \$10,000 capital stock. The provisional directors are E. Seannell, J. G. Seannell, W. Van D. Cooke, A. A. Moquin and R. P. Sparks.

**SHOULD EM BE GIVEN**

"What shall who has gone.

It is a question of more financial cantile establishment reader will read at the head of 5,000 men and answer the question.

"We figure in thirds of the part are traceable departments and ally. Failing to environment of should, we discuss of the place in is put, have taken money.

And how system "Then from of view we raise 'Why was the position of tea ity?' In two decisions have responsible in in this manner try to right the and with us."

**Why One**

As illustration manager, one should be told. The year old, and married \$12 a week, at house at the time incoming mail which contained

There was n the man's face been looking over to his duty, a human nature where he would money in such his hands. But and about the time to circulate again man went to the full confession

The story was more than a woman scarcely the two of them eating, dressing taining themselves week an impossible young man had advance in salary of that hope he money, keeping them, and will confession to r only given a little was under \$10



### SHOULD EMPLOYEE WHO STEALS BE GIVEN ANOTHER CHANCE?

"What shall we do with this employe who has gone wrong?"

It is a question troubling the heads of more financial, industrial and mercantile establishments than the average reader will readily believe. One man at the head of a business employing 5,000 men and women has assumed to answer the question for his house.

"We figure in our business that two-thirds of the petty thefts in the house are traceable to the managers of departments and the management generally. Failing to judge character and the environment of the individual as we should, we discover that the temptations of the place into which the individual is put, have overcome him. He has taken money. Why did he take it? And how systematically and how much?"

"Then from the management's point of view we raise the counter question, 'Why was that person put into that position of temptation and opportunity?' In two cases out of three our decisions have been that we have been responsible in more or less degree, and in this manner it devolves upon us to try to right the individual with himself and with us."

#### Why One Became a Thief.

As illustrating the position of this manager, one story of a defalcation may be told. The young fellow was 22 years old, and married. His salary was just \$12 a week, and his position with the house at the time was in handling the incoming mail and opening that portion which contained inclosures of money.

There was no particular strength in the man's face and bearing. With a keen looking over before he was assigned to his duty, an experienced judge of human nature would have put him where he would have had to handle money in such a manner as it came to his hands. But he went to the work, and about the time that suspicion began to circulate against some one, the young man went to the general manager with a full confession.

The story was that of a man, hardly more than a boy, who had married a woman scarcely more than a child, and the two of them, in the necessity of eating, dressing respectably and maintaining themselves had found \$12 a week an impossible income. But the young man had hopes of promotion and advance in salary, and on the strength of that hope had taken small sums of money, keeping a strict tabulation of them, and willing at the time of his confession to repay the full amount if only given a little time. The sum taken was under \$100. It would have cost

more to trace the amount through experts, than \$200 would have been worth. The young man had confessed, fully and without reserve, promising wherever he might be in the future to make a restitution of the money. Every cent of the abstracted funds had gone to the needs of the family. Having an insufficient sum on which to live and facing wants and wishes of his young wife, he had become a thief, irresponsibly.

#### Saved and Made Valuable.

The manager saw these things. He saw the responsibility of the house. To turn the young fellow out, disgraced, would be to ruin him when he was culpable in the least degree. Could the house keep him, putting him where, under pressure, if need be, he would earn enough for his needs?

It was found years ago that this proposition came in this form to the manager of a great business. To-day, using the words of the man, "You couldn't drive that fellow from the house with a club; or, if you could, the house wouldn't stand for it half a minute!"

Not only was this young man saved to himself and to the house, but in those four years twenty other persons discovered in small peculations have been given the same consideration and are fixtures in the business, removed from all temptations of money, and serving better in other capacities than they could serve where money is. Five individuals out of a pay roll of 5,000 is not a large percentage of the working force, but to the manager of the business these five persons have been worth while to save and worth while to keep.

But against this group of twenty-one persons the record of the house read plainly to all subordinate managers "before promoting John Smith, please see the general manager." It is the echo of that old first question, "What shall we do with this employe who has gone wrong?"

#### Problem Never is Solved.

In this way, considered from the position of the business man, the problem of the man who has gone wrong never is solved. When the unsentimental business man has considered the possible ignorant part which he has played in the fall of the man, he is still handicapped in his amends. We will admit that the manager's negligence in sizing up his man has brought the employe into a lasting shame, leaving a scarred conscience that may never heal. Yet it would be absurd to consider the man of business in an attempt at making moral restitution. It is something done that cannot be undone. The victim has been a full party to it and the employer at

most has been unfortunate in a hurried guess.

In a possible attempt to make a full material restitution for the ill, a general manager of a great business must consider first the keeping of the person in the same line of work in which he proved too weak in his bout with temptation. This in itself would involve a conscious risk against which the management would have little reassurance.

This would make an impossible situation at once. To the thousand honest, struggling ones would come the disheartened, demoralizing thought that honesty in the establishment is at a discount. And to the crooked one, left in his position which he has betrayed, there is the thought that he is indispensable to the business.

#### Is "Another Chance" Folly?

Here is the basis of the reasoning of many men, that an employe who has been unfaithful to a trust—no matter what his penitence and his determination to make restitution—must be summarily dismissed for the good of the service. It is folly, from his material point of view, for the sociologist to theorize that, having "burnt his fingers" once to his shame and disgrace, the man will not offend again. Practical experience in business has never borne out the theory. It becomes a concession in itself to retain such a delinquent anywhere in the business, and when this concession has been made it seems to be the only practical procedure to show the crooked one that there are positions in the house to which he never may aspire. After which, if he chooses to stay and make the amends that are in his power, he may be assured that the management during his good behavior is willing to forgive, but not to forget. To forgive may be humanitarian and unselfish: not to forget is business, however, and it is a business proposition after all has been said.

The field of speculation in business is so wide and the opportunities so diversified that the theft of \$10 or \$100 scarcely ever may be under conditions similar to another theft of like amount. Allowing for the difference in mental capacities and responsibilities, the theft of \$10 by a paying teller in a bank never could be overlooked as the theft of \$10 in postage stamps in some mercantile house could be. The first always would be deliberate theft.

"The way of the transgressor is hard." Business, after thousands of years, has not tended to make the way easier. It promises to make it more stony and impassable than ever before. The young man in business cannot learn the truth of this too soon.—L. M. B. in the "Southern Merchant."



**PINEAPPLES**

Would recommend the trade to write for special prices on pineapples for preserving purposes. This fortnight will be the time to recommend your customers to do their canning and preserving.

**LEMONS**

Look out for advanced prices. We know that holdings outside the large direct importers are small, and we have enquiries for duplicate orders from customers who report quick sales for last lots, and regrets that they had not bought twice the quantity at the lower prices.

**ORANGES**

Can recommend the varieties offered on our price list and would draw the trade's attention to the Sorrentos and Ovals.

**Strawberries** (Daily)

**Bananas**

**Tomatoes**

**CUKES PEAS BEANS POTATOES**

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 Church St. TORONTO, CANADA

**DRIED APPLES**

BRIGHT, DRY STOCK WANTED.

**O. E. ROBINSON & CO.**

INGERSOLL

Established - - 1886

**BASKETS**

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box  
Grain and Root Baskets,  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

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

**GREEN FRUITS AND VEGETABLES**

The lemon market, which a month ago was in poor form, has not had to wait long for betterment. The feeling is now very strong. Crops everywhere are said to be light and comparatively few cases have been stored in Canada.

Otherwise the fruit trade is in a very gratifying condition. Pines are good crop, but the prices are being maintained and are thought to be at their lowest now. The quality, too, is all that could be desired. As an indication of the growth of the Canadian trade in pines, it is stated that the receipts at Toronto this year are at least 25 per cent. ahead of last. Up to last Saturday 10,000 cases had been brought into that one distributing point.

The outlook for the Canadian fruit appears to be everywhere satisfactory, though it is a little early for definite forecasts.

**SPREAD OF CALIFORNIA FRUIT.**

The sale of the cargo of Mediterranean fruit which recently arrived per SS. Bellona, says the Montreal Herald, revealed some interesting facts regarding the changed conditions in the fruit trade resulting from the improved methods of transportation established within recent years. The better facilities for carrying fruit by rail have been of great benefit to local dealers in one way, and yet Montreal has lost a large amount of valuable business since these improvements were inaugurated.

Five years ago instead of one shipload of Messina oranges and lemons arriving at this port in the early Spring there were at least five or six cargoes. The cool water way made it the favorite route in the early Spring and American dealers had most of their Mediterranean fruit consigned for Montreal. The California fruit trade was very much smaller than at present, and American dealers, not only in the east but in the middle west as well, relied chiefly on the orchards of the Mediterranean for their supplies of oranges and lemons.

In those days the annual auction sale of fruit at Montreal was an important affair. The American buyers turned up in droves from all parts of the United States, including many from the west and south. Five years ago there were over a hundred American buyers at the sale. This year there were none.

This change is due entirely to the improved facilities for transportation and

the resultant rapid growth of the California fruit-growing industry. California now supplies practically all the oranges and lemons consumed west of Chicago, as well as a large proportion of the fruit sold in the Eastern States. All the American railways now have special refrigerator fruit cars which are never used to carry any other class of freight. These cars carry California fruit to every part of the continent. Montreal dealers now receive over 100 cars every season.

Prices obtained at the auction were as follows: Lemons sold at from \$1.60 to \$3.50 per box; Messina oranges at from \$1 to \$1.85 per half box, and Sorrento oranges at \$1.75 to \$3.50 per box. The sale realized in all about \$70,000.

The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Son, John Caldwell & Co., J. J. Vipond & Co., George Vipond & Co., Montreal Fruit Exchange, J. R. Clogg & Co., A. Bowes & Co., H. E. Vipond, T. S. Vipond & Co., W. Vipond & Co., C. E. Plain, J. de McGregor and G. W. Hunt, of Ottawa; J. R. Dickson, of Hamilton; G. W. Ryerson, of Brantford; G. McPherson, Winnipeg; R. H. Foy, of Kingston; J. B. White, R. McMillan, W. Everist and W. Clemes, of Toronto.

**FRUIT OUTLOOK BRIGHT.**

H. B. Cowan, superintendent of Fall fairs in Ontario, states that the outlook for a fine fruit crop in Ontario was never better. The Niagara district came through the Winter with less injury than usual, and the only real damage was to the strawberry plants in the Ottawa district.

**ELECTRICS IN FRUIT DISTRICT.**

It was stated by a representative of the Mackenzie-Nicholls Syndicate before the St. Catharines (Ont.) Council last week that it was their intention to build branch electric lines all through the Niagara peninsula, as feeders for the Toronto to Buffalo line.

**EXPERIMENTAL SPRAYING.**

Apple orchards in the Orillia (Ont.) district are said to have been deteriorating, and the Provincial Department of Agriculture has selected 11 for experimental spraying under the direction

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Cocanuts, per b  
Pineapples.....  
Apples.....  
Lemons, per box  
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Spanish onions,  
Egyptian onions,  
New strawberry

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Sage, per doz...  
Savory, per doz.  
Green peppers, p  
Southern cabbag  
Tomatoes, Florid  
Red onions, bri...  
Turnips, bag....  
New turnips, per  
Water cress, per  
Grand Rapids let

Boston lettuce, 1  
New Florida poti  
Florida celery, p  
Spinach, per bbl  
Cucumbers, per c  
New potatoes, p  
Mushrooms, per  
Carrots, per bag.  
New beets per d  
New carrots, per  
Wax beans, per l  
Green beans, per  
Asparagus, per d

ON  
GREEN  
nearly all



of W. E. A. Reer. Portions of the orchards only will be sprayed so as to enable a contrast with the portions untreated. The spraying takes place before blossoming, after the blossoms fall, when the fruit forms, and, lastly, when it droops over enough to expose the stems.

**A MARYLAND FROST.**

A frost on Monday night is said to have practically destroyed the new tomato plants in Maryland. Commission men in Toronto say it will not affect the supply of tomatoes here, as they can be got elsewhere, but they have been expecting Maryland strawberries next week and usually depend on them for supplies during the month before the Canadian berries come in. Anxious inquiries are now being made as to the damage to the berry crop. Canadian berries will, it is said, be late this season and are not expected before June 15.

**MONTREAL MARKETS.**

**GREEN FRUITS**—Very good business is being done in fruits this week. There is a good demand generally with no call for any one line in particular. Navel, Messina and Jamaica oranges are all advanced more or less. Strawberries are quoted at 15c., and good sales are being made at this figure. Bananas are still selling from \$1.85 to \$2.25. Other lines remain about the same as they were last week.

|   |      |      |
|---|------|------|
| Messina blood oranges, half box.....    | 1 65 | 1 85 |
| Navels.....                             | 4 25 | 4 50 |
| Dates, per lb.....                      | 0 04 | 0 04 |
| Bananas.....                            | 1 85 | 2 25 |
| Cocoanuts, per bag of 100.....          | 3 25 | 3 00 |
| Pineapples.....                         | 4 00 | 6 00 |
| Apples.....                             | 3 00 | 3 00 |
| Lemons, per box.....                    | 5 00 | 5 00 |
| Jamaica oranges, per bbl.....           | 2 75 | 2 50 |
| Spanish onions, cases.....              | 2 50 | 2 50 |
| Egyptian onions, per 112-lb. bag.....   | 0 15 | 0 15 |
| New strawberries, per small basket..... |      |      |

**VEGGTABLES**—A good general business is being done in vegetables. Local shipping is increasing as the weather becomes warmer. Already many houses have a good trade with many points along the St. Lawrence route between Montreal and Quebec. Parsley has been advanced to 40 cents. Southern cabbage has advanced, as have also Florida tomatoes and red onions. There has, in fact, been a general tendency towards higher prices during the week. Cucumbers are selling quite freely at the advance to \$4 a basket.

|                                    |      |      |
|------------------------------------|------|------|
| Potatoes, per bag.....             | 0 70 | 0 85 |
| Parsley, per doz. bunches.....     | 1 00 | 1 00 |
| Sage, per doz.....                 | 1 00 | 1 00 |
| Savory, per doz.....               | 0 50 | 0 50 |
| Green peppers, per basket.....     | 4 00 | 4 50 |
| Southern cabbage, bbl. crates..... | 3 00 | 4 00 |
| Tomatoes, Florida.....             | 3 50 | 3 50 |
| Red onions, bbl.....               | 0 50 | 0 60 |
| Turnips, bag.....                  | 1 50 | 1 50 |
| New turnips, per doz.....          | 0 75 | 0 75 |
| Water cress, per doz.....          | 2 90 | 2 25 |
| Grand Rapids lettuce, per box..... | 0 60 | 0 75 |
| " " per doz.....                   | 1 40 | 1 60 |
| Boston lettuce, per doz.....       | 6 75 | 7 00 |
| New Florida potatoes, per bbl..... | 3 50 | 3 50 |
| Florida celery, per crate.....     | 2 75 | 2 75 |
| Spinach, per bbl.....              | 1 00 | 1 00 |
| Cucumbers, per doz.....            | 4 00 | 4 00 |
| " " per basket.....                | 7 00 | 7 50 |
| New potatoes, per bbl.....         | 0 50 | 0 50 |
| Mushrooms, per lb.....             | 1 50 | 1 50 |
| Carrots, per bag.....              | 0 75 | 0 75 |
| New beets per doz.....             | 4 50 | 4 50 |
| New carrots, per doz.....          | 5 00 | 5 00 |
| Wax beans, per basket.....         | 5 50 | 6 00 |
| Green beans, per basket.....       |      |      |
| Asparagus, per doz.....            |      |      |

**ONTARIO MARKETS.**

**GREEN FRUITS**—Trade is brisk and nearly all the houses report business

# Fresh Car Navels

## JUST RECEIVED

All sizes, 96s, 112s, 126s, 150s, 176s, 200s and 216s.

Season about over. Order promptly.

### Tomatoes, Pineapples, Cabbage

Our prices are lowest consistent with good stock.

**WHITE & CO., LIMITED**  
TORONTO and HAMILTON

Positively Without an Equal

W. B. Stringer.  
J. J. McCabe.

## "ST. NICHOLAS"

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal

FOREIGN AND DOMESTIC FRUITS OF ALL KINDS

Strawberries, Navels, Lemons, Bananas, Pines, etc.

**THE F. T. JAMES COMPANY, Limited**

76 Colborne St.  
33 Church St.

TORONTO

Wire, Phone,  
or Mail your Orders

### STRAWBERRIES and PINEAPPLES

We are receiving carloads daily. Prices right. Give us your orders.

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**

Cor. West Market and Colborne Sts.

## PINEAPPLES

In Beautiful Condition.

18s, 24s, 30s, 36s and 42s.

**HUGH WALKER & SON**

ESTABLISHED 1861

GUELPH, ONT.



This design a guarantee of quality.

**Manilla Paper | Fibre Paper**  
SMOOTH, TOUGH, BRIGHT, CLEAN | THE TOUGHEST OF THE TOUGH  
ALL SIZES AND WEIGHTS | ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

**CANADA PAPER CO.**

TORONTO LIMITED MONTREAL



## YOU NOW KNOW THE LAW

A \$25.00 fine was the penalty a Toronto grocer paid for selling adulterated Jam.

The chances are he didn't know the stuff was "doctored," but the law doesn't make much allowance for that.

There is no need of any grocer being in doubt. All he has to do is to get the goods that are guaranteed to be pure—

### E. D. S. Brand

The Grocer then throws the onus upon E. D. Smith because the latter puts the guarantee label on his goods and must stand by them—a thing he is quite willing to do.

Sell the E. D. S. Brand and get sure trade.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.



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

## ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

## SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS. WINNIPEG, CANADA

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

### Manufacturers' Agents—Continued

#### JOSEPH CARMAN

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

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

Open for good Agencies. Correspondence Solicited.

#### JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

141 Bannatyne Ave., Winnipeg, Man.

#### W. A. TAYLOR

BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.

HIGHEST REFERENCES

### STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - - Man.

Highest References. Correspondence Solicited.

### Winnipeg Storage

We make a specialty of storing and distributing car lots for

### Eastern Shippers

Negotiable receipts issued  
Low Insurance Rates reasonable

**R. B. WISEMAN & CO.**  
WINNIPEG

Warehousemen and Distributing Agents.  
Best of references.

considerably ahead of last year. Ten thousand cases of pine apples arrived in Toronto this season up to this week. That is said to be at least 25 per cent. in advance of any previous record. The crop in Cuba is large and of exceptional quality, but prices here are said to be about at rock bottom, and wise housekeepers will do their preserving now. Retail dealers ordering quantities for preserving could probably shade somewhat under the prices quoted, but they should see to it right away. The fruit is now in heavy demand everywhere.

Lemons are 25c. higher, and throughout the trade still higher prices are expected. In both Italy and California crops are light. One dealer said \$6 lemons would not surprise him this Summer.

Strawberries are arriving freely and prices are slightly lower. Maryland berries are expected next week, and the crop there is said not to be good. Hot, dry winds are doing much damage.

Oranges are firm and slightly higher. California Mediterranean sweets and seedlings are scarce this year and the crop will be largely absorbed in the Western states.

|  |      |      |
|--|------|------|
| Oranges, California navels.....                          | 4 00 | 4 50 |
| " Sorrento.....  | 3 75 | 4 00 |
| " Mexicans.....  | 3 50 | 3 50 |
| Lemons, Messina, 300's 360's, per box.....               | 3 00 | 3 50 |
| Limes, per crate.....                                    | 1 25 | 1 25 |
| Apples, Spies XXX, per bbl.....                          | 5 00 | 5 50 |
| " XX, per bbl.....                                       | 4 00 | 4 00 |
| " Baldwins, XXX, per bbl.....                            | 4 50 | 4 50 |
| " XX, per bbl.....                                       | 3 75 | 3 75 |
| " other Winter varieties, XXX, per bbl.....              | 4 00 | 4 00 |
| " XX, per bbl.....                                       | 3 00 | 3 50 |
| " farmers', per bbl.....                                 | 2 00 | 3 00 |
| Bananas, per bunch.....                                  | 1 35 | 2 25 |
| Red bananas per bunch.....                               | 2 30 | 2 25 |
| Strawberries 32 quart crates, per quart box.....         | 0 12 | 0 14 |
| Pineapples, Cubans 18's, 24's, 30's, 36's, per case..... | 3 00 | 3 25 |
| Grape fruit, Florida, 28's to 64's, per box.....         | 5 50 | 5 50 |
| Cherries, California white heart, 20-lb. box.....        | 2 50 | 2 50 |

VEGETABLES — Imported stock is coming along slowly and prices have been high, but the prospects are for larger supplies and lower prices right away. Cabbage is scarce and higher. Onions are a little lower. Old potatoes continue firm. Canadian rhubarb is plentiful and asparagus is coming in freely.

|  |           |
|--|-----------|
| Potatoes, kiln dried sweet, bushel hamper..... | 2 00      |
| " Delaware, per bag.....                       | 1 10 1 15 |
| " Silver Dollar, per bag.....                  | 0 90 1 00 |
| " Ontario, per bag.....                        | 0 80 0 90 |
| New potatoes, Bermuda, per bush.....           | 2 50      |
| Onions, Egyptian, per sack 100-115 lbs.....    | 2 00 2 50 |
| " Texas Bermuda, 50-lb. crates.....            | 1 75 2 50 |
| " green, per doz. bunches.....                 | 0 12      |
| Cabbage, new South Carolina, per crate.....    | 3 50 4 50 |
| Wax and green beans, per bush. hamper.....     | 3 50      |
| Beets, per bush el.....                        | 0 50      |
| " new, per doz. bunches.....                   | 1 00 1 25 |
| Carrots, per bag.....                          | 0 40 0 50 |
| " new, 5 to 6 doz. in box.....                 | 2 25 2 50 |
| Lettuce, per doz. bunches.....                 | 0 30      |
| Radish, per doz.....                           | 0 45 0 50 |
| Cucumbers, Boston, per doz.....                | 1 25 1 50 |
| " Florida, per hamper, 5 to 7 doz.....         | 3 50 4 00 |
| Mushrooms, 1-lb. boxes, per lb.....            | 0 80      |
| Celery, Florida, per case.....                 | 2 50 3 25 |
| Asparagus, per doz. bunches.....               | 0 75 2 00 |
| Beans, white, prime, bush.....                 | 1 75      |
| " hand-picked, bush.....                       | 1 40      |
| " Lima, per lb.....                            | 0 07      |
| Tomatoes, Floridas, 6 basket crates.....       | 3 25 4 00 |
| Rhubarb, 1 doz. bndls.....                     | 0 25 0 41 |
| Spinach, bush.....                             | 0 75 1 00 |
| Leeks, per doz.....                            | 0 25      |
| Artichokes, per bag.....                       | 0 60 0 90 |
| Parsnips, ".....                               | 0 50 0 75 |
| Watercress, per doz. bunches.....              | 0 20      |
| Egg plant, per doz.....                        | 1 55      |
| Peppers, green, per small basket.....          | 0 75 0 85 |
| Parsley, per doz.....                          | 0 15 0 20 |
| Turnips, per bag.....                          | 0 35      |
| Mint, per doz.....                             | 0 25      |

The packing house of G. R. Hand & Co. at Highland, California, has been purchased by the Stewart Fruit Co., who will operate it next season. W. B. Stringer & Co. are the Toronto agents of the Stewart Fruit Co.

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G. R. Hand &  
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**We are now Delivering**

ICE CASTLE BRAND LOBSTERS  
ICE CASTLE BRAND KIPPERED  
HERRING  
BEAVER BRAND LOBSTERS  
OAK BAY CLAMS

LOW PRICES QUICK SHIPMENTS

**J. W. WINDSOR - - - Montreal**

The Largest Handlers in Canada of all kinds of Canned Fish.

**NEW PACK**

ANGLO-SAXON BRAND  
HALIBUT  
GOLDEN RULE SARDINES  
BELL BRAND CANNED  
MACKEREL

**NEW PACK NEW PACK NEW PACK**

OF THE FAMOUS

**Brunswick Brand  
SARDINES**

Now is the time to send your order for—

- 1/4 Oils, Sanitary Can, 100 tins to case
- 1/4 Oils, Handmade Can, 100 “
- 1/4 Mustard, 100 tins to case
- 1/4 Tomato, 100 “
- 1/4 Mustard, 50 “

TO

**Connors Bros., Limited**

Black's Harbour, N. B.

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**Agencies on Commission for Britain.**—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E. C.

**HAMILTON WICKES & CO.,**  
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

**JAMES MARSHALL, Aberdeen, Scotland**  
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

**A. C. DOUGHTY & CO.,**  
Head Office, 39 Eastcheap, LONDON.  
PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

**J. H. GAITSKELL & CO.,**  
PROVISION MERCHANTS, LIVERPOOL,  
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

**DAVID SCOTT & CO.,**  
Est. 1878, 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS.  
T. A.—Scottish, Liverpool.

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
MANCHESTER.  
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"  
**HERMAN RAPP & CO.,**  
Provision Merchants.  
19 MATHEW STREET, LIVERPOOL.  
Liberal advances on consignments.

**THOS. BOYD & CO.,**  
28 KING ST., - LIVERPOOL,  
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C. 4th and 5th ed., Western Union and Libber's Codes. T. A. "Boyd."

**GEO. RAISAY WARD,**  
58 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers of Hams, Cheeses and Canned goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

**P. & F. Vincentelli** Makers and Exporters of Canned Peels.  
Daily capacity of our plant: ten thousand lbs.

Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES

**James Methven, Son & Co.,** St. George's House,  
EASTCHEAP, LONDON, ENG.  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain  
We also ship several British lines to United States and Canada.  
CORRESPONDENCE INVITED.

**FRESH  
SALMON**

**GOLDEN CROWN and GOLDEN KEY brands CANNED LOBSTERS**

1/2, 3/4, 1-lb. Talls.

1/2, 3/4, 1-lb. Flats.

**FRESH  
LOBSTERS**

**Golden Crown Canned Clams**  
**Golden Crown Canned Mirimichi Salmon**  
**Golden Diamond Canned Blueberries**

ATTRACTIVE LABELS

PROMPT SHIPMENT

QUALITY GUARANTEED

If your jobbers do not handle these goods, write us direct for quotations.

**W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.**

PACKERS AND EXPORTERS OF ALL KINDS OF FISH



## HOW TO KNOW THE REAL

It's quite a habit now with makers to call any old stuff Swiss Milk Chocolate.

The surface of the "Pharisee" chocolate looks the same as the "Swiss-right-through" goods; and the wrapper is made quite dainty, you know.

If you want the "shadow" trade buy the make-believe chocolate.

If you want the "substance" trade buy the chocolate made in Switzerland—

## TOBLER'S

You don't have to take our word for it. Write the Canadian agent at Switzerland, ask him if there is such a firm as Tobler & Co. in Berne and if they export any of their chocolate.

**Maclure & Langley**

AGENTS Limited

152-154 Pearl St., TORONTO  
30 Hospital St., MONTREAL

## THE SUMMER SEASON

brings

## A DEMAND FOR THE BEST

IN YOUR STORE

# STEWART'S

Chocolates and Confections

## ARE THE BEST

PURE Materials.

Absolute Cleanliness.

Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE  
**STEWART COMPANY**

LIMITED  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Nothing to equal  
and

None to surpass

# MOTT'S Chocolate

Remember this refers to  
"Diamond" and "Elite"

Brands of  
Chocolate

Every Jobber

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

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

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

# MILK CHOCOLATE

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

# COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., LIMITED**

TORONTO

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**TRADE INQUIRIES.**

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

535. Oats and flour—Finland commission merchant wishes names of exporters, especially granular, to sell on his own account.

536. Bacon—Finland commission merchant wants to get in touch with Canadian packers. The duty on this article has been removed.

537. Hay, cheese, fruit, eggs—West of England firm wants to act as agent for Canadian exporters of hay. The firm can give highest references.

541. Dried fruits, sardines, olive oil, preserved vegetables — Bordeaux (France) firm desire to correspond with Montreal firm; willing to act as agents.

539. Coffee and tea—London firm desires buying agency in Canada for special coffee essence.

538. Eggs—London dealer requests to be placed in touch with Canadian exporters.

547. Hay and oats—Large English East Coast milling firm desires quotations from Canadian shippers.

555. Apples—Large East Coast firm desire to get in touch with Canadian exporters of reliably packed apples of all grades, in large quantities.

556. Hay—East Coast firm are desirous of hearing from exporters of Canadian hay in large quantities and regular shipments.

557. Soaps and feeding meals—Leading East Coast manufacturing firm desire to get in touch with Canadian importers.

558. Apples—East Coast firm desire to hear from Canadian growers or exporters of all classes of apples.

560. Eggs—Large East Coast firm invite correspondence with shippers of eggs in large quantities.

561. Cereals, breakfast foods and apples—Hull produce firm desires to get in touch with manufacturers of cereals and with exporters of apples.

562. Sugars—East Coast merchant, exporting all classes of Demerara, white, Scotch moist, granulated and loaf sugars, invites correspondence with Canadian buyers.

565. Agent—French factory of macaroni, vermicelli, in Lyons, desires to appoint an agent in Canada.

573. Frozen poultry—London selling firm wishes to correspond with Canadian exporters.

575. Canned lobsters — Copenhagen, Denmark, firm wishes names of Canadian packers.

581. Apples and pears—East Coast firm invite correspondence with Canadian exporters.

582. Apples and pears—East Coast firm desire correspondence with Canadian shippers.

585. Manitoba wheat—Yorkshire firm, requirements 300,000 bushels per month, desire to get in touch with shippers, c.i.f. either Hull or Liverpool.

586. Canadian peas, etc.—East Coast firm desire to get in touch with shippers of Canadian peas, clover seed, rape seed and flax seed.

587. Canadian tomatoes—East Coast produce firm desire to get in communication with growers or shippers who will meet their requirements with first-class packing.

588. Tomatoes—East Coast produce firm desire communication with shippers of tomatoes, and will be pleased to give quotations and style of packing required.

595. Dairy products— East Coast wholesale firm desire to get in communication with wholesale shippers.

596. Butter, etc. — Old-established East Coast provision firm are open to receive negotiations.

597. Canadian hog products, etc.— East Coast firm desire Canadian hog products, butter, canned meats and cheese, and invite correspondence and negotiations.

598. Manitoba wheat, etc.—East Coast grain firm desire to get in touch with shippers of Manitoba wheat, clover and flax seed.

**NEW COMPANIES.**

Notice is given in the current number of the Ontario Gazette of the incorporation of the Brethour Milling Co., with share capital of \$250,000 and head office in London, Ont. The provisional directors are G. E. Coleman, tailor; B. V. Hole, contractor; R. Ferguson, physician; Jas. C. Thompson, commercial traveler; and T. P. Stewart. They are to manufacture and deal in lumber.

**DESICCATED MILK.**

Milk or cream is first rendered homogeneous and then evaporated by dryness under reduced pressure. In the case of milk the cream may be separated by centrifugal action, and then both cream and skimmed milk made homogeneous, after which they may be remixed, either during the evaporation or when dry. The skimmed milk may also be separately evaporated, then mixed with the homogeneous cream, and the desiccation continued.

Simon Stahl, confectioner and baker, Schomberg, Ont., has sold out to J. McDevitt, a farmer. Mr. Stahl is going into business in Haileybury, New Ontario.

**The Good Trade is Worth Capturing**

You will admit that, of course. But, perhaps you are not so sure as to just what biscuits will capture it.

We have but one opinion—you must sell Perfection Cream Sodas if you desire the good trade.

What makes us reason so? Just this:



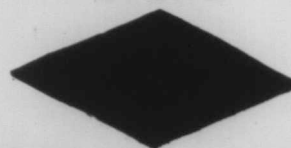
have the

Right-From-The-Oven-Flavor, the original sweetness, that palatable quality so many biscuits lose after entering the tin.

Order PERFECTIONS

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

**DIAMOND Brand**



**MAPLE SYRUP**

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

**Sugars Limited, Montreal**



## MAKING IT EASY FOR THE DEALER

We make it easy for you to sell "MONTSERRAT" because we make "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

## MONTSERRAT LIME JUICE

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers  
27 COMMON ST., MONTREAL

## Mixed Fancys

**JACOB'S  
IRISH  
BISCUITS**

In half-pound boxes.

Our "West End" box is a good sample. It contains a nice assortment of rich varieties, including:—

|               |            |
|---------------|------------|
| Keil Finger   | Shortbread |
| Boudoir       | Alexandra  |
| Puff Cracknel | At Home    |
|               | Macaroons  |

A compact package—easily handled—attractively put up—stock not exposed to air—no loss in handling.

*Good for the Grocer.*

*Good for the Housekeeper.*

**W. & R. JACOB & CO.,**  
Limited

Canadian Agents:

Kenneth H. Munro  
324 Coristine Bld. Montreal.  
C. & J. Jones Bros.  
424-425 Union Bank Bld., Winnipeg  
Wilson Bros.  
Wharf St. Victoria, B.C.

**DUBLIN,  
IRELAND**

### 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**  
**THE CANADIAN GROCER**  
Montreal and Toronto.

Side



by



Side

These two brands are

**BORDEN'S**

Guarantee of purity, cleanliness in manufacture, and the best that can be produced in . . . . .

**Condensed Milk and Evaporated Cream**

"Eagle" brand

"Peerless" brand

**WILLIAM H. DUNN,**

Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

### TRAVELER

Overtaking start is not a commercial most of the Norman Notter, was in and there or virtue of not en.

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THAT'S ALL

Pure Taste under Small's asks for tin o be able to p larly a world Small's Bra maple leaf, v oldest register syrup in the Small's Bran but one exce Medals ever many from al You c line.—W Is sup seen on FORD. L

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McLAUGHLAN

**TRAVELER WORKED THE HAND CAR.**

Overtaking a train that has a good start is not an everyday feat even among commercial travelers, and they learn most of the tricks of traveling. But Norman Notter, a young grocery traveler, was in South Africa three years, and there or elsewhere he acquired the virtue of not knowing when he was beaten.

He was at Tory Hill last week, a small place, with one store, on the Irondale, Bancroft & Ontario Railway. The lone merchant is close to the station and Mr. Notter hustled over to get his order while the train waited. Usually this is a feasible proposition, because the limited expresses don't go around by the I. B. & O. This day, however, someone was in a hurry, and when Mr. Notter rushed back to the station the train had disappeared. The next one was the day after at the same hour. A gang of section men were at work nearby, their hand car in the ditch beside the track. It didn't take long to negotiate with them for a chase after the train, and soon Mr. Notter and three laborers were "pump-

ing" hard and making record handcar time in the direction the train had taken. They caught it at Wilberforce, five miles down the line.

In South Africa Mr. Notter was for three years transport conductor in charge of the long convoys of native ox teams with ammunition and provisions which it was the special delight of the Boers to intercept and appropriate.

**THE BIRTH OF RICE IN AMERICA.**

The very introduction of rice into America seems almost providential, having been brought about by accident, when, in the year 1694, an English vessel, being storm-bound, put into Charleston Harbor. The ship, beaten by the storm and in need of repairs, was compelled to lay in harbor for some time; and it was while there that her captain gave to one of the citizens, Thomas Smith, a small quantity of rice, which principally constituted the cargo. Smith planted the grain in his garden, and the plant thrived and bore most abundantly; whereupon Smith gave seeds to his neighbors, which they also planted, and were successful in raising crops. Prior to that eventful occasion, the great stretches of lowland along the Carolina coast (now very valuable) had proven a barren waste and in the planting of this little parcel of the wonderful cereal and its successful harvest is found the logical beginning of rice culture in America.

One morning last week the "Salada" Tea Co. received orders for three and a half carloads of "Salada" tea from Boston, one carload from Buffalo and one carload from Winnipeg, and in addition a number of large local orders. These figures speak for themselves.

**SPRAGUE  
CANNING MACHINERY CO.  
CHICAGO, ILL., U.S.A.**

**Money Getters**  
Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.  
**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



**MAPLE**   
**JUST MAPLE SYRUP THAT'S ALL**  
**SYRUP**

Pure Tested Maple Syrup only is sold under Small's brand. When customer asks for tin of Maple Syrup it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York. Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

**All Jobbers.**  
Product of **THE CANADA MAPLE EXCHANGE**  
**MONTREAL**

Cultivate your Biscuit trade by ordering  
**McLAUCHLAN'S**  
**Cream Soda Biscuits**  
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

**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., "  
A. P. Tippet & Co., "  
**Gorgie Mills, EDINBURGH**



**UPTON'S**  
**Jams, Jellies**  
**and**  
**Orange**  
**Marmalade**

have the true fruit flavor.

The wise grocer always keeps them in stock, as they will please his most particular customers.



# Payne's Cigar Policy

(BEING A CONTRACT ENTERED INTO BETWEEN J. BRUCE PAYNE, LIMITED,  
CIGAR MANUFACTURERS, GRANBY, QUE., AND ANY LIVE GROCER.)

- ~~~~~
- CLAUSE A.** J. Bruce Payne, Limited, covenants and agrees to ship Mr. Grocer 1000 assorted cigars, the assortment to contain the popular **Pebble** and **Pharaoh** Cigars.
  - CLAUSE B.** Mr. Grocer agrees to pay for the shipment a price sufficient to cover the cost of the tobacco, plus manufacture — not one cent more.
  - CLAUSE C.** J. Bruce Payne, Limited, agrees at the end of three months to take back at invoice price, all of the shipment unsold.
  - CLAUSE D.** Mr. Grocer agrees to sell the **Pebble** at **5c** and the **Pharaoh** at **10c**.

Witnesseth the Hand and Seals this 26th day of May, 1906.



**J. BRUCE PAYNE, Limited**

(Fill in your name and attach your seal.)

## CONCRETE EVIDENCE

What kind of evidence do you ordinarily demand before you give your opinion?

“Concrete evidence,” we should say. “Certainly,” you reply.

Concrete evidence is the kind we are glad to give you on behalf of that famous tobacco

## T & B

You know the price. Here are some **Sales Facts** :

There's more **T & B** sold than any other tobacco.  
There's more **T & B** consumed than any other tobacco.

“I came, I saw, I conquered,” that's the song to T & B.

**THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.**

### TOBACCO SM

Whether or germ destroyer don Lancet, the of the world. tobacco users a contagious dise destroys the ge into the mouth tion of the che smoke of the nicotine abound nicotine is und infectant. But the quantity of is minute, if in It is certainly to be worth con ever, in smoke pyridine, which There is presen which is said to ties. But the n in tobacco smok is present in ties.

If water thro of tobacco smc tested, a striki hyde reaction is this substance i produces a solut but practically organism. Whc a vast number deposited in the that these may by the freque smoke through t way the organi smoke in the formaldehyde is ful disinfectants yields more fori and the pipe mo

### GROWING

Tobacco grov Ont., are report ing more than e cent's announce

## TOBACCOS, CIGARS AND ACCESSORIES

### TOBACCO SMOKE AND MICROBES.

Whether or not tobacco smoke is a germ destroyer is discussed by the London Lancet, the leading medical journal of the world. It is often asserted that tobacco users are proof against certain contagious diseases because the smoke destroys the germs that find their way into the mouth and nose. It is a question of the chemical composition of the smoke of the weed. It is often said nicotine abounds in tobacco smoke, and nicotine is undoubtedly a powerful disinfectant. But the Lancet affirms that the quantity of this poison in tobacco is minute, if indeed it is present at all. It is certainly not present in quantity to be worth considering. There is, however, in smoke a very poisonous oil, pyridine, which accumulates in a pipe. There is present also carbon monoxide which is said to have germicidal properties. But the most important germicide in tobacco smoke is formaldehyde, which is present in very appreciable quantities.

If water through which a few puffs of tobacco smoke has been blown be tested, a strikingly positive formaldehyde reaction is obtained. One part of this substance in 10,000 parts of water produces a solution fatal to all microbes, but practically innocuous to the human organism. When it is considered that a vast number of microbes are hourly deposited in the nose, it is conceivable that these may be effectively destroyed by the frequent passage of tobacco smoke through that organ. In the same way the organisms exposed to tobacco smoke in the mouth would succumb. Formaldehyde is one of the most powerful disinfectants we possess. The cigar yields more formaldehyde than the pipe and the pipe more than the cigarette.

### GROWING MORE IN ESSEX.

Tobacco growers of Essex county, Ont., are reported to be this year planting more than ever before. The Government's announcement regarding an ex-

perimental tobacco farm has stimulated interest.

The growers themselves have been carrying on experimental operations for years, and believe themselves able to grow better tobacco this year than ever before. Certain kinds of the leaf grown have heretofore obtained a ready sale to Canadian manufacturers.

### A PROFITABLE CROP.

John Little, of Harrow, Ont., on scant six acres raised last season 11,842 pounds of tobacco, which was purchased by the Empire Tobacco Co. at 81-2c., in all \$1,006, or over \$167 an acre.

### ESSEX AND KENT CROP.

The value of the tobacco crop of Essex and Kent counties, Ontario, have been estimated for the 1905 crop at \$104 per acre, or a total of \$686,400 for a total production of 8,580,000 pounds, from 6,600 acres. The average yield was 1,300 pounds an acre, and the average price was in the neighborhood of 8c. The average yield per acre in the United

States last year, as estimated by the department of agriculture, was 830 lbs., and the average price 7 1-2c.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all leading Wholesale Houses.

### CLAY PIPES

The best in the world are made by—

**McDOUGALL**

Insist on this make.

**D. McDOUGALL & CO., Glasgow, Scotland**

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**





# Surprise

Soap Has Been Sold on the Market for Over 20 Years

This statement is of interest only to show that **Surprise** has stood the test of time.

To-day it is sold over all Canada, in Newfoundland and some parts of the West Indies.

**Quality**—High-grade laundry soap, a pure hard soap, is the reason why it keeps on satisfying and selling.

*Peculiar qualities for washing clothes by the "Surprise" method: Economy—labor-saving—cleanliness—most satisfactory—a real practical way of washing.*

You can use this feature of **Surprise Soap** to show your customers it is to their advantage to have **Surprise Soap**.

**The ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

Quotatic  
The fo  
responsible  
Grocer, at ou

Baki

Cook's Friend—  
Size 1, in 2 and 4 d  
" 10, in 4 doz, bo  
" 2, in 6 "  
" 12, in 6 "  
" 3, in 4 "  
Pound tins, 2 doz.  
12-oz. tins, "  
5-lb. " "

W. H. G

Diamond—  
1-lb. tins, 2 doz. in  
1-lb. tins, 3 "  
1-lb. tins, 4 "

IMPERIAL

Oases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

OOB

Ocean Baking Pow  
" "  
" "  
Borax, 1 lb.  
Cornstarch,  
Freight paid

MA



ROYAL B.

Sizes.

Royal-Dime ....  
" 1 lb. ....  
" 8 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

Barrels—When pac  
cent. discount v

CLEVELAND'S

Sizes.

Cleveland's—Dime.  
" 1 lb. ....  
" 8 oz. ..  
" 1 lb. ..  
" 12 oz. ..  
" 1 lb. ..  
" 3 lb. ..  
" 5 lb. ..

Barrels—When pac  
cent. discount w

T. KINN

Crown Brand—

1 lb. tins, 2 doz. in c  
1 lb. " 2 " "  
1 lb. " 4 " "

Keen's Oxford, per l  
In 10-box lots or  
Reckitt's Square Bl  
Reckitt's Square Bl  
Gillett's Mammoth.  
Nixey's "Cervus," l  
" " l  
" " l  
according to size.

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 24, 1906.

### Baking Powder.

| Cook's Friend—                     | Per doz. |
|------------------------------------|----------|
| Size 1, in 3 and 4 doz. boxes..... | \$3 40   |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2, in 6 ".....                   | 0 70     |
| " 12, in 6 ".....                  | 0 80     |
| " 3, in 4 ".....                   | 0 85     |
| Pound tins, 2 doz. in case.....    | 3 00     |
| 12-oz. tins, " ".....              | 3 40     |
| 5-lb. " ".....                     | 14 00    |

### W. H. GILLARD & CO.

| Diamond—                        |  | Per doz. |
|---------------------------------|--|----------|
| 1-lb. tins, 2 doz. in case..... |  | \$3 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-doz..... | 5 lb.     | 19 75    |

### OCEAN MILLS.

| Ocean Baking Powder, 1/2 lb., 4 doz.... | Per doz. |
|---|----------|
| 1/2 lb., 5 doz....                      | \$0 45   |
| " 1/2 lb., 3 doz....                    | 0 90     |
| " 1/2 lb., 3 doz....                    | 1 25     |
| Borax, 1/2 lb. packages, 4 doz....      | 0 40     |
| Ornament, 40 pkgs. in a case ..         | 0 78     |

Freight paid 5 p.c. 10 days.

### MAGIC BAKING POWDER.

| Cases.     | Sizes.    | Per doz. |
|------------|-----------|----------|
| 6 doz..... | 5c.       | \$0 40   |
| 4 " "..... | 4-oz.     | 0 80     |
| 4 " "..... | 5 " "     | 0 75     |
| 4 " "..... | 8 " "     | 0 95     |
| 4 " "..... | 12 " "    | 1 40     |
| 4 " "..... | 16 " "    | 1 45     |
| 3 " "..... | 16 " "    | 1 65     |
| 3 " "..... | 2 1/2 lb. | 4 10     |
| 1 " "..... | 5 " "     | 7 30     |
| 1 " "..... | 6 oz.     |          |
| 1 " "..... | 12 " "    | Per case |
| 1 " "..... | 16 " "    | \$4 55   |



### ROYAL BAKING POWDER.

| Sizes.          | Per Doz. |
|-----------------|----------|
| Royal-Dime..... | \$ 0 95  |
| 1 lb. ....      | 1 40     |
| 8 oz. ....      | 1 95     |
| 1 lb. ....      | 2 55     |
| 12 oz. ....     | 3 85     |
| 1 lb. ....      | 4 90     |
| 3 lb. ....      | 13 50    |
| 5 lb. ....      | 22 35    |

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

| Sizes.                | Per Doz. |
|-----------------------|----------|
| Cleveland's-Dime..... | \$ 0 93  |
| 1 lb. ....            | 1 33     |
| 8 oz. ....            | 1 30     |
| 1 lb. ....            | 2 45     |
| 12 oz. ....           | 3 70     |
| 1 lb. ....            | 4 65     |
| 3 lb. ....            | 13 20    |
| 5 lb. ....            | 21 65    |

Barrels—When packed in barrels one per cent. discount will be allowed.

### T. KINNEAR & CO.

| Crown Brand—                    |  | Per doz. |
|---------------------------------|--|----------|
| 1 lb. tins, 2 doz. in case..... |  | \$1 20   |
| 1 lb. " 2 " ".....              |  | 0 80     |
| 1 lb. " 4 " ".....              |  | 0 45     |

### Blue.

|                                       |           |
|---------------------------------------|-----------|
| Keen's Oxford, per lb.....            | \$0 17    |
| In 10-box lots or case.....           | 0 15      |
| 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,            | 1 35      |
| according to size.....                | 0 00 0 10 |

### Black Lead.

|  |         |
|--|---------|
| Reckitt's, per box.....                      | \$1 15  |
| Box contains either 1 gross, 1 oz. size;     |         |
| 1/2 gross, 2 oz., or 1/4 gross, 4 oz.        |         |
| Reckitt's Zebra paste, 1-gro. boxes, 10 doz. | \$10.20 |
| per gross.                                   |         |

### JAMES' DOWN BLACK LEAD.

|              | Per gross. |
|--------------|------------|
| 5a size..... | \$3 40     |
| 2a size..... | 2 50       |

### AMERICAN PURE FOOD COMPANY.

### Borax "Queen."

|                         |      |
|-------------------------|------|
| 40-oz. case, 4 doz..... | 0 40 |
| 8-oz. " 4 ".....        | 0 50 |

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

### Cereals.

|                                     |      |
|-------------------------------------|------|
| Wheat OS, 2-lb. pkgs., per pkg..... | 0 08 |
| " " 7-lb. cotton bags, per bag..... |      |



### PETERBOROUGH CEREAL CO.

|  |        |
|--|--------|
| Canada Flakes, "Standard" case, 36/15's..... | \$4 40 |
| 5-case lots, 4 30                            |        |
| Canada Flakes, "Jumbo" case, 24/25's.....    | 4 90   |
| Canada Flakes, "Jumbo" 5-case lots, 4 80     |        |

Freight prepaid.

### Chocolates and Cocos.

#### THE COWAN CO., LIMITED.

|   |        |
|---|--------|
| Cocoa—                                      |        |
| Perfection, 1-lb., per doz.....             | \$2 40 |
| " 1/2 lb. ".....                            | 1 20   |
| " 10c. size ".....                          | 0 90   |
| " 5-lb. tins per lb.....                    | 0 37   |
| Soluble, No. 1.5 and 10-lb. tins, per lb .. | 0 20   |
| " No. 2, 5 and 10-lb. tins, ".....          | 0 18   |

Special quotations for cocoa in bbls., kegs, etc.

| Chocolate—                                   |        |  |
|--|--------|--|
| Queen's Dessert, 1/2's and 1/4's per lb..... | \$0 40 |  |
| Vanilla, 1/2's ".....                        | J 35   |  |
| Parisian 8c. per lb.....                     | 0 30   |  |

The following sweetened for household purposes:

|  |        |
|--|--------|
| Royal Navy, 1/2's and 1/4's, per lb..... | \$0 30 |
| Diamond, ".....                          | 0 25   |
| Special Diamond, 1/2's, ".....           | 0 22   |
| " 6's, ".....                            | 0 22   |
| " 8's, ".....                            | 0 30   |

The following unsweetened:

|                                |      |
|--------------------------------|------|
| Perfection, 1/2's, per lb..... | 0 30 |
| " 1/4's, ".....                | 0 30 |
| Flat cakes, per lb.....        | 0 30 |

### Ingredients for cake—

|   |      |
|---|------|
| Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs. per doz.....  | 0 90 |
| Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz..... | 1 75 |

| Confections—                        | Per doz. |
|-------------------------------------|----------|
| Cream bars, 60 in box, per box..... | 1 80     |
| " 6 in box, per doz. boxes 2 25     |          |

|   |      |
|---|------|
| Chocolate ginger, per lb.....                             | 0 30 |
| Crystallized " 1/2 lbs., per doz.....                     | 2 25 |
| Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb..... | 0 30 |
| Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....         | 0 25 |
| Milk chocolate, 36 in box, per box.....                   | 1 35 |
| " 36 in box, per doz. cakes 0 35                          |      |

### FRY'S Chocolate—

|  |        |
|--|--------|
| Caracolas, 1/2's, 6-lb. boxes.....         | \$0 42 |
| Vanilla, 1/2's ".....                      | 0 42   |
| "Gold Medal," sweet, 1/2's, 6-lb. boxes .. | 0 29   |
| Pure, unsweetened, 1/2's, 6-lb. boxes ..   | 0 42   |
| Fry's "Diamond," 1/2's, 14-lb. boxes ..    | 0 34   |
| Fry's "Monogram," 1/2's, 14-lb. boxes ..   | 0 34   |

### Cocoa—

| Concentrated, 1/2's, 1 doz. in box.... | Per doz. |
|--|----------|
| " " ".....                             | 2 40     |
| " " ".....                             | 4 50     |
| " " ".....                             | 8 25     |
| Homoeopathic, 1/2's, 14-lb. boxes..... |          |
| " 1/2's, 12 lb. boxes.....             |          |

### EPF'S.

|   |      |
|---|------|
| Agents, C. E. Colson & Son, Montreal. In 1/2, 1/4 and 1-lb. tins, 14-lb. boxes, per lb..... | 0 5  |
| Smaller quantities.....   | 0 37 |

### BENSODORF'S COCOA

#### A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

|   |       |
|---|-------|
| 1 lb. tins, 4 1/2 doz. to case..... per doz., | \$ 90 |
| 1 " " " ".....                                | 2 40  |
| 1 " " " ".....                                | 4 75  |
| 1 " " " ".....                                | 9 00  |

### JOHN F. MOTT & CO.'S.

#### R. S. McIndoe, Agent, Toronto.



|  | Per lb. |
|--|---------|
| Elite, 1/2's.....                        | \$0 30  |
| Prepared cocoa, 1/2's to 1/4's.....      | 0 28    |
| Mott's breakfast cocoa, 1/2's.....       | 0 38    |
| " " ".....                               | 0 35    |
| " No. 1 chocolate, 1/2's.....            | 0 30    |
| " Navy ".....                            | 0 27    |
| " Vanilla sticks, per gross.....         | 1 00    |
| " Diamond chocolate, 1/2's and 6's.....  | 0 23    |
| " Confectionery chocolate, 2-lb. to 0 31 |         |
| " Sweet chocolate liquors, 20c. to 0 34  |         |

### WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 12-lb. boxes..... | Per lb. |
|--|---------|
| Vanilla chocolate, 6-lb. boxes.....        | \$0 35  |
| German sweet, 6-lb. boxes.....             | 0 26    |

### Breakfast cocoa—

|   |  |
|---|--|
| 5-lb. screw top cans, 10 cans in case, 36c.       |  |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.   |  |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.   |  |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.   |  |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c. |  |

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

### WALTER M. LONEY CO.

#### Canadian Branch, 165-171 William St. Montreal

| Breakfast cocoa—                                  | Per lb. |
|---|---------|
| 5-lb. screw top cans, 10 cans in case, 36c.       |         |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.   |         |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.   |         |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.   |         |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c. |         |

### Sweet chocolate powder—

|   |      |
|---|------|
| 5-lb. tins, 10 tins in case.....                | 25c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c. |      |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 26c. |      |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 26c. |      |

### Premium chocolate—

|  |      |
|--|------|
| 6-lb. box, 12 boxes in case, 1-lb. pkgs..... | 30c. |
| 6-lb. box, 12 boxes in case, 1-lb. pkgs..... | 30c. |

### Milk chocolate—

|  |        |
|--|--------|
| 6-lb. box, 12 boxes in case, 1-lb. pkgs..... | 28c.   |
| 100 2-cent pieces in box, each.....          | \$1.25 |

### Vanilla sweet chocolate—

|   |        |
|---|--------|
| 100 2-cent. pieces in box.....                | \$1.25 |
| 6-lb. box, 12 boxes in case, 1-lb. tins, 26c. |        |
| 6-lb. box, 12 boxes in case, 1-lb. tins, 26c. |        |
| 6-lb. box, 12 boxes in case, 1-lb. tins, 26c. |        |

### Diamond sweet chocolate—

|  |      |
|--|------|
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs..... | 22c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. pkgs..... | 22c. |
| 6-lb. " " ".....                               | 22c. |

### Gold Medal chocolate powder—

|                                   |      |
|-----------------------------------|------|
| 5-lb. tins, 10 tins in case.....  | 36c. |
| 10-lb. tins, 10 tins in case..... | 30c. |

### XXXX chocolate powder

|                                   |      |
|-----------------------------------|------|
| 5-lb. tins, 10 tins in case.....  | 27c. |
| 10-lb. tins, 10 tins in case..... | 25c. |

### TOBLER'S MILK CHOCOLATE.

|                                      |      |
|--------------------------------------|------|
| 5c. sticks, per box (40 sticks)..... | 1 50 |
| 10c. tablets or croquettes (20)..... | 1 50 |
| 20c. " " (20).....                   | 2 42 |

### Condensed Milk

#### BORDEN'S CONDENSED MILK CO.

#### Wm. H. Dunn, Agent, Montreal & Toronto.

|   | Cases. | Doz.   |
|---|--------|--------|
| "Eagle" brand (4 doz.).....             | \$6 00 | \$1 50 |
| "Gold Seal" brand (4 doz.).....         | 5 00   | 1 25   |
| "Challenge" brand (4 doz.).....         | 4 00   | 1 00   |
| Evaporated cream—                       |        |        |
| "Peerless" brand evap. cream, 4 75 1 20 |        |        |
| " hotel size.....                       | 4 90   | 2 45   |



### TRURO CONDENSED MILK CO., LIMITED.

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



### Coffees.

#### JAMES TURNER & CO.

|                    | Per lb. |
|--------------------|---------|
| Mocha.....         | \$0 33  |
| Damascus.....      | 0 28    |
| Cairo.....         | 0 30    |
| Sirdar.....        | 0 17    |
| Old Dutch Rio..... | 0 13    |

#### E. D. MAROEAU, Montreal.

|  | Per lb. |
|--|---------|
| "Old Crow" Java.....                                       | \$0 25  |
| " Mocha.....   | 0 27    |
| "Condor" Java.....   | 0 30    |
| Arabian, Mocha.....  | 0 30    |
| 15-year-old Mandheling Java and hand-picked Mocha.....     | 0 50    |
| 1-lb. fancy tins choice pure coffee, 48 tins per case..... | 0 20    |
| Madam Huot's coffee, 1-lb. tins.....                       | 0 32    |
| " " " 2-lb. tins.....                                      | 0 63    |
| 100 lb. delivered in Ontario and Quebec.                   |         |
| Rio No. 1.....   | 0 15    |
| Condor 1, 40-lb. boxes.....                                | 45c.    |
| " II, 40-lb. boxes.....                                    | 43c.    |
| " III, 80-lb. boxes.....                                   | 37c.    |
| " IV, 80-lb. boxes.....                                    | 36c.    |



**"Batger's"**

**Lemon Squash, &  
Lime Juice Cordial**

When your customers come in and ask for a *Good Summer Drink* sell them *Batger's* Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—*No Sugar Required*, but just add water. Very *handy* and *economical*. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme**  
Montreal and Toronto

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

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

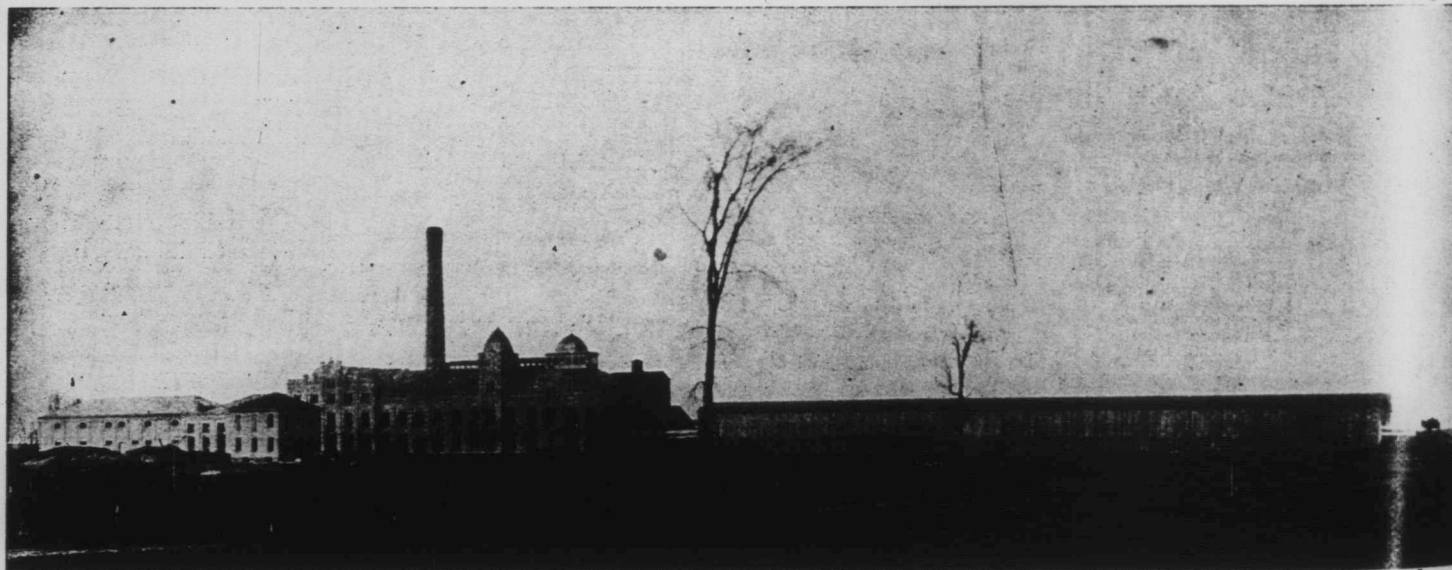
Which "half" are you selling?



$\frac{1}{2}$

ROSE & LAFLAMME, Agents, Montreal

**GRANULATED SUGAR Extra Standard**  
**A Strictly CANADIAN PRODUCT**



*As Pure as the Purest*  
*As Sweet as the Sweetest*

*Equal to Any for All Purposes*  
**ASK FOR IT**

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**



Coupon B  
For sale in Canada  
Limited, Toronto  
Pils, Montreal  
\$1, \$2, \$3, \$5, \$

In lots of less than  
books, 1 kind a  
100 to 500 books...  
100 to 1,000 books...

Allison's C

|                        |       |
|------------------------|-------|
| \$1 00 to \$3 00 books | ..... |
| 5 00 books             | ..... |
| 10 00                  | ..... |
| 15 00                  | ..... |
| 20 00                  | ..... |
| 25 00                  | ..... |
| 50 00                  | ..... |



The Davidson A  
F  
Wilson's Fly Pa  
ets, \$3 per box, or  
Infa  
Robinson's patent  
" "

Jams  
SOUTH  
Frank Ma  
Orange marmalad  
Clear jelly marm

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



Are you satisfied with the Coffee you are using? If not, try

## Braid's Best Coffee

a triumph of the Coffee blender's art. It pays. It gives satisfaction.

**WM. BRAID & CO., - Vancouver, B.C.** BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Montreal

Standard

### 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. | Un-num Coupons bered. | Covers and Coupons numbered |
|--|-----------------------|-----------------------------|
| 100 to 500 books                                 | 4c.                   | 4c.                         |
| 100 to 1,000 books                               | 3c.                   | 4c.                         |
|  | 3c.                   | 3c.                         |

### Allison's Coupon Pass Book.

|                        |              |
|------------------------|--------------|
| \$1 00 to \$3 00 books | 3 cents each |
| 5 00 books             | 4 "          |
| 10 00 "                | 5 "          |
| 15 00 "                | 6 "          |
| 20 00 "                | 7 "          |
| 25 00 "                | 8 "          |
| 30 00 "                | 9 "          |
| 35 00 "                | 10 "         |
| 40 00 "                | 11 "         |
| 45 00 "                | 12 "         |



|            | 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 50 10c. packets, \$3 per box, or three boxes for \$8.40.

### Infants' Food.

|                                     |        |
|-------------------------------------|--------|
| Robinson's patent barley 1-lb. tins | \$1 25 |
| " " " 1-lb. tins                    | 2 25   |
| " " " 1-lb. tins                    | 1 25   |
| " " " 1-lb. tins                    | 2 25   |

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

|                       |        |
|-----------------------|--------|
| Orange marmalade      | \$1 50 |
| Clear jelly marmalade | 1 80   |

|                      |        |
|----------------------|--------|
| Strawberry W. F. jam | 2 00   |
| Raspberry " "        | 2 00   |
| Apricot " "          | 1 75   |
| Black currant " "    | 1 75   |
| Other jams           | \$1 55 |
| Red currant jelly    | 2 75   |

### T. UPTON & CO.

|   |                  |
|---|------------------|
| Compound Fruit Jams—                          |                  |
| 12-oz. glass jars, 2 doz. in case, per doz.   | \$1 00           |
| 2-lb. tins, 2 doz. in case                    | per lb. 0 07     |
| 5 and 7-lb. tin pails, 8 and 9 pails in crate | per lb. 0 06 1/2 |
| 7 and 14-lb. wood pails                       | per lb. 0 06 1/2 |
| 30-lb. wood pails                             | " 0 06 1/2       |
| Compound Fruit Jellies                        |                  |
| 12-oz. glass jars, 2 doz. in case, per doz.   | 1 00             |
| 2-lb. tins, 2 doz. in case per lb.            | 0 07             |
| 7 and 14-lb. wood pails, 6 pails in crate     | per lb. 0 06 1/2 |
| 30-lb. wood pails                             | " 0 06 1/2       |
| Home Made Jams—absolutely pure—               |                  |
| 1-lb. glass jars (16-oz. gem) 2 doz. in case  | per doz. \$1 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     |

### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

|                             |            |
|-----------------------------|------------|
| Tierces                     | \$0 08 1/2 |
| 1-bbls.                     | 0 08 1/2   |
| Tubs                        | 0 08 1/2   |
| Cases, 3-lb. tins           | 0 09 1/2   |
| " 5-lb. "                   | 0 09 1/2   |
| " 10-lb. "                  | 0 09       |
| 20-lb. wooden pails         | 1 83       |
| 20-lb. tin pails            | 1 73       |
| Wood net, tin gross weight. |            |

### Licorice.

NATIONAL LICORICE CO.

|  |                |
|--|----------------|
| 5-lb. boxes, wood or paper               | per lb. \$0 40 |
| Fancy boxes (36 or 50 sticks)            | per box 1 25   |
| " Ringed " 5-lb. boxes                   | per lb. 0 40   |
| " Acme " pellets, 5-lb. cans             | per can 2 00   |
| " " (fancy boxes 40) per box             | 1 50           |
| Tar licorice and Tolu wafers, 5-lb. cans | per can 2 00   |
| Licorice lozenges, 5-lb. glass jars      | 1 75           |
| " 20 5-lb. cans                          | 1 50           |
| " Purity " licorice 100 sticks           | 1 45           |
| " " 100 sticks                           | 0 75           |
| Dulce large cent sticks, 100 in box      |                |

### Lye (Concentrated)

| GILLET'S PERFUMED. | Per case. |
|--------------------|-----------|
| 1 case of 4 doz.   | \$3 60    |
| 3 cases of 4 doz.  | \$3 50    |
| 5 cases or more    | 3 40      |

### Mince Meat.

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

### Mustard.

|                      |                 |
|----------------------|-----------------|
| COLMAN'S OR KEEEN'S. |                 |
| D.S.F., 1-lb. tins   | per doz. \$1 40 |
| " 1-lb. tins         | 2 50            |
| " 1-lb. tins         | 5 00            |
| Durham 4-lb. jar     | per jar. 0 75   |
| " 1-lb. jar          | 0 25            |
| F. D., 1-lb. tins    | per doz. 0 85   |
| " 1-lb. tins         | 1 45            |

E. D. MARQUEAU, Montreal.

|                          |                |
|--------------------------|----------------|
| "Condor," 12-lb. boxes—  |                |
| 1-lb. tins               | per lb. \$0 35 |
| " 1-lb. tins             | 0 35           |
| " 1-lb. tins             | 0 32 1/2       |
| 4-lb. jars               | per jar 1 20   |
| 1-lb. jars               | 0 35           |
| Old Crow," 12-lb. boxes— |                |
| 1-lb. tins               | per lb. 25     |
| " 1-lb. tins             | 0 23           |
| " 1-lb. tins             | 0 22 1/2       |
| 4-lb. jars               | per jar 0 70   |
| 1-lb. jars               | 0 25           |

### Orange Marmalade.

|  |                 |
|--|-----------------|
| T. UPTON & CO.                               |                 |
| 12-oz. glass jars, 2 doz. case               | per doz. \$1 00 |
| Home-made, in 1-lb. glass jars               | 1 40            |
| In 5 and 7-lb. tins and 7-lb. pails, per lb. | 0 06 1/2        |
| Golden shred marmalade, 2 doz. case,         |                 |
| per doz.                                     | 1 75            |

### Saratoga Chips.

|   |        |
|---|--------|
| MRS. BORER'S SARATOGA CHIPS.              |        |
| 36 large size pkgs., per case             | \$5 40 |
| 72 small "                                | 5 40   |
| Assorted 18's and 36's                    | 5 40   |
| In bulk—Bbls., 50-lb., per lb.            | 0 25   |
| " 1-bbls., 25-lb. "                       | 0 25   |
| Terms 30 days net or 1 per cent. 10 days. |        |

### Sauces.

|  |                 |
|--|-----------------|
| Worcestershire, Holbrook's, small,             | per doz. \$2 15 |
| Worcestershire, Holbrook's, large,             | per doz. 3 00   |
| Less than case lots, 10c. and 15c. doz. extra. |                 |

### Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, \$3 00. Case of 1-lb. (containing 120 pkgs.) per box, \$3 00. Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.

MAGIC BRAND

|   | 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     |
| No. 5 Magic soda—cases 100—10-oz. pkgs. |          |
| 1 case                                  | 2 85     |
| 2 cases                                 | 2 75     |

### Soap and Washing Powders

A. F. TIPPET & CO., Agents.

|                      |                   |
|----------------------|-------------------|
| Maypole soap, colors | per gross \$10 20 |
| " " black            | 15 30             |
| Oricle soap          | " 10 20           |
| Gloriola soap        | " 12 00           |
| "straw hat polish    | " 10 20           |

### Starch.

EDWARDSBURG STARCH CO., LIMITED.

|                                    |                      |
|------------------------------------|----------------------|
| Laundry Starches—                  |                      |
| No. 1 White or blue, 4-lb. carton  | \$0 05 1/2           |
| No. 1 " " 2-lb. "                  | 0 05 1/2             |
| Canada laundry                     | 0 05                 |
| Silver gloss, 5-lb. draw-lid boxes | 0 07 1/2             |
| Silver gloss, 5-lb. tin canisters  | 0 07 1/2             |
| Edward's silver gloss, 1-lb. pkg.  | 0 07 1/2             |
| Kegs silver gloss, large crystal   | 0 06 1/2             |
| Benson's satin, 1-lb. cartons      | 0 07 1/2             |
| No. 1 white, bbls. and kegs        | 0 05                 |
| Canada White Gloss, 1-lb. pkgs.    | 0 05 1/2             |
| Benson's enamel                    | per box 1 25 to 1 50 |











# TUMBLERS

Sure to be a rush for drinking tumblers soon.

Are you ready?

Write for prices of any or all kinds; or, better still, send us a mail order now.

**GOWANS, KENT & CO.**

16 FRONT STREET EAST LIMITED  
TORONTO

BEFORE BUYING

## Canned Fruits and Vegetables

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# LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

**J. H. WETHEY,**

LIMITED  
ST. CATHARINES, - - CANADA



# C & B

## SPANISH OLIVES

PUT UP IN A NEW AND ATTRACTIVE

OCTAGON LEVER STOPPERED BOTTLE

**Crosse & Blackwell, Ltd.**

LONDON, ENGLAND

Agents,

**C. E. COLSON & SON**

MONTREAL

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VOL. XX.



Frank

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