

**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
and Food Stuffs Trades of Canada.

VOL. XIX.

MONTREAL AND TORONTO, AUG. 18, 1905.

NO. 33.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

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

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

CHRISTIE'S WAFER ROLLS

are a delectable morsel. If you
have not carried same in stock,
send for sample.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

"Kkovah" Plum Puddings

are in a class by themselves. They are put up in 1, 2 and 3-lb. bowls, of unique quality, package most attractive and clean-looking, and selling them is the easiest thing on earth. Special discount for import orders.

SUTCLIFFE & BINGHAM, LTD.

57 Front Street E.,
TORONTO.

17 St. John Street,
MONTREAL.



Peacock Brand Mince Meat

THE SEASON IS ON
GET IN YOUR SUPPLY

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

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

National Licorice Co.



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request



BORDEAUX RELISH

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

GOLDEN DATES

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

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"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., AGENTS,
Montreal. Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

WINNIPEG.

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

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

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON.

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
Commission Merchant

HALIFAX, N. S. CANADA.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent
and Jobber,

1483 Notre Dame Street
MONTREAL.

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

JNO. A. MOIR

Wholesale Commission, Teas and General Groceries.
Established 30 years

6 St. Sacrament St., - MONTREAL

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers.

29 Melinda St., TORONTO

Get our prices for

SALMON

Car of

FANCY BARBADOES MOLASSES

just to hand. Lowest prices.

2 cars

BARBADOES RAW SUGAR

Nice grocery kind.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

VANCOUVER, B. C.

J. M^CA. CAMERON

Manufacturer and Wholesale Commission
Agent

Correspondence Solicited

VANCOUVER, B.C. P.O. Box 912
Reference—Bank of Hamilton

The Vancouver Warehouses, Limited
STORAGE

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

Consign your cars to us.
Correspondence invited.

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

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
COMMISSION BROKERS

Correspondence Solicited. Reference—Bank of British
Victoria.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man. Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
Solicited

WINNIPEG, MAN.

JOSEPH GARMAN

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

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

Open for good
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

Manufacturers' Agent and Whole-
sale Commission Broker.

WINNIPEG, MAN.

Highest References.

Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

CANNED SALMON

1905 PACK

Wire or write us for prices:

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

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

NICHOLSON & BAIN, WINNIPEG.

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON
CALGARY, N.W.T.

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.

ST. JOHN'S, N.F.

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

SALT
FULL STOCKS. **ALL KINDS.**

No trouble to give information.
VERRET, STEWART & CO.,
MONTREAL

THE PICKLING SEASON

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

HEINZ WHITE PICKLING VINEGAR

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

BEST FOR PICKLING PURPOSES.



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

The Epicure tells us he knows no pickles quite as good

Sterling Brand PICKLES

Grocers who cater for the highest class of custom say there is no pickles that give customers such complete satisfaction.

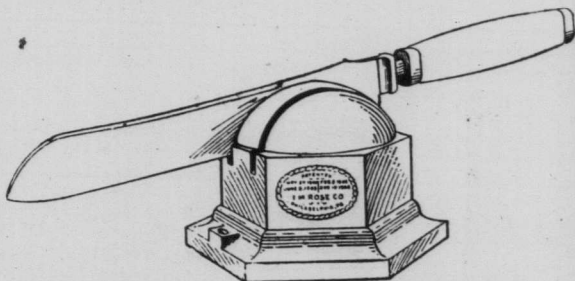
MADE IN CANADA BY

The T. A. Lytle Co., Limited

124-128 Richmond St. W.

TORONTO

Can.

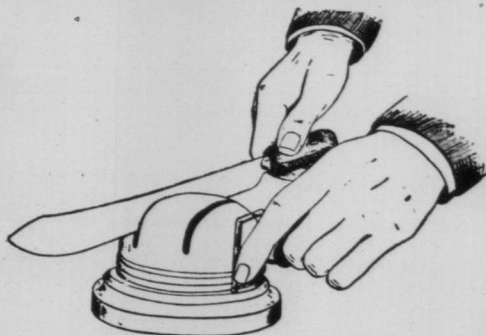


No. 4 (Grocers'), Price, postpaid, \$1.75

ROSE AUTOMATIC KNIFE GRINDERS

Discounts to agents and dealers

THE ONTARIO SUPPLY CO.
 OWEN SOUND, ONT.



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

Don't let specious arguments and flagrant statements run away with your common-sense business judgment.

Don't change the tastes of your customers used to the healthy teas of **JAPAN**. The experiment may cost you more than the loss of their tea trade.

You cannot sell better, purer, cleaner, healthier and more profitable teas than

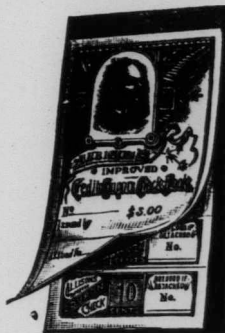
Japan Teas

August 18, 1905

THE CANADIAN GROCER

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

Advice regarding processes of manufacture and technical applications of chemistry.



They Cost Less Than Nothing

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

IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

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

MacLEAM PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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HALIFAX, N.S.
OTTAWA, ONT.
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LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

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

THE
"VAMPIRE"
Spiral Flycatcher



5cts.
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

Pickling Season

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

Purnell's English Pure Malt Vinegar
makes delicious pickles and delightful salads

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

PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

Established 1750.

Write to our Agents for Prices and Samples.

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

THE HORN OF PLENTY

CEYLON
TEAS

CEYLON
TEAS

CEYLON
TEAS

CEYLON
TEAS

CEYLON
TEAS

CEYLON
TEAS



Ceylon Teas

Ceylon Teas

There is a plenitude of **CEYLON TEAS**. Reason: Tea necessity. People seek them. Grocers must sell them. Result: Profit for both. If you carried more stock you would have more profit. Increase your **CEYLON TEA** orders.



TRADE MARK

GREY BREAD WRAPPER

— A —
SPECIALTY

ALSO TASTELESS AND ODORLESS
PARCHMENT PAPER FOR CAKE BAKING

CANADA PAPER Co.

TORONTO LIMITED MONTREAL

This design a guarantee of quality

SAMPLES AND PRICES WITH PLEASURE.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

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

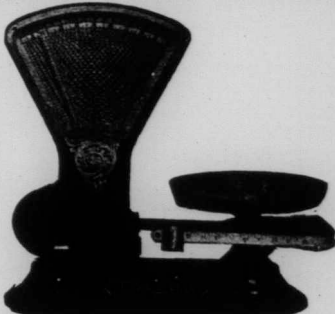
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

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

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.





There is a World of Meaning
in the simple statement that over

200,000

Bowser —Self— Oil Tanks
Measuring

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make **A PROFIT** on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

 **You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.**

S. F. Bowser & Co., 530 Front St. West **TORONTO**

A SURE SUCCESS

IT COULD NOT BE OTHERWISE


HOLBROOK'S

GENUINE IMPORTED WORCESTERSHIRE

SAUCE

PAYS 40% AND

Is the Premier of the



Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

**WE
SUGGEST**

**PATERSON'S
WORCESTER
SAUCE**

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME

AGENTS, MONTREAL

Flett's

Pickle Goodness

From the good of the goods comes the satisfaction of the purchase—and from the satisfaction of the purchase comes your growing trade—in pickles

If you sell FLETT'S.
"THE PICKLE OF QUALITY."

ROSE & LAFLAMME

Agents, MONTREAL

MHS

**"ENTERPRISE"
PAYS**

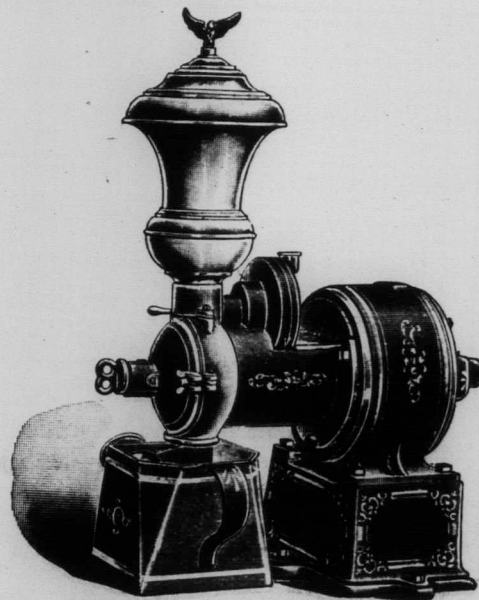
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

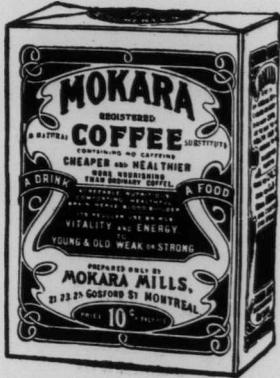
The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

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

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

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





Grocer:

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

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

MOKARA is a home drink for everybody.

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

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

FOR
THE
WOMEN

FOR
THE
GROCER

IVORINE STARCH

\$2.50 per case

St. Lawrence Starch Co.

LIMITED

PORT CREDIT, ONT.

60
PER CENT.
ENERGY
SAVED

60
PER CENT.
PROFIT
MADE



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

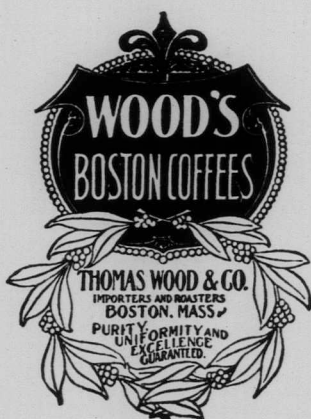
THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



RED FEATHER is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,
have purchased a carload and are offering a special price as an introduction.



ON GUARD

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

WOOD'S COFFEES

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

TURN A BAD HEAD TO GOOD ACCOUNT

in other words, sell your customers a reliable and safe cure for Headaches and all Nerve Pains.

Mathieu's Nervine Powders

a combination of harmless ingredients, are a powerful nerve soother and stimulant. That is why so many people rely solely on them for the cure of all their Nerve Pains. Their sale, either in the unbroken package or loose, never ceases the year round; the profit never ceases to accumulate and you never cease to please your customers.

Mathieu's Syrup of Tar and Cod Liver Oil Sells the Year Round

KEEP UP YOUR STOCK

J. L. Mathieu Co., Limited
SHERBROOKE, - - QUE.

MOLASSES

Direct Importations

New Orleans
Porto Rico
Barbadoes

In stock and "to arrive."
Exceptional values.

Warren Bros. & Co.
Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

SOME RESULTS OF THE TRIP.

WHILE pleasure was the chief object of the trip of the Manufacturers' Association to Great Britain there was at least one other which was even more important, and that was to know and be known. In other words, they wanted to learn more than they knew in regard to the industrial and commercial conditions in the Mother Land, and to unfold or reveal themselves to the people of the Mother Land.

* * *

I cannot speak from the book. The best I can do is to be guided by impressions. From these I gather that the trip was just as successful from what might be termed its material aspect as it was from the pleasure seeing object. We learned a great deal, and probably a great deal more than any of us yet realize.

* * *

A few days before we left Canada a friend of mine, who takes a pessimistic view of both industrial and military conditions in Great Britain, remarked to me: "England is one of the decaying nations." While none of us had imbibed such ultra pessimism as this, most of us had become possessed of the idea that she was lagging behind some of the nations in the industrial arts. I have not been authorized to speak for our party, but I have no hesitation in saying that, from what I have gathered from personal conversation with a great many of them, our preconceived opinions had very few facts upon which to rest.

* * *

Great Britain is by no means a decaying nation. She is the mother of manufacturing industries, as well as of parliaments. As such she is getting old; in fact, is old. And just the same as it is with individuals who are getting up in years, she is somewhat set in her ways. She is conservative. But in nations age is not always accompanied by decay. Where the nation is composed of the right kind of people the concomitant of age is maturity. Great Britain is maturing rather than decaying. In some respects industrially Great Britain is rather out of date, but in others she is in advance of her competitors. And what was most obvious to us was the

fact that Great Britain is certainly becoming wide-awake in regard to those things in which she was supposed to be somewhat drowsy. We saw signs of this everywhere we went. The manufacturers are not only anxious to do business, but they are equally anxious to do it on the most approved methods, and to manufacture their goods not only with the best and most improved machinery, but to make them of the best quality. They desire quality in what they sell just as they demand quality in what they buy.

* * *

An American gentleman who has been a resident of England for some years, was recently called upon to respond to

with the prejudices of Americans who visit this country." The Canadians who visited Great Britain with the Manufacturers' Association were not altogether free from prejudice, but the highways and byways of the Mother Country are strewn with those they did carry over with them, and British hospitality has buried them deeply. At any rate, they have been dissipated in many instances.

* * *

The business men of Great Britain are no doubt wiser than they were in regard to Canada as a result of the visit of the Canadian Manufacturers' Association. But while they may have learned something, we have learned a great deal more. Ours has undoubtedly been the chief gain. Knowledge is seeing a thing from the right point of view, and thus understanding it. By our visit to Great Britain we have learned to look at some things from the standpoint of the British business man. As a result we shall be more disposed in some respects, at least, to sympathize where we, perhaps, were more disposed to criticize. "Sympathy makes us wondrous kind." And all the sympathy has not been created on one side, either. The result, therefore, of the trip of the Canadian Manufacturers' Association to Great Britain has been beneficial from both a national and commercial standpoint, and it is to be hoped that meddling and theoretical politicians will do nothing to disturb it. Commercial problems can usually be settled by business men, and if some of the questions which are now demanding attention within the Empire were delegated to business men for consideration a solution would speedily be found.

* * *

Speaking of imperial matters, I am reminded of an error in a London paper's report of one of President George's speeches, which, although confined to one word, completely misrepresents his views. A Montreal paper, not knowing of the error, was thereby led to rather severely criticize Mr. George. The error was in making Mr. George say that the manufacturers of Canada did not want a "protective" tariff against the Mother Country. What he said was that they did not want a "prohibitive" tariff against the Mother Country—quite a different thing.

AN APPRECIATION.

At a meeting of the Federation of the Retail Dealers of Montreal on July 21, 1905, the following resolution was passed:

"That the officers and members of the Federation of the Retail Dealers of the City of Montreal, who led the fight against Trading Stamps, wish to express their gratitude to the editors of The Canadian Grocer for the strong help they have given to the question and for the interest they have constantly shown in seconding our efforts."

a toast at a banquet in London. During his remarks he referred to the prejudices that existed in the minds of some people in regard to Great Britain, and added: "A New York woman, before starting on a visit to a friend in California, insisted, in spite of protests, in taking an eastern lily plant with her as a present to her hostess. On the train a porter was persuaded to take it under his special care and water it. As she neared her destination she was surprised to see field after field devoted to the cultivation of the eastern lilies. Angered at last by what she saw she suddenly seized her hitherto much-loved lily and flung it from the window. The highways and byways of England," concluded the American gentleman, "are strewn

The Canadian National Exhibition

ONCE more the Canadian National Exhibition, or the Fair, as the citizens of Toronto affectionately call it, is approaching. On August 26 the gates will be thrown open on what is the biggest annual exhibition on the continent. It may fairly be predicted that 1905 will eclipse all others in the magnitude of the undertaking, and the excellence of the attractions. The fine set of buildings which are now grouped together in Exhibition Park are ready for service, and the staff of officials, under the efficient management of Mr. J. O. Orr, are speedily completing arrangements for the entertainment of the coming crowds.

The Attendance.

The ordinary person does not stop to consider the greatness of the numbers of

be made of the exhibits, which form the essential part of the Exhibition. The progress of manufactures at home and abroad, the development of science and art, and the improvement in farm produce and live stock, are all represented in their highest form. The farmer carries home with him ideas on modern and time-saving farm implements, and information on breeds and relative qualities of live stock. Above all, he carries away with him higher ideals of excellence. Having seen the best that the country can produce, he is fired with the ambition to equal or better that showing. So with manufacturers. They see the best that human ingenuity has devised, and they straightway speculate on the possibility of applying what they have seen to their own business. More than any-

their triumphs in the Old Country, are preparing to take the home market by storm. Canada has passed the stage of being purely an agricultural country, and the countless specimens of manufactured goods which will be on exhibition will be a telling proof of the progress of manufacturers here.

The Liberal Arts.

Nor are the finer elements of modern civilization at all backward. From simple and humble beginnings the arts and sciences have advanced in Canada till now we have a sturdy Canadian art. Sculpture and paintings will be on exhibition in the spacious new art gallery, which is admirably located for securing the best effects. Domestic art in needle work and fancy work has improved each year in skillfulness and



THE LIVE STOCK ARENA—Canadian National Exhibition.

visitors to Toronto during the two weeks that the Exhibition is in progress. When we say that a hundred thousand or more a day visit the grounds during the fortnight, we express more than appears on the surface. One hundred thousand inquiring people from all over the country, though chiefly from Ontario, coming to Toronto each day and returning to disseminate the information they have received throughout their town or village, are a mighty educative force. Every side of human activity is exemplified in the many buildings and departments which go to make up the whole.

Educational Features.

Before referring to the attractions in the way of amusements, mention should

one else, the business man is benefitted by such an exhibition. He sees the goods which he sells in course of manufacture in the Process of Manufacture Building, and he is fitted as never before to buy intelligently and to sell intelligently, because he knows whereof he is talking.

Exhibit of Manufactures.

That manufacturers recognize Canada as being the country of the future is shown by the large demand for floor space in the Manufacturers' Building. Never has there been such a complete display of manufactures as there will be this year. The big building, with its 165,000 square feet of floor space, will be taxed to its uttermost capacity. The Canadian manufacturers, fresh from

beauty, and the prospects are that the showing this year will be of the highest order.

Special Attractions.

The management is to be congratulated on the excellence of its special attractions. The two features which will outrank all else in attractiveness will be the magnificent art exhibit, including the wonderfully fine painting by Edwin Abbey of the Coronation of King Edward VII. (which was painted at the command of the King, and is worthy of the magnificent subject of which it treats) and the Irish Guards' Band.

Other paintings and art creations of exceptional merit have been loaned by the Corporation of London, the Govern-

OUR TRAVELLERS

are on the warpath again after their holidays. Kindly reserve your orders for them. When wanting goods in a hurry, mail or phone us the orders. We pay the telephone charges and guarantee satisfaction and prompt despatch.

LUCAS, STEELE & BRISTOL, HAMILTON.

THE YEAST ON THE SQUARE

THE YEAST ON THE SQUARE

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

THE YEAST ON THE SQUARE

THE YEAST ON THE SQUARE

THEY ARE AT IT AGAIN

Book your **TARTAN** Salmon and Canned Goods before it is too late.

Long Distance Phone 596

BALFOUR & CO., - Hamilton, Ont.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN CAKES **IN TINS**

WELL KNOWN AND RELIABLE. DURABLE AND ECONOMICAL. 3000 TONS SOLD YEARLY. DUSTLESS, LABOR SAVING, BEST IN THE WORLD. GUARANTEED TO THE TRADE



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

ment of France, the South Kensington Museum, and Lord Strathcona. The collection loaned from the South Kensington Museum will comprise ten or twelve cases of the richest art treasures in the world, covering a period extending over five or six centuries. No other collection in existence probably rivals this in interest and historical value. Gathered from the plate of the great English, Scotch and Irish universities, the wealth and ancient corporations of London (such as the Barbers' Surgeons' Co., the Broderers Co., the Clothworkers' and Goldsmiths' Compan-

Irish Guards' Band has been awarded the palm for excellence by all the highest musical authorities in Great Britain, and is the favorite household band of His Majesty the King, who, whenever possible, selects it to play at the royal levees, drawing rooms and dinners, in fact on all state occasions. It was with much difficulty, and only as a special favor to Canada, that His Majesty would consent to the band leaving British shores, permission to extend the visit to the States being positively refused. It will be remembered that the Irish Guards, of

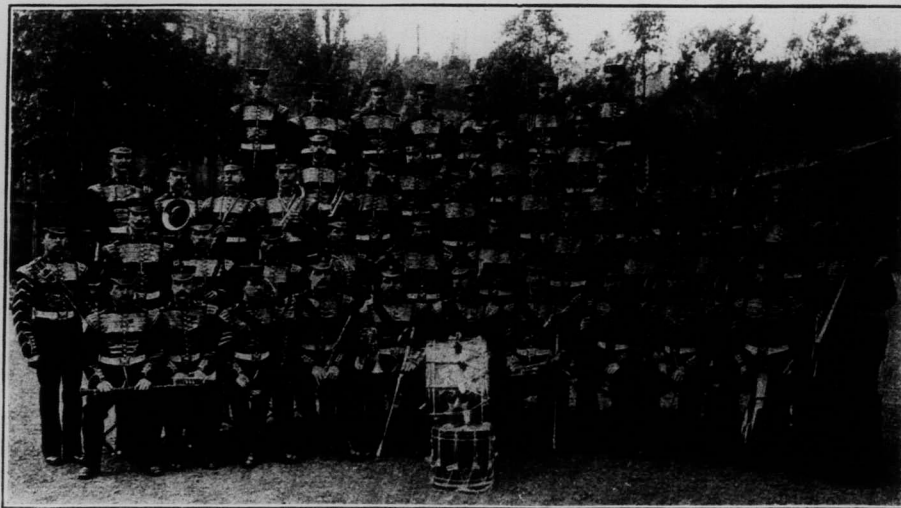
regular reduction, which makes a trip to Ontario's capital an inexpensive outing, there will be a number of one-day special excursions at exceptionally low rates. In Toronto seventy new street cars have been added for the Exhibition crowds, so that the over-crowded cars which have been objectionable in previous years will be eliminated. The places of amusement within the city itself are increasing each year in numbers and interest. The island, to which there is easy access by the ferry boats, provides fine parks and other attractions. Hanlan's Point has all the amusements of a Summer garden, while Centre Island is an ideal resting place, with its pavilions, lagoons and walks. At both ends of the city there are large public parks, which are readily accessible by street car. For those who enjoy sports there will be lacrosse and baseball matches. It would be impossible to choose a place where such a complete list of attractions are at the disposal of the tourist.

About Your Business.

Merchants who come to Toronto during Exhibition will want to combine some business with their pleasure. The afternoons and evenings may well be devoted to sight seeing, leaving the mornings free for visiting the wholesale houses. We again cordially invite the grocerymen of the country to make the offices of The Canadian Grocer their headquarters, while in the city. You can have your mail directed here and facilities are provided for letter-writing and telephoning. If you have a friend to meet, or an appointment to keep, you will find no more central or suitable place than at 10 Front street east, just off Yonge.

FORMALIN AS A FLY POISON.

It is said that formalin is a capital poison for flies. It seems that a weak solution of formalin left about in a saucer will attract and poison flies readily. The liquid is rendered somewhat more attractive if a little sugar is added. The flies readily sip the liquid, and only get a few feet away from the vessel when they fall dead.



THE IRISH GUARDS' BAND—Canadian National Exhibition.

ies, etc.) and a number of provincial corporations, the whole history of English silver-working, from the earliest times to the present day, will be traceable, while some extraordinary mosaic work, textiles of the middle ages, ivories of the first century and pottery of the sixteenth century down to the present day are also included.

The Irish Guards' Band.

What is known as the finest military musical organization in the Empire will give two concerts daily on the grounds. The Irish Guards are a battalion who need no introduction to the public. The

whom Field Marshal Lord Roberts, V.C., is honorary colonel, were organized in the final years of Her Most Gracious Majesty the late Queen Victoria, in commemoration of Her Majesty's enthusiastic reception on her last visit to Ireland. It is the only regiment in all the Empire recruiting for which is confined to one nationality, one of the requirements being that the member shall be an Irishman or born of Irish parents.

Reduced Railway Rates.

Reduced rates will be in force on all Canadian railways. Besides the

JAMES' DOME BLACK LEAD

THE ONE STOVE POLISH THAT YOU CAN
RELY ON TO GIVE COMPLETE SATISFACTION

SELLS WELL

PAYS WELL

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

Quality of the highest degree has made

BORDEN'S



"Eagle" Brand
Condensed Milk

and

"Peerless" Brand
Evaporated Cream



the leading lines in the Condensed Milk line on this continent. Absolute perfection is
always assured in these lines. Why handle any other? For sale by all jobbers, or

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.

JOS. IRVING, 92 Wellesley St., TORONTO

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

To the Trade . . .

On behalf of our travellers and ourselves, we desire to
thank our many friends for remembering us in sending
us their requirements during the time our representa-
tives were on their vacation, and we trust our filling
of these orders has been satisfactory.

This week all are on the road with fresh samples and
the latest information and prices, and it will pay to give
them time for a short interview.

JAMES TURNER & CO.
HAMILTON, ONT.

Extra Value

in a Ceylon Tea to retail at 25c. lb.

Write for sample and price.

THOMAS KINNEAR & CO.

WHOLESALE
GROCERS

- TORONTO and PETERBORO

CHEESE

ONLY ONE
QUALITY, AND
THAT THE
FINEST, BUT
ALL KINDS
AND QUANTITIES.

CHEDDARS
FLATS
STILTONS

WRITE OR
WIRE US FOR
PRICES F.O.B.
FACTORIES OR
TORONTO, ON
CAR LOTS OR
LESS.

A. F. MacLAREN IMPERIAL CHEESE CO.
LIMITED
TORONTO
AND ST. THOMAS, ONT.

Business Changes

Ontario.

A MEETING of the creditors of D. E. Thompson, grocer, Burritt's Rapids, was held August 12.

D. Currie, grocer, Leamington, has sold to W. A. Gosnell.

L. G. Kruse, confectioner, Wingham, has sold out to L. Kennedy.

T. B. West, miller, Wallaceburg, has advertised his business for sale.

D. McCallum, general merchant, Derwent, has sold out to M. E. Willsie.

N. Russell & Co., grocers, Leamington, have sold out to B. C. Watson.

A. E. Bowron, flour and feed merchant, Hamilton, has been sold out by bailiff.

The store of J. S. Smith, crockery merchant, St. Catharines, has been robbed.

J. E. Walker, general merchant, Schreiber, has assigned to George H. Rapsey.

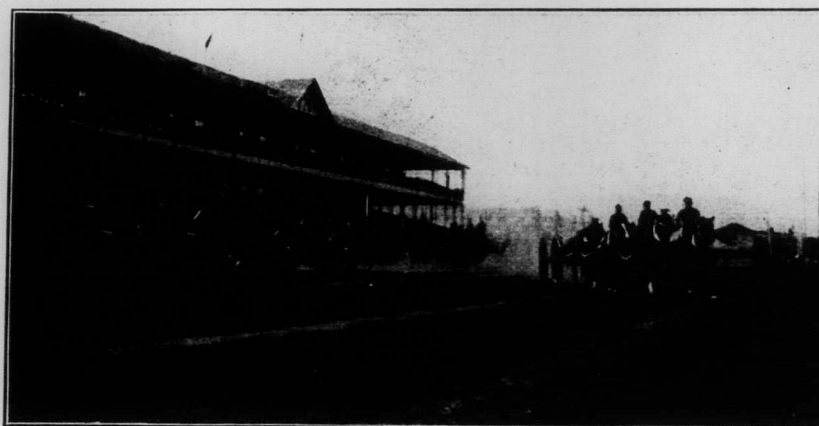
A meeting of the creditors of A. Hughes, grocer, Wardsville, was held August 10.

H. Goodman, general merchant, Millbank, has assigned to D. B. Grieve, and a meeting of creditors was held August 11.

Quebec.

O'Dowd Bros., grocers, Montreal, have compromised.

P. Beaudett, flour merchant, Gentilly, has assigned.



THE ARTILLERY DRIVE—Canadian National Exhibition.

The assets of B. Carriere, general merchant, Hawkesbury, have been sold.

S. T. Bowker, general merchant, Hilton, has assigned to W. H. Plummer.

W. S. Richards, confectioner, Chatham, has sold out to E. A. Mounter.

The elevator of A. J. Green, produce merchant, at Harrow, has been burned.

Martin Bros., general merchants, LaVallee, have sold out to F. S. Buckingham.

H. Rummend, baker and confectioner, Bolton, has advertised his business for sale.

Burke Bros., grocers, etc., Amherstburg, have sold out to Grant, Whillans & Co.

T. Lamb has registered as grocer and baker, Montreal.

U. Messier, grocer and liquor dealer, Montreal, is dead.

Gobeille & Lamarche have registered as grocers, Montreal.

Emond & Cote, provision merchants, Quebec, have registered.

J. Elie, grocer, Montreal, has been succeeded by A. Mener.

The assets of Z. Bruant, grocer, Montreal, were sold August 11.

M. L. Rousseau, grocer, Montreal, has assigned to A. Desmarteau.

S. Corru & I. Epstein, have registered as grocers at Montreal.

WE ARE OFFERING SOME SPLENDID VALUES IN
CEYLON GREEN TEAS

SEE OUR TRAVELLERS OR WRITE US

THE DAVIDSON & HAY, LIMITED
 WHOLESALE GROCERS, TORONTO

ISN'T IT A FACT?

that the if-you-don't-see-what-you-want-ask-for-it method of introducing your goods loses customers and keeps the back shelves filled with stock which if properly displayed, would meet with ready sale?

**Goods well displayed
 are half sold**

and goods displayed in Walker Bins always look fresh and inviting, because everything is under glass and protected from dirt and insects, while the display is at once effective and impressive.

There is no way to so effectively display goods as with

**WALKER
 BINS**

Booklet for the asking.

It's worth the little trouble it takes to write for it.

**The Walker Pivoted Bin
 & Store Fixture Co.**

HEAD OFFICE :
 Board of Trade Bldg., - Toronto

M. P. Dixon & Co. have registered assigned to Chartrand & Turgeon.

P. Rochon, grocer, Montreal has assigned general merchants, Beebe Plain.

A. L. Hurtubise & Co., grain merchants, Montreal, have assigned.

A. Desmarteau has been appointed curator to J. Burk grocer, Montreal.

The assets of G. Labonte, general merchant, Shawbridge, have been sold.

Merrill & Dixon, general merchants, Beebe Plain have dissolved partnership.

The assets of J. A. Blondin, general merchant, St. Maurice, have been sold.

O. Boudrias & Co., tea and coffee merchants, Montreal, have dissolved partnership.

Consent of the assignment of J. A. Dagenais, fruit merchant, Montreal, has been filed.

J. Crichton, grocer and crockery merchant, Vallevfield, have assigned to Kent & Turcotte.

Kearney Bros., wholesale tea merchants, Montreal, have suffered loss by fire. Insured.

L. Allaire, grocer, Montreal, has assigned to A. Desmarteau, and the assets have been sold.

A meeting of the creditors of H. Picard, grocer, Montreal, was held August 10, and the assets were sold August 16.

New Brunswick.

M. A. Hagerman, general merchant, Bear Island, has assigned.

Fox, Allan & Co., general merchants, Hawkshaw, have been burned out. Insured.

Carleton & McArthur, grocers, Sussex, have dissolved partnership. Carleton continues in business.

Manitoba and N. W. T.

Dingle Bros., grocers, Calgary, have sold to F. W. Brown & Co.

The stock of H. H. Dyck, general merchant, Hague, has been sold.

F. J. Beatty, general merchant, Fannystelle, is in business.

J. D. Ramsay, general merchant, Brookdale, is removing to Plumas.

The stock of the estate of T. P. Jackson, general merchant, Elgin, has been sold to W. J. Waugh.

Rowland & Fraser, general merchants, Francis, have dissolved partnership. W. G. Rowland continues in business.

British Columbia.

Chas. Garden, confectioner, Vernon, has assigned to J. M. B. Spinks.

Wm. Little, general merchant, Bella Coola, has assigned to W. Sutherland.



Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

**RASPBERRY
 JAM**

made up pound for pound of fresh fruit and granulated sugar.

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent
Packers

Frankford
Ont.

A. H. ALLEN, Manager

ANOTHER NEW CREATION

For wide-awake profit-hunting grocers.



"FLOWER POT" COFFEE

A first-class blend of high-grade Coffees, with just sufficient English Chicory to suit the average palate. Put up in handsomely decorated fancy tins, which when emptied make

A very **USEFUL** and ornamental **FLOWER POT**. Tins are free from advertising matter.

Can be Retailed at 25c.

YOU WILL DO WELL TO INCLUDE A CASE WITH YOUR NEXT ORDER

THE EBY, BLAIN CO., Limited, TORONTO

TEA AND COFFEE IMPORTERS

PACKERS OF THE FAMOUS "KOLONA" TEA AND "GOLD MEDAL" COFFEE.

TORONTO BRANCH C.M.A.

AN increase of 102 in membership for the year was reported at the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, held on August 10. The membership now comprises 497 manufacturers, and the influence of the body is growing in proportion to its increasing size.

The report of Chairman Donald who, by the way, was until lately the manager of the Pure Gold Mfg Co., was a painstaking and important document, dealing with many questions of first importance to the City of Toronto. Under the heads: "The Trunk Sewer," "Straightening of the Don," "The Radial Railway," "Front Street Expropriation," "The City Beautiful," Mr. Donald touched upon civic affairs and arraigned the city authorities on several charges of laxity and dilatoriness. The delay in providing better sewage disposal and the delay in straightening out the Don were subjects of comment.

With regard to the question of radials, he said: "The matter of incoming radial railways is very important, and no opportunity should be lost on encouraging these desirable adjuncts to modern city and suburban life. At the same time no greedy corporation should by any means obtain rights which eventually are to be used as a lever to render more valuable interests which at present are clearly defined."

He blamed all concerned for the delay in securing the Front street station site. It was a shame, he said, that a year and a half should pass without some tangible results. Could not some method be evolved whereby this re-

proach of delay in bridges, wharves, shelters and every convenience, could be done away with?

He was pleased to say that the transmission lines from Niagara were now complete, and that power would be available in a few months.

The report was made that nothing had been accomplished as yet in regard to securing special arrangements with the railways for traders' weekly excursions to Toronto, similar to those prevailing in the States.

Regarding the parliamentary inquiry with respect to the telephone service of Canada, the branch expressed itself as follows: That municipalities should have an absolute right to control the placing of wires within the city. That the trunk telephone lines should be owned by the Government. That all citizens resident in a municipality in which any company has established a telephone system, and who are prepared to pay for services, should be provided with a telephone at whatever rate is established, and the same rate shall apply to all. That all telephone companies should have equal rights in all railway stations.

The branch had passed resolutions approving of the immediate construction of a trunk sewer in Toronto, requesting the Government to put express companies under the jurisdiction of the Railway Commission, and approving of the \$300,000 by-law for improvements to the Toronto Exhibition.

The election of officers resulted as follows: Chairman, W. B. Tindall; vice-chairman, John Firstbrook; committee, H. W. Beattie, S. B. Brush, C. N. Candee, J. W. Cowan, P. W. Ellis, Ed. J. Freyseng, S. R. Hart, A. Jephcott, J.

S. King, J. S. McKinnon, R. E. Menzie, W. H. D. Miller, John Northway, A. S. Rogers, Frank A. Rolph.

A HINT.

A common error in advertising is to stop if one doesn't get immediate returns, or because "business is dull." In the first case, one is disappointed without reason, for not sufficient time has been given to yield results. Those who look for prompt returns must think that the public has been just waiting for their advertisements to appear, and directly will make a headlong rush for the goods advertised. Stopping one's advertisement in dull times only helps to increase the dullness. Trade would be brisker, says an American paper, if everyone kept on trying to make it brisker.

FETE CHAMPETRE.

Three thousand people attended the Montreal retail grocery clerks' "fete champetre" at Mikado Park last Sunday, Aug. 13. It proved to be a success from beginning to end. All the games, postponed at the Plattsburg excursion and later on at Lariviere Park, were run off. In the evening a concert, fireworks and other performances were given, but the crowd was attracted there specially by a balloon ascension, which took place in the afternoon. The clerks declare themselves satisfied with the result and are now back hard at work until next year's outing. The prizes won at the different games will be distributed on Sunday, Aug. 20, at the meeting hall, 149 Berri street.



"PRINCE OF WALES" Mocha and Java Coffee

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

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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



More Money for You in Selling this **BLUE** **BLUEOL**

The Only "Never-Streak" Laundry Blue

More packages to the case for you.
More satisfaction to your customers.
Valuable Premiums to merchants and clerks—(write for list).
Order through your jobber—If he doesn't keep it write us direct.

J. M. DOUGLAS & CO.,

MONTREAL

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

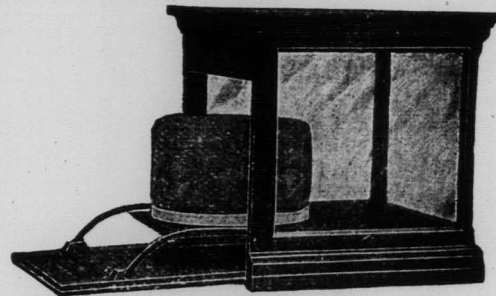
The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

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

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

PRICE **\$7.50** *The Cabinet is a very handsome glass, polished 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 folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 17, 1905.

THE situation on cheese on this side of the Atlantic is certainly remarkably firm and steady, in spite of the most "bearish" reports from all the markets in the United Kingdom; in fact, if our friends, the British importers, would give us the slightest backing or encouragement, we would be ready for another sharp advance, but we are told that prices are too high and have been too high all the season. Prices are beyond the six-penny cut, which will curtail consumption, and there are many other expressions of opinion and arguments why prices should decline.

Against this, what do we actually find? For some time buyers here have made agreements not to pay above a certain price at country points, with the result that some party outside of such agreement raised this price of the combination and, not to lose his "regulars," every buyer fell in line and paid the advanced price, which clearly demonstrates that the goods are wanted, notwithstanding the discouraging reports and "bear" arguments.

The fact is that the new season started with bare boards, and no, or hardly any, stocks left over from last season. Last season's make, together with a considerable balance from the previous season's make, was consumed, and new goods had to be provided for the current consumption. The production was cut short by an increased make of butter and early shrinkage in the flow of milk, caused by hot weather conditions. Shipments so far this season are in excess of last year's shipments to date, while the receipts show a decrease as compared with last year, and stocks, both here and in the United Kingdom, are considerably less than at this time last year. These being all acknowledged facts, how could it be possible to expect a low level of prices when it is further conceded that trade conditions in Great Britain are much improved over those of last year?

Prices are high, but at the moment there is nothing in sight to warrant any decline, and only a slightly increased demand would cause a further advance. Farmers, getting high prices for their milk, do everything in their power to produce as much milk as they possibly can by extra feeding, but the extreme hot weather this season has seriously interfered with the condition of the cows as well as with the quality of their natural Summer feed, as the grass is lacking in nourishment and in spite of extra feeding, the flow of milk is shrinking every week. If there were a prospect of a large production during the Fall or Autumn this year the situation might be considered dangerous, but, so far at least, there is no such prospect, and it

seems inevitable that high prices will prevail for the balance of the season.

In butter, the situation is very similar, prices are too high to induce free buying, but the supplies on British markets are not sufficient for the demand and, as our prices are now considerably below the price of Danish butter, there will continue to be a demand for our product, as the quality of our butter is good enough for the palate of the not over fastidious consumer. In fact, the average consumer in the United Kingdom will notice no difference between our butter and the Danish product and at a reduction of one penny per pound will take the cheaper article and be well satisfied.

Dairy butter continues to be very scarce and consequently unreasonably high in price. Meanwhile, however, as long as the present conditions in Russia exist, there seems to be no chance for a change to lower prices.

PRESERVATIVES IN FOODSTUFFS.

AT a recent meeting of the Society of Chemical Industry in Ottawa, A. McGill, of the Inland Revenue Department, read a comprehensive paper on preservatives in foodstuffs. A few of Mr. McGill's ideas are reproduced for the information of readers of The Grocer as follows:

"It is the nature of food material to be perishable; and any means of keeping it in sound condition, while not interfering with its digestibility and nourishing qualities, should be welcomed by everyone. Certain methods of preserving food have been recognized so long and employed so largely, that the safety of using them scarcely comes into question. Such are refrigeration, hermetical sealing in vacuo, the use of common salt, or vinegar, sugar, alcohol; the smoking of meats, etc. When a new thing like borax or formalin or salicylic acid is offered to the public, it should be required to demonstrate the harmlessness of such articles. The onus of proof of harmlessness should rest upon the user of any new preservative.

"It will be conceded by anyone who reads the subject carefully, that the balance of evidence is decidedly against the use of any preservative in food. At the same time it must be granted that there are degrees of danger to health among the chemical substances which find favor as preservatives among manufacturers and vendors of food; and it may be that in certain cases less harm may result from the preservative than would result from deterioration of the foodstuff, were this kept for a length of time without an antiseptic. In order to decide the question as to whether, in certain cases, such as long voyages, traveling in out-of-the-way regions, supplying stores to

soldiers on the march, mining camps, etc., as well as in the distribution of foodstuffs to the great centres of population, far removed from the places where such foods are produced, it might not be preferable to employ chemical preservatives rather than consume food which had suffered natural decomposition or pay the high prices necessitated by quick transit, or such costly methods as cold storage, hermetical sealing, etc., it is evident that experiment must determine the extent of the injury to health which results from the use of food preserved from decomposition by antiseptic chemicals.

"In regard to legislation, prohibition of the use of chemical preservatives and aniline dye stuffs as coloring agents for liquors is almost universal, while the employment of all foreign coloring matter is often prohibited. The use of chemical preservatives and foreign coloring matter with beer is usually prohibited. The sale of foods containing saccharin, sucrol, and similar preparations is prohibited in Belgium, France, Germany, Italy and Roumania. The importation of saccharin, except for medicinal use and under prescribed conditions, is prohibited by Belgium and Greece. All countries permit the dyeing of confections and similar articles which are themselves colorless, but are customarily colored artificially. Belgium permits mustard to be colored artificially when properly labelled. Salicylic acid and boric acid have been used so much more commonly than other preservatives, that legislation is usually directed against them, whilst local bodies often extend the prohibitions to benzoic acid and other substances as they come into use. The sale of foods containing preservatives is prohibited in Austria, France, Hungary and Roumania, and that of beverages containing preservatives in Belgium, German and Switzerland. The addition of salicylic acid to food is prohibited in France. Holland does not permit the sale of beer containing salicylic acid, and Spain forbids its addition to wine. Italy permits the addition of 0.2 per cent. of boric acid to butter, but forbids the use of other preservatives.

"Canada is behind other countries in this matter; and, with the simple exception of salicylic acid in potable liquors, and salicylic acid in portable liquors, which is specifically forbidden, leaves the onus of proving the harmfulness of any preservative upon the complainant. There can be little doubt, however, that our courts would find a verdict in accordance with the recommendations of the English Parliamentary Committee of 1901."

The British Government, through Lord Strathcona, is sending to Canada forms of tender for supplying Malta and Gozo with fresh meat.

PROFITS

A reasonable profit on sales is a just return to the Retail Dealer for his labor.

This has been carefully provided for in our scale of prices.

Have you examined them and figured your percentage of profits?

Please get prices from the Wholesale Trade and do so.

IT PAYS TO SELL

<p>Reindeer Condensed Jersey Sterilized Cream</p>	<p>MILK COCOA COFFEE</p>
---	----------------------------------

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

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO.,
LIMITED
HAMILTON

GILLETT'S

ABSOLUTELY PURE
**CREAM
TARTAR.**

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

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

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

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

THE PARK, BLACKWELL CO.
LIMITED
TORONTO

TELEPHONE M 3960

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The market in provisions has been on a fairly steady basis during the past week. Hogs have been coming in slowly, scarcely sufficient to keep demand satisfied; heavy mess pork has stiffened to a slight advance. Lard products all through have advanced about 1-2c., and are still firming up. Beef is slow to hand, but quite sufficient to meet consumption, with somewhat weakening prices.

We quote for this week:

Long clear bacon, per lb.	\$0 11½
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11½
Small hams per lb.	0 14
Medium hams, per lb.	-0 14
Large hams per lb.	0 13
Shoulder hams, per lb.	0 10½
Backs, per lb.	0 15
Heavy mess pork, per bbl.	17 00
Short cut, per bbl.	21 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 09½
" tubs "	0 10
" pails "	0 10½
" compounds, per lb.	0 07½
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	8 50
" front quarters	5 00
" choice carcasses	6 00
" common	5 00
Mutton	0 08
Spring lamb	0 10
Veal	0 07
Hogs, street lots	10 00

Butter—The butter market continues firm. Arrivals are coming in with great hesitancy, in scarcely sufficient quantity to satisfy demand; creamery prints are firming up towards an advance, other prices are firmer, but no advance is reported. We quote:

Creamery prints	Per lb.	0 22
" solids, fresh		0 21
Dairy prints		0 19
" in tubs		0 18

Cheese—The home market in cheese is falling to a steady basis, and prices are consequently ruling more normal. The foreign market has been slower, the high

prices ruling at recent date, showed advance on those ruling on other side, so that European buyers favored the U. S. on that account, but with steadier prices, trade is expected to again advance. Arrivals are not coming to hand readily enough to warrant revised quotations. We quote:

Cheese, large	Per lb.	0 11
" twins		0 11½

Cheese Board Report.

(For week ending August 15).

Board.	Boxes.	Price.
Pictou	810	0 10 15-16
Tweed	630	0 10½
Brockville	90	0 10½
Belleville	520	0 11 1-16
"	2,530	0 11
Cornwall	1,139*	0 10½
Cowansville	763	0 10½ 10 9-16
Alexandria	1,171	0 10½
Canton, N.Y.	2,540	0 10½
Watertown, N.Y.	9,261	0 10½
Vankleek Hill	1,408	0 10½
Madoc	1,190	0 10 13-16
Stirling	450	0 10½ 10 12-16
Campbellford	1,315	0 10 13-16 10½

* White and colored.

MONTREAL.

Provisions—Provision market steady. Live hogs scarce and tone of market strong, with sellers asking \$7.50 to \$7.75 per 100 lbs. for selected lots. Packers disinclined to pay these prices, market not warranting these figures. The recent advance in foreign markets, even will not permit of paying these prices. Packers figures are \$7.00 to \$7.25. No change in abattoir fresh killed dressed hogs. Demand limited at \$9.75 to \$10 per 100 lbs. Trade in smoked meats, bacon and hams fairly good and prices firm.

Lard, pure tierces	0 10
" 5-lb. tubs	0 10½
" 20-lb. pails, wood (104)	2 10
" cases, 10-lb. tins, 60 lbs. incase	0 10½
" 5-lb.	0 10½
" 3-lb.	0 11

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

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS

We are in receipt of a communication from C. S. Page, Hyde Park, Vt., which authorizes us to say to those of our reader who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, ABERDEEN, SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed. Scattergood. Consignees for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space \$15 per year.

DAVID SCOTT & CO., Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.

This space \$15 per year.

Telegraphic Address: "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.

GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T.A. Emulate. Codes, A.B.C. and Lieber's.

THOS. BOYD & CO., 28 KING ST., LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

Salter & Stokes, 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C.

IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield. We buy outright.

BUTTER

When you have one or 100 tubs
write us for price

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO,
MANITOBA and LOWER PROVINCES.**

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



**PROTECT YOUR FOOD
WILSON'S
FLY PADS
KILL THEM ALL
AVOID POOR IMITATIONS**

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

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

Lard, Boar's Head brand, tierces, per lb.	0 06½
" " " " tierces, per lb.	0 07½
" " " " 60-lb. fancy tubs.	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" " 12 5-lb. tins "	0 07½
" " 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 13 0 14
Extra plate beef, per bbl.	11 50 12 00

Butter—Better feeling in market this week. Inquiries continue from abroad and though little has been doing in export lately, English buyers are forced to buy now on account of the high price of Danish butter, and scarcity of the Russian. The local demand is strong and prices are firm. No decline of any figure is looked forward to, owing to the singular condition prevailing in Great Britain.

Finest creamery	0 22½ 0 23
Fine	0 22 0 22½
Medium	0 21½ 0 22
Fresh dairy tubs	0 17 0 18½

Eggs—Eggs are steady with receipts only moderate. Straight receipts, 17c. to 17 1-2c., and selected 20c. Firmness is the characteristic feature of the market. Local requirements are heavy and good prices obtained by holders.

Cheese—Cheese, which weakened slightly during latter part of week, is firm again at 11c. to 11 1-8c. for Ontario, and 10 7-8c. for townships and 10 5-8c. to 10 3-4c. for Quebec. An attempt was made by several large dealers to break the price at the cheese board, but it failed and the prices are firm as above.

MANITOBA.

Creamery Butter—There has been no change in price since last week. We quote following selling prices to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 21
" " " " in 28-lb. boxes	0 21
" " " " in 14-lb. boxes	0 21
" " " " in 1-lb. bricks	0 22

Dairy Butter—The quality of store butter offered at present is not very good, owing to the hot weather. Produce houses are paying from 14c. to 15c. per lb. for No. 1 dairy, delivered in Winnipeg, and from 11c. to 13c. for No. 2 dairy.

Cheese—There has been a slight advance in cheese and the new prices are as follows:

Finest Ontario, large	0 12
" Manitoba, large	0 11½
" " twins	0 12
" " small	0 12½

Lard—Prices are steady at figures quoted:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—Barrel pork is cheaper and there are some other slight changes in our list. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 13½
Backs, " " "	0 09
Picnic, " " "	0 14
Hams, sugar cured, assorted sizes	0 12½
" " heavy, 20 to 30	0 08
" " assorted sizes	0 08
Shoulders, " " "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12

Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " smoked	0 11
" " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 00
" " " " per ½ bbl	9 00
Standard mess pork, per bbl	16 50
" " " " per ½ bbl	9 25

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per hocks				0 04
" " " "				0 04

ST. JOHN.

Provisions—In barrel pork, while sales are light, rather high prices rule. In beef there is little except American offered. Full prices asked. Pure lard is higher and hard to get; local stock is not large. Refined lard is still low. Smoked meats hold firm; there is little business. Fresh beef continues dull. Domestic is freely offered for the season. Mutton is not wanted. Veal is quite firm; sale is small. Pork is scarce and not in demand.

Mess pork, per bbl	\$17 00 \$18 50
Clear pork " "	18 00 20 00
Plate beef " "	14 00 15 00
Domestic beef, per lb.	0 05 0 07
Western beef " "	0 08 0 09
Mutton " "	0 05 0 06
Veal " "	0 06 0 08
Lamb, each " "	9 00 10 00
Pork " "	0 07 0 08
Hams " "	0 13 0 14½
Rolls " "	0 10 0 13
Lard, pure, tubs " "	0 10½ 0 10½
" " pails " "	0 10½ 0 11
Refined lard, tubs " "	0 08 0 08
" " pails " "	0 08½ 0 09

Butter—Price is rather firmer, particularly for best quality, for which there is always a steady sale.

Creamery butter	0 19 0 20
Best dairy butter	0 19 0 20
Good dairy tubs	0 17 0 18
Fair " "	0 15 0 16

Eggs—Prices are firm, a good steady sale. There have been no low figures this season.

Eggs, hennery	0 18 0 20
case stock	0 16 0 17

Cheese—Stocks are very light. Prices are higher. Demand is for twins.

Cheese, per lb.	0 11½ 0 12
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NEWS OF THE TRADE.

Hamelin Bros. & Co., Arcola, Assa., are installing a butter department in the basement of their store.

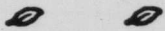
A company has been organized in Winnipeg to establish a large meat canning factory on the plan of Armour's, Chicago. The capital stock is half a million dollars.

Four or five millions sterling are about to be spent by the British Government on increased shipping and cargo accommodation at the Liverpool docks. Extra facilities for cold storage of Canadian products will also be provided at Liverpool.

ATTRACTIVE SOUVENIR.

Lucas, Steele & Bristol, Hamilton, are distributing among the trade an attractive souvenir of their "Empire Brand" of grocery staples. The card also includes half-tone reproductions of photographs of the different members of their business staff.

Intrust
Not
Your
Sword
to a
Boy

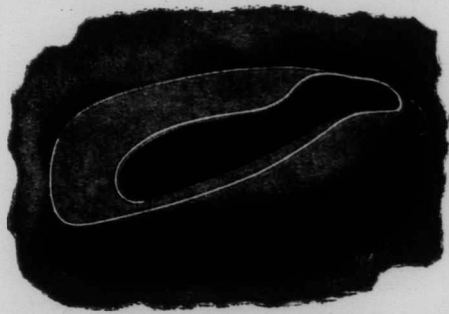


Intrust not your tea-trade to teas that are only in the milk-teeth stage of make, though they may be advertised. Tea to sell must be made in the proper way—Blue Ribbon way.

Blue Ribbon Ceylon Tea

is machine-made; that accounts for its freedom from dust, its cleanliness and uniformity of flavor. Blue Ribbon Tea is made without tannin; that accounts for its freedom from bitterness. Being sure of these particular points in this particular tea, a Grocer would be unwise to intrust his trade to any other tea than Blue Ribbon Tea—Red Label Line.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

How's This

for



Promptness?

On the 4th July we cabled an order to one of our factories for 6 crates of Dinner Sets of a special composition, which had to be prepared for this particular order. Four of these crates arrived in Montreal on Sunday last, the 6th August, just 33 days from the date our customer gave us the order.

MORAL.—Order your crockery through us.

BARNARD & HOLLAND CO.

Crockery Importers and Manufacturers' Agents.

Coristine Bld'g.
Montreal

FREIGHTS AND CHARTERS

SOME interest is being taken just now in the new set of rules which is to govern the use of freight cars and charges therefor. The Canadian car service bureau has prepared a new set of rules and these have been submitted to the Railway Commission for approval. For some time there have been numerous complaints and grievances aired before the commission respecting delays in transportation, demurrage, etc., and at a meeting of the parties interested, held in Montreal, the matter was discussed and the agreement reached. All the leading railways and manufacturers' and

they were some years ago. Montreal shipping men claim that on many articles the rates are still too high in comparison with what they are in other ports, the result being that in certain lines business is driven away from the port. The shipping federation have recently addressed a communication on the subject to Ottawa, and this will later come up before the Harbor Commissioners.

The commissioners are willing to reduce the rates or even take off the wharfage rates provided that the Ottawa Government will take the responsibility.

THE ORIGIN OF GELATINE.

GELATINE — what is it? — is the question often raised by the purchaser of this very useful article. The housewife uses it—the clerk sells it—the grocer buys it—and the commercial man handles it, but few can answer the question when asked, what is it! Well, gelatine is really animal glutin, pure and simple, and when properly prepared, becomes a very useful article of diet. It forms a convenient base for such things as jellies, and a multitude

BERTH QUOTATIONS — Montreal.

Description.	Liverpool.	London.	Glasgow	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/4c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	12/6	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/4c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/4c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/4c	15/	13/1 1/2	15/	15/6	15/	15/	16/6	10/6	12/6	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1 1/2	15/							
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	7/6
Rolled Oats, Dog Flour, Flour Middlings, in bags	8/	8/3	8/3	10/	16/6	12/6	14/3	17/6	8/9	10/	8/9
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	15/						15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/			22/6	8/9	10/	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	25/	30/		20/	25/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/		30/	35/		25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	12/6	15/	12/6				20/	12/6	12/6	15/
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/			17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6					2/6	2/6	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/				17/6	12/6	15/	15/
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6				7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/					12/6	12/6	15/

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

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

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

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

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

* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs,

No Primage via Montreal.

millers' associations were represented, while some of the commission officials were present. The regulations for which approval is now sought are much more liberal to shippers than those heretofore in vogue, and are calculated to remove the cause of numerous complaints.

New freight engines of the largest type, built by the company's works in Montreal, are being sent to Fort William to meet the expected heavy traffic in the Autumn. The wharfage rates in the harbor of Montreal have been reduced by fifty per cent. as compared with what

Regarding the reported shortage of cars on the line of the C.P.R., Mr. McNicol said: "There are more cars and there is more line out there than ever before."

CHANCE FOR FOREIGN TRADE.

A firm of fruit importers in Hamburg, Germany, wish to be placed in touch with reliable Canadian apple packers. Fuller particulars may be obtained by corresponding with The Canadian Grocer.

of dainty and attractive confections, and has the advantage of being a valuable nutrient, and extremely easy of assimilation, and is therefore an indispensable adjunct to household economy.

Pure gelatine is transparent, usually in thin plates, of a yellowish-white color, it has neither taste, nor smell, and is neutral to vegetable color. In contact with cold water, it swells up, but does not dissolve, and will absorb from 5 to 10 times its weight in water, according

to circumstances and length of immersion.

It contains about 50 per cent. carbon, 6.6 hydrogen, 18.4 nitrogen and in pure state no sulphur. In hot water it is easily soluble, but quickly "sets" again when cooled.

Gelatine, although an animal product, does not exist in the form known to the commercial world, but is obtained by treating certain animal substances, such as bones, skins, tendons, etc., with dilute hydrochloric acid, but chiefly the bones of oxen, calves and sheep. The hydrochloric acid dissolves the mineral constituents, and leaves the bone cartilage; this, when boiled for a long time with water, dissolves and forms gelatine, which can be purified by dissolving in hot water and precipitating by alcohol. A very pure variety is obtained from

the swimming-bladder of the sturgeon, and similar species of fish. Moist gelatine, exposed to the air, rapidly putrefies, the liquid becoming first acid, but afterward it gives off ammonia. Dry gelatine is unaltered by contact with air.

Impure gelatine—called glue—is prepared by a simple process of boiling down hides, horns, hoofs, and cartilage, with water under pressure, and subjecting to heat. This product, however, is employed only as an adhesive medium for such things as wood, leather, paper, etc., and is by no wise fit for food.

Gelatine first came into prominence during the period of the Napoleonic wars, when it was found necessary to obtain a cheap and plentiful supply of food. It was originally produced in Paris and at the beginning of the nineteenth century had secured a large market.

THE CANNED GOODS SITUATION.

Editor The Canadian Grocer:

The canned goods situation for 1905 and the outlook for a large or small pack has been uppermost in the minds of all packers, as also the wholesale and retail trade of the country. The canned goods trade is growing to be an important factor and the volume of business will now reach upwards of five million dollars in the country's trade and turnover. The packing season is now well on. Strawberries, raspberries, cherries, peas and string beans have all been disappointing to the canners owing to scarcity and high prices. Peas and string beans are the most promising of the lot, and owing to a large pack last year, as well as the high prices ruling for tomatoes and corn, which checked consumption, the pack in these lines has been curtailed and prices have been marked down below the cost of production. And notwithstanding buyers do not take hold with any snap.

In the matter of the staple articles of fruit, namely, peaches, pears and plums, the orchards promise an abundant crop for all canning needs. It is to be regretted that the same cannot be said of that great staple article of fruit—apples. The staple varieties are this season a failure in the United States and Canada owing to heavy frosts in the early part of the season which injured the blossoms. In the apple-bearing districts of Nova Scotia, where the crop is usually about 600,000 barrels, the yield will not be more than 200,000 barrels; so that gallon apples will thus prove a profitable article for the export trade as well as for the home market. For the last two years these have been a glut on the market. One is reminded of the old adage that a glutted market makes provisions cheap, which, by the way, has been so strongly exemplified in the acts of the Canadian canners in their selling terms for peas.

However, the two staple commodities are yet in the ground—tomatoes and corn—and it is the opinion of the most competent judges that great disappointment will follow as to the bearing crop in the ground and volume of pack therefrom. The tomato vines never looked better, but, owing to late planting and too much moisture, they have not fruit-

ed, and will require a late and prolonging season in order to bring them to maturity. An early frost would ruin the crop. Add to this a decreased acreage, of which a large proportion is of the early varieties, which are unfit for canning purposes. The same may be said of the corn crop; in some sections it is very promising, while in others poor seed and cold nights have very much decreased the crop.

The policy of the United Canners since amalgamation has been to decrease production and advance prices. Many of the old and popular factories are closed down and many others not running full. This has afforded an excellent opportunity for the encouragement and growth of new factories. Already there are many and they have been nursed with indulgence and strengthened with the growth of years.

In the matter of prices, which is the most important factor to the community at large, the united factories are daily placing orders subject to conditions of price later on according to pack; this is anything but satisfactory to the trade. The outside, independent canner is also placing orders on the same basis, and is quite content to abide his time until final announcements are made by the large mergers. This state of affairs may go on for a short period, but the day will dawn very soon when every factory will be compelled to make known their price at an earlier period of the year and stand by it. Competition is the life of trade and expansion will take place with the growth and development of the country and will scoff at acts which have a tendency to stifle trade by unduly advancing the price of staple commodities to the consumer, inflating them to famine prices. Last season the price was set for tomatoes at \$1.15 per doz. and \$1.10 for corn, while our American neighbors to the south of us, with a pack of tomatoes of ten million cases, went begging at 62½c. per doz., and corn at 65c. per doz.

The policy of such extremes is sure to fail when the canners' terms for peas are cut down to 65c. per doz. with 10 per cent. off cash discount and freight paid, placing them below the cost of produc-

tion. It would have been much wiser for the canners to have made a minimum of 75c. per doz. for the vegetables so that they could have reached the consumer at three cans for 25c. This would leave 10c. for the trade and 15c. for the retailer. If it was his wish to dispose of them in that manner, this would largely increase consumption and secure the market from United States competition, which of late has shown marked signs of making inroads on our market.

It is common report that orders for future delivery of tomatoes by all the packers are upwards of six hundred thousand cases, and corn on the same basis, while the crop in the ground will not pack more than from 150,000 to 500,000 cases. It would be much more prudent for the canners to act in a spirit of fairness to themselves, and for consumers at large not to adhere to extortionate prices, as it is sure to end in disaster to the canning industry of the Dominion of Canada.

(Signed) J. B. D.

St. Catharines, Aug. 10, 1905.

TEA AT £2 A POUND.

The pick of the China tea crop is sent to Russia, and experts say that one does not know what good tea is till one has tasted the picks sent to the Muscovite. Certain qualities sell readily at £2 a pound, and they are worth it. The secret of the excellence of the Russian tea (says the Grocers' Monthly) lies in the fact that it is conveyed from the gardens to the market by caravan, and not by ship. This mode of transit preserves for the tea its original flavor, preventing its being interfered with or changed through contact with other merchandise. Carriage by ship, on the other hand, impairs its delicate flavor and aroma. It is claimed that good Russian tea, with its small, black, crisp, clean leaves, is the best non-alcoholic drink in the world. Of course, it is expensive, but it only takes a half teaspoonful to make a big pot of it, say six cups. The dry leaves of Russian tea have no flavor whatever, but after the hot water is poured over them the odor is delightful.

RICE CROP OF JAPAN.

The rice crop for 1904 is now announced to be 51,102,999 koku (263,692,255 bush.), an increase of 4,928,699 koku (25,284,226 bush.), or 16 per cent., as compared with that of the previous year. The figures also show an increase of 9,105,061 koku (46,708,963 bush.), or 21½ per cent., in comparison with an average for the past seven years, from which the most favorable year and the poorest year are deducted, the average being taken from the remaining five years. This unprecedented yield is due to the prevalence of good weather in the country generally since the planting out and to many agricultural improvements being made by farmers.—Japan Gazette.

Ramsey Bros. & Co., Limited, Vancouver, have installed a plant for the manufacture of macaroni.

Where
Old Homestead Brand

CANNED GOODS ARE PUT UP.



BUILT OF STEEL AND CONCRETE

Looks substantial, doesn't it? No indications of hesitation, uncertainty, lack of capital, or experience.

The OLD HOMESTEAD people knew just what they wanted. They went ahead and produced it; the result the finest equipped and most conveniently located canning factory in Canada. Everything about it ship shape, clean, attractive, open for inspection all the time.

The RESULT as they had foreseen was SUCCESS. They turned out "the perfection" of canned fruits and vegetables. The same principles applied to processing made OLD HOMESTEAD canned goods as much superior to the ordinary pack, as the OLD HOMESTEAD factory is to the average canning factory throughout the country.

Try them for yourself.

A small order, Mr. Grocer, will convince you. Insist on getting the OLD HOMESTEAD BRAND. They are bound to give satisfaction to your most particular customers and will increase your sales largely.

The label may be a small thing, but an attractive one helps to make the first sale. OLD HOMESTEAD labels are the handsomest on the market. Drop a card for samples.

The Old Homestead Canning Co.

Independent
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100

**GOOD ADS FOR A
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brimful of bright, clever ideas and suggestions for up-to-date retail grocery advertisers. :: :: ::

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To
The Music**

*while bundling up
parcels with our*

Wrapping Paper

*It folds so easily
It ties so nicely
It is so cheap*

**Get
The
Best**

DOUGLAS & RATCLIFF, LIMITED.
30 West Market Street,
TORONTO

Why is a Horse

with its head hanging down like Monday?

Because its neck's weak. And, by the way, next week will pretty well see the end of the holiday season. We have received rather more than our share of the mail order business during the travellers' vacation and look to good steady business from now up to Christmas time.

Remember that "**BOSTON LUXURY COFFEE**" is our special line and is guaranteed to give satisfaction.

John Sloan & Co.

Toronto

Belleville



President:
JOHN BAYNE MACLEAN,
 Montreal.
The MacLean Publishing Co.
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BUNGLING OFFICIALS.

THROUGH official bungling the Canadian Summer route to Great Britain was deprived of an opportunity recently of establishing a new record for the delivery of mails on the American continent.

The steamer *Virginian*, one of the Allan Co.'s new turbine steamers, crossed the ocean from land to land in the fastest time on record, there being only three complete days on which the passengers did not see land. This was particularly gratifying in view of the fact that, owing to an accident to the *Majestic*, she was carrying the United States as well as the Canadian mails, something never hitherto done by a Canadian steamer. In less than five days after leaving Merville, the mails were landed at Rimouski and should have been distributed in New York the following day. But mismanagement designed otherwise.

After reaching land it took no less than four hours to get the mails on the special trains. The fault for this obviously lies with the post office authorities. They must certainly have known that the *Virginian* was carrying an ex-

tra large mail and should, therefore, have provided proper facilities for the prompt handling of it.

Then upon this came troubles with the Intercolonial Railway. Instead of running the train through, as would have been done in Great Britain or the United States under similar circumstances, the special was side-tracked for nearly everything on the line, while on top of all there were three breakdowns.

On account of this mismanagement and delays Montreal was not reached till 2 o'clock Friday morning instead of on the evening of the previous day, thus spoiling the opportunity of making a large decrease in the transatlantic mail carrying record, and incidentally giving the Canadian Summer transatlantic route the renown it deserved.

Both the post office authorities and the Intercolonial Railway officials evidently require a few lessons in the art of grasping opportunities. In other words, they need to wake up.

AMERICANS EXPLOITING CANADA.

THE development of Cobalt is another example of how our enterprising southern neighbors step in and capture the cream of Canada's rich resources before Canadians realize their value. In the Kootenays, the Yukon, the Alberta oil fields, at Sudbury and the "Soo," at Niagara, in our lumber industry, and in the power plants of Quebec and New Brunswick, the Yankees have been in the van in exploiting Canada's wealth.

In the new mining centre it is the same story. Visitors to this, our latest "nine days' wonder," report that American prospectors have already succeeded in securing a lion's share of the ground. For instance, the Nipissing Mining Co., said to be controlled by John D. Rockefeller, recently purchased a tract of no less than 1,600 acres.

Owing to the lack of smelting plants in Ontario, New Jersey smelters have, up to the present, had a monopoly of this important industry. As soon as ever talk began of establishing a smelter at Toronto, the Americans controlling the copper industry of Algoma arranged to build a smelter at Copper Cliff to handle the Cobalt ores.

Every credit must be given our American cousins for their enterprise, but we desire to draw the attention of Canadians to the necessity of having boundless faith in the future development of Canada's riches, and to the advisability of such development being kept in the hands of our own citizens. We cannot expect the Government to erect a high fence to exclude American enterprise; the only safeguard lies in developing an enterprising individuality in our own people.

VALUE OF TRADE NEWSPAPERS.

THE merchant or manufacturer, the industrial or professional, the manager or operator, who assumes to "get on" without the trade newspapers, directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife, says the Boston Herald. Willfully, though perhaps not wittingly, he deprives himself of sources of information and material for progress and profit, lack of which must inevitably leave him in the lurch. The managing head of every "house," no matter how large the concern, should above all things see to it that each department head, and so many of the working force as by their intelligent interest show that they would profit by technical and professional information—that all these men are provided with the trade papers best fitted to promote the advancement of each in efficiency. This at the expense of the firm, of course, since the firm, in turn, cannot fail largely to profit by such policy. And don't commit the folly of balking at the preponderance of advertising pages. The information that these contain is never less, and often far more, valuable than that found in the "reading matter."

WHAT ARE FAIR PROFITS?

WHAT is a legitimate profit? That depends on the article, the community, and other conditions. It also depends to a large extent upon the merchant himself. Some merchants will get a bigger profit than others on the same article and under the same conditions. At the same time their standing with the trade will be better than that of the merchant who is selling on a smaller margin.

That is the difference in personality. Simply one of the many illustrations of the truth that the difference in results is frequently found in the difference in men.

Now and then it is conclusively demonstrated that a retailer is charging too much profit on some particular line. But as a general thing that is the exception. On most lines the retailer does not charge enough profit. Why? He is afraid of the fellow down the street and the fellow down the street is afraid of him.

So when it comes to marking goods, fear of the other fellow is the great influence which bears the price.

Run your own business. Be your own judge of the margin of profit to ask. When you price the goods, consider only the value and your community. Leave your competitor out of it.

To be sure, competition is a factor

that must be considered. But most merchants consider it too much. In marking their goods they make it the great determining influence.

It has been said that many lines in many retail stores might be advanced ten or fifteen per cent. without any change in the trade.

At first that may sound foolish. But the more you think of it the more like real truth it seems. If you think of it enough you will come to believe it.

When you reach that stage, advance some of your lines. At the same time give the clerks convincing talks on the values. Then watch the results.

Some readers of this paper have tried this experiment. They are converted now and are getting better profits than they did a year ago.

You are probably selling many lines at a smaller margin of profit than you should. Get better prices.—The Hardware Trade.

TURN ON THE LIGHTS.

ELECTRICITY bids fair to turn night into day. Men are constantly striving to do greater things with the marvelous force in which there is both life and death. It is believed that in electricity has been found the ideal light, and in the cities of the country there is a constantly growing demand for its use, a growing effort to apply the light in a new and more effective manner. The little globes blaze by thousands in the streets, in the stores and in the homes. They shine in colors, and they speak to the public from the fronts of business places in the cause of publicity.

Step into the streets of any of the large cities, and the eye is fairly dazzled with the brilliancy and the flash of the little lights. Business men recognize their value, and the city authorities are coming to an understanding of the fact that the people appreciate and demand streets that are illuminated in an attractive and brilliant manner. For instance, Denver is seeking now to be a "city of lights," and it is planned there to make the main thoroughfares almost as light as day by arches spanning the roadways and illuminated with thousands of incandescent bulbs.

DON'T NEGLECT CORRESPONDENCE.

IT would seem as if business correspondence were a thing to be played ducks and drakes with, if one is to judge from the persistent practice of certain Canadian firms of answering trade inquiries when it suits their convenience. It is hard to believe that there are

business men in Canada to-day who date their letters twenty or thirty days back regularly for the simple reason that they attend to their correspondence only once a month. Fortunately such extremes are rare, and yet it is to be regretted that our average business man is not above reproach in this regard. Complaints are received continually on the ground that it is practically impossible to communicate with certain Canadian business houses. Whether it is negligence or because such firms feel that they control the situation, and have a right to subject patrons to a maximum of inconvenience, the fact remains that it is short-sighted business policy.

The human element is bound to crop up in all commercial transactions sooner or later, and it is only natural for a man who wants to do business, or to secure trade information, to feel offended when his queries are persistently ignored or shelved until such time as an answer is no longer of service. The disaffection is sure to spread from man to the community, and it is only a matter of time until its reflex action is noticed in a falling off in trade. Not even the poor business man can afford to invite such a catastrophe.

AUSTRALIA JEALOUS.

CANADIANS were surprised and amused last week at the cable announcement of there being intense irritation in Australia against Canada. It seems that the Australian Government asked our customs department to determine the market value of Canadian products shipped to Australia, in order that their own customs officials might be in a position to tax them to the fullest extent. Naturally enough the authorities at Ottawa did not see their way clear to act the spy on our people for the benefit of a foreign tax-gatherer, and refused to comply with the request. As a matter of fact Canada obtains similar information in Australia, the United States, and other countries, by means of permanently and substantially salaried agents, which is probably the course Australia will have to adopt to successfully operate a customs tariff.

J. S. Larke, Canadian commercial agent to Australia, states that the feeling of antagonism towards Canada is not widespread there; in fact it is confined to a small group of ardent protectionists, and the main object of the present agitation is to influence public opinion in the forthcoming Commonwealth elections. The real point where the shoe pinches is that Canada is now receiving the surplus capital and population of the Empire, just as Australia received them a few decades ago, while Australia is comparatively in the background as a field for settlement.

A NATIONAL BOYCOTT.

THE-Chinese boycott against the United States which went into effect two weeks ago is proving itself a very real thing, and already the Chinese Government have been warned that the United States will insist on the full observance of the Tientsin Treaty of 1858, providing that

"at each of the ports open to commerce citizens of the United States shall be permitted to import from abroad and sell, purchase and export all merchandise of which the importation or exportation is not prohibited by the laws of the Empire."

Reports from the Orient regarding the progress of the movement are conflicting. On the one hand comes the news that it is extending rapidly. Others incline to the opinion that Chinese merchants are dissatisfied with the outcome. Ex-Minister Wee Ting Fang, of Washington, declares that the spread of the boycott on American goods is a symptom of extraordinary progress toward a real nationality; that the movement has been organized by the best and most representative Chinese and is entirely pacific in character, and that the extent of the movement and the strength of the feeling manifested not only by the mercantile classes but also by the students are indicative of a new spirit in China. At the same time the boycott ought soon to be rendered unnecessary by a satisfactory settlement of the grievances complained of by the Chinese. No difficulty is presented by the exclusion of coolies from United States territory; at the same time the existing regulations press with severity upon other classes, such as merchants, travelers and students, who are compelled to undergo objectionable examinations. A clearer definition of the word "laborer" is essential, and in addition the right of appeal from decisions of immigration officials. Mr. Wee Ting Fang says an educational test would be the most effective means of preventing the ingress of coolies besides eliminating undesirable class distinctions.

Canada is an interested spectator, not only because the crisis will afford her a valuable lesson in international affairs, but because it may accrue greatly to the benefit of Canadian trade. The C.P.R. authorities have already received inquiries from Hong Kong merchants asking as to the feasibility of securing heavy supplies of Canadian flour to replace the American article which they will no longer accept. Canada can supply China with a large amount of soft wheat flour and practically unlimited quantities of the hard western Spring wheat variety.

WESTERN ASSOCIATION NEWS AND TOPICS

SECRETARY W. A. COULSON returned to Winnipeg Monday, Aug. 14, after a week spent in the interests of the association in the Southern Manitoba towns of Ridgeville, Dominion City, Arnaud and Emerson. This week he is busy in the towns Otterburn, St. Malo, St. Pierre, St. Elizabeth and Niverville. If he succeeds in completing the organization of these towns during the week, the work in Southern Manitoba will be completed. The retail merchants of the south now constitute a solid association phalanx and the benefits derived by them from their membership in the association are such as to persuade those in other parts of Manitoba and in the far west to join in the movement.

A good example of the benefits of the association is furnished by Secretary Coulson's work last week in Ridgeville, Dominion City, Arnaud and Emerson. The merchants in these towns are very much like those in other towns, and conditions there are typical of conditions in all parts of the country. Many lines of staples have been sold in these towns, through the stress of competition, at less than cost. The merchants in these towns have come to see the folly of their ways and having joined the association, they have agreed to sell the following staples at the following prices:

"Force," 15c. per package straight.
Tobacco, 10c. per plug straight.
Sugar, \$6.25 per cwt. cash, and \$6.50 credit.
Tomatoes, 15c. per can straight.
Corn, 2 cans for 25c.
Peas, 10c. per can.
"Saxon" rolled oats, 30c. per package.
"Royal Crown" soap, 6 bars for 25c.
It is also agreed that all butter tubs are to be charged for. Commencing this week the stores in these towns pay 14c. per lb. for butter in crocks, and 15c. per lb. for butter in tubs.

Officers of the association: President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame Avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Assa.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; E. H. Ledoux, Arnaud, Man.

Now the ordinary observer, if made acquainted with the wholesale prices of

the goods mentioned above, would perhaps be inclined to think that nothing very wonderful had been accomplished. Few people outside the grocery and general store trade would credit the story that about 35 per cent. of the goods sold in a western grocery store are sold at cost or less than cost. The public think that grocers are intelligent men; they know that they are among the most enterprising, shrewd and public spirited of our citizens and they expect them to look after their own affairs intelligently. It is not intelligent business to sell goods at cost or at a loss.

There are many other items which might easily be added to that list adopted by the merchants in the Southern Manitoba towns mentioned, but this is a good start. Doubtless others will be added to the list in a few weeks.

A staple which has been sold in grocery stores in all parts of Canada at cost and less than cost is the ordinary plug tobacco. The profit is small enough when a plug of tobacco is sold at 10c., but when some foolish merchant hands out three plugs for a quarter, the profit entirely disappears. The tobacco manufacturers are acting in conjunction with the association in an effort to protect the merchants from themselves. In Southern Manitoba the merchants are getting out posters announcing a change in policy. The following notice by Smith Bros. and Wilfrid Ledoux, in Arnaud, is a case in point:

Notice.

Owing to the advance in the price of tobacco, we, the undersigned, are compelled to sell tobacco until further notice as follows:

T. & B. 3s, 30c.
T. & B. 4s, 25c.
T. & B. 9s, 10c.
Maedonald "Prince of Wales," 10c.
Brier, 10c.
Lily, 10c.
All 10c. plugs and packages sold straight.

(Sgd.) SMITH BROS.,
W. LEDOUX.

Arnaud, Aug. 10, 1905.

Similar notices are being issued in Dominion City, Ridgeville and Emerson. In Dominion City these notices are signed by Bell & McCaul, Morkill & Scott, and the Stuartburn Trading Co. In Ridgeville the notices are signed by Hinton & Co. In Emerson the firms entering into this agreement are: Hinton & Co., Whitman & Co., Bell & McCaul, A. Rivard, C. Whitman, J. E. Bedford, C. Finkleman, and T. Finklestein. This is the beginning of a systematic effort to right a bad state of affairs and the ex-

ample of these merchants might be followed with profit in many towns not yet visited by the secretary.

HOW TO CAPTURE MEXICAN TRADE.

AS the goods that Canada is best fitted to supply to the Mexican market must come largely into direct competition with similar products of the United States, which are already well known and accredited, it will be seen that if Canadian trade with Mexico is to succeed, not only must the Canadian Government representatives in Mexico be as well equipped, competent and alive to the requirements of the situation, but the men who are sent to solicit business must be selected from those who know the field.

All catalogues, price lists, and general advertising matter should be printed in Spanish, and no pains should be spared in securing translations that are in every way first class. For several reasons, it will be found most satisfactory to have translations made in Mexico City, principally because really good translations can be secured there at a reasonable cost, and because in Mexico many articles of commerce, such as parts of machinery, etc., have names peculiar to that country alone.

That a large volume of lucrative trade can be secured for Canada, there is, however, no doubt, notwithstanding the lead which the United States has already obtained in the Southern Republic. Mexico, with her fourteen millions of people, requires immense quantities of lumber, fish, coal, pig iron, canned goods, agricultural machinery and many other things which Canada is as well fitted to supply as any country in the world, and the demand for these things is increasing rapidly year by year. During the last twenty years the imports of Mexico have increased from \$15,000,000 to \$65,000,000, and trade there is making more progress at the present time than ever before. That at present the circumstances are specially favorable to successful trade between Canada and Mexico will be seen from the fact that the Mexicans themselves—both Government and people—are very desirous of promoting and assisting it. The inversion of Canadian capital into Mexican enterprises, the visits to Mexico of the Canadian Postmaster-General, the forming in Mexico of a strong Canadian club for the purpose of creating a vogue for Canadian goods and other circumstances have greatly strengthened this desire, and with it all there is a friendship which the Mexicans have long felt for the Dominion, both as a British country and as a sister American nation, with whom they have had no territorial misunderstanding.

DAIRY PRODUCTS IMPROVING.

The official referee for cheese and butter located at Montreal reports to G. G. Publaw, chief inspector for Eastern Ontario, that out of one hundred and eleven faulty cheese received from the section east of Toronto, only seventeen were from factories receiving instruction. The chief instructors for both the eastern and western sections report that practically every factory which took instruction last year has made more or less improvement in buildings or equipment.

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING
BUT THE HOOK IS THERE . . .



The plausible salesman with the (so-called) "just as good" Tea as "SALADA" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it--you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"SALADA" is the most profitable tea to handle because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments consideration to the foregoing will not be out of place.

"SALADA"

Black, Mixed or Natural Green.. } Sealed Lead Packets Only. Retailing 25c., 30c., 40c., 50c. and 60c. per pound--net weight.

Correspondence Solicited.

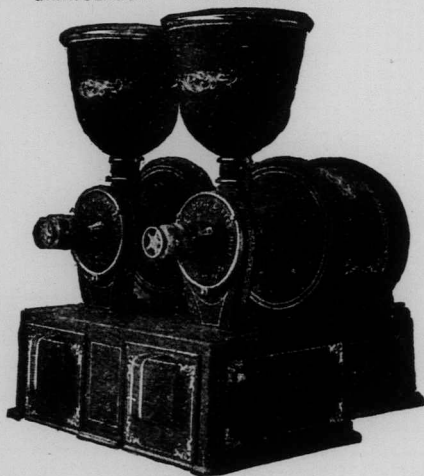
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GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



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

Our Grinders Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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

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

A Good Profit
and

A Good Article

GELLVLOID STARCH

is that kind of a combination for the dealer. When a stock of this well known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing." Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA

are heavily overstocked it is expected that there will be some heavy withdrawals on account.

Table with 2 columns: Item and Price. Includes Paris lumps, St. Lawrence granulated, Redpath's granulated, Acadia granulated, Berlin granulated, Phoenix, Bright coffee, No. 3 yellow, No. 2, No. 1, Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The home market has continued quiet with prices remaining at former quotations.

Table with 2 columns: Item and Price. Includes Syrups (Dark, Medium, Bright), Corn syrup, Molasses (New Orleans, Barbadoes, Porto Rico, West Indian, Maple syrup), 5-gal. cans, Barrels, 5-gal. Imp. brand, 1-gal. per case, Qts.

Coffee—There has been no improvement since our last in the domestic market; prices remain unmoved.

Table with 2 columns: Item and Price. Includes Green Rios, No. 7, No. 6, No. 5, No. 4, No. 3, Mocha, Java, Santos, Plantation Ceylon, Porto Rico, Green, Guatemala, Jamaica, Maracaibo.

Tea—There is practically little further to report beyond our last report; no change is apparent in the home trade except, perhaps, a further lull in business.

cup character had a tendency to slacken. Ceylon sales were in excess of Indians, and all good qualities were well competed for;

China teas were small in offerings. Some first arrivals of new season's teas were on hand, and prices ruled satisfactory, probably owing to the small quantity available, as the crop generally is not considered a good sample.

Java teas were not in offering at latest auctions. The U. S. market has been gradually improving in demand for most teas and prices are keeping well firmed up.

Table with 2 columns: Item and Price. Includes Congou (half-chests, Kaisow, Moning, caddies, Peking), Indian (Darjeelings, Pekoe souchongs, Pekoes, Orange Pekoes), Indian-Assam, Orange Pekoes, Ceylon (Broken Orange, Pekoes, Orange Pekoes), China Greens, Young Hyson, Pingsueys, Japan (half-chests, finest, May pickings, Choice, Fine, Good medium, Medium, Good common, Common, Dust).

Foreign Dried Fruits—The home trade continues slow with little interest manifested. It is somewhat difficult to get quotations in currants for spot goods, sales being based upon future prices.

Table with 2 columns: Item and Price. Includes Prunes (30-100s, 50-60s, 70-80s), Candied Pees (Lemon, Orange), Figs (Elemes), Apricots (Californian evaporated), Peaches (Californian evaporated), Pears (Californian evaporated), Currants (Fine Filiatras, Patras), Raisins (New selecta, Sultana, California loose muscatels).

Table with 2 columns: Dates (Hallowees, Sairs) and Peanuts (Pards new choice, new choice).

Foreign Nuts—Nothing has transpired in this market since our last issue; reports denote walnuts as short and prices are easily 25 per cent. dearer than last season.

Table with 2 columns: Item and Price. Includes Almonds (Tarragona), Walnuts (Grenoble, Bordeaux), Filberts, Pecans, New Brazils, Cocoanuts, Italian Chestnuts.

Rice and Tapioca—The market conditions remain unchanged; demand has fallen flat this week, and former prices rule.

Table with 2 columns: Item and Price. Includes Rice (stand, B., Rangoon, Patna, Japan, Sago) and Tapioca (staple, double goat, Louisiana rice).

Spices—The local market is slow with prices unchanged. The feature noticeable in foreign markets is the strong position of ginger.

Table with 2 columns: Item and Price. Includes Peppers (blk, white), Ginger, Cassia, Nutmeg, Cloves, Cream of tartar, Allspice, Mace, Louisiana rice.

Dried and Cured Fish—Trade continues of small account, with prices unchanged.

Table with 2 columns: Item and Price. Includes Boneless fish, Cod fish, Boneless cod, Quail on-toast, Flitched cod fish.

Country Produce.

Evaporated Apples.—Little business is reported; prices, however, remain unchanged.

Evaporated apples, 0 07 0 07 1/2

Eggs—Eggs are coming in more freely and prices are maintaining a steadier basis.

New laid eggs, per doz., 0 17 1/2 0 18 1/2

Beans—Prices remain as previous quotations, with small business and nothing of note.

Table with 2 columns: Item and Price. Includes Beans (handpicked, prime), Lima.

Honey—There have been some fresh arrivals during the week in good condition, and previous prices continue to rule.

Table with 2 columns: Item and Price. Includes Honey (extracted clover, sections), Buckwheat.

Fresh Fish—The demand continues good, with prices evening to a steady basis.

Table with 2 columns: Item and Price. Includes Fresh halibut, haddock, trout, cod steak, lobsters, B.C. salmon.

Strike While the Iron is Hot

Puritan Brand Tomato Catsup

Cases 2 Doz.

14 oz. Round Screw Top Bottles - .90

Simcoe Lynn Valley Brand, cases 2 doz.

2 1-2 lb. Preserved Grapes - - \$1.00

1-lb. Boneless Pigs' Feet - - 1.40

1-lb. Boneless Duck - - - 2.00

2-lb. Corned Beef - - - 2.20

1 1-2 lb. Roast Goose - - 2.20

1 1-2 lb. Roast Goose (with Tomato Sauce) - 2.40

2-lb. Roast Turkey - - - 3.00

Red Cross Brand Plum Jam

Crates 8-5 lb. Tins, 25c. per Tin or \$2 00 per Crate

TERMS:—F.O.B. MONTREAL, NET 30 DAYS, OR 1% 10 DAYS

Hudon, Hebert & Cie.

MONTREAL

The Most Liberally Managed Firm in Canada.

daughter, are spending a few weeks' vacation at Montmorenci Falls, P.Q.

Mr. Cecil Gordon, of J. Alex. Gordon & Co., Montreal, has been spending a short vacation in Quebec and around the delightful Montmorenci Falls.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, has returned from a few weeks' vacation at Little Metis, P.Q., where his family are summering.

Mr. J. Duff, of Perkins, Ince & Co., has left for Peterboro to take charge of that firm's warehouse there during the vacation of their Peterboro manager, Mr. Mullholland.

Mr. A. S. Lock, of Foley, Lock & Larson, Winnipeg, was in St. Paul last week on business connected with the new biscuit and confectionery plant which this firm are erecting.

Mr. Joseph Brown, senior partner of Joseph Brown & Sons, fruit merchants, Montreal, is dead. Mr. Brown was also president of the Montreal Fruit Auction Co., and an active business man.

Captain B. Gunther, manager of Charles F. Gunther, the prominent candy manufacturer, of Chicago, spent a few days in Toronto this week visiting his Canadian representative, Harry W. Hunt.

Mr. John Horne, sales manager for Campbell Bros. & Wilson, of Winnipeg, and president of the Northwest Commercial Travelers' Association, went east last week on an extended holiday trip. Mr. Horne will visit Toronto and other eastern cities.

Mr. R. Brooks, of the well-known tea firm of Brooks, Bond & Co., London, England, has been a visitor in Toronto during the past week. Mr. Ross W. Hayter, of Front street east, is their Canadian agent.

Messrs. J. F. Holden, J. W. Powell and A. R. Marvin, Ontario representatives of E. W. Gillett Co., Limited, started out on the road again on Monday after their vacation spent in Toronto and vicinity.

Mr. Alfred G. Thompson, of the Canada Sugar Refining Co., Limited, has returned to his duties after spending a few weeks' holidays in the Adirondacks. Mrs. Thompson and family have been spending the Summer at the Banner House, Lake Chateaugay.

C. E. Colson & Co., Montreal, have received samples of a very fine line of Cross & Blackwell sweet stem ginger packed in 7-lb. boxes and divided into three apartments, to take the place of the old package in which there were no divisions. As a result the ginger preserves a very fine appearance.

Mr. Hunter Scott, of T. H. Scott & Sons, grocers, Ottawa, spent last Wednesday in Montreal. Mr. Scott is the patentee of a new car grain door, which is meeting with endorsement by the principal railways and equipment companies, and his visit to Montreal was in connection with placing the doors on C. P.R. grain cars.

Mr. H. Ellis, secretary of the Ottawa Retail Grocers' Association, Mr. F. Forde, president, and Mr. C. J. Provost, treasurer, of the same association, are in Toronto this week attending the annual convention of the Retail Merchants' Association of Canada. The Ottawa grocers paid a friendly visit to the Toronto offices of The Grocer on Monday.

Mr. Walter J. Elliott, Quebec repre-

sentative of E. W. Gillett Co., Limited, Toronto, called at The Grocer offices, Montreal, this week. Mr. Elliott has just finished an extensive trip through the Lake St. John and Chicoutimi district and reports splendid business.

CONVERTED INTO FERTILIZER.

Ten thousand sockeye salmon were transported in scows from the Fraser River canneries on Aug. 7 to the oilery at Ladner for conversion into oil and fertilizer. The fish were unfit for canning, having commenced to decay as a result of being kept at the canneries too long.

The loss of the fish is directly attributable to the fact that the canneries

were unable for over a week to pack all the fish received. All the big plants on the river were glutted with fish, and the Chinese and other cannery hands have been worked from dawn till dark, but, notwithstanding, fish have spoiled in thousands.

A branch of the Dominion Retail Merchants' Association has been organized in Brantford. President, J. M. Douglass; first vice-president, C. Gress; second vice-president, Wm. Cutmore; treasurer, J. S. Howie; secretary, Wm. Grierson.

There is talk of a vinegar industry being started at Wallaceburg within the next few months.

Cream rises to the top in obedience to a natural law.

If you look around your store you will notice some lines that always stand out from the bulk of the stock. You will call to mind that these lines are good sellers, "repeaters," the best kind of sellers. It is this distinction of quality in our product that has proved such a success in every store that carries a line of our goods. They attract attention, cultivate inquiry and give themselves a good start in the roll across the counter to the customer. Giving you a good profit and the assurance that you have a satisfied customer.

PREMIER MIXED PICKLES

In bbls., 6 doz. \$1.00; in cases, 3 doz. \$1.05

LION MIXED PICKLES (selected stock)

In cases, 3 doz. \$2.00.

LION MIXED PICKLES 5 gall. pails \$3.00.

THE OZO CO., Limited, MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

HINTS TO BUYERS.

We call the attention of buyers to the fine values in teas and coffees offered by E. D. Marceau, Montreal.

H. P. Eckardt & Co., Toronto, have received this week a shipment of seedless Valencia raisins in 14 and 28 lb. boxes, and are offering them at an interesting price.

W. Boulter & Sons recently received a large order for canned goods to go to the Methodist and Presbyterian missions of China. These goods replace importations from California, and speak well for this Canadian firm.

The Stewart Co., manufacturers of high grade confectionery, etc., Toronto, have largely increased their plant and facilities for turning out the highest grade chocolate and confectionery, and are prepared to give prompt attention to orders.

Buyers of Fard dates should communicate with H. P. Eckardt & Co., Toronto, who are sellers at low price.

J. H. Maiden, of Montreal, has been appointed agent for the Frankford Canning & Packing Co., for Montreal and Quebec.

The oyster season has opened, White & Co., Limited, Toronto, are again handling the famous Long Island natives, grown and shipped by H. C. Rowe & Co.

"Crescent" mop sticks, a new line offered by the Eby, Blain Co., Limited, Toronto, are having a very large sale.

White & Co., Limited, Toronto, made a record sale of a car of California fruit at auction, Wednesday last, Aug. 9, the sale lasting twenty-five minutes, the car grossing over \$1,600.

Gallon apples are quoted by the Eby, Blain Co., Limited, Toronto, at very interesting prices.

The Eby, Blain Co., Limited, Toronto, are quoting very low figures on Sair and Fard dates; fair stock in good condition.

Bode's Gum Co. are making a generous offer to the jobbing trade this week. Correspondence is solicited.

ARGENTINA LEADS.

The latest weekly bulletin of the Trade and Commerce Department contains a report from the Canadian Commercial Agent at Leeds, Eng., noting the vast strides made in perfecting cold storage on the steamship lines carrying meats from the South American Republic of Argentina to British ports. It says:

"The immense increase in the importation of chilled beef and mutton from Argentina this year is one of the surprises in the meat trade. These goods arrive in first-class condition, and not only are the carcasses shipped, but also the by-products, such as kidneys, livers, hearts, etc., which on account of the excellent cold storage provided on the steamers, arrive in the best of condition.

"The cause of the large increase and development in this trade has been the result of English capitalists taking the matter up and building large abattoir

and cold storage plants, both in Argentina and Great Britain. I am told that by reason of the lower freights for this class of product, as compared with shipping the animals alive and having them slaughtered here at the ports, the companies interested are able to cut the prices for fresh meat, etc., almost in two.

"I referred to this matter in a former report some months ago. Since that time I have looked into the matter carefully and find that the English capitalists would be quite willing to join with the Canadians in inaugurating similar plants and service from Canada. The sea voyage from Canada being so much shorter, the prospects for an Anglo-Canadian company, along similar lines to the British companies doing business in the Argentine, are exceedingly bright."

SIGN ADVERTISING.

The 50,000 sq. feet of wall space secured by Bode's Gum are rapidly filling up. The fence surrounding the Montreal baseball grounds is now entirely covered and some of the most prominent walls in Montreal are resplendent with advertisements of Bode's gum, painted in beautiful and harmonizing colors.

TO HOLD YOUR BUSINESS.

"One brick never built a house." Some men think that once advertising will leave an indelible mark on the minds of the public. It requires persistency to accomplish anything and advertising is no exception. Brick upon brick and you have a solid house.

NOTICE**NOTICE****NOTICE****JOBBER****Salesmen Only****JOBBER**

Have you heard that BODE'S GUM CO. will give away

\$10,000.00 IN PRIZES

on

December 31st, 1905?

WRITE FOR PARTICULARS TO

BODE'S GUM CO.,

28-30 St. George St., - Montreal, Canada

Quaker Canned Goods

The above goods are grown and packed in the Lake District, Ontario. Encircled as this territory is by Big Lake, Little Lake, West Lake and Lake Ontario, with cooling breezes constantly blowing from all quarters across the growing fields of tomatoes, corn, peas and beans, in the hottest day in summer, it makes the finest spot on earth for the perfect maturing of these vegetables.

(To be continued.)

THE PACKERS OF QUAKER CANNED GOODS

will be needed. Fish, fruit, poultry, butter, eggs, and other farm products, will be handled, and where dairy products are received, they will merely be shipped out to other points for distribution, and fish and other products will take their place, coming forward from other centres to be distributed in their turn.

* * *

Articles of incorporation were filed and advertised some months ago for the Vancouver-Fiji Sugar Co., an organization formed for producing sugar in the Fiji Islands. The B. C. Sugar Refining Co., Limited, has, by a unanimous vote, recently decided to apply for a change in the company's articles of incorporation, to permit of purchasing shares in the Vancouver-Fiji Sugar Co., which has really been formed to provide raw sugar for the B. C. sugar refinery.

* * *

In grocery staples the market remains very quiet, inactive in many lines, it may be said. In cured meats, lards, etc., there is some movement, with no changes of note. In dairy products the supply of local dairy and creamery butter is keeping up well. The price is reasonable, dairy being 19c. and 20c. wholesale, while creamery varies from 23c. to 25c. per lb. Butter from east of the mountains supplies the Kootenay districts as of old, but little of it finding its way to the coast at this season.

Eggs are pretty firm in price and demand good; local supplies of fresh are somewhat better, while eastern case stock is in evidence.

The local apples are dominating the market, with plums a good second. California shipments of these fruits have dropped down to zero. Peaches and apricots, as well as some pears still arrive. Local peaches, grown in the Okanagan, find their market in the Northwest, at better prices than they bring at the coast. A few small lots of the late varieties of cherries from Victoria are marketed. They bring \$3.25 for the 24-lb. crate, \$2 to \$2.25 rules for blackberries, 24-lb. crates.

N. S. Markets.

Halifax, N.S., Aug. 14, 1905.

THE first shipment of apples from the Annapolis Valley reached the city on Saturday, Aug. 12. The fruit, though small in size, was of fair quality for the first of the season, and found very ready sale. Daily shipments from this out are expected.

In the grocery markets trade in general is good. A notable improvement is reported in the country districts. Orders are coming in quite regularly and money is beginning to circulate much more freely. The season promises to be a most prosperous one for the farmer all round, and this fact has added stimulus to trade. Prices continue steady and payments are much better.

The sugar market is very firm, and prices are unchanged. The demand for sugar is unusually good, large sales be-

ing reported. Smoked meats are scarce, the supply being only about equal to the demand. Prices are very firm. The market is now well supplied with local grown potatoes, and there has been a rapid decline in prices. They are now quoted at \$1.25 per bushel, which price is considered quite reasonable for the time of year. Receipts of eggs are falling off and so is the demand. Prices were advanced during the week, and it is expected that they will go still higher. Choice Nova Scotia stock is now quoted at 19 to 20c., while P.E.I. stock is quoted at 18c.

Dealers are much interested in the butter market, as a result of the reports from Great Britain and other places on the condition of the market. Receipts of butter are only fair. Farmers have been busy hay making and have given little attention to butter. Choice creamery prints are quoted at 22 to 23c., and fair quality in small tubs is being sold at 20 to 21c. The general feeling in the market is that prices will advance, though increased receipts are expected after the farmers house their hay.

Reports from the Annapolis Valley show that the fruit is ripening well. While the crop will not be a large one, the apples give promise of fine quality. Canadian and English buyers are already visiting the orchards in the valley and some of them have options on the fruit. The crop of plums promises to be good and of fine quality. Some plums from Ontario were marketed during the week and found good sale. The fruit was small, but of good flavor.

Jobbers are placing good orders for canned goods. The old stock on the market is very low, and dealers are buying only sufficient to tide them over until the arrival of new stock. Fruit continues in good supply, and prices generally are high. Two small shipments of American apples were received during the week. California Bartlett pears are very high and dealers say there is no money in handling them as the fruit ripens so quickly. At retail, the price is quoted from 40 to 50c. per doz.

Fresh fish was unusually scarce all week, due principally to the presence of hordes of dog fish on the coast. It was impossible for the fishermen to set their trawls owing to the presence of these pests. Some mackerel were taken, but the price is high. One fisherman from the Western Shore, who netted one hundred fine fish, brought them to the city and disposed of them for \$14.

ONTARIO CROP REPORT.

THE August crop bulletin of the Ontario Department of Agriculture, just at hand, contains the following regarding conditions on Aug. 1:

Fall Wheat—The harvesting of this crop was begun rather later than usual in most sections, but the weather was favorable for cutting, and with the improved machinery now in use many had completed the work, and some had even threshed before the 1st of August. The crop will be a big one, as regards the yield per acre, more especially in the Lake Erie counties. Most of the Fall wheat stood up well, and there was not so much "lodging" as is usual in the case of a heavy crop. A number of correspondents speak of rust, but in almost every case it was described as being

only slight. Some complain of the grain as being somewhat shrunken, while others speak of it as being plump; it may be generally classified as a fair sample. Three or four correspondents mention injury from either midge or joint-worm, but all are silent as to the presence of the Hessian fly, which for the previous four years has been devastating wheat fields. In short, 1905 may be classed as one of Ontario's best Fall wheat years.

Spring Wheat—Comparatively little Spring wheat is now grown in the western half of the province, and in the eastern half the crop appears to be also decreasing in popularity. The fields were yet green, as correspondents reported, but cutting was expected to be general during the week beginning Aug. 14. The crop is described as being full in the head, with good straw, and promises more than an average yield. Odd mention only is made of rust.

Barley—This grain, like the other cereals, will go considerably over the average in yield per acre. The condition of the crop is variable, some correspondents speaking of much injury from rain and lodging, while others describe it as being first-class both in point of yield and quality. However, most of the barley raised in Ontario is now fed to live stock on the farm, and the matter of discoloration of the grain is not so important as it was some years ago when the bulk of the crop was raised for malting. While some were starting to cut about the 1st of August, most of the crop was more likely to be harvested about the middle of the month. Several correspondents speak of barley and oats being sown together as a popular feed mixture.

Oats—While in a few localities oats had been cut as correspondents reported at the beginning of August, the bulk of the crop had yet a week or two to ripen. The yield promises to be one of the largest, both as regards acreage and total yields, several correspondents classing it as the finest crop in years. High lands gave magnificent yields, but in low places it suffered considerably from the wet. The straw is described as being long, bright, and stiff, and the heads as being well filled, although in some cases lodging is complained of. Rust was reported in a few instances, and two or three correspondents spoke of the presence of wire-worm.

Rye—The acreage of rye is comparatively small, and much of it is sown for pasture or soiling, and not for the grain. The yield per acre is above the average, and the grain is of good quality. The crop was harvested this year just a little before Fall wheat.

Peas—During the last four or five years the acreage of peas in this province has shrunk by about one-half, owing to the ravages of the pea weevil, or, as it is popularly called, the "bug." This season, happily, the pest is mentioned only to tell of its absence. The crop has been injured more or less by rain, nevertheless the yield per acre will run over an average. In the newer districts of the northern portion of the province the yields are among the best. The pea harvest was expected to cover about August 10 to 25, as most of the fields were quite green as correspondents wrote.

Beans—Where grown as a field crop, and give promise of a large yield per acre, notwithstanding damage from heavy rains at the time of planting. The crop had still two or three weeks to

ripen when reports were received, but it was then looking well, although occasional mention was made of the presence of cut-worm.

Hay and Clover—The season has been a remarkable one for this crop, cutting ranging all the way from the last week of June to the end of July. In fact, on the first of August there was some hay yet to mow in various localities, Fall wheat and other cereals having ripened before the heavily-covered meadows could be cleared, and there being also a scarcity of labor. Hay cut early was more or less injured by rain, but that harvested later was housed in fine condition. The average yield for the province will be among the best on record, although the big yields are chiefly in the western and central counties. In the opinion of most correspondents, timothy did relatively better than clover. Like the grain crops, hay is reported as being remarkably free from injury by insects.

Flax—Flax is not so largely grown as formerly. The plant this season is generally described as being long, and of good quality of fibre, although owing to the crop being so heavy much of it got knocked down and tangled. Pulling had just commenced as correspondents wrote and the weather was then most favorable for the operation.

Hops—Very few correspondents outside of the County of Prince Edward have anything to say regarding hops. Those reporting were most favorable in their comments upon the condition of crop.

Tobacco—The growing of this crop is confined mainly to Essex and Kent in the west, and to one or two counties in the east along the St. Lawrence. Although the plant suffered considerably from wet weather early in the season, it made good recovery, and its general condition was classed as good by most of those who reported on it. Early planting is in better condition than that put in later. There are a few complaints of cut-worm.

Potatoes—A large yield of potatoes is promised, and of good quality. Some of the seed rotted on low land, owing to the wet weather just after planting, but comparatively few correspondents anticipate rot in the new crop. The bug, as usual, was present in large numbers, and in some cases an extra dose of paris green had to be applied. Bordeaux mixture for potato blight appears to be coming into favor with Ontario farmers.

Roots—The scarcity of labor, and the crowding of harvesting, forced a number of farmers to neglect their roots, and some fields are rather weedy. Nevertheless all classes of roots promise a good yield, especially mangels and sugar beets, which are doing better than turnips.

Fruit—All varieties of berries have yielded well, and grapes also promise well. Apples will be poor in point of yield, but the quality will be rather above the average. In many sections there will be barely enough for local consumption. Peaches have done better, and may be classed as from fair to good. Some correspondents report good yields of plums, while others claim an almost complete failure. The common red cherry did well, but other varieties were a disappointment. The reports regarding pears, as in the case of plums, vary much, but they have done better than apples. Correspondents account for the rather poor orchard crops, first,

Clark's Meats Have Been Tested And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. *He Knows* he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?

from lack of pollenization, owing to the wet and cold weather prevailing during the blossoming period, and, secondly, on account of many trees failing to fully recover from the effects of the severity of the last two Winters.

Bees and Honey—Bees came through the Winter in good condition, considering the trying nature of the season, and there was active swarming—in many cases too much of it. There was an abundance of nectar, relatively more in the field than in the forest, but frequent rains prevented bees from taking the fullest advantage of the situation. The average yield of the province will be about 50 pounds to a colony, Spring count, the yields ranging from 10 to 125 pounds, according to locality and the skill of the apiarist. But little mention is made of foul brood or other disease, and bees were quite thrifty as correspondents wrote.

Pastures and Live Stock—Reports are practically unanimous as to the favorable condition of pastures, several correspondents in various sections of the province declaring that Summer pastures were never better. Live stock of all classes were doing well, although in some of the St. Lawrence counties flies were very troublesome. There was a remarkably steady supply of milk during the season, but the flow was decreasing as August approached. Immense quantities of both butter and cheese have been made, but very little of either article remains in the hands of manufacturers. The creamery industry appears to be still growing in favor. The prospects are good for Fall pastures, and there will also be an abundance of hay, roots, corn, and other fodder for Fall and Winter requirements.

Corn—While there is great diversity in the reports concerning the condition of corn, the general tone may be considered favorable. The crop got a decided setback about the time of planting, owing to cold and wet weather, and the outlook for corn was most discouraging. The very favorable weather of July, however, brought growth along with a bound, and it is now likely that corn fields will give a full yield. Correspondents are generally of the opinion that corn for the silo will be relatively ahead of cob-corn in yield. A few reports question the possibility of the crop fully maturing before frost, but there are not enough of these to be regarded seriously. There are not so many com-

The GRAY, YOUNG & SPARLING CO., Limited

Salt
Manufacturers

Granted the highest
awards in competition
with other makes.

WINGHAM
Established 1871

GENUINE
PRATTS ASTRAL
LAMP OIL

Sold in all countries and recognized as the
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

TRADE WITH ENGLAND

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

"Commercial Intelligence"

(The address is 168 Fleet St.,
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The cost is only 6c. per week. (Annual
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Moreover, regular subscribers are allowed
to advertise without charge in the paper.
See the rules.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

COMMON SENSE


KILLS { Roaches and Bed-Bugs
Rats and Mice

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

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

Write for prices.

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:
C. E. Colson & Son, Montreal
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J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

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

'WELLINGTON' KNIFE POLISH

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

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

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

All Jobbers.

Sugars Ltd., = Montreal

Quality—THE BEST
Price —RIGHT
Profit —GOOD

Satisfies Consumers
Brings Repeat Orders

Such is

EAGLE BAKING POWDER

J. H. MAIDEN, Agent
MONTREAL

plaints regarding the poor quality of seed as in the preceding two or three years.

VEGETABLE MEN ORGANIZE.

The officers of the recently formed Ontario Vegetable Growers' Association purpose organizing branches of the association in connection with the leading cities and towns of the province.

The association will receive a government grant this year of \$800. It purposes using this money to hold a large convention for vegetable growers at the time of the horticultural exhibition in Toronto next November, and also offering prizes for a large vegetable exhibit at this show. The prize list for the show has been already completed.

THE GROCER'S BEST ADVERTISEMENT.

Have you ever thought that your delivery wagon can be made your best friend? It covers the very ground it is your interest to serve; it is seen by just the identical customers you want. Send it forth, then, clean, well-painted and attractive, let it be your "silent" traveler. It's worth while.

WHALE FISHING DECLINES.

Judging from the reports received from Cape Breton factories around the coast and those at Labrador, the whale fishery seems to be declining. On an average it takes a hundred whales to make a factory pay and except the factory at Balena, very few of the factories had over fifty whales up to Aug. 7. The opinion that prevailed amongst many fishermen last year that the extinction of the whales meant the departure of the caplin and consequently the codfish from the coast is now regarded as an erroneous one, not upheld by the facts in evidence this year as regards the caplin.

TO BRING TRADE.

How few average grocers give proper consideration to their window display, and yet what can excel an artistically displayed window show. Just as a man's prestige depends upon his appearance, so the clean, well-arranged store window is the index to the interior of the store, and the customer judges accordingly.

WILL HAVE CORN EXCHANGE.

The New Westminster B.C., city council is at present considering the advisability of establishing a corn exchange in connection with the public market in the city, and if the scheme is carried out successfully, it will be the first of its kind in British Columbia.

The idea of the exchange is to provide means for the farmers to bring their oats, wheat and other grain in to market and dispose of it to the retail trade, and thereby realize better prices than they receive at present from the large milling companies which purchase almost the entire crop.

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

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

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery, wholesale or retail; had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [33]

TRAVELERS WANTED.

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

TO LET.

WAREHOUSE in Calgary, newly built, wired for electric light and with railroad siding facilities; basement, 44' x 32'; ground floor, 44' x 32½'; first floor, 73' x 48'; with or without heat as tenant desires, also elevator if required. Apply to Wm. Head, P.O. Box 104, Calgary, Alta. [33]

WANTED.

MILLER wanted, young man, single; capable of taking watch; not afraid of work; state wages and references. R. A. Thompson, Lynden. [f]

MILLER wanted to take charge of fifty-barrel sifter mill; must be competent, strictly sober, and able to come at once; state wages and qualifications. J. A. Brackenridge, Nottawa. [f]

BAKER wanted at once; must be first-class on cakes and bread, and strictly temperate; steady job to right man; state experience and wages with board. Phone or write, Box 386, Midland, Ont. [f]

EXPERIENCED salesman for cigar and tobacco business; references required. 62 King east, Toronto. [f]

POULTRY, FISH, GAME AND OYSTERS.



259 PORTAGE AVE.

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

THE EVIL OF OVERBUYING.

(By W. E. Davis in Commercial Bulletin and Northwest Trade.)

THERE are plenty of careless retailers, and the Northwest with its rapidly developing country, its new towns, and the rough and ready retailing in those towns may have more than its share. There are retailers endeavoring to sell merchandise at a profit who should be following a plow, for too many times a good farmer has been spoiled while one name more is being added to the list of poor retailers. There are retailers who mean well, but don't know how and seem unable to learn. There is the same percentage of dishonest men in retail stores as in every other avenue of business.

Then there are two more classes; the retailer who has the brains and the money to run his own business, and the retailer who is dishonest, has fair ability, not enough cash, wants to do the right thing, asks for advice, receives a big assortment of it, and wriggles his way through a maze of trouble from year to year. From what I have observed, I believe that this last-named class constitutes a large part of the retail world.

The Retailer Who Overbuys.

This retailer who seems to lack the clean-cut decision and judgment which characterize the first-class business man, overbuys in at least three years out of five. He puts in the other two "catching up" with his wholesale house, and trying to study the experience account. In a year like 1902 when the boom was in the air, he caught the infection. As the steady procession of traveling salesmen went by, each relating a wonderful story of prosperity, and the big Fall trade which every town would surely have, he "loaded up." Many of them are still trying to unload. With many it will take another year.

A merchant who is quite well known over a section of the Northwest, became firmly convinced after his numerous talks with traveling salesmen, that last year was the time to make a killing. His whole career as a merchant has been such that during the past five years the credit departments with whom he has had dealings have impressed upon him the need of going slow. But early last year he became filled with enthusiasm over prospects. He capitalized the prospects. Every salesman of whom he bought, as far as can be learned, told him to take on plenty, as the Fall trade would be something immense, and he should have enough goods. He had enough.

This merchant is one of the best fellows you could meet in a four-days' ride. If you suggest his name to the traveling salesman who sell him, they would say, almost in concert: "Fine fellow, royal

good fellow, but he don't know when to stop."

Your model jobbing house is divided into two principal departments. One sells, the other collects. The business of the merchandise end is to get rid of the goods at a fair profit. The business of the credit end is to see that the accounts are kept within reasonable limit, that the terms are adhered to, and that cash or other material evidence shows up on settlement day.

Model Jobbing House.

The good credit man will, as far as he can consistent with safety, use his best efforts to increase the business. It has been proven that a bunch of nerves and an assortment of timidity make a poor combination at the credit desk. But notwithstanding that the credit department constantly aims to make conservative business men out of the merchants with whom it deals. While the sales department is out on a campaign, retailers are being given heart-to-heart talks by the credit man, and many times is the good advice given, "Make the wholesaler carry as much of the stock as possible."

The same mail that carries a score of letters from the credit desk advising a conservative policy, carries instructions from the various departments to the salesmen to get to work harder on certain lines. Between this pull and haul is it any wonder that the well-meaning retailer finds that his inventory tells a disappointing story of too many goods?

I contend that the wholesale house shapes the business character of the retail merchant more than any other factor or influence. As between the two departments of wholesaling, the pull of the sales department is more forceful than the haul of the credit department, because the sales end is steadily applying the whip while the influence of the credit department is felt at less frequent intervals.

What is the remedy? There is none at hand. It is a condition with which the gradual evolution of business methods must be allowed to deal. More united action among wholesalers on some of the more important points would help things. Probably a better understanding among the managers of sales departments in each line would work some benefits. But while the chase for trade is hot, please remember that if the retailer is unable to stand the gait, and overbuys, he should not be expected to stand more than half of the blame.

Education of the Retailer.

The education of the smaller retailer into a better business man will be one of the developments of the future. Two influences will work this out as far as

it can be done, the credit men and the trade press.

Every year sees the machinery of wholesaling brought nearer the desks of the various departments within the house. Twenty years ago the traveling salesman was a more independent factor in trade than he is to-day. He stood between the customer and the house, and in a majority of instances stood with the customer in a dispute. He reasoned rightly that if he had the trade with him, he had little to fear from the house. If the customer kicked on an item of interest, the traveling salesman kicked too. You who have been years in Northwest trade will think of some exceptions to this rule. But the traveling salesman of twenty or twenty-five years ago represented more power and privilege than the traveling salesman of to-day, and, generally speaking, he was liberal with his concessions.

The Solution.

The policy of wholesale houses to-day is to bring the customer as much as possible in close touch with the house. The advertising department, with its catalogues, daily circulars and constant reminders, keeps the customer interested. Mail order business may show no increase which can be termed revolutionary, but it is increasing. Better mail service, better railway service, the telephone, and other potent factors in the nation's progress have brought these changes in wholesale methods. Territories are being cut down, and, while the population in all districts has increased, the big increase in traveling salesmen representing the same house in those districts, shows that the general policy trends towards keeping the house in closer communion with its trade. Under this policy it is evident that wholesale houses do not need as high-salaried men to perform their road work as they did fifteen and twenty years ago, and the percentage of tried men whose information and advice counts in the credit department will be less. There may be some traveling salesmen who will take exception to this. They can count themselves as exceptions. I realize that out of the army of salesmen in the Northwest, there are many high-class men. I speak only of what I consider is a general tendency in methods of merchandise distribution.

All this means that the education of the retailer along conservative lines must be carried on more than ever from the credit desk. You know that the fewer traveling salesmen on your staffs who can advise the retailer tactfully and wisely, the more work must be done direct. Then it follows that the centralization of this influence in the credit department will be steadily accomplished

as the salesman becomes more of a salesman and less a well-balanced counselor to the retailer.

The next ten years will probably witness big advances in methods of communication between the large centres and the rural districts. We are not worrying about the retailer in the big centre. He can take care of himself and fight it out with his neighbor. The men in whom you and I are interested are they who are building their fortunes on the prosperity of towns and villages which gather around them the trade of as wide an area as possible, depending upon the enterprise and aggressiveness of the town and its merchants. Conditions are now arising, which threaten, from a trade standpoint, the independence of these towns, which would lessen their importance and which tend to decrease the importance and the prosperity of the local merchant as a factor in trade.

Broader Competition.

I do not want to be termed a pessimist. While the conditions I refer to are not favorable for many men now in the retail business, I believe that the change will bring better retailers, and I believe that with fair treatment, the small retailer, as a class, will hold his own against the big fellows in the big centres. But the small retailer must bring his business nearer a strictly business basis than most of them have done to date.

Competition is a far broader problem for the retailer than fifteen, or even ten years ago. In addition to the competition of his neighbor merchant, and possibly the merchants in the nearby towns, he must now meet the invasion of the numerous big mail-order houses, which, with their wonderful systems, are flooding the homes around him with attrac-

tive advertising matter and samples of goods. The mail-order house strikes at every business man in the town, from the dealer in threshing outfits to the dealer in pills. The rural free delivery has been a big help to these concerns, and an incentive toward the establishment of many. Rural free delivery of course has come to stay. It is in line with progress. The local merchant cannot stand in the way of progress, and does not want to. He must meet these new conditions with new methods. He must become a better merchant. He must learn that he cannot expect to compete with any considerable amount of his capital tied up in goods he is not using, and some of which he will not use for months. Such investments add to the cost of doing business, and the retailer of the not-far-distant future must give that expense account more attention than he has if he is to succeed in the trade battles now ahead of him.

Here in the Northwest the days of easy money in retailing are almost past. Retail merchants who have made big money retailing in the past fifteen or twenty years could not do it by the same methods in the next fifteen.

We like to talk of a long profit. When we see a retailer who makes a big profit we consider him a star merchant, providing, of course, that he is reaping his profit on any considerable volume of business. But the long-profit retailer must go, and in his place we will have the man who fights back mail-order-house competition by selling at a fair profit and the smallest possible expense. Retailers may not get rich as rapidly, but they will study their business more, pay more attention to it, and be more conservative simply because conditions will force them to.

RETAIL MERCHANTS' ASSOCIATION OF CANADA

Sixth Annual Convention, Toronto, August 14 and 15, 1905.

THE sixth annual provincial convention of the Retail Merchants' Association was held in the offices of the association on Monday and Tuesday, the 14th and 15th inst. A goodly array of delegates from the different branches were present and also several prominent visitors from Quebec Province. The meeting was presided over by the president, A. L. Geen, Esq., of Belleville, and the committee of welcome was headed by His Worship the Mayor of Toronto, Controller J. J. Ward, Esq., and R. A. Donald, Esq., past president of Toronto Branch of the Manufacturers' Association.

The address of welcome so ably given by His Worship the Mayor of Toronto, Thos. Urquhart, Esq., was by no means lost on the happy crowd of retail merchants assembled in the somewhat spacious committee room of the association. He congratulated the secretary and executive on the right royal way they had engineered the Act through Parliament whereby once and for all the evils of the trading stamp were ended.

He gave to the retail merchants a place of first importance in the progress of the Dominion. He had in his early days spent several years behind the

counter of a country store and knew full well that no one had a better opportunity than the retail merchant to obtain a fine knowledge of his fellows and at the same time be a power of influence in the community. He believed in organization; it was good for the people, good for the merchant and good from a municipal standpoint. He welcomed the delegates to up-to-date Toronto with its up-to-date retail merchants and progressive associations. The same line was followed by R. A. Donald, Esq., the late president of the Toronto Branch of the Canadian Manufacturers' Association.

The delegates from Montreal replied to the opening speeches at some length, pointing out the evils that had been worked by the trading stamp business and heartily welcoming the incoming of the new law, and expressing the hope that a future conference might be an interprovincial one and that the business men of Canada would shake hands, regardless of race, creed or distinction.

A. L. Geen, Esq., of Belleville, the president of the association, after bearing testimony to the very excellent work of the secretary, called for the reports of the secretary and treasurer. The secretary's report revealed some interesting

facts in connection with the association. In 1902 they numbered only five branches. In 1903 they had increased to eight branches, in 1904 to twelve branches, and at the present time stood at sixty-five branches, with a total membership of 5,000. They had added 1,651 new members during the past year. There were some 50,000 retail merchants in the Province of Ontario, many of whom were ripe for membership. He considered the association had now reached a paying basis; they had closed the previous year with a deficit of \$1,500, but the year under review had nearly wiped that out, the deficit now being only \$143.

By far the most important thing before the meeting was the question of amending the constitution of the association so as to take in the Dominion, and it was decided that this be done in conference with the Quebec visitors.

Among the many subjects down for discussion were those of "Pedlars and Transient Traders," "Special Fire Insurance Rates for Retail Traders," "That Fees for Examining Weights and Measures be Abolished," "To Obtain Special Contracts for Power and Light," "Better Cartage Rates for Retail Traders," "To Reduce Quantity of Adulterated Foodstuffs Placed on Market," "Corporate Bodies to be Amenable to Law in Same Manner as an Individual," "The Laxity of Customs Officers Regarding Smuggling in Border Cities," "The Restriction of American Money in Canada," "The Inadvisability of Traders' Excursions in Interest of Retailers."

A further subject which created great excitement was the suggested introduction of a system of scheduling delinquent debtors and advertising them in the society's paper for the information of the members and as a means of securing settlement. Several committees were formed for the purpose of reporting on these subjects and handing them to the executive committee for action. On Tuesday morning the meeting reformed to receive the report of the committees and to confirm the resolution as revised by them.

By the remarks of various members of the association, whilst the "Pedlars and Transient Traders" were under discussion, it was learned that the municipal authorities have full power to cope with this nuisance by bringing into force the power conferred on them to regulate the amount of license upon such class of traders, up to \$100. In some districts this has been done, with the result that these people are conspicuous by their absence. The favored plan appeared to be to fix a minimum license of \$25, which at once put the small class out of the field. This matter was left with the executive committee for handling. The amended constitution was read, discussed and agreed upon, practically the same as recommended by the committee. In consequence a Quebec branch will be at once formed at Montreal.

The officers for the ensuing year were then under consideration. The president was re-elected unanimously, Mr. H. C. Ellis, of Ottawa, being in great favor as first vice-president, and Mr. W. B. Zieman as second vice-president. Mr. Fred C. Higgins, treasurer, and Mr. E. M. Trowern to continue as secretary. The meeting fully endorsing this by unanimous vote.



CHASER SOAP
Does the Work

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers
See that you get them

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House 86 St. Peter St., Montreal

THE OTTAWA MARKETS.

Ottawa, Aug. 16, 1905.

THE continued good weather seems to keep the farmers at home, gathering in the crops. The majority of those on the markets these mornings are market gardeners. In some lines the market was very brisk, but vegetables were dull. In dairy produce, print butter sold at from 23 to 25c. per lb., and creamery also at the same price. Dairy butter sold at from 20 to 22c. Eggs ranged from 18 to 20c. per doz. The following prices prevailed:

Poultry.

Spring chickens, per pair, 80c. to \$1.10; chickens, per pair, 75c. to 90c.; chickens, per lb., 10c. to 12c.; turkeys, per lb., 15c.

Dairy Produce.

Print butter, 23c. to 25c.; creamery butter, 23c. to 25c.; tub butter, 15c. to 17c.; pail butter, 18c. to 20c.; cheese, 10c. to 12½c.; honey, in comb, per section, 12½c. to 15c.; honey, extracted, 8c. to 10c.; new honey, per section, 13c. to 15c.; lard, per lb., 15c.; lard, 20-lb. pail, \$2.25; fresh eggs, per doz., 20c.; eggs, packed, per dozen 18c.

Vegetables.

Savory, per dozen bunches, 30c. to 40c.; horseradish, per pail, 60c.; new potatoes, per bag, 80c. to \$1; new potatoes, per gallon, 10c.; cabbages, per dozen, 25c. to 30c.; onions, per bag, \$1.75 to \$2; radishes, per dozen bunches, 10c. to 20c.; lettuce, per dozen, 30c.; rhubarb, per dozen bunches, 25c.; onions, per gallon, 15c. to 20c.; beets, per dozen bunches, 10c. to 15c.; string beans, per gallon, 10c.; cauliflower, per dozen, 30c.; green peas, per gallon, 10c.; carrots, per gallon, 10c. to 15c.; tomatoes, per bushel, \$1 to \$1.25; tomatoes, per gallon, 15c.; Spanish onions, per crate, \$2.50; cucumbers, per dozen, 10c. to 15c.; corn, per dozen, 10c.

Fruits.

Lemons, per dozen, 15c. to 20c.; lemons, per box, \$5 to \$5.50; oranges, per box, \$4.50 to \$5; bananas, per bunch, \$1 to \$2; gooseberries, per basket, 50c. to 60c.; plums, per box, \$1.20 to \$1.50; currants, red, 3 boxes 25c.; currants, white, 3 boxes 25c.; blueberries, per pail, 90c. to \$1; cherries, per basket, 60c. to 70c.; peaches, per box, \$1.25 to \$1.50; green apples, per bag, \$1.

* * *

The Ottawa Retail Grocers' Association met on Friday August 11, to appoint delegates to the annual convention of the Retail Merchants' Association, held in Toronto on Monday and Tuesday, August 14 and 15. The grocers will also wind up their business in connection with their picnic to Carleton Place on August 7. They expect to clear fully \$500. The delegates appointed were Messrs. H. Ellis, C. J. Prevost, and Fred. Forde.

* * *

Two new grocery stores have been opened in Ottawa during the past week—one by Mr. Ed. Gorman, corner Kent and Florence streets, and the other by Mr. B. Hust, corner King Edward avenue and Clarence street. Both report their first week's business as very good.

Order Them



Order Them

No others as good
No others as low-priced

FLOWER POTS, FERN PANS, SAUCERS, LAWN VASES, ETC. We ship the day order arrives. No. 2 assortment, Pots and Saucers:—5-8 inch, 7-7, 36-6, 50-5, 48-4, 9-10 (Hanging Baskets). Special Price, including crate, \$5.40, net. Special orders filled.

THE FOSTER POTTERY CO., HAMILTON, LIMITED.

WE IMPORT

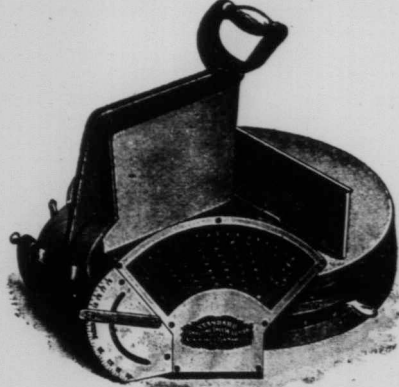
Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

THE STANDARD



Computing Cheese Cutter

INSURES PROFITS

ON CHEESE

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.
No grocer can afford to be without it.

Price and Terms Right. Write for Folder.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

Canadian Fruits

We are receiving daily
**BLACK CAPS, LAWTONS,
 BLACK CURRANTS, PEACHES,
 PLUMS, APPLES, PEARS.**

Canadian Vegetables

**TOMATOES, CUCUMBERS,
 GREEN PEPPERS, EGG PLANT,
 CORN, CABBAGE, ONIONS.**

**McWILLIAM
 Mc. AND E.
 EVERIST**

TORONTO, ONT.

Foreign Fruits

ORANGES, LEMONS, BANANAS.

Sundries

**SWEET POTATOES, LIMES,
 WATER MELONS.**

Phone Main 529 **THAT** 63 Front East.

the Trade is convinced of my ability to satisfactorily take care of country fruit orders is pleasantly proven by my daily increasing Business. Try me.

**TOM SMITH,
 Fruit Broker, - - - TORONTO.**

**TOMATOES, CUCUMBERS
 GREEN CORN, CABBAGE**

Buy from the Grower and get absolutely fresh stock.

**RIDGE HALL FRUIT FARMS
 E. E. ADAMS, Leamington.**

FRUIT AGENCY WANTED IN BRITAIN
 Green and Canned, not Jams

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

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

DRIED APPLES

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

**THE W. A. GIBB CO.
 Packers and Exporters
 5-7 Market St., HAMILTON**

GREEN FRUITS AND VEGETABLES

Mr. MacKinnon, commercial agent at Bristol, writing under date of July 31, says that the apple crop in Great Britain will be decidedly short this year. In Holland and Belgium apples will be quite under the average, while in Germany the crop is particularly light. All circumstances point to the prospect of a fairly firm demand for early apples from Canada, provided these can be landed in good, firm condition. Mr. MacKinnon, who is an expert on fruit, emphasizes the importance of careful packing and the free use of cold storage. He strongly urges that poor, scabby, or damaged fruit should not be sent over. If the early demands of the market are intelligently supplied, a firm and improving market will await arrivals of Winter fruit. He recommends that Canadian shippers should at least make a fair trial of Bristol as a shipping port.

An examination of the Nova Scotia apple-bearing districts shows that this year's crop, which should have been 600,000 bbls. under normal conditions, will not be more than 250,000 bbls., and may not exceed 200,000 bbls. The shortage will be chiefly in the late Winter varieties, although Gravensteins and Ribstons will also be a light crop.

Circulars from English buyers indicate a somewhat favorable market for early Canadian apples. These reports will undoubtedly stimulate shipments, and there may be a temptation on the part of the shippers to send forward immature and uncolored fruit. Such fruit will not grade No. 1, or XXX. Section 6 of the Fruit Marks Act reads as follows:

No person shall sell, or offer, expose, or have in his possession for sale, any fruit packed in a close package, upon which package is marked any designation which represents such fruit as of No. 1, or XXX, finest, best, or extra good quality, unless such fruit consists of well grown specimens of one variety, sound, of nearly uniform size, of good color for the variety, of normal shape, and not less than ninety per cent. free from scab, worm holes, bruises and other defects, and properly packed."

Mr. Eben James, commission merchant and exporter, Toronto, in his annual review on the fruit situation, says: "The fruit from Toronto east has more than half an average crop, but less than half a full crop, with quality generally good. Baldwins in many sections are light. Ben Davis and Russets well loaded. The crop of early varieties is not heavy. West of Toronto the crop is generally light, and in some districts decidedly scabby; there are, however, a few districts containing good fruit, but

generally speaking, the large producing districts are a failure. The fruit is growing large and should barrel well, especially as quality is good. In the United States, there is less than a 50 per cent. crop in the New England, Hudson River and Western New York districts, with quality in some sections better than the last two years. In the west the crop is scattering. The crop in England is very light, almost a failure, and Germany, Holland and Belgium are also very light."

Canada could now step in and supply the South African consumer with apples, which would meet with a ready demand, according to the report of C. M. Kittson to the Trade and Commerce Department. Large red varieties are most favored. They should be shipped in boxes containing about one-third of a barrel each. During the months of October, November and December the locally grown fruit is out of season, as is also Australian fruit, which country usually ships large quantities of apples and other fruits to South Africa.

ONTARIO MARKETS.

Green Fruit.

Toronto, Aug 17, 1905.

The home trade in fruit continues very good. The arrivals of Californian fruits are disappointing, nothing like sufficient is coming to hand, and prices are away up, keeping profits low. A car lot of California peaches has just arrived, of very fine quality, and big prices are expected. For some time the N.Y. market had been bidding for larger supplies from California, on account of shortage, and is paying better prices, which has, doubtless, turned the supply into that state to the disadvantage of Canada. Lemons have firmed up and show an advance of 50c.; bananas have eased off by 25c. California peaches have firmed up to \$1.75 and \$2; domestic peaches are coming to hand in good form and are getting to an even basis. Raspberries and red currants are struck out and Lawton berries at 9c. to 10c. are added; other prices remain unchanged. We quote:

Oranges, late Valencias, per box	5 00	6 00
Lemons, Verdilli	5 00	6 00
Lemons, California, per box	5 00	5 50
Bananas, large bunches, crated	2 00	2 25
Bananas, 8's, per bunch, crated	1 25	1 50
Bananas, 7-hand bunches, off track	0 75	0 85
Bananas, red, per bunch	2 25	3 50
Peaches, California, per crate	1 75	2 00
" domestic, per basket	0 50	1 00
Pears, California, per box	3 25	3 75
Plums, per crate	1 75	2 00
" domestic, per basket	0 75	0 80
Cantaloupes, Rockafords, per crate	0 75	1 00
" Indiana gems, per basket	0 30	0 40
Watermelons, each	0 75	0 85
Gooseberries, per basket	1 00	1 15
Huckleberries, per basket	0 35	0 40
Apples, new, per basket	0 35	0 40
rwtonberries	0 09	0 1

Vegetables.

The domestic trade has been remarkably slow since our last issue. The supplies, however, have not been coming to hand in abundance, so that no great difficulty has been experienced and prices

have, in consequence, kept their even basis. New potatoes are 10c. firmer. Tomatoes are pretty full supply and coming in in good condition at a drop to 25c. Sage and savory are now off the market. There has also been a drop of substantial nature in marrows, corn and parsnips. Other prices remain. We quote as follows:

New potatoes, per bush.....	0 50	0 60
Onions, per doz. bunches.....	0 15	
Spanish onions, per small crate.....	1 00	
" large cases.....	2 50	
Cabbage, Canadian, per doz.....	0 40	
Cauliflowers, domestic.....	0 75	1 00
Tomatoes, domestic, per basket.....	0 25	
Beets, per doz. bunches.....	0 20	
New radishes, per doz. bunches.....	0 20	
Carrots, per doz. bunches.....	0 20	
Cucumbers, per basket.....	0 25	
" Telegraph, per doz.....	1 00	
Outdoor lettuce, per doz. bunches.....	0 20	0 25
Waxed beans, per basket.....	0 25	
Water Cress, per doz.....	0 25	
Parsley, ".....	0 20	
Mint, per doz bunches.....	0 20	
Rhubarb, per doz. bunches.....	0 20	
Green peppers, per basket.....	0 75	
Kalamazoo celery, per doz.....	0 40	0 50
Canadian celery, per dozen.....	0 35	
Egg plants, per dozen.....	0 75	
Vegetable marrows, per dozen.....	0 50	
Green corn, per doz.....	0 10	
Parsnips, per bunch.....	0 50	
Squash, " doz.....	1 50	
Leeks, " bunch.....	0 50	
Kohl-Rabi, per doz.....	0 50	

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 16, 1905.

The condition of the fruit market is much the same as last week. The demand continues strong generally, although some jobbers think it is only fair. Judging from the appearance, stocks are much larger than last week, but mostly composed of such fruit as California pears, peaches and plums. Five cars of those were sold on Monday, Aug. 14, at auction, and brought the following prices:

Pears, \$3.40 to \$3.55 per box; peaches, \$1.55 to \$1.65; plums, \$1.85 to \$2.45. It is claimed they enjoy a good demand.

Bananas on the contrary have been very quiet owing to high prices and light receipts. Eight cars only came in, which is about one-fifth of average weekly arrival at Montreal.

Lemons are just as scarce as in previous weeks and prices are still high and firm. Blueberries from Lake St. John arrived at the beginning of this week, and are at present on the market, where they meet with fair demand; they are not very plentiful. Oranges are a little easier owing to small demand. Pineapples continue scarce, and in fair demand. We quote:

Pears, boxes.....	3 75	4 00
Plums, crate.....	2 00	2 50
Peaches, box.....	1 75	2 00
Apricots, crate.....	1 25	1 40
Apples, bbl.....	3 25	
Dates, per lb.....	0 04	
California cherries, box.....	3 00	
Bananas.....	1 75	2 15
Cocoanuts, per bag of 100.....	3 25	
Pineapples, 24 to case.....	5 50	
" 30 to case.....	4 75	
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	
California navel oranges, per box.....	4 50	5 50
New Messina lemons 30's.....	5 00	
" 36's.....	4 00	7 00
Apples Winter varieties.....	6 00	
Sweet potatoes, per bbl.....	0 10	0 12
Strawberries.....	6 00	
Cantaloupes, per crate.....	0 30	0 35
Watermelons, each.....	0 10	0 12
Raspberries.....	0 10	0 12
Blueberries, per box.....	0 80	

Vegetables.

A good and steady demand for vegetables and enormous receipts of home

ON AUGUST 24th

We open the Oyster Season for 1905 with our first shipment of
Delicious, Solid, Large

Long Island Sound Native Oysters

*Grown and shipped by H. C. Rowe & Co.
and handled exclusively by us.*

Without a peer for size, flavor or solidity of measure. Sold by **IMPERIAL MEASURE ONLY.** No guess work as to profits.
Get started with us and see your oyster business grow.

Window Signs Supplied

FRESH FISH

We are receiving **DAILY** Fresh Caught **TROUT** and **WHITEFISH.**
Quality best. Price Right.

WHITE & CO., LIMITED

HAMILTON

Phone 1115

TORONTO

Phone Main 4106

W. B. Stringer

"St. Nicholas"

J. J. McCabe

Is a brand of Lemons that has been on the market for years. It is not one of those "Here today—away to-morrow" brands. It will pay you Mr. Grocer to handle it. There is nothing else "just as good."

W. B. STRINGER & CO.

Sole Agents

WHOLESALE FRUIT BROKERS.

61 Front Street East, TORONTO

Early Crawford Peaches

will be in about August 21st. We will have a nice stock, also all other seasonable fruits. See us about your order.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Let us have your orders for

TOMATOES

This week they are cheap.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville;
C. P. Carpenter & Son, Winona; Griffith & Woolverton,
Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

Lawton Berries, Blue Berries, Peaches, Plums, Tomatoes.

CHOICE FRUIT

I have a select quantity of

Thimble Berries

which I can ship quickly. The prices are right too. You should see to these. Also the **E. D. S. Brand** of **Jams, Jellies, etc.** Don't miss ordering my reserves. The Eby, Blain Co., Limited, Toronto, are Toronto Agents for the **E. D. S. Brand** of Jams, Jellies, etc.; Wm. H. Dunn, agent for the City of Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest.

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

DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto - P. L. Mason & Co. **TH. J. PSIMENOS** ← Cullum St. E. C.
St. John - J. Hunter White LONDON, Eng.

FOR JULY'S HOT WATERHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

FRUIT GUARANTEED

Every crate, basket, etc., of "Crown" Brand Fruits has a guarantee in it. This is of immense importance to you. Add to that fact my shipping facilities and close quotations and—you should order.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S
Cream Soda Biscuits

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

Gunther's **Toasted Cherries**
are delicious
WRITE FOR SAMPLES AND PRICES
H. W. HUNT & CO., - - Canadian Representative
34 Church St., Toronto

grown products are the only features in this week's trade. In fact, cucumbers, carrots, cabbage, tomatoes, and celery arrive continuously, and in large lots. New domestic potatoes also show up pretty well on the market and meet with a very good demand. Good enquiries are made for home grown products, but last week's stocks, and specially on market days at Bonsecours market, were much too large for requirements, and at the close of the day many lines of vegetables were given away at ridiculous figures, some farmers clearing out their stock at 25c. per bbl., in order to get off home.

It is believed, but not confirmed, that the onion crop has been badly damaged by bad weather and bugs and, if it be true, the yield will be greatly reduced. We quote:

Canadian celery, per doz.	0 25	0 40
Bermuda onions, per box	1 50	
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches	0 50	
Canadian radishes, per doz. bunches	0 05	
Mint, per doz. bunches	0 11	
Parsley, " "	0 35	0 75
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	0 12	0 15
Egg plant, per dozen	2 00	
Green onions, per doz.	0 10	0 15
Egyptian onions, per lb.	0 02	
Yellow onions, in 80-lb. bags, per bag	2 50	
Green house water cress, per doz.	0 50	
Waxed beans, per bag	0 75	
Cauliflowers, home grown, per doz.	1 50	
Green peppers, per basket	0 75	
Cranberries, per bbl.	10 00	
New potatoes, bag	0 15	
Montreal cut timbers, doz.	0 40	
Home grown cabbage, per doz.	0 40	
Tomatoes, basket	0 35	0 40

MANITOBA.

Winnipeg, Aug. 16, 1905.
Green Fruits.

Prices are as quoted last week:

Blueberries, express from Kenora, per lb.	0 10
California Bartlett pears, per case	4 00
" " peaches, per case	1 50
" " Wicksen plums, per case	1 65
Washington pears	3 00
" " Italian plums (blue), per case	1 50
American Duchess apples, per bbl.	7 00
Late Valencia oranges, 12's	4 75
" " 15's	5 25
" " 17's to 25's	6 01
Fancy Cal. lemons, 300's and 350's	8 00
10c. off in 5-case lots.	
Bananas, fancy limons, per bunch	2 75 3 25
Pineapples, per doz.	2 50
Watermelons, per doz.	6 00

Vegetables.

We quote:

Parsley	0 40
Mint	0 45
Native onions, per lb.	0 04
Carrots, per bush	0 40
Beets, " "	0 80
Turnips " "	0 40
Potatoes " "	0 65
Celery, per doz.	1 20
Lettuce, per doz.	0 50
Radishes " "	0 50
Cucumbers " "	0 61
Green onions, per doz.	0 41
Egyptian onions, per lb.	0 03 1/2
New California cabbage, per lb.	0 12
Australian onions, per lb.	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb.	0 02
Tomatoes, (Ontario) per basket	1 50

ST. JOHN.

Green Fruits.

This is, of course, a Summer line. Bananas and pears are the big sellers just now. While bananas are unchanged, pears are high and very firm. Quality is good. Plums rather higher, stock fine. There is a fair sale for peaches. Some quite good apples are now seen. Oranges are about out of the market. Lemons are very high. In melons, just a fair sale is reported. Tomatoes still hold at rather high price.

PICKLING SPICE

The Pickling Season now in full swing warrants your selling the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.



White Dove Cocoaanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

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



Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer
for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC

Montreal

OTTAWA

Fresh and Cured Fish

AFTER THE SALMON RUN.

THERE will go into circulation in the City of Vancouver and vicinity, as a result of salmon-packing operations on the Fraser River this season, not less than \$1,500,000, and the amount may run to \$2,000,000. If the pack reaches the proportions estimated by the canners—and there is every reason to believe it will—the fishermen alone will receive on wage account no less than \$1,250,000.

The difference between what will be paid to the fishermen and the total expenditure on account of the fisheries is made up of wages paid to white, Indian and Chinese help in the canneries, office help, maintenance and repairs of canneries, tinplate, the manufacture of tins, cans, nets, boats, steamers, expenses incidental to operation of traps, and management expenses, which are no small matter when it is considered that over thirty canneries are running on the river this season.

It is estimated by the canners that 12,000,000 salmon will be packed this year. If the expectations are realized approximately 925,000 cases will be put up by the canneries by the end of the season on Aug. 25. While the price has not yet been announced for the sale of

the canned salmon, such a pack will be worth approximately \$5,000,000.

SUCCESSFUL OYSTER BEDS.

The oyster beds planted at various points in the coast waters of British Columbia this season appear to be thriving as well as was hoped by the most sanguine. In places where the planting has been regular the oysters are thriving splendidly. In one place not far from Nanaimo they show a growth of fully an inch in a period of about three weeks, going to show that eastern oysters can be cultivated in B. C. waters with the very best success.

ANNAPOLIS VALLEY FISHERIES.

The fishing industry, which has been not overly brisk the past few years in the Annapolis Valley, is reported to be better this year than any year experienced by fishermen since the year 1885. Mr. E. B. Eaton, overseer of fisheries for Kings County, has expended much time and care in his department of business, and is rewarded by seeing the Gasperaux River yielding the largest number of salmon and herring it has yielded for many years.

The lobster yield in localities and under the present regulations in regard to

close season and size limits, is decidedly on the increase.

There has been a lively fishing trade going on this year between the Valley and Boston and Digby markets. Mr. Weaver, of Port George, recently captured a halibut weighing two hundred and seventy pounds. It is to be regretted, however, that shad in Kings County have become practically extinct. The overseer reports that this is owing to the capture of spawn shad in the Annapolis and St. John rivers. The lack of this fish is especially felt in Scott's Bay and other spots where the industry had become one of the chief sources of livelihood.

The catch of other fish than shad this year has exceeded by one thousand the catch of any previous year in Kings County, and the outlook is promising.

NEW FISHING REGULATIONS.

A new regulation governing fishing for black bass, speckled trout, pickerel and maskinonge has been adopted, which provides that no small or large-mouthed black bass less than ten inches in length; no speckled trout less than six inches in length; no pickerel (dore) less than fifteen inches in length, or no maskinonge less than twenty-four inches in length shall be retained or kept out of the water, sold, offered or exposed for sale, or had in possession in Canada. Any fish mentioned of less than the minimum measurement named are to be returned to the water whence taken, alive and uninjured.

**LARGEST SALE
IN THE WORLD**



KING OSCAR SARDINES

Choicest Small Fish.
No Bones or Scales.
Purest Olive Oil.
Handsome Wrapped Can.
Patent Opener, No Solder.

THEY ARE THE STANDARD

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Agents

= CODFISH =

Are you offering to your customers the new **Acadia one-pound Tablets**. If not, why don't you get your share of this trade? You will be wonderfully surprised to find the enormous business to be done with this line, which we guarantee to be all Pure Atlantic Codfish; and

STRICTLY = FREE = FROM = BONES

Write us to send you further particulars about this line. It is packed in convenient and attractive form. *Order by name*—

Acadia one-pound Tablets

BLACK BROS. & CO., Limited
HALIFAX, N.S., CANADA

AGENCIES:

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

WORKS - LaHave, N.S.

FISHING STATIONS - Mecatani, Labrador
 Mutton Bay, Labrador

SEASON OF 1905



"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" RIVERS INLET BRAND SALMON

THE BEST
 MEDIUM-PRICED
 SALMON OFFERED
 TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, - - -	J. Alex. Gordon & Co.	Ottawa, -	J. Moffat Ross
Quebec City, - - -	Joseph Winfield	Winnipeg, -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, -	Grant, Oxley & Co.

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY



There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street
HALIFAX, N.S.

Board of Trade Building
MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Are You Selling Them?

MOTT'S
"Diamond"
and
"Elite"
CHOCOLATE

Canadian merchants have found MOTT'S Chocolates the most reliable and satisfactory goods in their line—Always the same and always most profitable.

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
R. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG.

3 PROMINENT
REASONS
WHY

STEWART'S

CHOCOLATES

should be in stock

Better Material
Better Made
Better Recommended

therefore you had

Better Order

THE
STEWART COMPANY
TORONTO LIMITED

BUYERS! ATTENTION.

1 lb. Tins - - 31c.

2 lb. Tins - - 60c.



Pure, Rich,
Delicious

When you buy "Le Cafe" de Madam Huot

you know that you have the best possible value for the money.

When you sell Madam Huot's Coffee

you know that you give satisfaction to your trade, and realize at the same time a legitimate profit.

When I advertise Madam Huot's Coffee

I know that it will please the consumer as well as the merchant, because it has the highest quality, without which advertising would only lead to ruin.

From Japan Ex. Str. "Nicomedia," via Portland, Oregon.

12	Half-chests	Condor IV	Japan, 2nd lot	.	.	.	27½c.
50	"	"	V " 3rd "	.	.	.	25c.
16	"	"	X " pan fired	.	.	.	25c.
50	"	"	XXXX "	.	.	.	21½c.

The finest in leaf and quality for the money.

25-40	lb. Boxes,	EMD	AA choice	Japan	at	.	27½c.
10	Half-chests,	Blue Jay,	Early crop,	basket	fired	Japan, at	27½c.

A beauty in leaf and cup quality.

100-30	lb. Boxes,	Condor	XXX	.	.	.	19½c.
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Prices being lower in Japan, I am importing better teas for the price, rather than give you cheaper goods—so that when you handle "CONDOR" to retail at 25c., 30c., 35c., 40c., and 50c.—you have the best the market ever saw.

ASK FOR SAMPLES! IT PAYS.

E. D. MARCEAU 281-285 St. Paul Street
MONTREAL

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

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

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

IRRESISTIBLY DELICIOUS



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

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

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

We Help You Sell



We advertise extensively, showing the people the merit of the goods and telling them that grocers keep a stock.

Perfection Cream Sodas

are therefore placed on your shelves with a good reputation ahead of them. That means, the initiative is taken by the public. Are you in line for SUCCESS?

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

MARKET NEWS FROM TRINIDAD.

Gordon, Grant & Co., Port of Spain, Trinidad, write, under date of July 27, that stocks of nearly all American food-stuffs are much smaller than usual, but that demand is entirely of a retail nature and the market dull and inactive in consequence. The demand for pork and lard is restricted, and prices continue to weaken. Pork loins, ribs, heads, etc., are, however, saleable at full prices.

Canadian split peas are getting scarce and improving in value, and there is an improved demand for oats. There have been no landings of Newfoundland fish for some time past, which description would now sell readily. For scale, as well as most kinds of pickled fish, there is but a restricted demand at present, and prices are nominal.

The cocoa trees have been pretty well cleared, and pickings will be on a small scale during the next two or three months. Weather conditions have been favorable for the young crop, which is progressing satisfactorily and giving

promise of good returns in the last months of the year.

THE NEW SUGAR INDUSTRY.

The Keystone Sugar Co. have bought the harbor docks, warehouse and land of the Whitby Harbor Co., a splendid site for the sugar company, with shipping facilities. The establishment of this involves an expenditure of at least half a million dollars. The town voted \$25,000 to be paid when sugar is made. Beets have been extensively grown for the last three years, and the farmers of York, Ontario and Durham counties will supply the factory next season. A thousand acres are under crop at the present time.

CATALOGUES, BOOKLETS, ETC.

The official prize list of the Fredericton Exhibition just to hand is deserving of special mention. The lists are long and full, and ought to induce very many exhibitors to take advantage of the Fredericton Exhibition, which is to be held this year on September 21 to 27 inclusive.

TRADE GOES

With the Grocer who goes with the goods. That is why some dealers who have stuck to

Southwell's
Jams and Marmalades

Find their customers on the alert to buy the reliables. Have you introduced **Southwell's** yet?

Frank Magor & Co.,
Canadian Agents **MONTREAL**



Lorimer's
Worcester-
shire
Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

A TRADE WINNER
FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,
No. 417 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

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

Shredded
Whole Wheat

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

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

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

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. **Limited**

RETURNED

SEP 19 1905

To Knapp
cut back 40
page 43



Tommy Atkins Interludes

Little Tommy Atkins,
You're a wonder with a gun.
You can march or fight all day
And think it only fun;
With the armies of the world
You're ready to compete
If you've only had for breakfast
A dish of **Orange Meat**.
(To be continued).

True Enough!
True Enough!

and what suits "Tommy" suits the
rest of the human family.

Orange Meat

is in a class by itself. Some grocers
are dropping other breakfast foods
and are giving their attention chiefly
to **Orange Meat**. It is certainly
worthy of every Grocer's attention,
for to be allied to it is to be allied to
Profit and Sure Sales. If you have
not ordered, write us to-day.

**The Frontenac
Cereal Co., Limited**
KINGSTON, ONT.

Flour and Cereal Foods

GRAIN RATES REDUCED.

THE Railway Commission have issued an order which requires the Grand Trunk and Canadian Pacific Railways to make a general reduction in rates from Ontario points to Montreal on grain and grain products for export. The action is a result of a complaint from the Dominion Millers' Association. It seems that from the Western States to Montreal for export what is known as the Philadelphia rate has been charged whereas shippers from Ontario to Montreal have had to pay the New York rate, which is two cents higher.

According to the new arrangement the percentage charges from Ontario will be reduced more nearly to a par with those ruling in the United States. In addition grain rates from Ontario to Montreal for export must be on the same basis as from the Western States to Montreal, the New York basis still applying to Portland and St. John. The effect of the order will be to place the Canadian miller on an equal footing in respect to railway rates with the miller in the Western States, who is competing with him in the European market.

It is thought that the reduction will benefit the farming community of Ontario as much as the millers, since it will enable millers and grain dealers to pay a higher price for grain. Montreal will also benefit as traffic which formerly went via New York or other United States seaboard ports can now be shipped advantageously via Montreal.

POOR TRADE RETURNS.

The figures of trade between Canada and Australia for the past year, according to D. H. Ross, commercial agent to Australasia, are disappointing. Imports from Canada were valued at £222,061, a decrease of £130,000. This decrease is due to the reduction in imports of flour and cereals. Australia has got over her bad seasons and is now exporting cereals largely. There has been a steady increase, however, in some lines, such as boots and shoes, drugs, medicines, perfumery, preserved fish, oilmen's stores, undressed timber, etc. Australia's exports to Canada increased by £5,000. A new law has been passed in Australia requiring sacks containing wheat or oats to be of a standard size.

DEATH OF VETERAN MILLER.

Mr. David Plewes, for years in the flour and grain business at Toronto, died on Aug. 13. Mr. Plewes came to Canada from Yorkshire, Eng., in the early fifties to engage in flour milling near Burlington, Ont. In 1869 the mills were enlarged and moved to Brantford. Fourteen years ago Mr. Plewes became first secretary of the Dominion Millers' Association, which position he held until he was sent to England some years later as the representative of a number of Ontario millers. In 1895 he returned from the Old Country and commenced business in Toronto as a grain

and flour merchant with offices in the Board of Trade, of which he was a member.

FRAUDULENT OATS.

According to Edgar Tripp, Canadian commercial agent to Trinidad, an inferior oat is being offered as "genuine heavy Canadian," which is not a Canadian oat at all, but what is termed in the United States "Clipped American No. 2." These oats are put up in imitation Canadian bags, and the deception is completed by each bag being marked "entered for drawback," the lettering only referring to the bags. Thus artfully prepared for consumption abroad, the shipments proceed from New York, while the reputation of the genuine product is correspondingly damaged.

CANNOT COMPETE.

Additional sub-ports of entry to Canada through the State of Montana have been denied the Great Northern and Northern Pacific Railroads. Both interests are anxious to secure a share of the grain traffic resulting from the opening up of new lands in the Provinces of Assiniboia, Saskatchewan and Alberta, and increased facilities of this kind would enable them to enter into active competition with the Canadian Pacific and the proposed Grand Trunk Pacific roads in the transportation of wheat to the eastern seaboard.

CEREAL NEWS.

The Sarnia Cereal Co. will manufacture and sell oatmeal and other grain products. Its capital is \$20,000.

By judgment of the court, C. J. Hurt, miller at Carberry, Man., has been ordered to pay an eastern firm a sum amounting to nearly four thousand dollars with costs for breach of contract on a flour order.

Prof. William Saunders, director of the Dominion Experimental Farm, is now making his annual tour of inspection through the Northwest. His reports wired to the Government Departments, Ottawa, indicate that this year's crops are the most promising he has ever seen.

Western crop reports continue uniformly encouraging. Unless something occurs to prevent the realization of present prospects the west will have much more than an average crop, and the estimate of one hundred million bushels may easily be reached, with correspondingly large yields in coarser grains.

NEW COMMERCIAL TREATY.

In view of the prospect of heavy losses from the Chinese boycott, and the decision of the German Government to end the tariff arrangement under which the United States and Germany now operate, President Roosevelt has partially decided to negotiate an entirely new commercial treaty with Germany.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE

to include this in your

FALL ORDER FOR PEEL

from your jobber.

AGENTS
ROSE & 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?



1/2

ROSE & LAFLAMME, Agents, Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

KEEP TOBACCO FRESH.

THE retailer should strive above all things to keep his stock of tobacco fresh. It does not follow that he need keep a large supply on hand; in fact, a small stock is preferable—as small as will allow for fair variety. If he is not overstocked he is in a position to turn it over frequently and there is only a small chance of any of his bulk tobacco and cigarettes growing stale.

It is strange, but true nevertheless, that the smoker occasionally strikes something stale in the most up-to-date tobacco stores. Perhaps it is a package of cigarettes or a plug of tobacco. Possibly the stock was poor in the first place. Nine chances out of ten, however, it is old stuff. The grocer or general merchant who makes any pretension to keeping a tobacco department must see to it that none of his customers have reason to complain on such grounds. Stale tobacco hinders sales and what is more it soon gives him a bad reputation which inevitably spells ruin to his tobacco department.

Every grocer should be careful to have his tobacco department stocked with choice fresh tobacco and keep it fresh at all costs. A good motto for the small storekeeper in his tobacco business is, "Keep a little but keep it good."

U. S. TOBACCO MANUFACTURES.

To summarize the latest returns from the U. S. tobacco industry for the fiscal year ending June 30, 1905: Every branch of the industry has shown progress sufficient to more than wipe out the reverses of the season 1903-'04.

Last year there was a decrease in the cigar industry of 22,573,633. This galling decrease has been wiped out by an increase of 185,920,437 in a total output of 7,589,337,207, against a total output of 7,404,316,770 in the fiscal year ended June 30, 1904. The decrease in 1903-'04 was cut down by the large increase in the production of little cigars amounting to 56,345,037, and of full-fledged cigars amounting to 153,442,714. The best month in the present fiscal year was August, 1904, closely followed by June, 1905.

The output of cigarettes also increased by 141,529,802 in a total output of 3,235,103,871; the production of manufactured tobacco by 5,838,100 lbs. in a total production of 334,849,110; and the production of snuff by 974,281 lbs. in a total production of 21,131,861.

NEWS OF THE TRADE.

E. Tripp, tobacconist, Trenton, has advertised his business for sale.

Nap. St. Amout has been appointed curator to T. Davis, tobacconist, Montreal.

Wils & Michaud have been appointed curators to J. Richards, tobacconist, Montreal.

TRADE INQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

869. Inquiry is made for the names of Canadian paper mills making "long elephant" 22 inches wide, 10 oz. and 12 oz., of 12 yard lengths.

874. A London firm wish to hear from Canadian exporters of caviare.

880. A London firm of importers of butter, cheese, tinned provisions and other produce wish to get into touch with Canadian shippers of these lines.

881. The export agents for a Norwegian firm manufacturing safety and sulphur matches wish to do business in Canada.

884. A Cape Town live stock importer, who is the contractor to the Table Bay Harbor Board, and the German Government in German East Africa, desires to get into communication with large breeders of horses and cattle.

885. An English firm offering good references are desirous of obtaining the representation of Canadian shippers of tallow, oil seeds, canned fruits and provisions and fruit pulp.

886. A Copenhagen house is seeking the representation in Denmark of a good Canadian oatmeal mill.

889. A Coventry firm are desirous of hearing from Canadian houses which import neckwear, tapes, confectionery rib-

bons, 5-inch scarves, and similar goods which may be made in ribbon looms.

891. A Cardiff firm state they are in a position to handle large consignments of apples, in the best condition and well packed.

892. Inquiry is made by a Newton-Addot firm for Canadian consumers of china clay and ball clay.

896. A firm of London importers would be pleased to receive samples of Canadian barley of the second grade (for brewing purposes) with quotations per 48 lbs. ex. steamer London.

897. A firm of Belfast ginger ale manufacturers wish to appoint sole resident agent for Canada.

SHOULD QUOTE C. I. F. PRICES.

Canadian exporters can afford to take a lesson from European competitors in the matter of quoting prices. In England and many continental countries, it is the customary thing for an exporter when quoting a foreign customer to quote c.i.f. prices; in other words, to make up a schedule of prices including cost of ocean transportation and all other charges to the consignee's port. Unfortunately this custom is not always observed in Canada. The manufacturer is inclined to send out his regular discount sheet with all quotations f.o.b. shipping point, or possibly sailing port.

To a foreigner with little or no conception of distances and freight rates in this country such quotations are meaningless. A liberal discount will not make much of an impression on him if he has to pay in addition to the cost

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

It's Just Like This

We are making Cigars that we **know** to be the best at the money made. So positive about this are we that we back up our convictions with our money. No dealer can lose on Payne's Cigars -- need ev r cut their price. These Cigars are fully advertised, and as a consequence are well known. They are the safest Cigars and the most profitable. Then how can you ever pass over our standing offer ?

**1,000 Cigars, express paid. Money back
for unsold stock at the end of 3 months**

Our **PEBBLE** (5-center) and **PHARAOH** (10-center) should form a part of every order.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Good Old T. & B.

Tobaccos have come and gone. **T. & B. stays.** Some grocers have been brought to selling **T. & B.** through smokers asking for it. Other grocers have worked up a big trade through advertising **T. & B.** in their local papers and by tastily displaying their stock. No end to what you can do with a good article like **T. & B.** Half your customers are smokers. Enrol them as **T. & B.** buyers. It is not hard to do.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

of the merchandise some unknown expense for delivery to shipping port, cartage to the vessel and then for ocean freight. Even when the manufacturer insists upon naming f.o.b. factory prices, very often he doesn't take the trouble to submit calculations from which his customer can estimate freight charges. In short his method is one that makes it as difficult as possible for a customer to ascertain the cost of goods delivered at his door.

OGILVIE FLOUR MILLS CO. ENTERTAIN.

ONE of the most liberal and appropriate courtesies ever extended by any corporation to a body of business men closely identified with its trade was that of the Ogilvie Flour Mills Co., Montreal, through their vice-president and managing director, Mr. F. W. Thompson, last Thursday, August 10, to the Canadian Association of Master Bakers and their ladies and co-workers. On the invitation of the Ogilvie Flour Mills Co., the C.A.M.B., who had held their fourth annual convention in Ottawa, were brought from Ottawa to Montreal in a special C.P.R. train. About three hundred delegates were met at the Windsor street station by Messrs. F. H. Hanson, S. Ogilvie and Lieut.-Col. Labelle, and cabs were taken to the offices, laboratories and mills of the company. After an inspection of the handsome premises and laboratories, the work of the latter being explained by Mr. Gray, the company's chemist, and the process of manufacturing flour at the up-to-date mills being studied with interest and profit, a return trip was made to the Windsor Hotel.

Here a splendid luncheon had been provided. The dining room was very tastefully decorated with flags and banners and the tables likewise with flowers, and in addition to this there was an orchestra, which poured forth beautiful music during the entire sitting. The menu was all that could be desired, and after full justice had been done to it by the merry gathering, Mr. F. H. Hanson, of the Ogilvie Flour Mills Co., who acted as chairman, proposed the toast of the King, which was responded to loyally, and then Mr. Hanson read a telegram from Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., regretting that he was not able to be present at such an important gathering of the master bakers, but he extended his welcome on behalf of the company and wished them

every success. Mr. S. Ogilvie was then called upon to address the gathering, which he did in a few well-chosen words, and then Lieut.-Col. A. E. Labelle, the local manager of the company, made a nice little speech. There were also speeches made by Col. McKeown, master baker, of Montreal; E. Parnell, of London, Ont.; and Jas. Acton, of Toronto, after which Mr. F. H. Hanson informed the association that several special cars were in waiting to take any who desired on a tour around the city.

Most of the delegates and their lady friends took advantage of Mr. Hanson's invitation, and the tour of the city's most interesting show places was enjoyed by all. To many of the visitors the trip was novel and a revelation of the greatness of Canada's commercial metropolis. All expressed themselves as most thankful to the Ogilvie Co. and its officials for the splendid outing and entertainment provided. The Grocer's thanks are due to the Ogilvie Co. for invitation to join in the inspection of offices and mills, and in a later issue will be published a full account of the mills, etc.

A SUCCESSFUL WESTERN FIRM.

THE first thing to attract the attention of any visitor stopping off at Regina, the present Territorial capital and capital-elect of the Province of Saskatchewan, is the store of the Regina Trading Co., Limited. Situated almost directly opposite the C.P.R. depot, it is a striking indication of the commercial strides Regina has made during the last few years. The store itself, which was illustrated in last week's issue of The Grocer, has a frontage of 128 feet, the largest frontage of any store between Toronto and Victoria, B.C.

The company was organized in 1898 at a time when the eyes of the commercial world were being turned towards the west. The first store built was 54x74 feet and was opened in August, 1898. Since then the business has assumed such proportions as to necessitate the enlargement and rebuilding of the first store and a further addition will be made next year giving a total depth to the building of 160 feet, with over thirty-five thousand square feet of space.

The company carry stock to the value of \$100,000 and give employment to 30 employees. The departments run are drugs and stationery, boots and shoes, clothing and furnishings, dry goods, hardware, china and crockery, groceries,

tinsmithing and plumbing. The officers of the Regina Trading Co. are: President, G. Michaelis; vice-president and general manager, J. F. Bole; secretary, A. E. Gibbons; director, F. Gentner.

TO REFINE RAW SUGAR.

An interesting announcement in connection with the establishment of a beet sugar factory at Whitby, Ont., by the Keystone Sugar Co., is the intention to manufacture sugar from imported raw sugars as well. The site at the harbor, commanding as it does, water freights from Montreal, will enable cane sugar from the West Indies and raw beet sugar from Europe to be laid down on their wharves at Whitby for but little more than at Montreal. Equipped with the requisite machinery for such refining, the factory will be in operation the rest of the year when the beet campaign is over, and afford employment for one hundred hands. Two hundred will be required during the beet sugar period from October to February.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

MCDUGALL

Insist upon having them.
D. MCDUGALL & SON, Glasgow, Scotland.

CLAY PIPES

KING BUFFALO

COME! THERE'S A WAY

To give your business an impetus. Carry good lines of profitable goods. Cigars are the goods.

KING BUFFALO CIGARS

are the Cigars. Every smoker knows them; Every smoker likes them. \$35.00 per M.; express paid on sample hundred if cash accompanies order; also on all time orders of 1/2 M. or over. **KING BUFFALO CIGARS** are packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, LONDON, ONT.

IS THE WAY

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 17, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
"Bee" brand, 48 5c. pkgs., per case	\$1 75
" " " 27 10c. pkgs. "	2 00
" " " 10 25c. pkgs. "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, 1 "	3 40
5-lb. " 1 "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
1 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " " 1 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, 1 lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	6 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
3 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Cleveland's—Dime.

1 lb.	\$1 00
6 oz.	1 50
3 lb.	2 30
12 oz.	3 80
1 lb.	4 25
3 lb.	5 50
5 lb.	15 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	Per doz. \$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 5c. oz. tins	\$3 50
" " " 36 10 " "	4 60
" " " 24 16 " "	4 50
"Beaver" brand, 24 16 pks.	4 80



EAGLE BAKING POWDER.

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	3 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Bluecol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/2 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Per gross	
5a size	\$2 40
2a size	2 50

BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	3 25
" " " 10 oz., cases, 48 "	3 25
" " " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

Per doz.

Cases of 5-doz. 5c. packages	\$0 45
" 5-doz. 10c.	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1-lb. tins	3 50
" " 1-lb. tins	2 00
" " fancy tins	0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55
Chocolates—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28
Icings for cake—	
Chocolate, pink, lemon color, lbs.	per doz. \$1 75
Orange, white and almond, 1-lb.	1 00

The reason why

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

should be prominently placed before every grocers' customers is that it pays to sell the **Best** in every line of food products.

Try a display window—now is the season when your customers are users of these goods. You can make a most interesting and profitable use of your stock now. **Push them**—you cannot get anything better in their line, for there is nothing better possible to be made.

EDWARDSBURG STARCH CO'Y, Limited ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.			
In lots of less than 100 books, 1 kind assorted.			
100 to 500 books	4c.	4c.	
100 to 1,000 books	3c.	4c.	
100 to 1,000 books	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		
50.00 "	12		



Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1.25
"	"	1.25
"	"	1.25
"	"	1.25
"	"	1.25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1.50
Clear jelly marmalade	1.81
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	0.07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0.06 1/2
7 and 14-lb. wood pails	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	0.07
7 and 14-lb. wood pails, 6 pails in crate	0.06 1/2
30-lb. wood pails	0.06 1/2
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1.45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0.09
7, 14 and 30-lb. wood pails, 6 pails in crate	0.09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0.40
Fancy boxes (36 or 50 sticks)	per box 1.25
"Ringed" 5-lb. boxes	per lb. 0.40
"Acme" pellets, 5-lb. cans	per can 2.00
"Acme" pellets (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
"Acme" 5-lb. cans	1.50
"Purity" licorice 10 sticks	1.45
"Purity" 100 sticks	0.75
Dulce large cent sticks, 100 in box

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3.60
3 cases of 4 doz.	\$3.50
5 cases or more	3 3/4

Mince Meat.

Wetthey's condensed, per gross net	\$12.00
per case of doz. net	3.00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1.40
"	2.50
"	5.00
Durham 4-lb. jar	per jar. 0.75
"	0.25
F. D., 1-lb. tins	per doz. 0.85
"	1.45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0.35
"	0.35
"	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. 0.25
"	0.23
"	0.22 1/2
4-lb. jars	per jar 0.70
1-lb. jars	0.25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1.50
"	1.40

T. UPTON & CO.

1-lb. 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

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$2.30
Corked	1.90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1.45
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Soda.

COOW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3.00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3.00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3.00.
Case of 5c. pkgs. containing 96 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
5 cases	2.75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	case
" 10 oz., cases, 96 pkgs.	"
" 16 oz., cases, 60 pkgs.	\$3.00

Soap and Washing Powders.

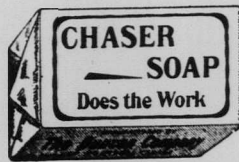
A. P. TIPPET & CO., Agents.

Table listing soap products: Maypole soap, Oriole soap, Gloriola soap, Straw hat polish.

BABBITT'S.

Advertisement for Babbitt's soap featuring a box illustration and text: 'each doz., \$2 per box.'

W.M. H. DUNN AGENT.



CHASER SOAP.

case \$2 40 Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

Table listing Gold Dust Washing Powder packages and prices.

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c packages or 50 5c packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

Table listing starch products from Edwardsburg Starch Co., Ltd., including laundry starches and culinary starch.

Culinary Starch—

Table listing culinary starch products: Benson & Co.'s Prepared Corn, Canada Pure Corn.

Rice Starch—

Table listing rice starch products: Edwardsburg No. 1 white, 1-lb. car., Edwardsburg No. 1 white or blue, 4-lb. lumps.

"Bee" brand starch—

Table listing Bee brand starch products: laundry, corn starch, borated starch.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Table listing Brantford laundry starch products: Canada Laundry, Aeme Gloss Starch, Finest Quality White Laundry.

Lily White Gloss—

Table listing Lily White Gloss products: fancy cartons, toy trunks, enameled tin canisters, kegs.

Brantford Gloss—

Table listing Brantford Gloss products: fancy boxes, Canadian Electric Starch, Celluloid Starch.

Culinary Starches—

Table listing culinary starch products: Challenge Prepared Corn, No. 1 Brantford Prepared Corn, Crystal Malt Corn Starch.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case... 4 75

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—

Table listing St. Lawrence culinary starch products: St. Lawrence corn starch, Durham corn starch.

Laundry Starches—

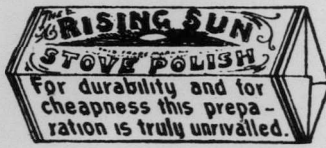
Table listing laundry starch products: No. 1 White, Canada Laundry, Ivory Gloss, Patent starch, Akron Gloss.



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50. Rising Sun, 3-oz. cakes, gross boxes 4 50. Sun Paste, 10c. size, 1-gross boxes... 10 00. Sun Paste, 5c. size, 1-gross boxes... 5 00.



W. H. DUNN, AGENT.



Enameline stove dressing, per doz... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Table listing Enameline products: Enameline No. 0, Enameline No. 0 65, Enameline liquid, Blackene.

Table listing Enameline stove dressing products: 2 lb. tins, 5 lb. tins, 10 lb. tins.

Large advertisement for Sutton's Ammonia featuring a banner with '16, GOLD, SILVER AND OTHER PRIZE MEDALS' and 'SUTTON'S AMMONIA FOR ALL HOUSEHOLD PURPOSES.' It also lists the manufacturer: G.F. SUTTON - SONS - & CO. OSBORNE WORKS, BRANDON ROAD, KINGS CROSS, N.

Table listing Small's Brand Standard products: 5 gal. tins, 1 lb. per can.

Advertisement for Salada Tea featuring a box illustration and text: 'SALADA CEYLON. Wholesale. Retail. Brown Label, 1's, retail at 25c... Green Label, 1's and 1/2's... Blue Label, 1's, 1/2's and 3/4's... Red Label, 1's and 1/2's... Gold Label, 1's...'

Table listing Kolona Tea products: Black Label, Blue Label, Green Label, Red Label, Orange Label, Gold Label.

Advertisement for Ram Lal's Pure Indian Tea featuring a box illustration and text: 'RAM LAL'S PURE INDIAN TEA. Cases, each 60 1-lb... 60 1/2-lb... 30 1-lb... 120 1-lb...'

Table listing Luella Ceylon Tea products: Blue Label, Orange Label, Brown Label, Green Label, Red Label.

Table listing Luella Ceylon Tea products: Blue Label, Orange Label, Brown Label, Green Label, Red Label.

Table listing Luella Ceylon Tea products: Red Label, Blue Label, Green Label, Japan.

Table listing Japan Tea products: "Condor" I, II, III, "AMD AAA Japan, "AA" 40, Blue Jay, "Condor" IV, V, XXXX, XXX, XX, LX.

Table listing Black Tea products: "Condor" Ceylon black tea in lead packets, Green Label, Grey Label, Yellow Label, Blue Label, Red Label, White Label.

Table listing Black Tea products: "Old Crow" blend, Bronzed tins of 10, 35, 50 and 60-lb.

Table listing Black Tea products: No. 1, No. 2, No. 3, No. 4, No. 5.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Table listing Empire Tobacco products: Smoking—Empire, Amber, Ivy, Rosebud, Currency, Old Fox, Pay Roll, Stag, Bobs, Old Fox bars, Fair Play, Club, Universal, Dixie.

Vinegars.

E. D. MAROEAU, Montreal. Per gal

Table listing vinegars: GMD, pure distilled, Condor, pure distilled, Old Crow.

Yeast

Table listing yeast products: Royal yeast, Gillett's cream yeast, Jersey cream yeast cake, Victoria.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

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JOHN W. BICKLE & GREENING,
GEORGE H. GILLESPIE,
JOSEPH CARMAN,

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THE W. H. WILSON CO., LTD.
TILLSONBURG, ONT.

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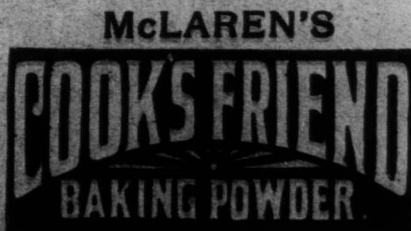
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To Owner
at Book
page 7



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Factories are all shut down for heated months and no more can be made until Fall.

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