

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, JULY 27, 1906.

NO. 30

You haven't sent us that list of your family customers yet. We want to mail them a sample package of

## Robinson's Patent Barley

—We want to tell your customers all about it, what  
—a splendid food it is for the little ones. We want  
—to tell them that **YOU SELL IT**—that will mean  
—business and profit for you.



**HURRY THE LIST ALONG**

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

## Benson's "Prepared" Corn

and

## Edwardsburg "SILVER GLOSS" Starch

have long been recognized as the leading COOKING and  
LAUNDRY Starches of Canada—

They do the work and do it better than any other starches—  
More need not be required. Why trouble experimenting with  
other brands.

ALL JOBBERS SELL THEM—

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

53 Front St. East,  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

## Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

## Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

**THE ALBERT SOAPS, LIMITED  
MONTREAL**

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

**THE  
CANADA SUGAR REFINING CO.  
LIMITED**

*Montreal*



**Y. & S.  
SCUDDER  
M. & R.**

STICK LICORICE

**ACME PELLETS**

**M. & R. WAFERS  
LOZENGES, ETC.**

and a complete line of

**Hard and Soft Licorice Specialties.**

Price Lists and Illustrated Catalogue on request.

## National Licorice Co.

Brooklyn, N.Y.

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

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

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

# The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

## *"Taylor's" Candied and Drained Peels*

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—*not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

## *"Thistle" Brand Canned Haddie*

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt or slime ever gets into the **"Thistle"** Brand. Open a can yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

---

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal  
20½ Front Street East, Toronto



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**BARBADOES, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESSWAN, BARBADOS.  
CODES USED—LIEBERS, Western Union, A. B. C., WATSON, SCOTT'S and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuezac, Papebiane.

**CHARLOTTETOWN, P. E. I.**

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

**HALIFAX, N. S.**

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

**MOOSE JAW.**

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

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

**MONTREAL.**

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacramento Street, Montreal  
TEL. MAIN 778. BOND 26.

**J. H. MAIDEN**  
425 St. Paul Street, MONTREAL  
Manufacturers' Agent and Commission Broker.  
Domestic and Foreign Agencies solicited.  
Special attention to introducing New Lines to the Trade.

**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.

**TORONTO.**

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

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

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

Direct Importation of  
**PURE OLIVE OIL**  
on Spot.  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

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

**QUEBEC.**

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

**WINNIPEG.**

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

**STUART WATSON**  
Manufacturers' Agent and Wholesale Commission Broker.  
Winnipeg, - Man.  
Highest References. Correspondence Solicited.

**WINNIPEG STORAGE**  
in BOND or FREE  
For all kinds of Merchandise. Negotiable Receipts Issued. Low Insurance.  
**TEES & PERSSE LIMITED**  
Wholesale Brokers and Warehousemen  
WINNIPEG CALGARY EDMONTON  
(Continued on page 4.)

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WHOLE OR GROUND  
1 and 2-lb. Sealed Tins Only.

THE

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THE



**RUSSELL**  
 Agents and Importers  
 East, Toronto  
 Correspondence Solicited  
 in 2647

**S. HOOPER**  
**HOOPER**  
 Real Estate Brokers and  
 Insurance Agents  
 Toronto  
 Commissions solicited

**ARRIER**  
 Flour, Grain  
 Agencies Solicited  
 Bank Building,  
 Montreal

**PEG.**  
 Your business to this  
 COUNTRY  
 on account to our  
 ADVANTAGE.  
 Established over 12 years  
**am & Co.**  
 Commission Merchants  
 MANITOBA

**WATSON**  
 Agent and Whole-  
 sale Broker.  
 - Man.  
 Correspondence Solicited.

**EG**  
**ORAGE**  
 or FREE  
 Merchandise. Negotiable  
 Low Insurance.  
**PERSSE**  
 and Warehousemen  
 EDMONTON

(on page 4.)

'Tis ever increasing—

*The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month.—There must be some good reason for it.—We can show you good reasons why you should push the sale of*

WHOLE  
 OR  
 GROUND

## "GOLD MEDAL" COFFEE

1 and  
 2-lb.  
 Sealed  
 Tins  
 Only.

*PACKED IN AIRTIGHT TINS—making a convenient package to handle—it reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired—It pays you a handsome margin—and with its steadily-increasing sale is the most profitable coffee on the market—Our name is on every tin—a guarantee of unequalled quality.*

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

THE **EBY, BLAIN CO.,** LIMITED, COFFEE IMPORTERS and ROASTERS  
**TORONTO**

# The Opportunity

for increasing **your** tea trade is **now**

Many tea consumers will change their Grocer in seeking to obtain better value.  
 Thus the **importance** of carrying, only, the best tea.

Let this be **YOUR** opportunity

PUSH

# Blue Ribbon Tea

THE PEOPLE'S FAVORITE

**THE BLUE RIBBON TEA CO., Limited, 12 Front Street East, Toronto**

Manufacturers' Agents—Continued.

WINNIPEG.

**W. A. TAYLOR**  
 BROKER and WAREHOUSEMAN  
 243 Main Street  
 WINNIPEG, MAN.  
 HIGHEST REFERENCES

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

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

**G. C. WARREN**  
 REGINA

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

**JOSEPH CARMAN**

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

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

Open for good Agencies. Correspondence Solicited

**G. B. THOMPSON**

Wholesale Broker and Commission Merchant

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

**JOHN A. CHEYNE**

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

**WINNIPEG STORAGE**

We make a specialty of storing and distributing car lots for

**EASTERN SHIPPERS**

Negotiable receipts issued  
 Low Insurance Rates reasonable

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

Warehousemen and Distributing Agents.  
 Best of references.

**WINNIPEG**

**NEW WAREHOUSE**

under construction

FOR SALE OR LEASE

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

RADFORD, 475 MAIN ST.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - - WINNIPEG

ESTABLISHED 1897

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

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.



This design a guarantee of quality.

**FIBRE WRAPPING PAPER**

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

**CANADA PAPER CO.**

TORONTO LIMITED MONTREAL



**CHINESE Starch**

The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.

OCEAN MILLS, - MONTREAL

OWEN SOUND.

**J. K. McLAUCHLAN**

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

**VICTORY**  
**DINNER RELISH**



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

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

**G. F. SUTTON, SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto  
 30 Hospital St. Montreal

From the "Star-Journal," St. Catharines. July 6th, 1906.

# AT THE SIMCOE CANNING FACTORY

**A Model of Cleanliness and a Credit to the City is "No. 18" of the Canadian Cannery, Limited, on Lake Street.**

In these days when the air is filled with rumors of the unsanitary condition of packing houses and canneries in various places, IT SHOULD BE GRATEFUL TO ST. CATHARINES PEOPLE TO KNOW THAT in the Garden City conditions the very opposite prevail.

To inquire into the actual condition of some of these places, a representative of The Star-Journal as he was passing the Simcoe Canning Factory, better known now as No. 18 of the Canadian Cannery, Limited, deemed it advisable in the interests of the public to visit the premises. A request at the office for permission to go through the factory was promptly granted, AND WHAT THE VISITOR SAW DURING HIS HALF HOUR'S STAY WAS ONLY OF A MOST GRATIFYING NATURE.

The houses provided for the employes are situated at the opposite side of the property from the factory, are neatly painted and furnished with iron bedsteads and other modern furniture, while the sanitation is well attended to by good waterworks and sewerage connection.

Large quantities of strawberries, cherries and beets of excellent quality were found, awaiting the employes who have charge of the assorting of them. These are divided into three grades. Some of the fruits are made into jam and placed in gallons or barrels, but the major portion of the fruit is put up into the familiar tin cans, to be had from all dealers.

ENTERING THE FACTORY PROPER, ONE IS STRUCK WITH THE AIR OF CHEERFULNESS AND CLEANLINESS EVERYWHERE. The walls

and ceiling are painted white, and the floor is kept quite free from dirt or filth of any sort, such as might have been found in similar factories in days past. That the place may be easily kept in this condition, a sewer was constructed underneath the floor the entire length of the building, and the floor laid with a three-inch fall, so that when the hose is turned on each day and the floor flooded, all refuse and dirt is swept off at once and carried away into the city sewer on Wellington street. In this department were found this morning seventy women hulling berries and ten working on cherries, besides twenty-five men and boys, all of whom were neatly dressed and none of whom bore even a suggestion of uncleanness.

A large number of the women employed in the factory were working on a Remington peeling table, made in Chicago, which moves continuously, bringing to the women the fruit to be hulled, and carrying away that finished. The fruit is nearly all put up in syrups, the syrugging being done by a machine made for that purpose. THE CANNING IS DONE ALMOST ENTIRELY BY MACHINERY, THE FRUIT NOT BEING TOUCHED BY THE HANDS OF THE EMPLOYEES FROM THE TIME IT IS Poured INTO THE CAN UNTIL IT REACHES THE CONSUMER, the counting, brushing, sealing of the cans and other parts of the process being done wholly by machinery. The goods are cooked in the cans after they are sealed, and then run into a vat of cold water and cooled, and then turned into small cases and taken to the shipping room.

The remarks as above are equally applicable to each of our THIRTY FACTORIES. In ordering Canned Goods it will pay you to stick to brands as follows, viz.: "Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

**CANADIAN CANNERS, Limited**



**E Starch**

Best in the world—For  
Bakers and Jobbers in the

MONTREAL

FOUND.

BUCHANAN

Merchant.  
and Steamship Agent.  
Canada

**ORY  
RELISH**

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

Awarded 16 Medals.

**SPECIFY IT  
IN YOUR NEXT  
ORDER.**

**G. F. SUTTON,  
SONS & CO.**

King's Cross  
LONDON, ENGLAND

CANADIAN AGENTS:  
MACLURE & LANGLEY, Ltd  
154 Pearl St., Toronto  
30 Hospital St. Montreal

## HOW IS YOUR TEA TRADE ?

A little slack, eh ? Not much sale for Greens ? Customers seem indifferent about it ?

We have met lots just like you. What you need is a tonic, a tea tonic for weary consumers. Have been drinking Green Tea of more or less merit for years and are tired of the dull sameness.

Well, just try them with Ceylon Teas and watch them sit up and take notice. The Ceylon Teas have now got the call, the public are taking hold of them because not alone of their superior flavor and drawing qualities but because they know them to be absolutely cleanly and healthful, "made" and put up by machinery, without the contamination of human handling.

Just try pushing Ceylon Greens a little and see how readily they go and what satisfaction they afford the customer.

**Ceylon** BLACK  
and  
GREEN **Ceylon**  
**Tea** win out on the  
Cup Test **Tea**

THE  
**OLD HOMESTEAD  
BRAND**

is the standard of excellence for canned fruits and vegetables.

When you buy Old Homestead goods you know you are getting what you pay for and that is

**Choicest of Prince Edward County  
Fruits or Vegetables**

processed while still fresh from the fields by men who know every detail of the canning business.

Every can bearing the handsome Old Homestead label is guaranteed. Old Homestead goods when once used are always asked for again. There is no better way of increasing the sales in your canned goods department than by making the Old Homestead Canned Fruits and Vegetables your leader.

If your jobber cannot supply you, write direct to

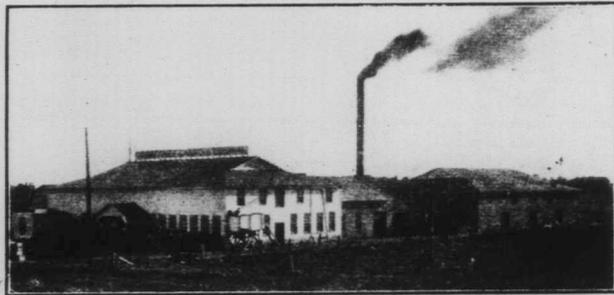
**The Old Homestead Canning Co.**

LTD.

PICTON, - ONTARIO

# CANADA'S PRIDE

## SEASON 1906



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

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

**NAPANEE CANNING CO., Limited**

W. A. CARSON, Manager

**THEY**

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

### CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

**EASY TO SELL**

**GIVES GOOD PROFIT**

and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,  
Agents, Montreal.

INDIAN  
INTER

For  
Over  
We  
Ceylon  
of 5 each  
For  
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fidence c  
Black, M  
Natural

**UNDISPUTED FACTS OF VITAL  
INTEREST TO ALL WHO SELL TEA**



The sale is now nearing the  
**15,000,000**  
packets per annum  
mark.

**For the first six months of 1906  
Over the corresponding ones of 1905**

**We have increased the number of consumers of "SALADA" Ceylon Tea in Canada by 57,020 persons, or 11,404 families of 5 each.**

**For the first six months of 1905 over 1904 we had a somewhat similar increase, or, in other words, we add to the users of "SALADA" over 50,000 persons every year.**

**Wouldn't it pay you well to push "SALADA" and "SALADA" only?**

**The above figures (which are absolutely authentic) show that "SALADA" gives better satisfaction than any other Packet or Bulk Teas on the market, otherwise, what is causing the steady growing demand?**

**Believe us when we tell you that it costs more to produce "SALADA" Quality of Tea, but when we pack it we have something to be proud of, and can guarantee it.**

**This alone should be a strong point in favor of every dealer, not only selling "SALADA," but using it as a foremost "Leader" in the Tea Department of his business.**

**For nearly 16 years "SALADA" has held the unassailable confidence of all who have handled it, and their number is legion.**

**Black, Mixed, or  
Natural Green.**

**Sealed LEAD Packets Only.**

**Wholesale terms on application.**

**"SALADA," Toronto-Montreal.**

# WINNIPEG and CALGARY



## TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

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

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

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

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

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

We are, Yours truly,

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

Established 1882.

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

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

Everything will be packed fresh.

## Riverdale Brand Canned Goods

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

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

## The Lakeside Canning Company, Limited

Wellington, - Ontario



### MOST PERFECT MADE.

*People of all nations  
use and praise*

### ROYAL YEAST CAKES.

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

ORDER FROM YOUR WHOLESALE GROCER.



Awarded Highest Honors at all Expositions.

## Lytle's Summer Drinks

These sweltering hot days will bring you additional trade if you keep stocked with—

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

No more staple goods for the Summer Season can be put on your shelves.

Ask your Jobber, or direct from the Manufacturers—

## THE T. A. LYTLE CO.

LIMITED

TORONTO, CAN.

And  
**She Trusted You!**

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

*Next Time Give Her*

**Windsor Table Salt**

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

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

**ROWAT'S**

The name that applied to

**PICKLES and OLIVES**

means

**Quality** the best  
**Profit** satisfactory  
**Business** increasing

You can't wish for more.  
All jobbers.

**READ BETWEEN THE LINES**  
**PURITY and QUALITY**

**REINDEER CONDENSED MILK**  
**JERSEY STERILIZED CREAM**  
**REINDEER CONDENSED COFFEE**  
**REINDEER CONDENSED COCOA**

**TRURO CONDENSED MILK CO., Ltd.**  
**TRURO, Nova Scotia.**

*R. S. McIndoe,*  
*120 Church Street,*  
*Toronto.*

*Agent for ONTARIO.*

W  
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Hi  
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P  
96-104

**WILLIAM GALBRAITH & SON**  
**WHOLESALE GROCERS**

68 MCGILL ST., MONTREAL

We control the sale of

**"CANADA'S PRIDE" CANNED GOODS**

FOR MONTREAL

The Best in the Dominion.

**Chase & Sanborn's**  
**High Grade Coffees—**

No matter what point  
of view you take, they  
still remain the same.

**Chase & Sanborn**

The Importers, = MONTREAL

**PICKLING SPICE**

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market - and a rapid seller—Now is the time for placing your order—

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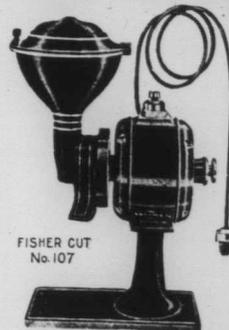


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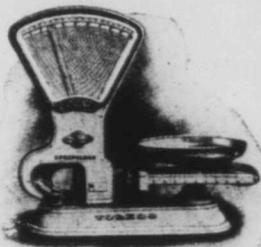
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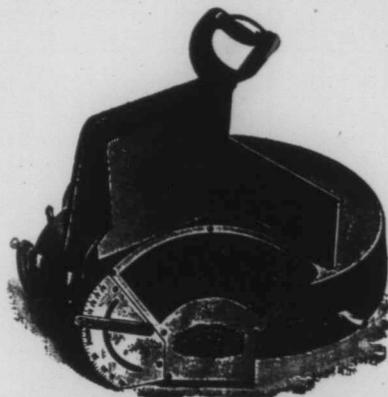
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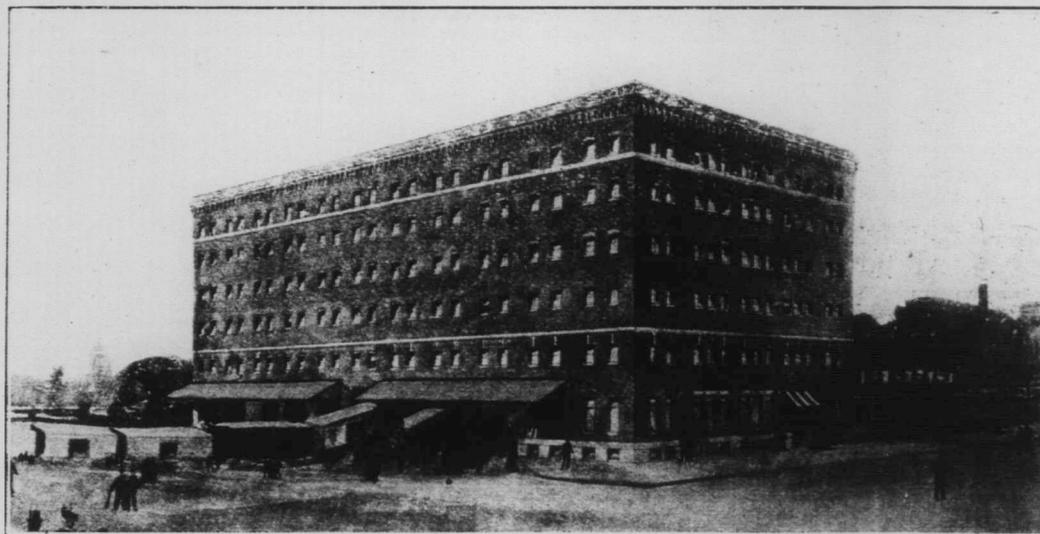
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A good Vinegar is as essential as wholesome green stuff  
**Our Vinegar — White, Cottell's Pure Malt —**

is 100 per cent. standard, with no adulteration, no acid:  
A perfect vinegar with natural flavor and aroma.  
Standing absolutely in the front rank. Its delicate bouquet gives the final perfecting touch to a salad. Let us mail you samples. Send us a card.

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Sales of **TARTAN** Canned Goods larger than previous seasons which testifies to the superior quality of the goods.

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Also Wagstaffe's Sealed Fruits in glass, superior to anything ever seen in Canada before. Quick despatch for mail or telephone orders.

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

REFINED CIDER  
SWEET CIDER  
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in half-barrels

Write for a Sample Order of their

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**ORDER NOW**

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Our Matches are cheap in price but not in quality.

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## FOR 1906 PACK

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

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

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This is no exaggerated statement. We have made a **SPECIALTY** of Peas for years, and Grocers who have handled our

**QUINTE GARDEN** and **SIFTED JUNE**  
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KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of **QUEEN BRAND** Peas. One trial order will prove all we say.

**BELLEVILLE CANNING CO.,**  
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**KING OF ALL PEPPERS**

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

Write for particulars and samples, to

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**SO PURE!**

No matter what brand you have used, just give this a fair trial. It is first in flavor, first in grain, and first in purity. Whether for dairy or table use, you will find it to your advantage to be acquainted with "the salt that's all salt."

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Shaker Salt is packed in cases of 2 dozen each—never gets hard.



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### High-Grade Tomato Catsup

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

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

We guarantee this Catsup to give perfect satisfaction.

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

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Let no Mince Meat be eaten  
that is  
not pure right through

In other words let the people eat that Mince Meat which is pure right through—

**"Nicholson's"**

ONLY ONE GRADE—THE HIGHEST  
ONLY ONE RESULT—SATISFACTION

If your order is received now for

**N. & B. JELLY POWDER**  
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**BROCK'S BIRD SEED**

your supply will be shipped by the "Lightning Line."



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

## WAGSTAFFE'S CANNED FRUITS IN GLASS

<b>Strawberries</b>	<b>Red Cherries</b>
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are superior to any Canned Fruits, in glass, offered in Canada.

Improved bottles, put up 1 dozen in case.

Only selected fruit used, packed the same day as picked.

All goods guaranteed.

Other lines will be added as season advances.

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ASK your Jobber for

**RIERA'S "Maple Leaf" brand**

**D. RATTRAY & SONS**

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## STATES PURE FOOD LAW

Resume of an Important Measure—Result of 27 Years of Agitation and Public Education—What is Adulteration—What is Misbranding.

After 27 years of agitation to that end, the American Congress at the close of its recent session passed a national pure food law. It is entitled: "An act for preventing the adulteration or misbranding of foods and drugs, and for regulating traffic therein, and for other purposes." The introductory section reads:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the introduction into any state or territory or the District of Columbia from any other state or territory or the District of Columbia, or from any foreign country, or shipment to any foreign country of any article of food or drugs which is adulterated or misbranded, within the meaning of this act, is hereby prohibited; and any person who shall ship or deliver for shipment from any state or territory or the District of Columbia to any other state or territory or the District of Columbia, or to a foreign country, or who shall receive for commercial purposes in any state or territory or the District of Columbia from any other state or territory or the District of Columbia, or foreign country, or who, having received shall deliver in original unbroken packages, for pay or otherwise, or offer to deliver to any other person, any such article so adulterated or misbranded within the meaning of this act, or any person who shall sell or offer for sale in the District of Columbia or the territories of the United States any such adulterated or misbranded foods or drugs, or export or offer to export the same to any foreign country, shall be guilty of a misdemeanor, and for such offence be fined not exceeding two hundred dollars for the first offence, and upon conviction for each subsequent offence not exceeding three hundred dollars or be imprisoned not exceeding one year, or both, in the discretion of the court: Provided, however, that no person shall be liable to the penalty of imprisonment as provided herein unless he knowingly committed the offence charged; provided further, that no article shall be deemed misbranded or adulterated within the provisions of this act when intended for export to any foreign country and prepared or packed according to the specifications or directions of the foreign purchaser when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped, but if said article shall be in fact sold or offered for sale for domestic use or consumption, then this proviso shall not exempt said article from the operation of any of the other provisions of this act."

## Definition of Food.

Section 2 provides that the Secretary of the Treasury, the Secretary of Agriculture, and the Secretary of Commerce and Labor shall make uniform rules and regulations for carrying out the provisions of the act. Section 3 provides that the examinations of food, etc., shall be made in the Bureau of Chemistry. Section 4 provides for the prosecution of

violators of the law. In section 5 the term "food" is defined as including all articles used for food, drink, confectionery or condiment by man or other animals, whether simple, mixed, or compound. For the purposes of this act, according to section 6, an article shall be deemed to be adulterated: "In the case of foods:

## What Adulteration is.

"First: If any substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

"Second: If any substance has been substituted wholly or in part for the article.

"Third: If any valuable constituent of the article has been wholly or in part abstracted.

"Fourth: If it be mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed.

"Fifth: If it contain any added poisonous or other added deleterious ingredient which may render such article injurious to health; provided, that when in the preparation of food products for shipment they are preserved by an external application applied in such manner that the preservative is necessarily removed mechanically, or by maceration in water, or otherwise, the provisions of this act shall be construed as applying only when said products are ready for consumption.

"Sixth: If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter."

## Misbranding Defined.

For the purposes of this act, an article is deemed to be misbranded: "In the case of food:

"First: If it be an imitation of or offered for sale under the distinctive name of another article."

"Second: If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package, or if it fail to bear a statement on the label of the quantity or proportion of any morphine, opium, cocaine, heroin, alpha, or beta eucane, chloroform, cannabis indica, chloral hydrate, or acetanilide or any derivation or proportion of any such substance contained therein.

"Third: If in the package form and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

## Must Not Mislead.

"Fourth: If the package containing it or its label shall bear any statement, design, or device regarding the ingredients or the substances contained there-

in, which statement, design, or device shall be false or misleading in any particular; provided, that an article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded in the following cases:

"First: In the case of mixture or compounds which may be now or from time to time hereafter known as articles of food, under their own distinctive names, and not an imitation of or offered for sale under the distinctive name of another article, if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

"Second: In the case of articles labeled, branded or tagged so as to plainly indicate that they are compounds, imitations or blends; provided, that the term blend as used herein shall be construed to mean a mixture of like substances, not excluding harmless coloring or flavoring ingredients. And provided further, that nothing in this act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods which contain no unwholesome added ingredient to disclose their trade formulas, except in so far as the provisions of this act may require to secure freedom from adulteration or misbranding."

Section 9 and section 10 provide for the determination of the standards of the various articles of food, while the concluding sections provide for the fines and penalties for guilty violators of the law.

The act goes into effect on January 1, 1907.

## VICTORIA, B.C., BOARD OF TRADE.

## Agricultural Products of the Pacific Province—New Officers.

The Victoria, B.C., Board of Trade at the recent annual meeting was addressed by Commercial Finance Minister Hon. R. G. Tatlow, who spoke glowingly of the Pacific Province's future from the standpoint of present achievement.

These officers were elected: President, J. A. Mara; vice-president, F. A. Pauline; secretary, F. Edworthy; council, R. P. Butchart, Geo. Carter, Capt. J. G. Cox, Jas. Foreman, Richard Hall, D. R. Ker, Simon Leiser, C. H. Lugin, T. W. Paterson, S. J. Pitts, J. J. Shallcross, R. H. Swinerton, H. B. Thomson, C. F. Todd and H. G. Wilson.

Board of arbitrators: E. V. Bodwell, Geo. Carter, Capt. J. G. Cox, Jas. Foreman, Geo. Gillespie, Richard Hall, Norman Hardie, C. A. Holland, S. Leiser, C. H. Lugin and T. W. Paterson.

The total estimated value of agricultural products during 1905 in the Province of British Columbia from statistics compiled by the Department of Agriculture, aggregated \$6,482,366, a gain of \$487,718 over 1904, to which the island contributed \$1,214,240; the principal items being: Fruit, \$37,440; butter, \$230,450; eggs and poultry, \$87,500; cattle, \$67,500; sheep, \$62,500; swine, \$37,500; hay, \$177,600; oats, \$91,560; barley, \$70,620; wheat, \$69,239; peas, \$25,600; potatoes, \$63,750. Other roots, \$155,000. The total products of the province aggregated \$53,000,000.

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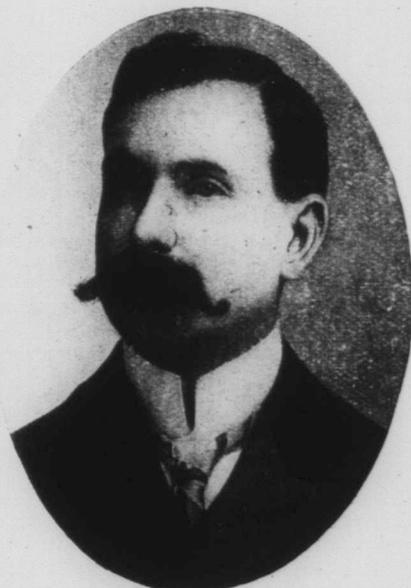
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## MONTREAL GROCERS' PICNIC

Auspicious Weather, Beautiful Location and Large Attendance Assisted to a Great Success—Banquet, Sports and Dancing—Boating on the Richelieu.

Clear, cool Summer weather, plenty of sunshine, yet no oppressive heat, came with July 18. So did the Montreal Retail Grocers' picnic. A more beautiful day than that on which the picnic was held could not be desired. Weather conditions were ideal for the holding of a picnic. And this was one of the facts



P. Daoust,  
President, Montreal Retail Grocers' Association.

number of the leading wholesale and retail grocers, travelers and members of the press. President Daoust congratulated the members on the way in which they and their families had turned out and thanked the various committees for their hard work in arranging for the day's outing and enjoyment. He welcomed the wholesalers and friends of the grocers generally. J. A. Beaudry, secretary of the Retail Grocers' Association, spoke of the good work done by the members and also referred to the unity that would make for power with them in all their dealings. He outlined the plan for a general provincial association when all grocers would get together and work for their general interests. Mr. Beaudry's remarks were received with attention and applause.

J. O. Levesque, one of the most popular grocery travelers, was called upon for a speech and enthusiastically received. Also Mr. R. Carrignan, of the traveling staff of Laporte, Martin & Co., both of these gentlemen showing themselves finished speakers.

J. N. Ethier, of Laporte, Martin & Co., Limited, replied on behalf of the jobbing trade and in the course of his remarks referred feelingly to the loss sustained by the grocery trade in the death of C. P. Hebert, of Hudon, Hebert & Co., Limited. The tribute paid by Mr. Ethier to the memory of the late Mr. Hebert was a most touching one and the kindly recollection was much appreciated and commented on by those present. Mr. Ethier in thus publicly honoring a departed fellow journeyer honored himself.

H. S. Nightingale and W. H. Seyler responded for their respective trade journals, Le Prix Courant and the Canadian Grocer.

Mr. Lanoreux, president of the Retail Butchers' Association, and J. P. Watson, president of the Retail Boot and Shoe Association, made appropriate and happy remarks, expressing their pleasure at being present with their brother traders and purveyors.

Members of the executive and the chairmen of the various committees, also spoke pleasant words to the united guests.

Everything went off without a hitch. The several committees delegated to look after the necessary arrangements, did their work well.

A special train consisting of fifteen coaches left Montreal at 9.15 and pulled up before the entrance to Otterburn Park around ten o'clock. Some seven or eight hundred persons attended the excursion.

Where the Elders Were.

At the banquet held in the dining pavilion, happy speeches were made by a

number of the leading wholesale and retail grocers, travelers and members of the press. President Daoust congratulated the members on the way in which they and their families had turned out and thanked the various committees for their hard work in arranging for the day's outing and enjoyment. He welcomed the wholesalers and friends of the grocers generally. J. A. Beaudry, secretary of the Retail Grocers' Association, spoke of the good work done by the members and also referred to the unity that would make for power with them in all their dealings. He outlined the plan for a general provincial association when all grocers would get together and work for their general interests. Mr. Beaudry's remarks were received with attention and applause.

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### Leaders of Sport.

The programme of sports was large, but competitors were numerous and each number was keenly contested. Several races were prepared for competition by the fair sex, which were well represented at the gathering. One of these was the Comfort Soap race, which was run off under the supervision of F. D. Cockburn and Fred Perry, representing the Comfort Soap Co.

The list of events and the winners follows:

100 yards race (open to chairmen of committees only)—A. Laniel, J. A. May-

nard, J. A. Beaudry, N. Chartrand, A. Sarazin, J. A. Labonte, P. Daoust, M. DeRepentigny.

50 yards race (open to grocers' daughters and employes under 13 years)—J. Brossard, Annette Sequin, Annette Daoust and Blanche Laniel.

50 yards race (open to grocers' sons and employes under 13 years)—P. Levesque, H. Laniel, E. Chartrand.

Race for members of committees, presidents excepted—J. A. Dore, A. Laurendeau, Decarie, J. Denault.

Race for wholesale grocers' employes—R. Traversy, R. Carrignan, A. Menard.

Race for wholesale fruit and provision dealers' employes—R. Langlois, C. Belanger, W. Lorrain.

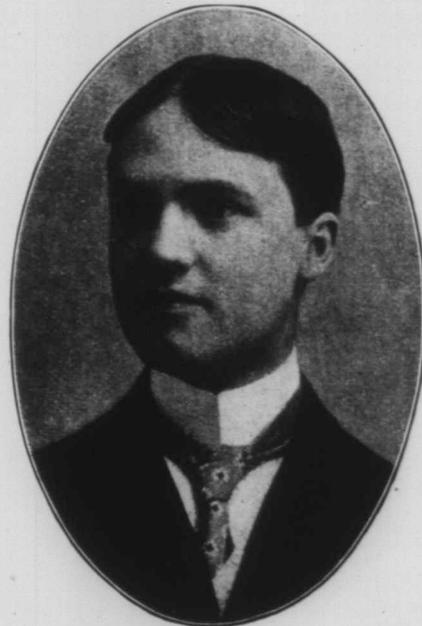
Race for retail grocers' employes—A. O'Brien, J. Picard, J. Murphy, R. Walsh.

Race for grocers, members of Retail Grocers' Association—J. A. Maynard, A. Laniel, J. Cardinal, J. P. Lussier, H. Dupuis.

Race for liquor, bread and biscuit drivers—E. P. Lalonde, J. Chauvin, H. Allard.

Special Comfort Soap race (open to married and marriageable ladies only)—Mrs. Thibadeau, Mrs. Dore, Mrs. Rhodes and Mrs. Sarazin, Mrs. Piton, Mrs. Murray and Mrs. De Repentigny, A. St. Denis.

Race for fat men (200 lbs. and over)—T. Leduc, T. Pleau, A. Malo, C. Creeley.



J. A. Beaudry,  
Secretary, Montreal Retail Grocers' Association.

Race for retail grocers—J. A. Sequin, J. A. Maynard, J. A. Dore, O. Decarie, P. Lefebvre.

Horseback race—Picard and Bourdeau, Walsh and J. C. Platt, N. Lalonde and J. R. d'Orsonvans.

200 yards open race, 100 yards with laced shoes on and 100 yards without

THE CANADIAN GROCER

any shoes—A. O'Brien, E. P. Lalonde, A. Bourdeau.

Sack race—A. Gauvreau, J. P. Lussier, J. R. d'Orsonnens.

Needle race (open to young girls and ladies)—Miss G. Lacroix, Miss Alice Poupard, Mrs. A. Rhodes.

Tug-of-War—Between grocers east and west of St. Lawrence street—Won by grocers west of St. Lawrence. Team: J. A. Dore, Landreville, J. B. Vanier, Rolland, Sequin, Creeley, Galarneau,



Jos. L. Ethier,  
Manager Laporte, Martin & Cie, one of the Judges.

Lussier, Denault, Upton, Brossard and Lariviere.

Throwing 16-lb. weight—M. S. Jamin, A. Malo, Lefebvre, C. Creeley.

Rifle shooting competition (open to members of association)—A. Laurendeau, C. Creeley, J. Higgins.

Special Ozo contest—A. Benoit, W. E. Sullivan, Carrignan.

Dance contest—A. Laurendeau and Mrs. Pepin, J. E. Brais and Miss G. Lacroix, L. M. Berthiaume and Mrs. Rhodes.

Judges and Committees.

The judges were: Jos. Ethier, A. G. Middleton, Walter C. Gaden, A. T. Hodge, J. E. Brown, W. H. Dunn, W. C. Whissel, Harry Clark, Armand Chapat, A. Norris, C. T. Wood, Z. Hebert.

The games committee consisted of A. Laniel, president, and A. Martel, T. Pleau, Decarie, J. A. Maynard, A. Sarazin, J. Denault, J. A. Dore, R. Dubois, A. Laurendeau, C. Grondin, G. A. Archambault.

Those on the general committee were: P. Daoust, president, and M. De Repentigny, E. M. St. Denis, A. Sarazin, N. Lapointe, A. Laniel, N. Chartrand, N. Sequin, J. A. Beaudry, A. Laurendeau, J. A. Maynard, J. A. Labonte, A. Guay, L. O. D'Argencourt.

Railway committee: J. A. Beaudry and J. A. Maynard, joint presidents, and C.

Lariviere, E. N. Lapointe, L. Demuy, N. Chartrand, A. Beaudoin, L. O. D'Argencourt, A. Bigaouette, E. M. St. Denis, P. Filion, J. B. Vanier, A. Sarazin, J. A. Labonte, E. Lariviere, A. Guay, W. Girardin, G. A. Archambault.

Subscription committee: M. De Repentigny, president, and P. Bruneau, A. Bastien, P. Daoust, J. A. Beaudry, J. A. Maynard, E. Tessier, G. A. Archambault, J. A. Labonte, R. Martel, N. Sequin, E. Upton, A. Laniel, A. O. Galarneau, T. Montepetit, H. Poirier, E. M. St. Denis, J. A. Dore, J. B. Vanier, J. I. Malette.

Printing committee: J. A. Labonte, president, and J. A. Maynard, A. Bastien, N. Sequin, J. A. Beaudry.

Reception committee: N. Chartrand, president, and E. O. Richard, J. A. Beaudry, P. Bruneau, E. Upton, N. Sequin, J. A. Maynard, A. Martel, R. Turner, E. Viau, A. Laurendeau, E. Lariviere.

Dance committee: A. Sarazin, president, and P. Bruneau, A. Laurendeau, J. B. Berthiaume, A. Bastien, A. Martel, J. D. Boileau.

Notes.

A large number came out on the noon train, swelling the attendance very considerably.

The waters of the beautiful Richelieu attracted many and boating parties were numerous.

It was a good move on the part of the games committee to allow only two prizes to the same individual.

Hudon & Orsali, wholesale grocers, distributed to the ladies a very handsome little fan, which was much appreciated by the recipients.

Prizes for the winners of the different sporting events will be distributed from the rooms of the association, 270 St. Catherine street east, on August 2.

N. Chartrand, president of the reception committee, and a past president of the association, did much good work and pleased all by his unfailing courtesy.

Everybody is in the hopes that the twenty-seventh annual picnic of the association will be as delightful and successful as was that held on July 18. The Grocer hopes so too.

Secretary J. A. Beaudry was kept busy all day. His work in arranging for the picnic and the interest he took in the running off of the day's programme had a great deal to do with the success of the affair.

Very artistic dance programmes were supplied those taking part in this amusement. Much credit is due the dance committee for the satisfactory manner in which all arrangements were made. Drouin's orchestra supplied the music.

Comfort Soap buttons were much in evidence during the day and the energetic representatives of that firm, Messrs. Cockburn and Perry, were kept busy in supplying the demand. Several balloons were sent up in the course of the morning.

The genial president of the association, P. Daoust, was wanted on every hand, and tried his best to be every

place at once. He succeeded in doing more than his share of work. He wore his usual sunny smile. Vice-president Upton was on hand early and helped make the event a success.

Tea and coffee firms were well represented. Walter C. Gaden was on hand as usual, with his hundreds of Red Rose tea calendars, which also, as usual, were all gone before twelve o'clock. A. G. Middleton representing Tamilkande tea was very much in evidence during the day also. A. T. Hodge, representing Chase & Sanborn, was kept busy during the day in the capacity of judge. J. W. Guenard represented E. D. Manceau.

The large wholesale houses of Montreal were well represented. In many cases one of the firm attended, but the greater majority of those representing wholesale houses were travelers. The Grocer noticed among others A. Christin, Viau Freres; J. H. Maiden, C. M. Benoit, Boivin, Wilson & Co.; J. Mainville, F. X. St. Charles & Cie; A. L. P. St. Denis, J. O. Levesque, Leduc & Co.; E. Menard, D. Masson & Co.; Mr. Snel-singer, Wingham & Sons; Jos. Ethier, manager; R. Carrignan, J. B. R. Carrignan, J. E. Sullivan, A. Patoine, L. Saucier, of Laporte, Martin & Cie; J. Fletcher, partner, J. Lussier, J. R. d'Orsonnens, Moquin, of Demers, Fletcher & Co.; W. S. Whissel, vice-president, E. Bergeron, director, N. Quintal & Fils; E. Bergeron, D. S. Perrin & Co.; J. D. H. Globensky, Geo. Moore & Co.; R. Langlois, partner, of Gunn, Langlois & Co.; J. A. Trepannier, Fortier & Monette.



A. G. Middleton,  
Of Tamilkande Tea Co., one of the Judges.

Lefebvre, Lefebvre & Frere; J. Bell, Laing Manufacturing Co., and J. A. Robillard.

WESTERN CANNERIES, LIMITED

A new canning company for Western Canada is being organized and Winnipeg papers have been carrying advertisements offering the stock for sale. The capital stock is placed at \$1,000,000.

TO

Annual Exc

"I've been for twenty years of Davidson & Corona Wednesdays the annual executive Grocers'

A high digni service, a depu who is summ aboard and rei Grocer repre who these peo best looking an area this seaso

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The greater r one hundred w went by the C soon as the ste the guessing co our, provided l MacLaren Bovril, and E. as an entertain performance ea was a pie-eatin ng was on the Campbell broug tals that looke spoiling pie. blueberry pie a tea to wash it which boy woi could it take 1

## TORONTO GROCERS ABROAD

Annual Excursion of the Retailers to Niagara Falls and Buffalo—It was the Most Successful Outing in a Score of Years.

"I've been attending these excursions for twenty years," declared S. E. Qua, of Davidson & Hay, on the good ship Corona Wednesday night returning from the annual excursion of the Toronto Retail Grocers' Association.



D. Bell.

A high dignitary of the Ontario civil service, a deputy minister, if you please, who is summering at Niagara, was aboard and remarked to The Canadian Grocer representative: "I don't know who these people are, but they're the best looking and best behaved crowd I've seen this season."

The crowd was the largest the grocers have ever had, the weather was superb, the trip was delightful, the guessing contests made great entertainment, there was not a flaw or mishap the whole day; everything made for success. The association's excursion committee were justifiably proud of their attainment. They were: R. Van Loan, president; R. B. Snow, vice-president; T. Clark, treasurer; D. G. Beaton, secretary; C. T. Coates, H. D. Kelly, J. S. Bond, D. McLean, A. Snyder, F. Thorn, F. Johnston, D. Bell, B. Panter.

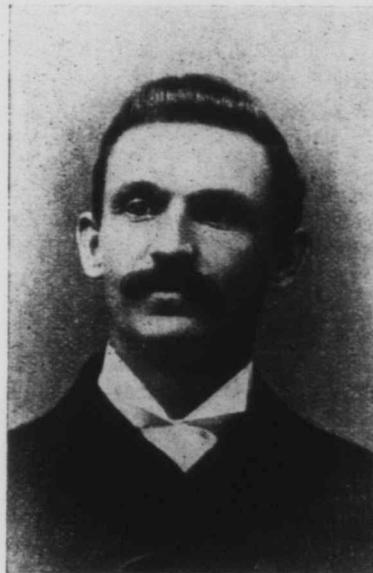
### Guessing Contest.

The greater number of the eight or nine hundred who joined in the excursion went by the Chippawa at 7 a.m. As soon as the steamer was well under way the guessing contests began. There were four, provided by Red Rose tea, the A. F. MacLaren Imperial Cheese Co., Bovril, and E. W. Gillett Co., Limited. As an entertainment the Red Rose tea performance easily took the palm. It was a pie-eating contest and the guessing was on the time. Manager Geo. E. Campbell brought with him four sturdy fellows that looked to have a capacity for despoiling pie. Each was given half a blueberry pie and a cup of hot Red Rose tea to wash it down. The guess was which boy would win and how long would it take him.

The pie-eating was brief but highly exciting. Everyone aboard wanted to see. Ladies, old and young, scrambled onto benches and frantically encouraged the lads to gastronomic speed. It took the winner, Roy Cameron, 1 minute 43 seconds to dispose of his pie and tea. The nearest guess was by Miss Mabel Bowen, 41 Stanley street, 1 minute 40 seconds, and the next by "Davey" Bell, the popular Yonge street grocer. The prizes were: 1st, 5 lbs. of Red Rose tea; 2nd, 2 lbs. of Red Rose. The timekeepers were R. F. Cowling, of T. H. Smith & Co.; R. Blackburn, of Davidson & Hay; Chas. Harlock, grocer, 716 Queen street east, and Mr. Spittal, of Pure Gold. The judge was Mr. McLean, grocer at McCaul and Baldwin streets, Toronto. On the home trip handsome blotters recording the contest, giving time and winners, were distributed.

### Weight of Baking Power.

The E. W. Gillett Co.'s competition was to guess the weight of Magic baking



B. Panter.

powder in a glass jar. There were 700 tries at it. Five were tied for first place, Arthur Butcher, J. Winchester, Mrs. Scollen, Miss Frett and T. Clark. The weight was 10 lbs., 5½ ounces. Three guessed half an ounce over and two a like amount under, so they drew lots for position and the luck fell in this wise: Arthur Butcher, 1st; Mrs. Scollen, 2nd; Miss Frett, 3rd. This contest was directed by Will Turpin. On the return trip he had a lot of grotesque masks which he distributed and many were worn. The advertisement was printed on the back.

The A. F. MacLaren Imperial Cheese Co. put up a large hotel jar of Imperial cheese in a handsome silver holder. The weight was 5 lbs., 8½ ounces. Charles Elms took the cheese and holder with a guess of 5 lbs. 8½ ounces.

Bovril set up a very handsome silver mug and filled it with beans. A. Muir

guessed nearest to the number of beans in the mug. His name will be handsomely engraved on the trophy.

### A Pleasant Day.

The morning sail on the lake was delightful. Upon arrival at Lewiston a train of ten cars and two engines was waiting for them and speedy time was made over the New York Central line to the Falls and Buffalo. Some remained to spend the day within earshot of the cataract, but most of the company went on to the Bison City.

They all got back tired but satisfied to take the 7.30 boat, the Corona, at Lewiston. As the big boat lay at her dock waiting for them the sun went down behind the Canadian shore, the rosy light faded from the battlefield of Queenston and the historic heights. It was very pleasant. And when all were on there appeared to be room on the big vessel for as many more. Everyone was comfortable and the sail home was pleasant as the passing of a Summer day. There was an orchestra along and quite a number engaged in dancing on the after deck.

### Wholesale Houses Represented.

The wholesale houses were well represented. Aboard were Speaker St. John, of the Ontario Legislature; Charles Ritchie, K.C.; Lew Kemp, J. A. McLean Produce Co.; A. W. Cormack, Wilson, Lytle & Badgerow; John Murphy and Mr. Marshall, Rutherford & Marshall; J. A. Taylor, T. Grant, Eby, Blain Co.; Phil Brown, John Sloan & Co.; Jas. Mortimer, T. Holman, H. Scully, Christie, Brown & Co.; C. Wilson, Todhunter & Mitchell; B. Cope, Gunnis Limited; Chas. Rupert, Taylor, Scott & Co.; Mr. Ruperi, Howland & Elliott; R. Maxwell, F. Hays, Per-



F. W. Johnston.

kins, Ince & Co.; Grant Fleming, T. Kinnear & Co.; Park Stevens, F. W. Humphrey; John J. Fee; W. J. Walsh, Fleischmann & Co.; H. Scott, Scott Bros.; W. E. Spittal, A. L. Gallow, T. R. Crowley, Pure Gold Co.; S. S.

(Continued on page 39.)

## ANGLO-SAXON TEA PARTY

The Buffalo grocers are said to be sore because their customers cross to Fort Erie on Fridays and come back with five-pound parcels of twenty-five-cent tea of a much better quality than they can see for fifty cents a pound. It is reported that an effort will be made to have a duty placed on tea, which is allowed in at present free of tax five pounds at a time.

There is more in this, we suspect, than the selfishness of a few Buffalo grocers, who would like to prevent other people saving money at their expense. It is the ancient political prejudice against tea, surviving the incident of Boston Harbor. Ever since the unfortunate affair of 1776 the United States has been a coffee-drinking country. They drank it first as a spite beverage, confusion, as it were, to the enemy; then they grew to like it; presently they became so addicted to it that they spoiled their stomachs and ruined their complexions. To such an extent has the vice grown that philanthropists, with an eye to the main chance, have devised cereal substitutes which have had great success. The dividends these moral reformers enjoy serve to show that the country is honestly striving to conquer its besetting sin. But, alas, the good these coffee emulsions do is constantly being undone by pie, the effect of which on constitutions already weakened by caffetannic excesses is said to be disastrous.

Amidst all its sufferings it is significant that the nation never seems to think of taking to tea. Nobody advertises it as a substitute. Travelers in New England tell us it is impossible to obtain there a cup of good tea. The fires of an old hatred still smolder, and they boil the unfortunate plant to death. In the west and middle west things are not much better. In the south they do not know the name. In the east they aim to make it so bad that the visitor will take refuge in coffee. Only in New York does it come to one as a cup that cheers but does not inebriate, but the restaurants set a high price on it, as who should say, "If you will betray your country by absorbing the pernicious fluid you must pay for it."

And yet tea is a good creature. It nourished the wits of Queen Anne's and other ages. Dr. Johnson fed his great mind and his huge body on it, and spite of a digestion as exacting as ever man's was, lived beyond the allotted term largely by its help. He was such a champion of tea, such a practical expounder of its virtues, that Burke suggested that the India Company should give him a pension. But Dr. Johnson is a bad example to cite, for this great tea-bibbing philosopher was a Tory, and it was on this very subject of his favorite tippie that he wrote the pamphlet, "Taxation No Tyranny," which was nasty medicine to the American colonies.

Tea, it will be seen, is a ticklish topic where Anglo-Saxons are concerned. At the same time we cannot side with the Buffalo patriots in their endeavors to

keep the quarrel open. John Bull and Uncle Sam are getting closer and closer together. Let our good Canadian tea be the libation poured to this new and delightful friendship. It was tea that drove us apart. Let tea bring us together again.—Toronto Star.

### LAST HONORS TO C. P. HEBERT.

#### Funeral in Montreal Largely Attended—Many Floral Offerings.

Last Friday morning occurred the funeral of the late Charles P. Hebert, whose death was announced in these columns a week ago. The attendance at the funeral, the sorrow expressed on all sides and the sympathy extended to the family of the deceased, gave further evidence of the high esteem in which this merchant prince was held on all sides. Every class was represented at the funeral. Business men turned out in force to do last honors to one who had for so long been one of them. Every commercial interest of importance in the city was represented. Judges, doctors, lawyers, insurance men, journalists and commercial men followed the remains to the church. The funeral left the late residence of the deceased, 117 Champ de Mars street, at nine o'clock for Notre Dame Cathedral. Here the funeral service was held. Floral wreaths were very numerous. A few who sent them were: Sir George Drummond, James Cleghorn, Col. J. B. MacLean, Canada Sugar Refining Co., employes of Hudon, Hebert & Co., Ontario Wholesale Grocers' Guild, Henri Jonas & Co., W. K. Womham, J. E. Quintal, L. A. Wilson, Notre Dame Hospital, family of H. A. A. Brault, Miss M. Hebert, children of Z. Hebert, Miss J. Hebert, P. Raymond, Jodoin, Maloney & Lawrence, P. Saint-Germain, family of John Hope, R. L. Innis (Hamilton), Misses J. A. and Cecile Gordon, M. Blackader, Mr. and Mrs. Stanway, Mr. and Mrs. Mourelle, Mr. and Mrs. A. E. Delorimier, Judge and Mrs. Robidoux, Mr. and Mrs. J. L. A. Racine, Mr. and Mrs. O. Flaherty, J. L. Normand, J. Normand, E. de Lirimier, family of T. Lefebvre, Judge de Lorimer, Mr. and Mrs. Ameye, Mr. and Mrs. J. R. Thibadeau.

Some of those present at the funeral were: J. A. Prendergast, J. Fletcher, H. Godin, J. Gratton, Colin Campbell, Dumont Laviolette, George Gillespie, H. A. A. Brault, president of the Chambre de Commerce, J. O. Beauchemin, A. H. Ewing, of S. H. Ewing & Son; W. H. Halford, T. Bienvenu, S. W. Ewing, Hon. J. D. Rolland, D. Masson, Ed. Mareean, L. E. Morin, J. L. Archambault, L. H. Lafleur, M. Orsali, Ald. Jos. Ward, Chas. Moncelle, A. Barsalou, Louis Loranger, E. Chaput, F. X. Saint-Charles, Jos. Mallette, A. Racine, J. B. Lawrence, J. B. Jodoin, C. A. Chouillon, A. Filiatreau, J. Dutrisae, A. Charlebois, E. Paquet, J. E. Desaulniers, Telesphore Ouimet, J. P. Dorais, H. Brouillette, J. Ethier, F. Busiber, W. E. Bonin, D. Giguere, A. Le-

moine, G. Letourneux, L. N. Veuilleux, E. E. Lesages, J. Richer, J. Sauvage, N. d'Armour, A. Charland, P. E. Poirier, A. Charest, R. Carriere, P. M. Girard, F. Hughes, Eugene Provost, J. Thoin, H. Jeanotte, I. Genest, E. Senecal, F. Gagnier, E. Pigeon, G. H. Dumaret, L. L. Innis, D. C. Goet, J. Daigle, E. Bayard, Jos. Lamoureux, A. Nathan, L. Lajoie, Jos. Lajoie, W. A. Archambault, L. E. A. Cholette, A. G. Paradis, C. Viau, J. Z. Ducharme, Ed. Merrill, C. E. Gagnon, A. Doin, S. Cote, A. et R. Roulau, D. Payette, S. Pouliot, H. Barsalou, A. Pominville, B. Poirier, C. L. pierre, E. H. Hebert, H. C. Cadieux, J. J. Saint-Jean, C. Lamoureux, H. Dorion, S. Boisvert, A. Raymond, H. Bertrand, I. Prefontaine, D. J. Byrrie, C. F. Fisher, H. Hamilton, J. E. Quintal, John Nault, A. Bourdon, B. Brault, H. F. Pepin, E. P. Benoit, Alf. Barbeau, F. Barbeau, P. Emond, L. G. Garet, A. Scott, J. U. Ouellette, G. W. Prescott, A. T. Lafreniere, T. Gauthier, L. Paquin, J. N. Cavanagh, J. P. Flynn, J. O. Gravel, A. Lemoine, A. Ameye, J. A. Menard, A. Prud'homme, L. A. Saint-Louis, J. R. Robidoux, E. Paquette, J. Daigle, A. Bruneau, W. Stanway, G. A. McCarville, la famille J. C. Auger, L. J. A. Cholette, H. T. Deschenes, Arthur Courville, T. Vaillancourt, A. Comte, H. Comte, G. Summer, E. Turber, W. Delorme, S. Hampson, A. T. Hodge, J. A. Precourt, B. Spinelli, A. Allard, of Provost & Allard, Ottawa; S. J. Matheson, Jos. Ethier, E. A. Goodacre, Chas. Thompson, J. A. Taylor, Montreal.

### ORGANIZED THE CLERKS.

J. B. E. Poirier, general manager and treasurer of the Beach Calculating Machine Co., Montreal, was in Toronto this week establishing a general agency for his company. He is going as far west as Winnipeg, via Detroit and Chicago, returning in a fortnight.

Mr. Poirier was for years associated with the retail grocery trade in Montreal and founded the Retail Grocery Clerk's Association of that city. He is still the mainstay of it and continues as its treasurer. The association is now engaged in an early closing campaign. In Montreal 10 o'clock is the usual closing hour for grocers. The early closing by-law is before the courts and a decision is awaited.

### WESTERN BOARD OF TRADE

At Redvers, Sask., a board of trade has been organized with these officers: President, R. Douglas; secretary-treasurer, L. T. McLanders; executive, J. Dodds, W. Montgomery, H. Bowers. The first step they purpose taking in hand is the establishing of a bank and elevator.

### GETTING BIG FAST.

The assessment of Regina, Sask., has more than doubled in a year. Here are the features: Total assessment, \$7,094,979; exemptions, \$598,575; net assessment, \$6,485,404; 1905 assessment, \$3,000,243; gain in year, \$3,485,161. Amount assessed for income, \$110,000.

- Baking Powder.**  
Gillett, E. W., Co.,  
McLaren's, W. D.
- Biscuits, Confect.**  
Cowan Co., Toron  
Kinery Mfg. Co.,  
McLaughlan, Son  
Mooney Biscuit  
Mott, John P., &  
National Licorice
- Brooms and Bru.**  
Woods, Walter.
- Canned Goods.**  
Balfour, Smye &  
Belleville Cannin  
Bloomfield Packin  
Canadian Canner  
Lakeside Cannin  
Manitoba Cannin  
Man.
- Napanea Carning  
Old Homestead C  
Turner, James &
- Cans, Tin.**  
Acme Can Co., M
- Cash Registers.**  
National Cash R
- Cash Sales Book.**  
Carter-Crume Co.
- Cheese Cabinets.**  
Walker Bin and S
- Cigars, Tobacco.**  
American Tobacco  
Empire Tobacco C  
McDougall, D., &  
Payne, J. Bruce,  
Tuckett, Geo. E.
- Clothes Lines.**  
Hamilton Cotton
- Cocoas and Cho.**  
Baker, Walter &  
Cowan Co., Toron  
Dunn, Wm. H., J  
Epps, James, & C  
Lowmy, Walter J  
Mott, John P., &  
Peter's Chocolate  
Stewart Co., Tor
- Computing Scales.**  
Computing Scale  
Toledo Computin
- Concentrated L.**  
Gillett E. W., Co
- Condensed Milk.**  
Borden's—Wm. J  
Truro Condensed
- Consulting Che.**  
Kaufmann, W. P
- Counter Check B.**  
Allison Coupon C  
Carter-Crume Co.
- Cordials.**  
Batgers, Rose &
- Crockery, Glass.**  
Gowans, Kent &
- Dairy Produce a.**  
Clark, Wm., Mou  
Dawson Commis  
Fearman, F. W.,  
McLaren Inter  
Montreal Packin  
Park, Blackwell  
Power, B. H., H  
Rutherford, Mar  
Ryan, Wm., & C
- Acme Can Work  
Adam Geo. & C  
Adams, J. T.  
Albert Soaps ...  
Allison Coupon  
American Cere  
American Tobac  
Antis Pepper C  
Ashley & Light  
Atlantic Fish C
- Balfour, Smye &  
Battle Creek H  
Bell, Thos., & C  
Belleville Canni  
Bickle, John W  
Bloomfield Pac  
Bradstreet's ...  
Braid, Wm., & C  
Busy Man's Ma
- Campbell's, R.,  
Canada Paper C  
Canada Sugar R
- Canadian Cann  
Canadian Press
- Canadian Salt C  
Capstan Manuf  
Carman, Joseph  
Carrier, P. W.,  
Carter-Crume C  
Ceylon Tea Ass  
Chaput, L. Fil  
Chase & Sanbor  
Cheyne, J. A.,  
Clark, W.,  
Codville-George  
Coles Manufac  
Colson, C. E., &  
Computing Sca  
Connors Bros.  
Cowan Co.,  
Cox, J. & G.,  
Crain, Rolla L
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# THE CANADIAN GROCER

Established 1886

## The MacLean Publishing Co. Limited

JOHN BAYNE MACLEAN President

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

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**BOARD OF TRADE INFLUENCE.**  
The influence of the Board of Trade in Canada in the realm of commerce and finance should be extended into the fields of social and political progress, not party politics or fads, but the everyday business of managing the affairs of the whole community, municipal, provincial and federal. The individual who makes a success at business would not necessarily be a success as a public man, but in the bulk the business men of a community as represented by the Board of trade should, if their interest was aroused, decide wisely on questions of public polity.

One principal reason why the boards of trade are not more influential is that many of them have not the right kind of secretaries. A board of trade secretary should be an expert in the matter of detecting questions calling for action by the board. He should be a man with a knowledge of public affairs. Every-

### EDITORIAL

thing on the order paper of council, legislature and parliament is of moment to the business community. The board secretary should know the significance of issues as they arise, keep his board informed and advise them when to take action. Many things vital to the commercial interests of a community are neglected by the public bodies that should deal with them. Boards of trade could force action in many instances if they were so minded.

It may be urged that this is the business of the president and executive. That is just the point. The elected officers are business men absorbed in their own affairs; what we claim is that the secretary should be specially commissioned to advise the board and as a body inform them of the ins and outs of questions which in the public interest they should take up. To do this well the secretary must have a working knowledge of public affairs and public bodies. About eighty per cent. of public business is in the hands of municipal councils. Here is a large field in itself for boards of trade.

The Hamilton board recently made a progressive move that is decidedly in the right direction. It has decided to engage an agent to devote his whole time to the affairs of the board. He will investigate all complaints about transportation and such matters. The board appointed committees to boom Hamilton-made goods, and to co-operate with the aldermen when important matters are before the council for consideration.

### THE HONEY CROP.

Ontario's honey crop is reported by the provincial Government inspectors to be a failure owing to unfavorable climatic conditions. Since the bees gather their surplus honey in ten or fifteen days this not very wonderful. If some one could produce a tame bee with a tongue long enough to reach the nectar in red clover there would be no more honey crop failures and Canada would enter among the big honey producers. Bees have been brought from Italy, Egypt and other countries in the attempt to get one that could extract honey from red clover, but to no purpose, and white clover remains the chief source of Ontario honey.

Europe produces 80,000 tons of honey of an approximate value of ten to eleven million dollars.

According to statistics in the Handels museum, Germany leads in the production of honey among European countries

### The Canadian Grocer

with 1,910,000 beehives, furnishing 20,000 tons of honey. Spain is next with 1,690,000 hives and 19,000 tons of honey. Austria-Hungary is third with 1,550,000 hives and 18,000 tons of honey. The other European states are far behind. France produces 10,000 tons, Holland 2,500, Belgium 2,000, Greece 1,400, Russia and Denmark 900 tons each. In these statistics the effect of climatic conditions is noteworthy, especially when comparing Russia and Greece. The latter has only 30,000 beehives, yielding 1,400 tons of honey, while the former with 110,000 hives produces only 900 tons.

### A TRAVELERS' TIME.

A traveler was heard lamenting the other day about the amount of time he was compelled to lose in waiting for an appointment with a storekeeper in a small town. This traveler called on his man but found him engaged. He went out and came back again in an hour's time, but found the same condition of affairs. The man with whom the storekeeper was speaking was a resident of the town, who could be seen almost daily, but the traveler had but a short time to remain before his train left, and felt that an effort should have been made under the circumstances to give him an opportunity to do business and get away.

It is hardly fair to mete out such treatment to a man, but from reports that are heard from time to time it is not an infrequent occurrence. Unfortunately there are merchants who have a feeling that a man having goods to sell is under an obligation to them, and they must show it by keeping him hanging around until they feel disposed to talk with him. This is an unkind spirit, and one that never begets any good feeling from the man who is thus snubbed. It is not necessary to turn one's business upside down to accommodate any traveler, but a kindness done in making an effort to assist him to facilitate his business is only right. From a purely selfish standpoint it is also the best policy, for as a rule the experienced traveling salesman is in pretty close touch with most things that are going on in the trade, and is often in a position to give the merchant a pointer that is worth a great deal more in value than the time taken in seeing the traveler.

But there is another side to the story. The merchant has his grievances and his "thorn in the flesh" of being solicited in season and out of season for a sample order of this or that that he really does not want. He states plainly that he has sufficient of the goods enumerated in stock, and does not care to do any more

### The Canadian

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### POWER FOR

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tant salesman who do this that put  
merchants on the defensive when they  
see a traveling man enter their store.

### POWER FOR MUNICIPALITIES.

A conference of municipal delegates re-  
presenting municipalities from Toronto  
west to London was held at Galt this  
week. The harmony which prevailed  
showed the spirit in which the public  
have embraced this gigantic scheme.  
Hon. Adam Beck and Cecil B. Smith ad-  
dressed the delegates and took it upon  
themselves to answer the adverse criti-  
cism expressed through the correspon-  
dence columns of the daily papers. There  
was no weakening in the stand taken in  
favor of carrying out the original plans,  
and estimates relative to the cost,  
maintenance and distribution of power  
were again taken up and explained by  
the speakers.

To avail themselves of the privileges  
of the act, the municipalities must co-  
operate with the Government, and this  
they decided to do. But while it is well  
that there is such unanimity in endors-  
ing the act of the Government regarding  
the development of Niagara Falls, there  
should be no undue haste in dispelling  
the criticism of those who are opposed  
to the present plan of development, for  
only by the expression of such opinions  
are the difficulties to be seen. Few  
questions that have come up for public  
assent are of more importance than this  
one, as it means the outlay of millions  
of money. That the power can be gen-  
erated and distributed is not the issue—  
that is accepted. The method that is  
most economical and most advantageous  
to the public is what must be well  
thought out. In a multitude of coun-  
cillors there is wisdom, so let no one  
who has new light to throw on the sub-  
ject be denied an opportunity.

### GROCERS' TECHNICAL COURSE.

Some months ago Dr. Pakenham,  
principal of the Toronto Technical  
School announced in The Canadian  
Grocer his intention of establishing at  
the opening of the school this Fall an  
evening course of classes for grocers  
and grocers clerks. He attached to it  
the one condition that sufficient inter-  
est should be manifested by the trade  
to make the effort worth while. He  
would have to arrange a course  
of lectures by experts in vari-  
ous branches of the trade. It is a  
considerable undertaking. If establish-

ed, the work would do a great deal to  
raise the standard of the grocery trade  
in Toronto and throughout Ontario and  
the opportunity should not be allowed  
to go by default. Every grocer and clerk  
who will attend such a course, if estab-  
lished, should send Dr. Pakenham a  
post card notifying him to that effect.

### ORGANIZATION FOR GROCERS.

Retail grocers, when spoken to in-  
dividually, admit, almost unanimously,  
that there should be a strong provincial  
organization of grocers apart from other  
branches of the trade. There are many  
questions peculiar and vital to the food-  
stuff trade that the men engaged in it  
should, they feel, have an organization.  
Apparently all that is needed is for  
some one of the local organizations to  
send out a call. Such an organization  
could do much for the grocery trade and  
it is the only way by which the retail  
grocers of Canada as a body can keep  
their department of business abreast  
of the times.

### REFRIGERATION FOR FRUIT.

The Dominion Department of Agricul-  
ture is going to spend some money this  
year to teach fruit growers the advan-  
tage of cooling their early fruit before  
shipping it. To do this the Government  
has arranged for a refrigerator car ser-  
vice and has undertaken to pay the cost  
of icing up to \$5 for fruit for export.

The initial paragraphs of a circular  
(No. 914) issued by the Grand Trunk  
reads:

"At the request of the Department of  
Agriculture of the Dominion Govern-  
ment, we will, as far as practicable, fur-  
nish ice refrigerator cars for the trans-  
portation of export shipments of fruit  
via the port of Montreal, during the  
period August 1 to September 30, in-  
clusive.

"The ice used in the initial icing, as  
well as in the re-icing of these cars, will  
be charged for at the rate of \$2.50 per  
net ton. The Dominion Government will  
assume an amount not exceeding five dol-  
lars (\$5.00) per car towards the cost  
of this icing, and the difference between  
the amount assumed by the Government  
and the actual cost, must be paid by  
shippers."

A. McNeil, chief of the fruit division,  
in an explanatory statement to the Cana-  
dian Grocer, says:

"Briefly, the conditions are these. The  
shipper sends in a written requisition

for a refrigerator car, stating how much  
ice he requires and paying \$2.50 per ton  
for the ice. Of the amount paid for ice,  
the Government will repay not more than  
\$5 per car. This applies only to fruit  
for export during August and Septem-  
ber. This is a very important conces-  
sion to fruit growers, not so much on ac-  
count of the amount of money  
contributed, as on account of  
directing attention to the neces-  
sity for refrigerator cars in the case of  
early fruit. If fruit shippers could be  
induced to see the very great importance  
of cooling their fruit before shipping it,  
there is no reason to doubt that every  
bushel of our early fruit could be mar-  
keted at a good price."

This is an educational expenditure the  
entire country will approve. The de-  
velopment of agriculture in all its phases  
must be Canada's first industrial con-  
sideration if it is to take its obviously  
destined place as a food producer.

### COMPLAINT AGAINST FISH

The Grocer has been handed a letter  
by A. P. Tippet & Co., Montreal, re-  
garding the manner in which, accord-  
ing to rumor, fish are being packed in  
the Maritime Provinces. Considerable  
talk has been heard among the trade on  
this question. It is a fact that if the  
things spoken of in this letter as print-  
ed hereunder are true, the fish trade of  
Canada is in great peril. Already there  
is a very noticeable decrease in the vol-  
ume of business turned over, which may  
be ascribed to this cause. Legitimate  
packers claim that there are some  
houses who seem to feel quite justified  
in refilling cases of "haddies" with hake,  
and other such cheaper lines of fish. The  
effect upon the trade, if such is the case,  
is easy to see. The question opened  
by this letter is one of vital interest to  
all concerned in the fish trade of the  
country, and if such conditions as are  
described exist the sooner matters are  
remedied the better. The letter follows:

"Dear Sirs,—I have been buying can-  
ned haddies from Canada for some years,  
having met with them in the west dur-  
ing my annual vacation, but this season  
I visited the Maritime Provinces and  
was very much surprised to find that in  
many of the factories they packed all  
kinds of fish and called them haddies.

"Now, I do not know much about fish,  
but I was told that hake and pollock  
and dog fish were often used by packers  
to fill up; this has very much upset me,  
and I should like to know if it is quite  
according to your law to pack goods un-  
der different names, because the fisher-  
men told me these were very much  
cheaper and inferior to haddock.

"Yours truly,

"M. BOYLE."

"Scranton, Pa., 23rd July, 1906."



**FOREIGN DRIED FRUITS**—Business has been moving along steadily. The market this week presents no new features except the advanced prices being asked for all nuts. Taragona almonds now command 15c. Brazils are also up, stocks being limited. Valencia raisins are well high cleaned up, the market being very bare. There has been no change in the currant situation. New crop quotations are expected to arrive in a couple of weeks.

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	
Selected, per lb.	0 05	
Layers—		
Dates—		
Hallowees, per lb.	0 04	0 04
Californian Evaporated Fruits—		
Apricots, per lb.	0 13	0 14
Peaches, " "	0 12	0 14
Pears, " "	0 13	0 15
Malaga Raisins—		
London layers.	2 25	
"Connoisseur Clusters"	2 50	
Royal Buckingham Clusters, 1-boxes.	1 10	
Excelsior Window Clusters, 1-boxes.	3 50	
" "	4 50	
" "	1 3	
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09	0 09
" " choice seeded, in 1-lb. pkgs.	0 08	0 09
" " 2 crown.	0 07	0 08
" " 3 crown.	0 06	0 08
" " 4 crown.	0 05	0 08

Prunes—		
30-40s.	0 09	0 09
40-50s.	0 08	0 09
50-60s.	0 08	0 08
60-70s.	0 07	0 08
70-80s.	0 07	0 07
80-90s.	0 06	0 06
90-100s.	0 06	0 06
Oregon prunes (Italian style), 40-50s.	0 08	0 11
" " 50-60s.	0 07	0 10
Oregon prunes (French style), 60-70s.	0 07	0 09
" " 80-100s.	0 06	0 08
" " 100-120s.	0 05	0 05
Currants—		
Filiatras, uncleaned, barrels.	0 05	0 05
Fine Filiatras, per lb., in cases.	0 06	0 07
" " cleaned.	0 06	0 06
" " in 1-lb. cartons.	0 07	0 07
Finest Vostizas.	0 06	0 07
Amalias.	0 05	0 06
Sultana Raisins—		
Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton.	0 06	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes.	0 13	
Four crown, fancy, 10-lb. boxes.	0 09	
Three crown.	0 07	0 08
Glove boxes, fine quality, per box.	0 11	
Fancy washed figs, in baskets, per basket.	0 20	
" " pulled figs, in boxes, per box.	0 22	
" " stuffed figs.	0 28	
12-oz. boxes.	0 06	0 07

**SPICES**—Practically nothing of interest has developed in the spice market since last report. Advances from primary markets state that the feeling is firm. Locally but fair business is passing.

Peppers, black.	0 16	0 22
" " white.	0 25	0 30
Ginger, whole.	0 16	0 24
Ginger, Cochin.	0 17	0 17
Cloves, whole.	0 17	0 32
Cream of tartar.	0 25	0 30
Allspice.	0 12	0 15
Nutmegs.	0 30	0 55

**HONEY**—White clover comb honey is arriving more freely now and dealers are quoting from 14 1-2c. to 15c. From reports to hand it would seem that honey will be plentiful this season. Active trade is expected to begin in a couple of weeks when stocks begin to come forward.

White clover comb honey.	0 14	0 15
White clover, extracted tins.	0 17	0 08
Buckwheat.	0 06	0 06

**EVAPORATED APPLES**—Evaporated apples continue quiet at high prices demanded. Dealers who have any stocks are asking 12 1-2c. to 13c.

**BEANS**—There has been no change in the bean situation since last week. There is little demand on any side, trade being very quiet.

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

**MAPLE PRODUCTS**—Business con-

tinues fairly good in maple products. Orders received, while not large, are satisfactory for this time of year. Prices are steadily maintained.

Maple syrup, in wood, per lb.	0 05	0 06
" " in large tins.	0 06	0 07
Pure Townships sugar, per lb.	0 07	0 07
Pure Beauce County, per lb.	0 07	0 08

**RICE AND TAPIOCA**—There is a fair amount of business passing in rice at figures quoted. Tapioca is quiet. Stocks are limited, many houses having practically none on hand, besides which prices are prohibitive.

B rice, in 10 bag lots.	3 15
B rice, less than 10 bags.	3 25
C rice, in 10 bag lots.	3 15
C rice, less than 10 bag lots.	3 25
Tapioca, medium pearl.	0 07

**ONTARIO MARKETS.**

July 26, 1906.

The grocery trade is very fair, quiet in spots, of course, but seasonably very good, and collections are not a cause for complaint. The canned goods situation is interesting the trade most now. Jobbers here think the canners and packers are wise in not making prices until the pack is known. Corn, peas and tomatoes are, of course, the principal articles. The pea pack is about finished and an announcement of the price is expected very soon, perhaps this week. The pack is said to have been about 65 per cent. of what was expected and if orders were to be completely filled it would leave the factories bare. That means a very strong situation. The market on corn is in good shape. The prices are firm. Sugar is firm and a rise is expected. The dried fruit market continues very firm and all lines very scarce.

**CANNED GOODS**—Stocks of canned corn are said to be in very small compass. There has been no actual change in prices, but holders are not at all anxious to sell freely. Preferred brands are pretty well out of stock. The price of the new pack of peas has not been fixed but it is expected to be 12 1-2 to 15c. higher than last year. Last year the crop was unusually heavy and the quality unusually good. This year neither conditions prevail. One day this week there was not a green pea to be had in St. Lawrence market, Toronto.

The salmon pack is still uncertain, but the confident expectation is that it will be small and the market continues very firm. Retail prices here have advanced from 15c. to 17c. for choice brands.

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

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

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

**FRUITS.**

Apples, standard, 3's.	1 02	1 00
" " preserved, 3's.	1 27	1 25
" " standard, gal.	2 77	2 75

Blueberries—		
2's, standard.	0 92	0 90
2's, preserved.	1 42	1 40
Gals., standard.	3 25	4 00

Cherries—		
2's, red, pitted.	2 12	2 10
2's, " not pitted.	1 67	1 65
2's, black, pitted.	2 12	2 10
2's, " not pitted.	1 67	1 65
2's, white, pitted.	2 32	2 30
2's, " not pitted.	1 92	1 90
Gallons, standard, not pitted.	7 12	7 10
" " pitted.	8 62	8 60

Currants—		
2's, red, H.S.	1 60	1 57
2's, red, preserved.	1 80	1 77
Gals., red, standard.	4 77	4 75
" " solid pack.	7 02	7 00
2's, black, H.S.	1 77	1 75
2's, " preserved.	2 07	2 05
Gals., black, standard.	5 02	5 00
" " solid pack.	8 02	8 00

Grapes—		
2's, white Niagara.	1 42	1 40
2's, white Niagara.	1 77	1 75
3's, white Niagara.	1 97	1 95
Gal., white Niagara.	3 52	3 50

Gooseberries—		
2's, H.S.	1 60	1 57
2's, preserved.	2 12	2 10
Gals., standard.	6 02	6 00
" " solid pack.	8 02	8 00

Lawtonberries—		
2's, H.S.	1 77	1 75
2's, preserved.	1 95	1 92
Gals., standard.	5 52	5 50

Peaches—		
1's, yellow (flats).	1 70	1 67
2's, yellow.	1 90	1 87
2's, yellow.	2 60	2 57
3's, yellow.	2 85	2 82
3's, yellow (whole).	2 37	2 35
2's, white.	1 75	1 72
2's, white.	2 50	2 47
3's, white.	2 70	2 67
3's, pie.	1 27	1 25
Gal., pie, peeled.	4 52	4 50
Gal., pie, not peeled.	3 57	3 55

Pears—		
2's, Flemish Beauty.	1 65	1 62
2's, Flemish Beauty.	1 97	1 95
2's, Flemish Beauty.	2 12	2 10
2's, Bartlett.	1 80	1 77
2's, Bartlett.	2 17	2 15
3's, Bartlett.	2 32	2 30
3's, pie.	1 27	1 25
Gal., pie, peeled.	3 80	3 77
Gal., pie, not peeled.	3 27	3 25

Pineapple—		
2's, sliced.	2 32	2 30
2's, grated.	2 57	2 55
3's, whole.	2 70	2 67

Plums, Damson—		
2's, light syrup.	0 92	0 90
2's, heavy syrup.	1 17	1 15
2's, Flemish Beauty.	1 47	1 45
3's, heavy syrup.	1 77	1 75
Gal., standard.	2 97	2 95

Plums, Lombard—		
2's, light syrup.	0 97	0 95
2's, heavy syrup.	1 22	1 20
2's, heavy syrup.	1 52	1 50
3's, heavy syrup.	1 77	1 75
Gal., standard.	3 17	3 15

Plums, greengage—		
2's, light syrup.	1 02	1 00
2's, heavy syrup.	1 27	1 25
2's, heavy syrup.	1 52	1 50
3's, heavy syrup.	1 82	1 80
Gal., standard.	3 47	3 45

Plums, egg—		
2's, heavy syrup.	1 55	1 52
2's, heavy syrup.	1 82	1 80
3's, heavy syrup.	2 12	2 10

Raspberries, Red—		
2's, L.S. (Shafferberries).	1 42	1 40
2's, H.S.	1 67	1 65
2's, preserved.	1 87	1 85
Gals., standard.	5 27	5 25
" " solid pack.	8 27	8 25

Raspberries, Black—		
2's, black, H.S.	1 62	1 60
2's, preserved.	1 77	1 75
Gals., standard.	5 02	5 00
" " solid pack.	8 72	8 25

Strawberries—		
2's, heavy syrup.	2 25	

**VEGETABLES.**

Asparagus, California—		
2's.	3 00	3 90
2's, Canadian.		

Beets—		
2's, sliced, sugar and blood red.	0 87	0 85
2's, whole.	0 87	0 85
3's, sliced.	0 97	0 95
3's, whole.	1 00	

Beans—		
2's, golden wax.	0 82	0 80
2's, refugee.	0 85	1 00
3's.	1 27	1 25
Gals.	3 77	3 75
2's, crystal wax.	0 95	0 92
2's, red kidney.	1 02	1 00
2's, Lima.	1 12	1 10
Gals, standard.	4 52	4 50
1's, Baked, plain.	0 40	
1's, " tomato sauce.	0 45	
1's, " chili sauce.	0 70	
2's, " plain.	0 50	
2's, " tomato sauce.	0 75	
2's, " chili sauce.	0 75	
3's, " plain (flat or tall).	0 87	
3's, " tomato sauce (flat or tall).	0 95	
3's, " chili.	1 00	





# WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

## Officers of the Association.

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

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

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

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized: Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.  
Alameda—R. J. Gibson, secretary.  
Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.  
Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.  
Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.  
Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.  
Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.  
Estevan—J. T. Musgrave, secretary.  
Hamiota—Wm. Chambers, secretary.

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

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.  
Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.  
Morden—Harry Meikle, secretary.  
Melita—W. Hamelin, secretary.  
Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.  
Regina—J. W. Smith, chairman; T. B. Patton, secretary.  
Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.  
Shoal Lake—C. E. McGrath, secretary.  
Virden—E. J. Scales, secretary.  
Winnipeg—President, R. Templeton; secretary, J. Treleaven.

As The Canadian Grocer goes to press this week, the Retail Merchants' Association of Western Canada is meeting in Winnipeg in the regular semi-annual convention. President Hunter is presiding. At the opening session Secretary Coulson presented his report of the work accomplished since February and general

satisfaction was expressed at the gratifying increase in membership. A full report of the proceedings at the convention will appear in next week's issue. The secretary's report was as follows:

To the president and members of the Retail Merchants' Association of Western Canada:

Herewith I take pleasure in presenting my general and financial report of the progress of the association since our annual meeting in February. As will be seen, there are features in the present condition of affairs which are encouraging and features which are somewhat discouraging. First, as to membership. As shown in my report last February we had then a membership of 590; of these, it has been found necessary to strike off the names of some 74 dealers who for different reasons are not in business to-day, consequently of the old



R. Templeton,

President, Winnipeg Retail Grocers' Association.

members there are only 516 who can now be included or counted as members. Since the February meeting 227 new names have been added to the membership list, making a present total of 743; this number is distributed among the three provinces, Manitoba having a membership of 450, Saskatchewan 160, and Alberta 133. The substantial and steady growth in membership is satisfactory, but it is discouraging to note the very large number who have not paid their fees for this year.

The association has been financed mainly by the fees of the new members who have joined since February last. Now, I have no doubt but that every member on our membership list will pay. It is only a matter of going after it, which would be an expensive proposition, first, in a loss of time, and incidentally the money spent in traveling expenses.

I hope that this meeting will be able to devise some cheaper and equally effective mode of collection.

The Retail Hardware and Stove Dealers' Association of Western Canada adopted last February the plan of making sight drafts on all members who, after having received three notices of their arrears, failed to remit. These drafts were issued without further advice, and have been successful in securing their collections. I would respectfully submit this plan for the consideration of the meeting. I feel and know the members of the association, particularly those in Manitoba, have received benefits largely in excess of their annual fee and should be prepared to pay promptly.

At the time of the annual meeting the association did not have any Winnipeg members; since that time four branches of the trade have been organized, and the grocers, butchers, druggists and piano dealers now have flourishing sections. It will be seen, therefore, that the association has outgrown its constitution; organized first as an association for the uniting of out-of-town merchants it now includes also the above-mentioned sections of trade, who are nominally sections and parts of the Retail Merchants' Association of Western Canada, although they have as yet had nothing to say in the election of the general executive, although each have their own executive. It is evident, therefore, that a revision of the constitution is necessary to meet this new condition of affairs.

The association now extends from Winnipeg west to the Rocky Mountains, and the territory is a little unwieldy to be handled successfully direct from Winnipeg unless sub-divided into provincial sections. I would strongly recommend that Saskatchewan and Alberta be separate provincial sections, each section to be responsible for its fees to this association and to superintend their local organizations under the direction of your executive.

Since the last general meeting in February I have held 38 meetings in different sections of Manitoba and Saskatchewan, assisting in the settlement of local differences and in the organization of local sections. I have touched little new territory, but have devoted the most of my time to perfecting the organization in territory already visited.

Members are familiar with the association plan for the collection of debts and the preparation of a delinquent list. In a number of sections the delinquent list has been well attended to, and members throughout the three provinces are finding the collection forms of great service. In Winnipeg the plan is working well. Last-February I was instructed to act with the secretary of the Retail Hardware and Stove Dealers' Association of Western Canada in securing joint offices for the two associations. We found that it would be necessary to lease offices on a yearly basis. Suitable premises were secured in the Scott building for which we became personally responsible at a rental of \$45 per month payable in advance, the share for each association being \$22.50 per month. Each association has the sole use of one private office, and the joint use of the general board room.

Business could not be carried on without a typewriter and it was found that the rent of one would cost \$5 per

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month, while one could be bought on payments for \$125. As you will see by the financial report appended, this association is paying \$2.50 per month as its share of \$5 per month payments on a typewriter. When these payments are completed the machine will be the joint property of the two associations.

Since the last general meeting the contract price plan introduced by Mr. Trowern has been declared illegal by Justice Chute in his decision in the case of Wampole & Co. vs. Karn Co. at Toronto recently. At the present time it is impossible for any lawyer or business man to say just what price agreements are illegal, for the reason that there are as many decisions for as there are against the price contract plan. It would seem, however, that friendly agreements among merchants in the same towns or districts are permissible provided that prices are not unduly or unreasonably enhanced.

At the last meeting affiliation with the Retail Merchants' Association of Canada was decided upon and it has been my endeavor to work in conjunction with their secretary. I am reluctantly compelled to report, however, that so far there have been no apparent benefits from the affiliation. I have written Mr. Trowern repeatedly upon important matters and have not been accorded even the courtesy of a reply. Up to the present time my efforts to work in conjunction with Mr. Trowern have been a complete failure and I would suggest to the association a reconsideration of our relations with the Ontario association.

Shortly after the last general meeting I learned that the Postmasters' Association were endeavoring to secure permission from the Dominion Government to compile a directory of post office patrons and sell them to mail order houses. On behalf of the association I wrote the department protesting against this and the requests of the post masters were not granted. In this matter, as in others, I sought the co-operation of Mr. Trowern, but received no reply to my letters.

(Signed) W. A. COULSON.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 26, 1906.)

Market Notes.

New prices for canned strawberries, asparagus, spinach, etc.

Tapioca advanced 1-4c. to 1-2s per lb.

Tapioca advanced 1-4c. to 1-2c. per lb.

Exhibition week, with its retail conventions, has brought a great many dealers to the city and wholesale houses have been correspondingly busy. General business is very active, sales being reported much in advance of last year. Crop conditions continue favorable and the trade are buying liberally.

CANNED GOODS — New canned strawberries are now on the market and prices will be noted below. Prices of new asparagus, rhubarb, spinach and beets will also be found in the list below. Tomatoes have declined 10c. per case. The new crop will soon be on the market and eastern holdings are now being released at reduced prices. We quote:

FRUITS.		
	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb.	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Pears—		
2s, F.B., per 2-doz. case	3 58	3 53
3s	5 09	5 04
Peaches—		
2s	4 08	4 03
3s	6 14	6 09
Plums—		
Danison, 1s	2 13	2 08
Lombard, 1s	2 23	2 18
Greengage, 1s	2 33	2 28
Pumpkins—		
3s	2 09	2 04
Pineapples—		
2s, sliced, 2 doz. cases, per case	4 20	
2s, whole	3 75	
3s, whole	4 50	
2s, grated	4 40	
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
Strawberries	4 28	4 23
gallon, per doz.	6 80	

VEGETABLES.		
Beans—		
golden wax	1 93	1 88
refugee	1 98	1 93
Corn—		
2s	1 98	1 93
Peas—		
(No. 4) 2s	1 63	1 58
(No. 3) 2s	1 78	1 73
Succotash—		
2s	2 63	2 58
Beets—		
whole	2 08	
sliced	2 28	
whole, 3-lb.	2 28	
sliced	2 84	
Spinach		
2s, per doz.	3 08	3 13
3s	4 04	4 09
gallon, per doz.	11 10	
Asparagus per doz.	2 80	
Tomatoes—		
All groups, per case	3 00	

FISH.		
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River	6 00	
" River's Inlet	5 90	
" Red Spring	7 25	
" humpback	4 10	
" cohoes	4 85	
" Clover Leaf, 1 to 4 cases	6 75	
" " 5 to 9 cases	6 65	
" " 10 to 25	6 55	
Lobsters (new), 1-lb. flats, per case	16 00	
" " per doz.	2 15	
" " 1-lb. flats, per case	10 50	
" " per doz.	2 70	
" " 1-lb. tails, per case	14 75	
" " per doz.	3 90	

MEATS		
Pork and beans (V.C.P. Co.), 1s, per doz.	1 25	
" " 2s	1 90	
" " 3s	2 60	
Clark's 1 lb. plain, per case	2 30	
" " 2	1 85	
" " 3	2 40	
" " 1 tomato sauce, per case	2 30	
" " 2	1 85	
" " 3	2 40	
" " 1 Chili	2 25	
" " 2	1 95	
" " 3	2 35	
Soups (Van Camp's), per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey	3 25	
" chicken (Aylmer), per doz	3 30	
" (Delhi)	3 20	
" turkey (Aylmer)	3 30	
" (Delhi)	3 20	
" duck (Aylmer)	3 20	
" (Delhi)	3 20	
Corned beef		
" 1s	1 60	
" Man. Can. Co. 2s per doz.	2 50	
" 1s	1 35	
Roast beef (Man. Can. Co.), 2s, per doz	2 50	
" 1s	1 35	
" (Clark's), 1s, per doz	1 55	
" 2s	2 65	
Potted meats, 1s, per doz.	2 65	
Veal loaf (Libby's), 1 lb., per doz.	1 25	
" 1 lb.	2 50	
Ham loaf		
" 1 lb.	1 25	
" 1 lb.	2 50	
Chicken loaf		
" 1 lb.	1 85	
" 1 lb.	3 50	
Lunchonque (Clark's), 1s,	3 45	
(Aylmer), 1s	3 00	
Sliced smoked beef (Libby's),		
1-lb. tins, per doz.	1 80	
" 1-lb. tins	3 10	
" 1-lb. glass	3 35	
Chipped		
" 1-lb. tins	1 45	
" 1-lb. tins	2 50	
" 1-lb. glass	3 05	
Sliced bacon		
" 1-lb. tins	3 10	
" 1-lb. glass	3 25	
Corned beef (Clark's), 1-lb. tins, per doz	1 50	
" 2-lb.	2 65	

SUGAR—The price is unchanged and very firm. We quote:		
Montreal granulated, in bbls.	4 85	
" " in sacks	4 80	
" " yellow, in bbls.	4 45	
" " in sacks	4 40	
Wallaceburg, in bbls.	4 75	
" " in sacks	4 70	
Berlin, granulated in bbls	4 75	
" " sacks	4 70	
Icing sugar in bbls.	5 45	
" " in boxes	5 65	
" " in small quantities	6 05	
Powdered sugar, in bbls.	5 25	
" " in boxes	5 45	
" " in small quantities	5 70	
Lump, hard, in bbls.	5 55	
" " in 1-bbls.	5 65	
" " in 100-lb cases	5 55	
Raw sugar	4 50	

SYRUPS AND MOLASSES — Prices are steady. We quote:		
Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20	
" " 5-lb tins, per 1	2 65	
" " 10-lb tins, per 1	2 55	
" " 20-lb tins, per 1	2 45	
" " 1 barrel, per lb.	0 03 1/2	
" Sugar syrup, per lb.	0 03 1/2	
" Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55	
" " 5-lb.	2 90	
" " 10-lb.	2 70	
" " 20-lb.	2 80	
Barbadoes molasses in 1/2-bbls, per gal.	0 40	
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2	
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2	
Blackstrap, in bbls, per gal.	0 31	
" " 1/2 gal. bats, each	0 33	
" " 1/2 gal. bats, each	2 25	

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

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

MATCHES — Prices are held firmly at the recent advance. We quote:		
" Telegraph	4 95	
" Telephone	4 85	
" King Edward	5 65	
" Head Light	4 40	
" Rising Star	5 30	
" Eagle	2 05	
" Victoria	3 25	
" Silent," 200s	2 30	
" " 500s	4 90	
" Comet	2 25	

FOREIGN DRIED FRUITS — New apricots are arriving on the local market as The Grocer goes to press this week. The opening prices are so high as to be almost prohibitive and local jobbers are not stocking very heavily. The choice are quoted at 22c., which means that the retail price must be at least 30c. per lb. We quote:		
Sultana raisins, bulk, per lb.	0 6 1/2	
" cleaned	0 08	
" 1 lb pkgs	0 09 1/2	
Table raisins, Connoisseur clusters, per case	2 60	
" extra dessert	3 40	
" Royal Buckingham	4 00	
" Imperial Russian	5 25	
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35	
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80	
Valencia raisins, f. o. s	1 75	
" selected	1 85	
" layers	2 10	
California raisins, muscatels, 2 crown, per lb.	0 09	
" " 3	0 09 1/2	
" " 4	0 08 1/2	
" " choice seeded in 1-lb. packages		
" " per package	0 07 1/2	
" " fancy seeded in 1-lb. packages		
" " per package	0 07 1/2	
" " choice seeded in 1-lb. packages		
" " per package	0 09 1/2	
" " fancy seeded, 1-lb. packages,		
" " per package	0 09 1/2	
Prunes 10-120 per lb.	0 06 1/2	
" 90-100	0 07 1/2	
" 80-90	0 08	
" 70-80	0 08 1/2	
" 60-70	0 09	
" 50-60	0 09 1/2	
" 40-50	0 10	
" choice silver, per lb.	0 11	
" sil ver, per lb.	0 08 1/2	

Wants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filatras, per lb.	0 06½
" wet cleaned, per lb.	0 06½
Filatras in 1-lb pkg. dry cleaned, per lb.	0 07½
Vostizzas, uncleaned.	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in tins and sacks	0 05½
" boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17½
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21½
Peaches	0 16½
Pears, choice (halves), per lb.	0 16
" standard	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

**CANDIED PEEL**—Lemon and orange peels have declined 1c. per lb. and citron peel 1-2c. per lb. Prices are now quoted as follows:

Lemon, per lb.	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz.	2 10

**EVAPORATED AND DRIED APPLES**—Evaporated apples are quoted at 14c. per lb. and dried at 9 1-4c.

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

**NUTS**—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb.	0 15½
" Marbots "	0 13½
" shelled, "	0 32
Pecans, per lb.	0 15
Brazils, per lb.	0 15

**SPICES**—

**GROUND SPICES.**

Pepper, black, in 10 lb boxes, per lb.	0 18
white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½
Ginger, in 10-lb. boxes, per lb.	0 13

Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

**WHOLE SPICES.**

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves according to quality.	0 14½
Ginger, per lb.	0 10
Allspice, per lb.	0 08½
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
4-oz. packets, per doz.	0 75

**HONEY**—

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" 5-lb tins, 1 doz. in case, per tin.	0 50
" 10-lb tins, 3 in case, per tin.	1 00
" 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

**SAUCES**—

Worcestershire, Lea & Perrins' ½ pints, per doz.	\$3 65
" White's " pints, " "	6 00
" Paterson's " pints, " "	0 90
" " " pints, " "	0 90
" " " pints, " "	0 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

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

**RICE, TAPIOCA AND SAGO**—  
Tapioca has been marked up 1-4c. per lb. and is now quoted at 7 1-4c. in quantities and 7 1-2c. in small orders. We quote:

Japan rice, per lb., cwt. lots.	0 05½
" 50-lb. lots.	0 05½
Rangoon rice, per lb.	0 04
Patna " "	0 04½
Tapioca, per cwt.	7 25
Sago, per lb.	0 04½

**POT AND PEARL BARLEY**—

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

**OATMEAL AND CORNMEAL**—

Rolled oats, 80-lb. sacks, per sack.	2 20
40-lb. " " "	1 12½
20-lb. " " "	0 57½
8-lb. " " "	0 26
Granulated oatmeal, per sack.	2 45
Standard " "	2 45
Cornmeal, " "	1 70

**TOBACCO**—The Empire Tobacco Co. are putting on the market a new smoking tobacco known as "Starlight." It is to take the place of the "Ivy." The price is 51c. per lb.

**B. C. MARKETS.**

Vancouver, B.C., July 23, 1906.

The salmon run on the Fraser River is engaging attention at present. Contrary to expectations the season opened fairly well, with catches per boat up to 115. Recently, however, the run has become lighter and it is anticipated that the regular experience of a light year will be that of this season. This is one of the "lean" years, three of every four being counted so in the sockeye salmon run of the Fraser. The run is not expected to keep up very long.

In northern waters the salmon are reported running very well, and the pack at the canneries in Northern British Columbia is well over the average. There is no season on the northern rivers when the catch is extremely small as on the Fraser. On the other hand there is no season when there is such an extremely large catch in the north as the fourth year on the latter river.

The most satisfactory condition in the salmon industry as a whole would seem to be indicated by the report received

Season 1906  
**HORSE SHOE SALMON**

Now in Store



TRADE MARK REGISTERED

ALSO

- SPRING SALMON**—"Columbia" Brand.
- COHOES**—"Tiger" Brand.
- PINKS**—"Sunflower" Brand.
- "Jacques Cartier" Brand.

PACKED BY

**J. H. Todd & Sons**  
Victoria, B.C.

Wholesale buyers can obtain quotations from  
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

**We Want Your Window**

If you take a pride in your window displays, let the trade know what you are doing.

Send us a good clear photograph and a short but explicit description of what is "behind" the scenes and we will gladly reproduce the photograph in our Window Dressing Department, giving due credit to the proprietor and the clerk who dressed the window.

ADDRESS, "THE EDITOR"

**THE CANADIAN GROCER**  
10 FRONT ST. EAST, TORONTO

WHEAT—

.....	2 20
.....	1 12 1/2
.....	0 57 1/2
.....	0 26
.....	2 45
.....	2 45
.....	1 70

ire Tobacco Co. let a new smok- "Starlight." It he "Ivy." The

MARKETS.

July 23, 1906.

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at the annual meeting of the British Columbia Packers' Association, the largest concern in the salmon canning in the country. While not so very large a dividend was shown, this was on account of very poor business the first years of the organization. Taken by itself last year showed splendid results, and the association is in the very best financial standing. Most of the profits went to paying up dividends on preference stock which had been in arrears in the years of small pack.

The Okanagan district is shipping out enormous quantities of small fruits this season, the whole crop going to the Northwest. The apple crop is promising a large yield, and just at present the peach crop is coming in very fast. It is barely three years since peaches were first a factor in a commercial way in the fruit shipments from Okanagan. This year the quantity to be exported promises to be very much larger than all previous shipments combined. The quality also is so much superior to the peaches which arrive from California that there is no comparison.

\*\*\*

This week the fruit market is very active, larger quantities of plums, prunes and peaches from California arriving. Prices are not any lower yet. In the course of a week there will be much larger supplies from Oregon and Washington, as fruit from those districts is now coming to maturity. Then the prices will be lower. Local plums, prunes, etc., are not expected to be on the market for some weeks. There have been some apricots from Oregon and Washington received on the market this week. They are rather green and not very large, but are selling at \$1 per crate, which is not excessive considering the failure of the California apricots.

\*\*\*

New potatoes are in large supply, and the price is steady at \$18 per ton, with prospect of less being quoted very soon. The crop is large this year and in very good condition. No Ashcroft are yet being marketed here, but will be coming forward soon for shipment north. The



S. W. Ewing, Vice-President Montreal Branch Canadian Manufacturers' Association.

surplus crop of that district all goes to Dawson.

Local creamery butter is in large supply now, the product weekly being about to the full limit. No surplus is ever possible, however, as northern shipments of fresh creamery butter are always large and the Yukon market can take all that is produced. Local dairy butter is coming in to retail dealers in fair quantities. Prices have not changed this week.

TORONTO GROCERS ABROAD.

(Continued from page 27.)

Searl, Douglas & Radcliff; Ed. Skeanes, Club Coffee; R. Blackburn, S. E. Qua, Davidson & Hay; Mr. Burt, Nicholson & Brock; Mr. Stevenson, J. A. McLean Produce Co.; Ed. Hawes, "Shino"; Geo. C. Campbell, Geo. E. Taylor, Red Rose Tea; John Wright, R. Cromarty, A. F. MacLaren Imperial Cheese Co.; J. A. McNicholl, Melagama Tea Co.; Chris. Maxwell, T. A. Lytle & Co.; F. B. Mason, G. H. Gosby, Warren Bros.; F. T. James.

Notes.

It was pie time.

Speaker St. John didn't make a speech.

Davey Bell was held responsible for the fine weather.

In the consulship of Van Loon the mighty success was won.

Secretary D. G. Beaton carried the oil can and everything went smoothly as sunlight.

There was a bunch of newspapermen: Wallie Wilkinson, managing news editor



J. S. Bond.

of the Mail and Empire; W. Hewitt, sporting editor of the Star; Alf. Rubbra, of the World; and Mr. Fessy, of the Telegram.

HOLIDAYS FOR TRAVELERS EAST OF TORONTO.

The undersigned have agreed to withdraw salesmen from the eastern ground during the regular two weeks starting August 4, with the exception of James Lumbers and F. W. Humphrey. They have agreed to withdraw for one week starting August 4, all the rest are for two weeks. It is understood that Oshawa is to made an exception. As there are several salesmen living in this town it has been found impossible to include it in the arrangement.

The limit would extend as far east and not including Belleville and Peterboro. Davidson & Hay, The Eby, Blain Co., H. P. Eckardt & Co., T. Kinnear & Co., F. W. Humphrey, Jas. Lumbers, John Sloan & Co.

PERSONALS.

Jack Gill, Midland, took a week's holiday visiting friends in Barrie.

Peter Anderson, Guelph, Ont., is anticipating a holiday trip to the west.

E. C. Clark, Orangeville, is anticipating a few days bowling in London, Ont.



H. D. Kelly.

D. Sutherland, Cathar, Ont., is spending a short holiday in Barrie and Orillia.

W. M. Mackay, advertising manager of the Codville-Georgeson Co., returned to Winnipeg early in the week from his extended wedding tour in California.

John Hodgson, general merchant, of Beaverton, is dead, aged 67. Deceased was in business in Beaverton over a quarter of a century and was very highly respected.

NOVA SCOTIA MARKETS

Halifax, N.S., July 25.

Fresh fruit is now so plentiful that there is little demand for canned goods, and there is a very marked falling off in all lines. The price of all fruit now on this market, with the exception of bananas, is very high, particularly oranges and also lemons. The demand for sugar is very heavy, but the price shows no change. It was felt that with the increased consumption, prices would advance, but no change thus far has taken place. At the present time sugar quotations are seventy per cent. below those in force at this period last year. An early advance is looked for. Cannerymen decline to quote prices on salmon just now as there is some uncertainty as to what the pack will amount to. It is expected that the price will be higher than last year. The strawberry crop is now about over. The lowest price touched in Halifax this season was eight cents per box. Prices were well maintained throughout the season, considering that the yield was fairly large. The best berries on

## **GROCERS—ATTENTION!**

What about your

### **Canned Goods, 1906 Pack ?**

If you have not placed your order for same, write us or see our travellers. We guarantee delivery of best brands and satisfaction in quality and prices.

### **Dried Fruits, 1906 Crop**

We offer all qualities of

**Cluster Table Raisins** 22-lb. boxes,  $\frac{1}{4}$ -lb. boxes and 1-lb. packages. Most attractive package on the market.

**Malaga Loose Muscatels.**

**California Prunes**—Santa Clara and Oregon, from 30s to 40s to 100s to 120s, in 25-lb. and 10-lb. boxes.

**Figs**—Finest Table Figs, in 12-oz. and 10-lb. boxes and 16-oz. glove boxes.

*We are Sole Canadian Agents for*

**“Buffet” Lager Beer**

*Known as “The Best Milwaukee Beer”*

BREWED BY THE

**Fred Miller Brewing Co., Milwaukee**

**Laporte, Martin & Cie., Limited**

Wholesale Grocers and Wine and Spirit Merchants

**Montreal**

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the market now are selling at twelve cents.

**CHEESE**—The cheese factory at Vernon River, P. E. Island, is making good progress under the new management. About twenty-five hundred cheese are manufactured and sold. The first lot was sold to Smith & Proctor, of Halifax, at 11½ cents, and the second to Messrs. Billin at 11½ cents. Another lot is about ready to place on the market.

**BUTTER AND EGGS**—There is a good demand for both. The receipts are only fair. Local made dairy prints are quoted at 20 to 21 cents and small tubs from 19 to 20. Creamery is about 2 cents per pound higher. Nova Scotia eggs are very scarce. These are selling at 17 and 18 cents. Prince Edward Island eggs are in good supply at 16 cents. The quality of some of the latter is very poor, the warm weather having a very bad effect on them.

**FLOUR AND FEED**—The market is very dull at present. Stocks held here are heavy and the prices steady. Quotations here are about as follows:

Straights .....	\$4.20
Manitoba .....	5.30
Ninety per cent. ....	4.30
Eighty per cent. ....	4.50
Seventy per cent. ....	4.60

Rolled oats in barrels, \$1.20, and oatmeal, \$5.10. Bran is quoted \$20 and middlings at \$24. Hay is selling at \$11.

**FRUIT**—Jamaica oranges, \$9 a barrel repacked; Californias, \$5.50, and Mediterranean \$4.50. American apples are quoted at \$5.50 to \$6, and California Bartlett pears at \$5.50 per box. Peaches \$1.75, plums \$2.50 to \$3, and bananas from \$2 to \$2.50.

## G. C. KOOPMAN

Commission Merchant,  
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

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

AS

**COFFEE, TEA  
SPICES of all kinds  
GUMS for Varnish Manufacturers  
COCOA, COCOA BUTTER**

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

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

Agents wanted everywhere in Canada.

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

**FISH**—The market is well supplied with fish and thousands of small mackerel are still being taken by the fishermen along the coast. The dealers are buying up these fish at 2 cents apiece, and large shipments are being made to the American market. It is stated that one local dealer has half a million mackerel in cold storage.

The brigantine Maggie Bell landed here during the week, 231 puncheons and 112 barrels of molasses for the Dominion Molasses Co.

### CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

### SITUATION VACANT.

**WANTED**—About September 1st for a live town in British Columbia, an A1 grocer capable of taking charge of department; must be good stockkeeper, tasty and thoroughly up-to-date; good salary to right man; apply giving full particulars to Box 118 CANADIAN GROCER, Toronto. [29]

**A YOUNG** man with three years experience in a general store would like to have position of salesman in country store in British Columbia. Address Box 109, CANADIAN GROCER, 511 Union Bank Building, Winnipeg. (29)

### POSITION WANTED.

**A YOUNG MAN**, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

### FOR SALE.

**Grocery and Liquor Business for Sale**

**GOLDEN LION GROCERY**, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

### REPRESENTATIVES WANTED

**AGENCY**—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (1 f.)

### WANTED.

**FRUIT**—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

### HIGHEST PROFITS ABSOLUTELY SURE

**WANTED**—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

RECORDED  
Nov/2/06.  
Owner  
56  
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Gold Standard

BAKING POWDER

For Light, Dainty Pastry and  
Hot, Healthful Biscuits

GOLD STANDARD  
BAKING POWDER

"Guaranteed the Best"

NEVER FAILS  
TO PRODUCE RESULTS  
PURE  
AND  
RELIABLE

16 oz. can, 25c.  
AT ALL GROCERS



Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.  
WINNIPEG and BRANDON, MAN.

### Expert Bookkeeping

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

### PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

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

# Hot Weather

Means a heavy demand for our  
MILD CURED

**Hams  
Breakfast Bacon  
Skinned Backs**

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

WRITE US FOR PRICE LISTS

**THE PARK, BLACKWELL CO.**  
PORK AND BEEF PACKERS LIMITED  
**TORONTO**

TELEPHONE M 3960

# POTTED TONGUE

Put up in tins of 10 lbs. each,  
ready for use or for slicing on the  
counter. In the present high mar-  
ket this is a very enticing line at  
our price. Order a sample in your  
next express shipment

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED



**CORONA**

This is the season for

**Cooked Meats**

Try Our

NEW ENGLAND HAM ready for the table 11c. per lb.  
BOLOGNA SAUSAGE 6c. " "

SOLD TO THE TRADE ONLY.

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

Eggs  
Butter



Lard  
Cheese

Yes, we can always fill your order.  
If you want Eggs and Butter and Lard and  
Cheese and Sausage that can be relied upon, you  
will see that we **always fill your orders.**

Our **Breakfast Bacon** and **Hams** are away in  
the lead in quality matters.

We wouldn't put our label on them if they were  
not the best.

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

Breakfast  
Bacon



Hams  
Sausage



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## PRODUCE AND PROVISIONS

### WANT GOVERNMENT INSPECTORS

What British Work People Will Demand as a Guarantee of Imported Meat Products—Denmark's Lesson for Canada — Stores Which Sell Only Canadian Meats.

By J. B. Jackson, Canadian Commercial Agent at Leeds, England.

In view of the charges which are being made by the press in reference to the methods of the Chicago packers, especially with regard to canned meats, I have had an interesting interview with six of the leading provision firms in this district, and on making inquiry as to the prospects for Canada's export trade in canned goods, their collective opinion is as follows:

"We have no buyers at present for canned goods of any description; it makes no difference whether these goods are put up in the United States, Canada, or even in England. Everything that is put up in inside a tin can, and offered on the market at the present time, is quite unsaleable. The public are prejudiced against one and all alike; and all instances of ptomain poisoning are ascribed to canned meats and fish; when, however, the press comments have ceased and public opinion has cooled down, say, in two or three months' time, things will change, and the market will revert to its old position and the public will buy their old fancies, giving preference to the goods from those countries having good government inspection."

#### Canadian Canned Meats.

I also asked these gentlemen for a candid opinion on Canada's canned meats, and was told that they considered them equally as good, if not a little better than the average "American" brand. They also suggested that Canadian packing houses had a great opportunity to make special efforts to place their goods on the British market, having an asset of great value in the fact that these goods are put up under the British flag.

Denmark offers an object lesson to Canada. Quite a number of private firms in Denmark commenced to ship fresh pork and cured bacon to the English market; it was found on inspection here that some 50 tons of the Denmark pork was diseased, and was destroyed. The pork packing houses in Denmark thereupon unanimously asked the government to provide adequate and sufficient government inspection, so that the meats exported, whether cured or fresh from Denmark, should be right in every particular, and that the trade of the country should not be uselessly imperiled.

The largest dealer in canned goods in

this district informs me that the huge industrial classes in the north of England do not want fancy dishes, such as canned tongue and canned chicken; their favorite dish being corned beef in two and six-pound tins. Whole families are employed from early morning till late at night in the Yorkshire mills, and a very large quantity of American corned beef is consumed in the dinner-hour, as a ready substitute instead of a hot meal, and for this reason, corned beef is in great favor amongst retail shop-keepers in this district.

Some weeks ago, a side of Argentine chilled beef was used by the workhouse people in Hull, and being diseased, caused five deaths. This also intensified the feeling against canned and chilled meats in this district, and the press are loud in their demands for adequate inspection, and that no beef, except English beef, should be purchased, unless the cattle or carcasses respectively are imported from a country giving the guarantee of government inspection.

#### Canadian Direct Meat Supply Company.

A new company has been formed in Leeds called the Canadian Direct Meat Supply Company. I called on them at one of their branch shops here, and had an interview with the manager. The company is entirely financed by English capital, and has been organized on account of the great demand for Canadian goods, as against American.

Two branch shops have been opened in the industrial part of the city, at Hunslet and Beeston Hill; they buy their meat direct from Liverpool, and place no meat on sale except Canadian, a guarantee being exhibited in the window, that no meat will be sold in that shop except "Canadian."

The company has gained great popularity in its already short existence, and although this is the only concern of its kind in the north of England, it is expected, owing to the demand for this class of meat at the present time, that branch shops will be opened in the surrounding cities and towns, as the business develops.

The cheese factory at Moscow, a village on the Napanee River, was struck by lightning Saturday morning and burned. There were 100 cheese in the building.

#### CHEESE AND BUTTER BULLETIN.

Since last week there has come a change over the cheese market and at present there is a great deal of doubt about shaping of the market in the near future.

Judging from our Canadian standpoint there are a great many "bullish" elements. We have had a long spell of extremely hot and dry weather, the pastures have dried up and there is a material shrinkage in the flow of milk, caused not only by the draught, but also by the troublesome flies. Against this we have the argument of extremely high prices, large shipments on the way to Great Britain and a general feeling of uneasiness on the part of British importers.

Last week we had a slight accumulation of stocks in Montreal at very high prices, which shows an indisposition on the part of British importers to follow our lead, and in consequence prices eased off to previous trading basis. If the consumptive demand will now again come on, there will be not much, if any, further decline. This will be tested during the next few days; meanwhile, we have dealers who believe in still lower prices and others think that present prices are safe.

If the above mentioned heavy shipments, now on the way to British markets, are being absorbed promptly, we cannot look for a decline in prices. On the other hand, if the trade in the U.K. will not take up these quantities we must expect a further decline, as prices are still too high for storing purposes.

The receipts in Montreal last week were 107,363 boxes of cheese and 31,065 packages of butter, against 94,502 boxes of cheese and 41,328 packages of butter. During the same week of last year or a total since May 1 of 871,440 boxes of cheese and 271,034 packages of butter, as compared with 843,063 boxes of cheese and 319,992 packages of butter for the corresponding period of last year.

The shipments were last week 81,258 boxes of cheese and 19,279 packages of butter, against 66,947 boxes of cheese and 19,442 packages of butter for the same week of last year, or a total since May 1 of 859,550 boxes of cheese and 137,043 packages of butter, as compared with 752,875 boxes of cheese and 192,878 packages of butter for the corresponding period of last year.

According to these figures, our Montreal receipts show an increase of 28,377 boxes of cheese and a decrease of 48,958 packages of butter, while our exports show an increase of 106,675 boxes of cheese and a decrease of 55,835 packages of butter, or stocks in Montreal of cheese 78,298 boxes less and of butter 6,877 packages more than a year ago.

As it takes about two and one-quarter times as much milk for the production of a pound of butter as it does to produce one pound of cheese, it follows naturally that the yield of milk this year is away below the yield of last year.

The situation on butter is this year a most peculiar one. Prices paid at country markets are a long way above the export basis, but the market continues firm. British markets are not ready to pay our ruling prices here, yet there is a good deal of butter being exported every week. Comparing prices of butter with cheese, the latter continues to be the better paying product of the milk and that farmers are aware of this is shown in the enormous decrease in the receipts of butter at Montreal. The increase in the receipts of cheese is so small, compared with the falling off in the receipts of butter, that it clearly demonstrates a considerable falling off in the production of milk.

We had a most interesting meeting of the Eastern Ontario dairy instructors and inspectors under the lead of G. G. Publow, in Montreal, a while ago. Mr. Publow is doing a lot of good work with his instructors and inspectors improving the quality of cheese in Eastern Ontario, and bringing his men to Montreal to visit the different warehouses here, hearing complaints and comparing cheese from good factories with those which are faulty, will do much to improve the quality generally. A point brought out at this last meeting was a most important one, viz., the point of cleanliness in factories and surroundings and also in taking in of good milk. If the milk delivered to the factories is tainted it should be turned away; no good cheese can be made from poor milk. Farmers are very apt to be careless on the subject of cleanliness and factories do not like to lose a "patron," but this is poor policy, as one lot of poor milk might spoil the entire product of the factory and cause a loss to the careful farmers.

OUR LONDON LETTER.

By Our Own Correspondent.

Although there has been a very fair business passing during the past week on the London butter market, the inquiry for Canadian has not been very great. "Choicest" parcels are making anything from 102s. to 106s. In other grades there is not much doing. In fact, for New Zealand, Australian and Danish the preference is for the best quality. The demand for New Zealand has been brisk, but stocks on hand are very small, the Ionic only bringing in 1,000 boxes during the past few days. Larger quantities of Siberian butter have come along, and are selling easily at 96s. and 98s. for best grades. Canadian creameries are being ordered more freely, but the price is lower here than in the Canadian market.

The demand for cheese is exceedingly good, and this in spite of the fact that prices are away up. Large quantities are going into consumption and each week shows greater deliveries from warehouse. Shipments from Canada, too, have been

on a large scale and not less than 64,000 boxes have been credited to this market. The Devona has brought in 34,000 boxes, the Carthaginian 5,000 boxes, and the Hibernian 17,000 boxes. Consequently, stocks on hand have been increased to 105,000 boxes. In spite of this, however, sellers find the demand sufficiently good to warrant them taking a firm attitude, and are inclined to dictate to buyers. Choicest colored is making 58s., but there is talk of 60s. being asked in the near future. Cable quotations from the other side of the water are at 58s. and 59s. c.i.f. Of course buyers say they will not accept. Events will prove the truth of this. Some New Zealand cheese, about 1,000 crates, came to hand in the course of the week and quickly went into consumption. In all the chief centres the demand for Canadian cheese is good, and supplies are passing quickly into consumption.

There has been a steady demand for best weights in Canadian bacon, and prices have been again advanced 1s. and fair business has passed at the higher price. Heavy weights are not moving off very freely, and the demand is somewhat irregular for these grades. In Liverpool the inquiry for Canadian peafed is good and with short supplies there

has been an advance of from 1s. to 3s. leanest making 64s., and Cumberland cuts 59s. to 63s.

At length the recommendations of the butter commission have been published. Amongst other regulations, it is suggested that inspectors of the Board of Agriculture, and the Department of Agriculture and Technical Instruction for Ireland shall have power to enter any premises where they have grounds for believing that butter is made, reworked, blended, treated by any process, adulterated, or stored. It is furthermore suggested that all premises where butter is treated or where abnormal butter is produced shall be registered with the local authority as a butter factory; that no fat, other than butter fat, and no vegetable or other oils, nor any substance capable of being used in the adulteration of butter, be permitted to be brought into any registered factory; that the addition to butter at any stage of the process of manufacture of any fat not derived from milk be expressly and directly prohibited; that the penalty for the importation of adulterated butter be in proportion to the quantity of the consignment. There are numerous other laws suggested, those dealing with the retail sale being particularly stringent and all-embracing.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices have changed somewhat since our last report. In pure lard it will be noticed that prices are a shade easier than they were. Breakfast bacon is also obtainable at prices slightly lower than those quoted last Friday. Packers report a good general demand for meats. Stocks are none too heavy, but they are able to fill orders received. Hams, bacon and lard are in good request. Export trade is very slow.

Lard, pure tierces	0 12 1/2
" " 56-lb. tubs	0 12 1/2
" " 20-lb. pails, wood (10 1/2)	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2
" " 5-lb. "	0 12 1/2
" " 3-lb. "	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 09 1/2
" " 1-bbl., per lb.	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10 1/2
" " 12 5-lb. tins "	0 10
" " 6 10-lb. tins "	0 09 1/2
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	\$29 50 \$23 00
American short cut clear	27 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 16 1/2
Hams	0 14 1/2 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER—The butter market is steady to firm with prices about unchanged. Some inquiry there is from England so that holders are a little more firm in their ideas. At present prices not much Canadian butter is going into consumption, most of it being put into cold storage.

Choicest creamery, saltless	0 22	0 22 1/2
Choicest creamery, salt	0 22	0 22 1/2
Medium creamery	0 21	0 21 1/2
Western dairy	0 17 1/2	0 18 1/2

CHEESE—There has been a smart decline in the cheese market since last week. The cause of the fall in prices must be attributed to the fact that prices

were too high, besides which arrivals in England have been large. As a consequence there developed an easier feeling locally. Probabilities point to still lower prices in the near future. Exports have been very heavy of late and are beginning to be felt on the other side.

EGGS—Dealers report excellent demand for the strictly fresh laid eggs, which are not arriving in any quantity. For these it is easy to obtain 20c. Poorer qualities are hard to sell. No. 1 eggs are quoted at 17c.

TORONTO.

PROVISIONS—There is little change in provision quotations this week, but the market is firm and the demand continues active. Breakfast bacon and shoulder hams have hardened to top quotations. Fresh meat prices are unchanged.

Long clear bacon, per lb.	0 12	0 12 1/2
Smoked breakfast bacon, per lb.	0 16	
Roll bacon, per lb.	0 12 1/2	
Small hams, per lb.	0 15 1/2	
Medium hams, per lb.	0 15	
Large hams, per lb.	0 14 1/2	
Shoulder hams, per lb.	0 12	
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl.	22 00	
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 11 1/2	
" " tubs "	0 11 1/2	
" " pails "	0 12	
" " compounds, per lb.	0 09	
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" " front quarters	4 50	5 25
" " choice carcasses	6 50	7 50
" " common	5 50	6 00
Mutton	0 08	0 10
Yearling lamb	0 09	0 11
Hogs, street lots	10 25	10 75
Spring lamb	0 13	0 15

BUTTER—The market holds an even level but is firm, and the outlook is for a continuance of this condition. One

large comm that a goo tor solids Prices are merchants away in 1

Creamery print " " solid Dairy prints, che " " tubs, cho Baker's butter

CHEESE The moven events on

New cheese, larg

EGGS—I of the egg unchanged. The demar for this se before sold year.

Eggs (new laid) baker's

WI BUTTEL to the tra

Finest fresh cre " " " " " "

CHEESE Finest Ontario, Manito " " " "

LARD— Tierce basis, pe Small packag 50-lb. tin cans, 20-lb. tin pails, 10-lb. " 5-lb. " 3-lb. " 20-lb. net white

CURED Hams, selected Bacon, Backs, Hams, li. ht. 10 " " medium " " heavy, 2 " " heavy s

Picnic hams, li Shoulders high Break'fast, # bac Clear backs, b l " " Spiced rolls, lor " " sh Dried beef ham Smoked ham

Bacon, dry salt " " Shoulders "

BU

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CLA

from 1s. to 3s. and Cumberland

Recommendations of the Board of Health have been made. Regulations, it is the Department of Health's power to enter premises where abnormal butter registered with butter factory; butter fat, and oils, nor any substance used in the butter factory; butter at any stage of manufacture of any milk be expressly that the penalty adulterated butter the quantity of are numerous those dealing with particularly

S.

which arrivals in ge. As a consequence an easier feeling point to still low future. Exports of late and are n the other side. rt excellent de-fresh laid eggs, in any quantity, obtain 20c. Poor-sell. No. 1 eggs

TO.

is little change s this week, but the demand con-fast bacon and hardened to top it prices are un-

0 12	0 12 1/2
0 15	0 15 1/2
0 15	0 15 1/2
0 15	0 15 1/2
0 14 1/2	0 14 1/2
0 12	0 12 1/2
0 17	0 17 1/2
22 00	22 00
23 50	23 50
0 11 1/2	0 11 1/2
0 11 1/2	0 11 1/2
0 12	0 12 1/2
0 09	0 09 1/2
12 00	12 00
8 00	8 00
4 50	4 50
6 50	6 50
5 50	5 50
0 08	0 08 1/2
0 09	0 09 1/2
10 25	10 25
0 13	0 13 1/2

et holds an even the outlook is for s condition. One

large commission merchant complained that a good deal of poor cream separator solids were coming to the market. Prices are above the export level, and merchants are simply putting receipts away in hope of higher prices.

Per lb.	
Creamery prints, solids, fresh	0 21 0 22
Dairy prints, choice	0 18 0 19
" tubs, choice	0 17 0 18
Baker's butter	0 15 0 16

CHEESE—The market is lower again. The movement is merely a reflection of events on the cheese boards.

Per lb.	
New cheese, large	0 11 1/2 0 12
" twins	0 12 0 12 1/2

EGGS—Heavy shrinkage is the feature of the egg situation, and prices here are unchanged. The supply keeps up well. The demand continues unusually heavy for this season. Dealers say they never before sold as many eggs at this time of year.

Eggs (new laid)	0 18 0 19
" baker's	0 15 0 16

WINNIPEG MARKETS.

BUTTER—Creamery butter is quoted to the trade as follows:

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

CHEESE—

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

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb	0 00 1/2
10-lb. " in 60-lb. cases, per lb	0 00 1/2
5-lb. " " " " " "	0 00 1/2
3-lb. " " " " " "	0 01
20-lb. net white wood pails, per lb	0 00 1/2

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " " "	0 15
Backs, " " " "	0 15
Hams, li. ht. 10 to 17 average	0 15
" " medium, 14 to 16 average	0 14 1/2
" " heavy, 20 to 30, for slicin z	0 14 1/2
" " heavy skinned 20 to 30 for slicin z	0 14 1/2
Picnic hams, light, choice, 6 to 8	0 11 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15 1/2
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	0 14 1/2
" " b bacon 12 to 14	0 14 1/2
Spiced rolls, long if in stock	0 15
" " short	0 13
Dried beef ham sets	0 11 1/2
Smoked hams boned and roll d, 2. per lb. additional	

DRY SALT MEATS.

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

# Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
Standard mess pork, per bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

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

EGGS—Produce houses are paying 17 1-2c. per dozen for eggs delivered in Winnipeg.

CHANGE OF CUSTOMERS.

Canadian Commercial Agent Edgar E. Tripp, of Trinidad, writing of that island's sugar crop for the fiscal year ending March 31, says: "A very noteworthy circumstance is that for the first time on record, so far as I am aware, the colony's former best customer, the United States, did not take one pound of Trinidad sugar. Practically all went to the United Kingdom and British North America, which received respectively 195,917 bags and 127,866 bags. In view of some recent statements as to there being no advantage in the Canadian over the United States market, this is surely significant."

SWISS CHEESE IN ONTARIO.

Schweitzer cheese, a Swiss variety, is now being made in Wellesley township, Waterloo County, Ont., where also the first limburger made in Canada was produced. Christopher Burgener, who had long experience in Switzerland, has started a factory and has 25,000 pounds now in process of curing. He will largely increase the amount as the season advances.

NOTES.

The Jarvis and Dunville butter factories in the month of June paid to their patrons \$10,500.

John W. Montgomery, of Guelph, Ont., formerly cheesemaker in the Goldstone factory, died last week. He was a Scotchman of Linlithgowshire and was 69 years of age.

The demonstrations in the dairy building of the Toronto Exhibition this year will be in charge of the Ontario Department of Agriculture. A course of lectures will be delivered.

## BUTTER, CHEESE, EGGS

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

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

## SALT SALT

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

D. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



# WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

## BUTTER and EGGS

— WE ARE —

### BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants.

TORONTO.

White Spruce

# BUTTER TUBS

10-20-30-50 lb.

## EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

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

**TEAS**

**COFFEES**

**SPICES**

Outside of our regular imported lines, we turn over, all the time, large consignments of Teas of all sorts and qualities, at a small margin. Before buying ask for samples. It will pay you.

**Landed. Ex. Str. "Tronto," via. Boston**

<b>25</b>	Chests	<b>Choice Flavoring</b>	Pekoe Ceylon Black Tea, at	-	-	-	<b>22½c.</b>
<b>10</b>	"	Choicest	Or. Pekoe Ceylon Black Tea, at	-	-	-	<b>35c.</b>
<b>11</b>	"	Extra Choicest Flavoring	Or. Pekoe Ceylon Black Tea, at	-	-	-	<b>42½c.</b>
			Lovers of good Tea should ask for these.				
<b>17</b>	H/c., 40 lbs.,		Ceylon Green Pinhead Gunpowder Tea, at	-	-	-	<b>27½c.</b>

**Landing. Ex. Str. "Empress of India"**

<b>16</b>	H/c.	Japan Condor IV,	May picking, at	-	-	-	<b>27½c.</b>
<b>31</b>	"	"	Tea, May picking, at	-	-	-	<b>22½c.</b>
			Remarkable for its fine flavor.				

**Ex. Str. "Kaga Maru"**

<b>74</b>	H/c.	Japan Tea, Fine Leaf,	Early Picking, at	-	-	-	<b>20c.</b>
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**On the Way—to Land Shortly**

<b>100</b>	Chests	our celebrated "Conway,"	Fine Flavoring Pekoe Ceylon Black Tea, at	-	-	-	<b>17½c.</b>
<b>100</b>	H/c.	Japan Condor XXXX,	at	-	-	-	<b>21½c.</b>
<b>70</b>	"	"	XXX, at	-	-	-	<b>19½c.</b>
<b>116</b>	"	"	XX, at	-	-	-	<b>18c.</b>

This is a part of a large purchase of the above three brands. They are the right goods, bought at the right time and at right prices. They were proven long ago the best on the market, at the price.

**COFFEES**

**COFFEES**

**COFFEES**

None grown especially for us, but of what is picked we buy the best, blend them PROPERLY, and roast them PERFECTLY with the most improved gas roaster.

**GIVE OUR COFFEES A TRIAL AND SEE WHAT WE CAN DO.  
FREIGHT PAID ON 50-lb. ORDERS.**

**THE E. D. MARCEAU CO., LTD.**

**281-285 St. Paul St., MONTREAL**

THE CANADIAN GROCER

# **THE ATLANTIC FISH COMPANIES, LTD.**

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

*WITH WHICH IS AMALGAMATED*

**BLACK BROS. & CO., LTD.** - Lunenburg and La Have, N.S.  
Packers of Prepared Boneless Codfish

**THE WHITMAN FISH COMPANY, LTD.** - - - Canso, N.S.  
Fresh, Smoked, Pickled and Canned Fish

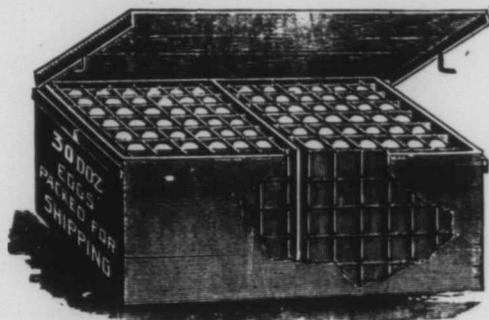
**LEWIS ANDERSON & CO.** - - - Lunenburg, N.S.  
West India Exporters

**HIRTLE, RAFUSE & CO.** - - - Lunenburg, N.S.  
Vessel Outfitters

**EVITT'S FISH STAND** - - - Bay of Islands, Nfld.  
Frozen and Pickled Herring

**Everything in Salt and Fresh Atlantic Fish**

## **EGG CASE FILLERS**



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

*These can be obtained from*

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

Manufacturers of Egg Case Fillers

30-38 BOWD STREET

**MONTREAL**

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

THE

## **Manitoba Canning Co. Ltd.**

GUARANTEES

**ALL ITS TINNED MEATS**

**Corned Beef, Roast Beef,  
Chicken, Tongue, Potted  
Meats, etc.**

**YOU RUN NO RISK**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**

WINNIPEG and CALGARY

VANCOUVER

# FLOUR AND CEREAL FOODS

All Eyes are on the Western Crop—Hundred Million Bushels Looked for—  
Local Situations Mostly Quiet—Some Flour For Export.

Nothing unusual has disturbed the cereal markets this week. Everyone is waiting the outcome of the western crop. As usual, alarmist reports are not lacking, but confidence continues in a hundred million bushel crop of wheat. The Ontario wheat is coming to market and quotations on old wheat have declined. Flour also has weakened somewhat in Ontario and some export business is being done. The Americans are several weeks ahead of Canada in getting into the English market with the new crop, and Canadian exporters are just now breaking in. Some of them, to get a footing, will forego profit. Cereal products everywhere are very quiet, but that is seasonal.

## OUTLOOK AT BRANDON.

A staff correspondent of the Winnipeg Telegram, writing of the crop from Brandon, Man., says:

Brandon is the centre of a section of some 307 miles long, north and south, by 20 miles wide east and west, that is famous for the quality and quantity of its hard wheat. With the exception of the Portage Plains, there is no part of the Canadian Northwest that has yielded so abundantly for so long a period. For more than twenty years the Brandon district has been noted for the volume of wheat exported. To-day the farms first placed under cultivation a quarter of a century ago are producing hard wheat in undiminished quantities. In all that time a crop failure was unknown. The average was higher some years than others but the sale has been a never failing source of wealth in the Brandon district. Present prospects promise in every way to maintain the record.

The tendency in the district is toward smaller farms and that extensive cultivation which can scarcely be secured where the operations are conducted on a huge scale. The increased value of wheat lands in the district renders this improved method of farming necessary as an economic force. Land has advanced over 100 per cent. here in six to ten years. Prof. Wolverton recently sold a section two miles from Brandon at \$47.50 per acre. John Ross was the purchaser. Six years ago it cost Prof. Wolverton \$20 per acre. David Black sold three-quarters of a section lying four miles south of the city at \$47. It had doubled in value in six years.

## CEREAL NOTES.

Goodrich & Coulter, millers, Colborne, Ont., have been burnt out.

The oatmill at Bridgen, Ont., has been undergoing repairs for a fortnight.

Ad. Lucier & Co., hay and grain, St. Madeleine, Mrs. A. Lucier registered.

R. A. Bartlett, wholesale and retail grocer, flour and feed, Sherbrooke, Que., has been burnt out; insured.

Will A. Stevens, for some time secretary-treasurer of the Canada Flour Mills Co., Chatham, Ont., has become the representative of the company in the Maritime Provinces and will reside in Halifax.

## MONTREAL MARKETS.

GRAIN—There has been little movement in grain during the week. Business has not been brisk in any quarter. Oats are easier. Manitoba holders are letting out their old stocks, which has the effect of lowering prices.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 42½
No. 3 white oats	0 41½ 0 42½
No. 4 white oats	0 41
No. 3 yellow corn	0 69
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—There has been no change in the flour situation since last report. Prices are steady. Locally, good business is being done. Export demand is very good in some quarters, while other sections report slow business. On the whole, however, export trade is very fair.

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

ROLLED OATS—Rolled oats continue quiet. There is very little movement in this article, demand being slow.

Fine oatmeal, cases	2 20	2 40
standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
80-lb. bags	2 10	
bbis.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—Feed is quiet. Demand is small, what little business there is passing being in what is required for immediate consumption.

Ontario bran	16 00	15 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
bran	16 00	16 50
Mouillie, milled	21 00	24 00
straight grained	25 00	28 00
Feed flour	1 24½	1 30

HAY—There has been little change of note in the hay situation locally. Farmers are still inclined to hold what stocks they possess. In the Old Country the market is weak. Heavy arrivals are responsible for this state of affairs. The situation will not improve until these surplus stocks are cleaned up. Quotations received from Liverpool indicate 53-55 shillings c.i.f. as ruling figures.

No. 1	10 00
" 2	9 00
Clover mixed	6 70 6 50
Clover, pure	5 00 5 50

## TORONTO.

GRAIN—The western crop nearly monopolizes interest. The consensus of opinion here is that it will run about 100 millions. Quotations are scarcely changed. The Ontario wheat crop is coming

to market and dominating prices. For September and October delivery the quotation is 74c. and for spot old wheat 77c. is the price.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1	0 84
" " " No. 2	0 82
" " " No. 3, nominal	0 79
Red, " per bushel, 78 per cent. points	0 78
White, " " " " " "	0 79
Mixed, " " " " " "	0 77
Spring, " " " " " "	0 72
Goose, nominal	0 77
Barley, No. 1	0 44
" No. 2	0 41
" No. 3x	0 47
" No. 3	0 45
Oats, white	0 33
" mixed	0 37

FLOUR—Quotations on Manitoba patents remain unchanged, but Ontario, keeping pace with wheat, has declined 5c. to 20c. There is very little local demand. As usual, buyers to avoid too early new crop flour, have bought ahead for a couple of months. Some export business is passing. A sale made yesterday in the presence of the writer was on a basis of \$3 for new wheat flour, immediate shipment, in buyers bags at the mill. Another quotation was 21s. 6d to 22s., Glasgow or Liverpool, for 280 lbs.

On track, Toronto	
Manitoba patents, No. 1, per bbl. in bags	4 50
" " " No. 2	4 10
Strong bakers	3 90
Ontario patents, No. 1	3 45
" " " No. 2	3 35
Straight roller	3 35

CEREALS—Demand is now very light. Quotations are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 65
Rolled wheat in boxes, 100 lbs.	2 40
" " " 50 lbs.	1 25
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 80

## BUSINESS NOTES

H. A. Merritt has opened a flour and feed store in Grimsby, Ont.

Whaley Bros., Eglinton, Ont., have moved across the street to larger premises.

Ernest M. Seeber, of Carrick, Ont., intends removing to Chatham and opening a grocery there.

T. J. Shore, Cupar, Sask., is erecting a large up-to-date store to be ready for occupation September 1.

James Ireland, Mount Forest, Ont., has moved across the street to a larger and more modern store.

J. H. Colwill, Arthur, Ont., has disposed of his wool at a good price. His genial smile is an asset he can't lose.

G. H. Cooper, grocer, 169½ Spadina avenue, Toronto, has opened a branch on Huron street, just north of College street.

The Norwegian steamer Thyra has arrived at Vancouver with a cargo of Java sugar for the British Columbia Sugar Refining Co.

Michael Ritzer, Brantford, has purchased the grocery business of Henry Reuel, Waterloo. Mr. Reuel has gone into the butcher business.

Harry W. Scott has purchased the Star Grocery, 429 Yonge street, Toronto, from Fred Patience, who has been making a success of the business.

George Taylor, grocer, Wallaceburg, Ont., is enlarging his store by widening it 5 or 6 feet. Two plate glass windows will replace the one in use now.

N. U. Ewes, formerly of Stouffville, will shortly open a bakery and confectionery.

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AGENTS—Rose  
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# WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

**MILLS AT**

**OFFICES**

**WINNIPEG  
GODERICH  
BRANDON**

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

IT PAYS YOU TO PAY FOR QUALITY

**BUY FIVE STARS FLOUR**

# 25c.

The best value in any prepared cereal ever sold in Canada is

## HOUSEHOLD CANADA FLAKES

The biggest package.

The best-made cereal.

The richest flavor—a combination of Maple Syrup and Malt.

And in every package is a piece of fine decorated china, such as bread-and-butter plates, cream jugs, cups and saucers, etc., any of which would retail for at least \$1.50 per doz.

We thus advertise direct to your customers, Mr. Grocer and your customers get all the benefit of the expenditure. It sells itself. Stock it.

24/25s. \$4.90 in 5-case lots. Freight prepaid.

**The Prices are an Inducement to Buy,  
The Profits are an Inducement to Sell.**

## Mrs. Rorer's Saratoga Chips

sell at 10c. and 20c. — just the right prices.

Every sale of Mrs. Rorer's Saratoga Chips yields you a nice profit.

As that "every sale" comes quite often, you can see how the profits multiply.

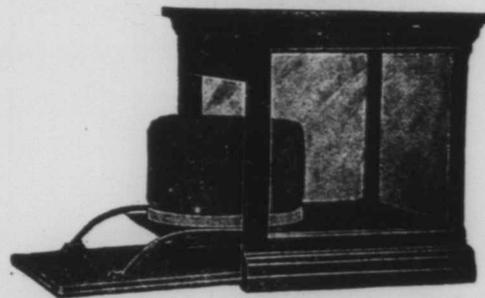
Write for "Perfect Proposition"

MADE EXCLUSIVELY BY

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

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

SALES — **CHEESE** — PROFITS



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

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

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

PRICE

**\$7.50**

F.O.B. Factory.

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

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

WRITE FOR ILLUSTRATED FOLDER.

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

**A BIG ADVERTISING CAMPAIGN**

has brought the "**Battle Creek Idea**" before consumers. Our foods are the **original health foods**. We manufacture

**Life Chips**  
**Granose Biscuits**  
**Granose Flakes**  
**Granola**  
**Caramel Cereal Coffee**

Are you stocked?

The Battle Creek Health Food Company,  
 Limited  
 Canadian Factory and Office, LONDON, ONT.

The **McLEOD MILLING CO., Limited**  
 Stratford, - Ontario.

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

**NAP. G. KIROUAC & CO., QUEBEC**

Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT**  
**and FRESH FISH**

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

tionery business in Newmarket in the store recently vacated by R. O. Smith.

Mr. Stewart, of the Midland Mercantile & Commercial Co., grocers, Midland, Ont., has retired and the business is being continued by H. E. Gladstone.

J. S. Gibson, formerly with John Groves, Gravenhurst, Ont., has purchased the grocery and glassware business of Sam Murray. Mr. Murray has gone west.

Eugene Murphy, general merchant, Mount Forest, Ont., has returned from a trip to the west in the interest of his woolen mills. He found business very good.

John Cridford, for many years in the grocery and fancy goods business in Kingston, Ont., and one of the oldest residents of the city, died last week, aged 97.

The Belleville Vinegar Company, recently organized in that city, have secured as their premises the large building known as the Severn brewery. Extensive repairs are being made to it.

Wm. Ormsby, general merchant, Severn Bridge, Ont., is dead. The business is being continued with Harry Marshall, formerly clerk, as manager. Mr. Ormsby was in business at the Bridge a number of years and was highly respected.

R. O. Smith, Newmarket, has purchased a corner store on the busier side of Main street and after making extensive alterations and refitting it through-out, has moved into it. He has now one of the finest grocery and glassware stores in Ontario.

**ALF. T. TANGUAY & CO.**

**Flour, Grain and Provisions**

**Commission**  
**Quebec**

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

**ROLLED OATS**  
**SPLIT PEAS**  
**POT BARLEY**

**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

**ESTABLISHED IN 1842**

**OWL CHOP TEAS**

**1906 CROP** (in store)

RETURNED  
 AUG - 2 1906  
 10 Montreal Office

**JAPAN**

**Bulk and Packages**



**CEYLON AND GREEN**

**in Packages**

**SPECIAL PRICES FOR QUICK BUYERS**

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

**Wholesale Importers - Groceries,  
 Teas, Wines and Liquors**

**Montreal**

QU

The

# QUAKER CANNED PEAS

---

We are now reaching the finish of this important line in canned goods. While the pack, through lessened acreage, is largely curtailed, never in the history of this firm has the quality equalled this year's pack. It is a magnificent pack in quality, entirely perfect and perfectly flawless. In past years we have packed a good pack of peas in quality, but there has always been some inferior goods crept into the pack that we did not think worthy of a Quaker label. This year, with a flawless pack, there has not been a single or individual can that is not worthy of a Quaker label. This is something unprecedented in our six years' experience in packing peas. In accomplishing this nature has assisted us largely, the weather being cool and moist throughout the whole packing time. Nature did her part and we are pleased to say that we also did ours, so that we are in a position to say that we are now able to offer the consumers the finest pack of Quaker Canned Peas that we have ever packed since in business. :: :: :: :: :: :: ::

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## The Packers of Quaker Canned Goods

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R. O. Smith.

Midland Mercan-  
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## FRUITS, VEGETABLES AND FISH

Raspberry Crop is Turning Out Well—Vegetables are Getting More Plentiful and Corn has been Reached—Lake Fish Dearer.

The fruit trade continues very active. Price variations this week have been only in keeping with the progress of the season. The demand for fruit everywhere is quite equal to the absorption of the supply and prices are maintained. The Ontario raspberry crop is turning out well. They have been very plentiful this week and the supply will continue two or three weeks more. The canners, however, are making great inroads upon the crop in an endeavor to make up for the strawberry shortage. California fruits are getting cheaper in Canadian markets. Canadian peaches, the early white variety, are beginning to come, but they are of little account. Watermelons are cheaper and importers are complaining of the time consumed in transit. Some cars are as long as eleven days on the road and when they arrive if the weather has been hot about two-thirds of the fruit is spoiled. Lemons are firm and a large importing agent states that any low prices will indicate inferior fruit. Lake fish are scarcer, as is usual at this season. The price is but slightly advanced.

### B. C. SALMON CANNERIES O.K.

Because of an attempt to slander British Columbia canned salmon in Great Britain, the secretary of the Provincial Board of Health inspected the canneries in operation and says that of twenty-five canneries on the river every one is strictly complying with the regulations of the board of health. There is no offal or dead fish in the buildings and the rule of cleanliness is rigidly enforced.

The Provincial Department of Agriculture has received information from the Canadian agent at Manchester that as a result of the tinned meat exposures the use of that class of food has dropped off 40 per cent. among British workmen. Therefore the local Government is likely to take steps to encourage the use of salmon.

### COST OF CANNING SALMON.

The Fraser River sockeye season opened July 10 and will continue until Aug. 25.

"Unless the salmon pack is a small one," said a canner the other day, "the canners do not expect to make much money this season on account of the increased running expenses. The increased price of labor this year will make a difference of 10 cents per case more than last year. Block tin has increased 50 per cent. and solder 75 per cent. As there are about a dozen sockeyes to each case, the increased cost for the fish alone at \$1.20 to \$1.80 per case."

### NEW CLAM FISHERY.

In Prince County, P.E.I., a new fishing industry has grown up within two years. The catch is quahaug, a hard shell clam, and from two to three hundred men are now engaged at it. The

quahaug is fished with a drag from a boat and a fisherman will fish from three to seven bushels per day. The price paid on the shore is \$1.40 per bushel. From two to three hundred bags of these clams are shipped from Summerside daily to the New York and Boston markets. Thousands of dollars have been paid to the fishermen of Prince County this season for the shell fish. Recently, the fish wardens have stopped the fishing of the quahaug at some places as it is claimed that the oyster beds were being damaged.

### FRUIT SALES IN MONTREAL.

On Monday several cars of fruit were sold at the rooms of the Montreal Fruit Auction Company on Mountain street. A car of peaches brought from \$1 to \$1.40 for Hales early, and from \$1.50 to \$1.75 for Crawfords. A car of plums was sold at prices ranging from \$1.60 to \$1.85. Pears sold from \$3.60 to \$3.65.

### FRUIT FROM TRINIDAD.

The British West India Fruit Co. established in Trinidad two years ago, and by their encouragement fruit-growing on the island promises to become a flourishing industry. The first year they did a business of £803 and in 1905-6, £4,259. Areas of some extent are now being planted out in various districts. The principal fruits are oranges and bananas, but many other varieties go forward in smaller quantities.

### SALMON PACKING IN GOOD HANDS

The contention of some people that the salmon packing business is a precarious and uncertain one which is seldom profitable is disproved by the experience of the British Columbia Packers' Association, which has demonstrated that the cannery business can be made profitable on a large scale under the proper sort of management.

The British Columbia Packers' Association is a consolidation of thirty-one canneries on the Fraser River and fourteen along the north coast of British Columbia, representing about 65 per cent. of the total salmon pack of British Columbia. This association has had a number of successful and profitable years, and is now on a dividend-paying basis, having paid off the entire amount of its debt to the Bank of Montreal. The company's shares are going up and its stock is looked upon as a good investment.

The association has had as hard a row to hoe as any of the other salmon associations on the coast, and its success can be attributed to the judicious management which has placed it in its present strong financial condition. The credit is largely due to Mr. W. H. Barker, the manager of the association, under whose able guidance the concern has been cleared of its large indebtedness and made one of the most substantial institutions on the Pacific coast. — Pacific Fisherman.

## PRESERVING

Canadian  
Raspberries,  
Currants,  
Cherries,  
Gooseberries,

will have to be attended to within the next week.

Remember, in placing your orders, we are the largest receivers of Canadian Fruits on this market.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St. TORONTO,  
CANADA

Georgia Peaches  
**ELBERTAS**

Just the peach you want to give your customers satisfaction.

### CALIFORNIA FRUIT

Mixed cars PEACHES, PLUMS, etc., arriving, and supplies fully assured.

Lemons,  
Oranges,  
Bananas,  
Water Melons

## RIPE TOMATOES

I have the largest plantation of **Early Tomatoes** in the favored Leamington District. Write for prices. I make a specialty of **careful packing**. All telegrams phoned out to our fruit farm. Phone 83.

**W. W. HILBORN,**  
Leamington, Ont.

## BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

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

### PUSHO

In Toronto cream has been portion of the

### PICKER

The Dominion and Fisheries to establish a Point E

A company on the St. Lawrence a whale a

The annual by, Que., Fruit- occur on the 13t

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### MONTRE

GREEN FRU all lines of fru brisk, the warm of increased tr have been advan the trade. Pine rise in lemons r The Grocer last and this fruit Raspberries are and prices are l not quoted. Can the first lot arri 50c. to 75c. per

late Valer cia orang s, Dates, per lb. .... Bananas ..... Pecan nuts, per bag of 10 Apples ..... New apples, half bus. a box lemons, per box New lemons ..... cases, per hundred. .... hes, per box. .... Plums ..... Canned peas, per crate. Watermelons, each. .... varieties, per basket. .... Florida oranges, per lb. Egyptian onions, per 11 ... st. strawberries, per s Raspberries, 22 quart bo Raspberries, per b. x. ... Banana grape fruit, bo

VEGETABLE has been respon made in vegetat most lines have many cases. P. ably, while from \$1.25 t very good. Ar large enough t there is a wide cabbage quoti is good at 1 75c. per doz ing from 20c. t likely that pric than this for so

# FISH

## More Plentiful

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## MONTREAL.

ars of fruit were e Montreal Fruit Mountian street. ight from \$1 to nd from \$1.50 to A car of plums ng from \$1.60 to \$3.60 to \$3.65.

## RINIDAD.

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## GOOD HANDS

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ad as hard a row other salmon as- and its success e judicious man- ed it in its pre- condition. The Mr. W. H. Bar- association, un- the concern has rge indebtedness most substantial pacific coast. —

## PUSHCARTS BANNED.

In Toronto the sale of fruit and ice cream has been prohibited in the busy portion of the down-town section.

## PICKEREL HATCHERY.

The Dominion Department of Marine and Fisheries has decided, it is reported, to establish a pickerel hatchery at Sarnia or Point Edward, Ont.

## NOTES.

A company engaged in whale fishing in the St. Lawrence is taking on an average a whale a day.

The annual exhibition of the Granby, Que., Fruit-Growers' Association will occur on the 13th and 14th of September.

The sardine herring has not appeared on the Atlantic coast yet this year, and the circumstance is causing some anxiety to fishermen. His absence is alleged to be due to the presence of large numbers of dog fish and pollock in-shore.

The annual meeting of the shareholders of the British Columbia Packing Co. was held in the offices of the company in Vancouver last week. The old board of directors was nominated for re-election at the meeting to be held in New Jersey on August 6. A handsome profit was shown on last year's workings.

## MONTREAL MARKETS.

**GREEN FRUITS**—Good demand for all lines of fruits prevails. Business is brisk, the warm weather being the cause of increased trade. Valencia oranges have been advanced twenty-five cents by the trade. Pineapples are also up. The rise in lemons mentioned as probable in The Grocer last week has taken place and this fruit is now selling at \$5. Raspberries are coming in more freely and prices are lower, ten cents now being quoted. Canadian plums are on sale, the first lot arriving last Monday. From 50c. to 75c. per basket is obtainable.

Valencia oranges, per box	5 75
Dates, per lb.	0 44
Bananas	1 75
Cocoanuts, per bag of 100	3 40
Pineapples	4 00
Apples	7 00
Pineapples, half bus. baskets	1 25
Val lemons, per box	3 51
New lemons	5 01
Raspberries, per hundred	1 25
Plums, per box	2 00
Plums	1 75
Watermelons, per crate	5 00
Watermelons, each	0 30
Watermelons, per basket	1 00
Guinea oranges, per bbl	5 50
Guinea oranges, per 112-lb. bag	1 75
Guinea oranges, per small basket	0 4
Raspberries, 22 quart boxes	3 00
Raspberries, per box	0 10
Banana grape fruit, box	6 50

**VEGETABLES** — The warm weather has been responsible for a good healthy trade in vegetables. Larger arrivals in most lines have caused prices to fall in many cases. Parsley has declined considerably, while tomatoes are now selling from \$1.25 to \$1.50. The demand is very good. Arrivals are just about large enough to supply the demand. There is a wide range of prices offered in cabbage quotations. Demand for this crop is good at figures running from 35c. to 75c. per dozen. Cucumbers are selling from 20c. to 25c. a dozen. It is not likely that prices will go much lower than this for some time. New potatoes

# CANTALOUPE

(MUSK MELONS)

This luscious fruit is now arriving in full carloads from Indiana points.

**Packed in Baskets (About 15 Melons)**

and sells at \$1.00 to \$1.25 per basket, wholesale.

# Georgia Elberta Peaches

The most popular fruit on the market.

**ORDER FROM THE DIRECT IMPORTERS**

# WHITE & CO., LIMITED

TORONTO and HAMILTON

## "THEY HAVE TO BE SHOWN"

Is the only way to convince **The Stubbs Marshall Mercantile Co.** that better Watermelons grow than they are now ready to ship—they're from Missouri. Jobbers please enquire.

**W. B. STRINGER & CO., - Sole Agents - Toronto**

## A FEW SEASONABLE FRUITS

RASPBERRIES, IMPORTED CANTALOUPE, LEMONS, BANANAS, BLUEBERRIES, CALIFORNIA PEACHES, PEARS AND PLUMS.

## THE F. T. JAMES COMPANY, Limited

76 Colborne St.  
33 Church St.

TORONTO

Wire, Phone,  
or Mail your Orders

## Lemons.

We have two carloads of fine Lemons consigned to us, and the consignor says sell, so we put the price low. 360s at \$3.50 per box; 300s at \$3.75, re-packed.

## THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

## BANANAS, WATER MELONS, ORANGES AND LEMONS

And all kinds of

## FOREIGN AND DOMESTIC FRUITS

Send us your order

## HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONT.

## DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

**CURRENTS,** Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S. E. D. Adams  
St. John, N.B. J. Punter White  
Montreal, D. Rattray & Sons

Toronto, F. L. Mason & Co.  
Winnipeg, Jas. Carnon  
Victoria, B.C., H. Donkin  
Vancouver, C. E. Jarvis & Co.

**TH. J. PSIMENOS.**

4 Cullum St., E.C. LONDON, ENG.



**MARKETS.**  
 heavy receipts available this week said to be good. In the district they are just coming continues very fluctuations for reasonable. Cheaper slightly higher peaches, melons.

288's	5 00	5 00
Ox	4 50	5 00
	1 25	1 25
	2 20	2 20
	0 65	0 65
	0 09	0 09
	3 01	3 50
	1 15	1 20
	1 00	1 25
	0 65	1 25
	2 01	2 25
	2 50	2 75
	1 50	1 50
	1 15	1 25
	0 37	0 40
	5 10	6 50
	1 25	1 25
	1 15	1 25

corn has come a good many people appetite for the interesting news side Canadian for the price is still are lower and are very scarce. expected to arrive.

0 81	1 00
1 00	1 00
0 10	0 10
0 50	0 50
0 81	0 81
0 40	0 40
0 20	0 25
0 20	0 25
0 27	0 25
0 10	0 25
1 15	1 50
1 75	2 20
1 75	0 75
1 75	1 75
1 90	1 90
0 07	0 07
1 35	1 50
2 25	2 25
1 25	1 25
0 21	0 25
0 25	0 40
1 25	1 25
0 75	0 85
0 20	0 25
0 35	0 50
0 15	0 20
1 25	2 00
0 50	0 50
1 25	1 25
0 50	0 50

increase in the salmon trout and the price. The demand advance would be wise prices remain.

0 10	0 10
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0 05	0 05
0 05	0 05
0 05	0 05
0 20	0 20
0 20	0 20

loss in which de.



INGERSOLL, CANADA—FACTORY

**AN EASY ONE.**

Added to our splendid assortment of **GOLD MEDALS.**

**ST. CHARLES EVAPORATED CREAM**

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

St. Charles Condensing Co.



## FINNAN HADDIES

THE FAMOUS  
**"BRUNSWICK BRAND"**

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

**Connors Bros., Limited**  
 Black's Harbour, N. B.



## King Oscar Sardines

most delicious for  
**A DAINTY LUNCH**

Follow up the poster advertising by a display. Ask your wholesaler for an advertising card.

**JOHN W. BICKLE & GREENING**  
 (J. A. HENDERSON)  
 Canadian Selling Agents  
 HAMILTON, - - - CANADA

# SOMETHING NEW!

**FIRST Canadian Sardines in KEY OPENING CAN**

**Golden Rule Brand have it**

GET PRICES FOR NEW PACK.

If you can't buy from your Jobber write us direct. **PROMPT SHIPMENT.**

## J. W. WINDSOR, - MONTREAL

SELLING AGENTS FOR CANADA



Lowney's Cocoa is a triumph in pure food products. It is the best cocoa made anywhere or at any price.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

## THE SUMMER SEASON

brings

### A DEMAND FOR THE BEST

IN YOUR STORE

# STEWART'S

## Chocolates and Confections

### ARE THE BEST

PURE Materials.

Absolute Cleanliness.

Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE

## STEWART COMPANY

LIMITED

TORONTO

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk

Chocolate

are absolutely pure goods

## THE COWAN CO., LIMITED

TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

"YESTERDAY, TO-DAY and ALWAYS"

# MOTT'S Chocolate

"DIAMOND" brand  
and  
"ELITE" brand

Unequaled for Purity  
Strength and Economy

ALWAYS PROFITABLE.

For Sale by all Jobbers.

## John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR  
MONTREAL

R. S. McINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG

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## BISCUITS AND CONFECTIONERY

Candies and the Outing Season — Need for Display—The Cocoa Bean and How it Grows and is Prepared for Commerce.

When women take an outing, if its only for an hour or two, they want some confectionery. That's why the demand for candies continues good through the warm months, that and the fact that the children are on the rampage.

The more expensive kinds, if they are to be a success in a grocery, must have careful handling and good display. A handsome show case standing by itself gives character to the candy department and cannot but attract attention.

### MANUFACTURE OF COCOA.

Facts About the Production and Handling of the Popular Bean.

In Ecuador, the country from which the largest supply of crude cocoa is drawn, the trees grow to a height of from 20 to 30 feet and the base of the trunk is from 8 to 10 inches in thickness. They are raised from fresh seeds, which are planted in rows about five yards apart. They begin to bear in the sixth or seventh year and in the tenth year reach full maturity. The blossom is very small, pinkish white, and wax-like in appearance. It grows directly out of the main trunk and branches. As it fructifies, the petals fall off and from the stamens, in the course of from fifty to seventy days, an oblong pod is developed. This pod is of golden color, and contains some twenty to thirty-five grains of cacao, enveloped in a gummy liquid, which coagulates on exposure to air. The outer rind of this pod is dark or golden yellow in color and very hard, a sharp instrument being necessary to cut it open. Its size varies, according to the kind of cacao, from 8 to 15 inches long by from 2 to 6 inches thick. The outer rind is marked by longitudinal furrows, more or less pronounced, which indicate the interior arrangement of the seeds.

The average yield of the trees varies in the different countries in which they grow. In Ecuador the average is said to be from one to two pounds of dry cocoa to a tree. In Surinam the average is about two and one-third pounds. The fully ripened pods are detached from the tree with a long pole armed with two prongs, or a knife at its extremity. The pods are left in a heap on the ground for about twenty-four hours; they are then cut open and the seeds are taken out and carried in baskets to the place where they undergo the operation of sweating or curing. There the acid juice which accompanies the seeds is first drained off, after which they are placed in a sweating box, in which they are enclosed and allowed to ferment for some time, great care being taken to keep the temperature from rising too high. The fermenting process is, in some cases effected by throwing the seeds into holes or trenches in the ground, and covering them with earth or

clay. The seeds in this process, which is called "claying," are occasionally stirred to keep the fermentation from proceeding too violently.

The cocoa is brought into the market in its crude state as almond-shaped seeds, which differ in color and somewhat in texture. They are first cleaned and then roasted, great care being taken to secure a uniform effect. By the roasting the shell becomes more readily detachable, and its complete removal is the next step. The crushing of the seeds into small fragments is easily accomplished, and this is followed by a thorough winnowing, by which the lighter shells are carried away by themselves, leaving the clean fragments of the roasted seeds ready for further manipulation.

The result of many analyses of the roasted seeds shows the following averages: Moisture, 6.51; fat, 49.24; theobromine, .43; starch, 10.42; cellulose, 3.1; other carbohydrates, glucosides, etc., 7.78; protein matters, 18.33; ash, 3.92.

The clean shells are used for the preparation of a wholesome and very low-priced drink. The cracked cocoa or coarsely ground product of the roasted seeds is called "cocoa nibs" or cracked cocoa; the finely pulverized product of the roasted seeds from which a portion of the fat has been removed in order to make it more digestible and prevent it from caking, is called "breakfast cocoa" or "powdered cocoa." In the preparation of chocolate the fragments are ground by a complicated mechanism until they attain the highest degree of fineness and constitute a perfectly homogeneous mass or paste without removing any of the fat. The pure product of seeds prepared in this way, to which nothing is added and from which nothing is taken away, is known as plain chocolate or bitter chocolate. Sweet chocolate is made by working into the mass a certain percentage of sugar. For flavoring, vanilla is generally used.

The fat or "cocoa butter," so called, constituting an average of about 50 per cent. of the seeds, is, when pure and freshly extracted, of a pale yellow color. Its consistency is about that of tallow. It is insoluble in water, completely soluble in sulphuric ether and the essential oil of turpentine. It is used very extensively in the manufacture of confections, and by pharmacists as the basis of pomades and ointments. Considered as a food and as a medicinal substance, it possesses the same fundamental property as other fat.

### TRINIDAD'S COCOA.

Trinidad's export of cocoa for the fiscal year ending March 31, was a record, writes Canadian Commercial Agent Tripp. The total was 285,725 bags, value £1,196,450, being composed

## In a Nutshell

Made From Just Right Material

Eat Them

Sell Them

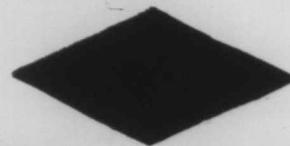
Packed in Just Right Way



Success is Deeds not Words

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

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

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PANY LIMITED

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# W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

## HIGH CLASS BISCUIT MAKERS

*For Over Fifty Years.*

OUR PRODUCTS rank high among the

### BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

**BISCUITS IN HALF-POUND PACKETS.** (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

King's Own Mixed  
Puff Cracknel  
Veda Oatmeal  
Kiel Fingers  
Glacier Wafers  
Milk Chocolate  
Finger  
Butter Cream  
Polo  
Macaroons  
Marie

WILSON BROS.,  
Wharf Street,  
VICTORIA, B.C.

C. & J. JONES,  
424-5 Union Bank Buildings,  
WINNIPEG.

KENNETH H. MUNRO,  
324 Coristine Buildings,  
MONTREAL.

AGENTS:



"EAGLE" brand  
Condensed Milk

WILLIAM H. DUNN, Montreal and Toronto

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

Nothing stronger can be said about

## BORDEN'S BRANDS

than that they are the most perfect milk products made. Being perfect they are **THE BEST.**

*They are the Standards.*

"PEERLESS" brand  
Evaporated Cream



A LINE THAT WILL PLEASE YOUR CUSTOMERS



## SHIRRIFF'S

ON EXTRACTS  
STANDS FOR  
SUPREMACY

*The Goods  
that are Rated Highest.*

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.**  
TORONTO



**LAMONT, CORLISS & CO.,** Sole Importers  
27 COMMON ST., MONTREAL

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of 248,460 bags of produce of the colony, and 37,265 bags other than produce of the colony. This industry is the more important and valuable from the fact that the great majority of the owners of cocoa estates are resident proprietors, and the profits made are for the most part spent or invested in the island. For many years France has been the largest consumer, but the United States has now taken the lead with 137,826 bags. France is next with 105,000 bags, and Great Britain with 33,223. Canada figures for 1,200 bags only, against 3,722 in 1904-5.

**MONEY IN CHEWING GUM.**

**American Chicle Co's Profits \$1,404,000  
—An Increase of \$200,000.**

At the annual meeting of the stockholders of the American Chicle Co., the profits for the year were quoted to be \$1,404,000, an increase of \$200,000 over last year. After paying dividends of 6 per cent. on the preferred, amounting to \$180,000, and 13 per cent. amounting to \$780,000 on the common stock, the surplus for the year was \$440,000.

The profits of \$1,404,000 were derived after taking care of the losses incurred by the company by the San Francisco fire. During the year the company built a plant in Toronto, Canada, and is now constructing a factory in Portland, Ore., to take the place of the one destroyed in San Francisco. The officers report a very successful business in London during the past year. The company has also acquired 1,000,000 acres more of land in Mexico, making the total acreage controlled in that country 2,600,000, from which to extract its raw material. The company is also the largest colonizer in the Yucatan and Campeche districts, no less than the heads of 1,000 families being employed extracting raw material in those districts. Every factory owned by the company worked 300 days during the past year. The company now owns seven factories, one each in Newark, Cleveland, New Orleans, Louisville, Chicago, Toronto and London and one

now in course of construction at Portland, Ore. The total salaries paid to officers for the year amounted to \$42,000.

**COCOANUT DISTRIBUTION.**

Trinidad's shipments of coconuts last year to the end of March totalled 11,037,932, valued at £29,228. They were mostly shipped as follows: United States, 9,054,355; United Kingdom, 906,250; British North America, 659,470.

**GROCER'S SCRAP BOOK.**

John N. Schepter, grocer, Mildmay, Ont., is a merchant who appreciates his trade paper. In his case it is the Canadian Grocer. He has been a subscriber 11 years and during all that time he has kept a scrap book wherein he has preserved everything that has appeared in The Grocer of special interest to him.

**ORILLIA BOARD OF TRADE.**

At the annual meeting of the Orillia, Ont., Board of Trade last week, F. G. Evans declined re-election to the presidency, and D. J. Gibson, last year's vice-president was advanced to the position. G. H. Clark was elected vice-president; E. A. Doolittle, treasurer, and J. B. Henderson, secretary.

**SPRAGUE  
CANNING MACHINERY CO.  
CHICAGO, ILL., U.S.A.**

**An Auto? No!**  
Peanut and Popcorn Seller.  
Catalog show'em \$8.50 to \$350.00. On easy terms.  
**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati



**EPPS'S GRATEFUL COMFORTING**

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

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

**THE MOST NUTRITIOUS**

**COCOA**

Cultivate your Biscuit trade by ordering  
**McLAUGHLAN'S**

**Cream Soda Biscuits**

**McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.**



**UPTON'S**

**Jams, Jellies**

and

**Orange**

**Marmalade**

are easy to sell.

**'Tis Sixty Years Ago**

**COX'S GELATINE**

celebrates its 1905 the 60th anniversary of its introduction to the Canadian public.

**FIRST** in 1845 in strength and purity, and first still after all these years.

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



# CAMPERS

are smokers. Their trade is not hard to get, providing you have the right kind of cigars in stock.

Now, wouldn't this very week be a splendid time to see what you can do with the camper?

**PHARAOH** cigar sells at 10c., **PEBBLE** at 5c. Both of these cigars are in my

## 500 ASSORTMENT

which you have heard so much about lately.

If at the end of 3 months you have any of the **500** left, I'll take them back at invoice price.

Isn't that a "right royal" chance?

I have "500" waiting for YOU.

**J. BRUCE PAYNE, Limited, Mnfrs.,**  
GRANBY, QUEBEC, CANADA.

Do You Sell Tobacco? Are You a  
T. & B. Salesman?

# T. & B.

is no experiment. It is the favorite tobacco.

**T. & B.** is attractively put up. Sells well—better every day.

**ORDER A TRIAL SUPPLY.**

**THE GEO. E. TUCKETT & SON CO., Limited**  
HAMILTON, CANADA.

### Modern Sho

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### TOBACCO

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# TOBACCO AND CIGARS

**Modern Show Case the Right Equipment for a Grocer's Tobacco Stock—Tobacco Growing in Canada — Plants of the Same Order.**

Show cases are entering much more than they used to into the equipment of the modern grocery store. Show cases are now a work of art. The old-fashioned affair, plain frame, glass top and front, that occupied considerable space on the grocery counter years ago, has passed and its successor is a plate glass structure standing on its own feet, and is an adornment. This is the kind of case, or silent salesman, very well adapted to the display of a grocer's tobacco stock. Tobacco and cigars to be a success should be carefully kept and advantageously displayed. Both these requirements are met by a modern show case. All outdoors is decorated with signs telling a smoking public that certain brands of cigars are cleanly made in hygienic surroundings. To what purpose is it all if the retailer is messy and untidy while the product is in his keeping. The public appreciates neatness. Look over your tobacco department and see how you can improve it. If it can't be improved send us a picture of it for reproduction on this page as a model.

### TOBACCO GROWING IN CANADA.

Tobacco-growing in Canada is no innovation of recent years. Even three-quarters of a century back the early settlers grew sufficient for domestic use along the border. For nearly fifteen years in this vicinity the weed has been cultivated for shipment to Eastern Canadian points, while for over half a dozen years the raw product has been manufactured near where it is grown. According to men in Essex County in touch with tobacco growing, the future along this line looks extremely bright. One of them pointed out to-day that with the harvest at the end of August conditions were every bit as good as growers in the Southern States would care for. Taken all in all, it seems that there will be no little increase in the production of the fragrant leaf within the next few years. At present, indications point that way. The higher land along Lake Erie, being more immune from frost, seem the most favorable spots for tobacco, though good crops are frequently produced even in the lower places. So far the bulk of the tobacco has been of the "White Burley" brand, a coarser type, but extensive experiments that bid fair to be successful are being carried on for the propagation of the finer brands used in cigars and mild pipe-smoking. The greatest difficulty at present is experienced in inducing the growers to "barn-cure" the weed properly. In some quarters it is claimed that the variation in prices is the cause of this carelessness on the part of the growers in "barn-curing." Prices range from five cents to fourteen cents a pound and so far the same price has been paid for well and poorly cured crops, the price fluctuating at different times. In other words it is alleged that

the buying is not regulated. However, be that as it may, there is a brighter side. There is now more and more of a disposition among the growers to cure the product in the best manner possible, so that time may yet prove the remedy. Tobacco fields generally yield from \$50 upwards an acre, sometimes reaching in Essex \$150 an acre.—Crop Correspondence, Toronto Globe.

### TOBACCO'S RELATIONS.

Tobacco belongs to the nightshade (Solanaceae) family which embraces in its genera a number of well-known plants and vegetables. Among them might be mentioned red pepper, jimson weed, petunia, Irish potatoes, tomato, egg-plant and tobacco. The genus nicotiana embraces 50 or more species of which tabacum supplies nearly all the tobacco of commerce.

### TOBACCO WORKER'S FUNDS.

According to the last report issued by George W. Perkins, president of the Cigar Makers' International Union, the organization has paid in benefits during the past twenty-six years the sum of \$6,845,540.66. The report shows that since the adoption of the benevolent and protective features there has been paid the following benefits: Loans to traveling members, \$991,777.98; strike benefit, \$266.43; death benefits, \$1,514,525.99; out of work benefits, \$1,045,866.11. These figures as a whole show and prove the oft-repeated claim that the better fin-

anced a labor organization is the less trouble and the fewer strikes they have.

### THE WEST GROWING.

A Winnipeg cigar factory has received an order for half a million cigars from a western wholesale firm. This is the largest order yet placed in the western capital.

### THE MAKING OF CIGARS.

(Continued from last issue.) Domestic cigars are made either from imported Havana tobacco or from tobacco grown in this country, or from a combination of both. The domestic

**SWEET  
CAPORAL  
CIGARETTES  
STANDARD  
OF THE  
WORLD**



Sold by all leading Wholesale Houses.

<b>CLAY PIPES</b>	Those made by <b>McDOUGALL</b>
	are peerless. Insist upon having them.
<b>D. McDOUGALL &amp; CO., Glasgow, Scot.</b>	

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



## FREIGHTS AND CHARTERS

There has been practically no change in the volume of business being transacted in shipping circles since last report. Sailings have been numerous, as usual, while shipping has been good. Grain shipments have been very large by houses in some quarters, although other firms are not sending out very heavy cargoes. Hay has not been moving out very well. In only a few cases has there been any good business. The English market is heavily stocked, besides which the English hay, which has been on the market some little time now, takes up the demand for Canadian pro-

ness. Generally speaking, however, trade moves along unchanged. Shipments to date have been below those for the same period last year, although not so greatly as one would imagine. Considerable activity is reported in flour. Canadian millers have been shipping freely in most quarters, while American flour has been shipped through Montreal in large quantities.

Cheese has been on the quiet side, which is not surprising when existing market conditions are considered.

The Victorian, of the Allan line, and the Marina, R. Reford & Co., both sail-

was inspected by a number of board of trade members and other business men interested in the new project. The company is completing arrangements for the building of two steel vessels for use along this route. It is expected that they will be ready for use next Spring.

### OTTAWA GROCERS' PICNIC AUG. 6.

Arrangements are now well completed for the Ottawa Retail Grocers' picnic. This year it will take the form of an excursion to Arnprior, the date fixed being August 6, Civic Holiday. The spot chosen for the holding of the fourth annual picnic is an admirable one, and no doubt the beauty of this little

### BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs. ....	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40cb. ft. ....	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2,240 lbs. ....	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch and Grape Sugar, in bags, 2,240 lbs. ....	7/6	* 9/	*10/	10/	7/6	8/9	10/6	11/6	10/	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs. ....	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft. ....	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs. ....	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs. Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs. ....	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Seeds, Timothy and Clover, in bags, 2,240 lbs. ....	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
" Beans and Peas, in bags, 2,240 lbs. ....	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Apples, Flour and Meal, in barrels, barrel ....	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
" and other Green Fruit in boxes, 40 cb. ft. ....	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" Evaporated, in barrels or boxes, " ....	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Prunes and other dried fruit in boxes, 2,240 lbs. ....	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
Eggs, in cases or barrels, 40 cb. ft. ....	15/	20/	20/	20/	21/	15/	.....	.....	21/	21/	.....	20/
Grain, in shipper's bags. Quartern. ....	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Small, of less than ¼ ton weight or measurement. ....	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

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

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

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

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

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

\* Rates quoted in cents are per 100 lbs.

† Per 2,240 lbs.

No Primage via Montreal.

ducts. For the time being dealers do not expect any improvement in conditions.

A fair amount of business is being transacted in butter. Prices remain very high for good trade. In England, very often, buying seems to be a case of necessity. Buyers recognize the fact that prices are high but are compelled to purchase, through having no stocks.

In some quarters there is reported a better feeling in the export meat busi-

ness. Generally speaking, however, trade moves along unchanged. Shipments to date have been below those for the same period last year, although not so greatly as one would imagine.

Inland navigation transportation facilities have been further improved by the inauguration of a passenger and freight line between Montreal, Toronto and Hamilton. The Hamilton & Montreal Navigation Co. are responsible for the new line. The steamer Dunburn, which was the first boat to make the trip, arrived in Montreal July 17, and

town will in itself draw a goodly sized crowd. The grocers intend to maintain the high standard of sports which have characterized former picnics, while other measures for the comfort and amusement of excursionists are not being neglected. A good time is assured.

Thomas Tuck, tobacconist, Killarney, Man., has been succeeded by Duncan & Boyd.

# Make it YOUR Leader

There are some products that require constant pushing to make them go, but there are others that move so fast they almost *pull* the dealer after them. Every wide-awake grocer likes to handle goods of this last-named class because they mean sure profits with little or no effort. A leader in this class is

## Quaker Rice (Puffed)

It very nearly sells itself. All that we have said about Quaker Rice as a trade winner, all that we have predicted about its great and continued popularity, is more than confirmed by our sales record. Quaker Rice is a substantial food which can be easily made into many delightful confections. Once the people taste it they can't resist eating it. This is the only product of its kind; therefore, will soon be the fastest selling of all cereal foods.

Order from your jobber.

---

**THE AMERICAN CEREAL COMPANY**  
PETERBOROUGH, ONT.

Quota  
The fo  
responsible  
Grocer, at o

Bak

Cook's Friend—  
Size 1, in 2 and 4  
" 10, in 4 doz. 1  
" 2, in 6 " "  
" 12, in 6 " "  
" 3, in 4 " "  
Pound tins, 2 doz  
12-oz. tins, " "  
5-lb. " " "

W. H.

Diamond—  
1-lb. tins, 2 doz. 1  
1-lb. tins, 3 " "  
1-lb. tins, 4 " "

IMPERIAL

Cases.

4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....

OC

Ocean Baking Po

" "  
" "  
Borax, 2 ll  
Cornstarch  
Freight pa



ROYAL

Sizes.

Royal—Dime ...  
" 1 lb. ....  
" 6 oz. ....  
" 1 lb. ....  
" 12 oz. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

arrels—When  
cent. discour

CLEVELAND

Sizes

Cleveland's—Dis  
" 12 ll  
" 6 oz  
" 12 ll  
" 1 ll  
" 3 ll  
" 5 ll

Barrels—When  
cent. discour

T. K.

Crown Brand—

1 lb tins, 2 doz. 1  
1 lb. " 2 " "  
1 lb. " 4 " "

Keen's Oxford, 1  
In 10-box lot  
Reckitt's Square  
Reckitt's Square  
Gillett's Mamm  
Nixey's "Cervus  
" "  
" "  
according to

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 26, 1906.

### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 3 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	3 10
" 3, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 3 doz. in case.....	\$3 00
" 4 " ".....	1 25
" 4 " ".....	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	3-lb.	10 50
1-doz.....	5-lb.	19 75

### OCEAN MILLS.

Ocean Baking Powder,	Per doz.
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. 10 days.

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.	
6 doz.....	5c.	\$0 40	
4 ".....	4-oz.	0 80	
4 ".....	8 " "	0 75	
4 ".....	8 " "	0 85	
4 ".....	12 " "	1 40	
4 ".....	12 " "	1 45	
4 ".....	16 " "	1 65	
4 ".....	16 " "	1 70	
1 ".....	2-lb.	4 10	
1 ".....	5 " "	7 30	
1 ".....	5 oz.	Per case	
1 ".....	12 " "		\$4 55
1 ".....	16 " "		



### ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$0 95
1 lb.....	1 40
8 oz.....	1 95
1 lb.....	2 55
12 oz.....	3 85
1 lb.....	4 90
3 lb.....	13 60
5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime.....	\$0 93
1 lb.....	1 33
8 oz.....	1 90
1 lb.....	2 45
12 oz.....	3 70
1 lb.....	4 65
3 lb.....	13 20
5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

### T. KINNEAR & CO.

Crown Brand—	Per Doz.
1 lb tins, 2 doz. in case.....	\$1 20
1 lb. " 2 " ".....	0 80
1 lb. " 4 " ".....	0 45

### Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	3 00
Nixey's "Ceryus," in squares, per lb.....	0 18
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 08

According to size..... 0 08 0 10

### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1 gross, 2 oz. or 1 gross, 4 oz	
Reckitt's Zebra paste, 1-gro. boxes, per gross.	\$10 20

### JAMES' DOSE BLACK LEAD.

	Per gross.
5a size.....	\$2 40
2a size.....	2 50

AMERICAN PURE FOOD COMPANY.

### Borax "Queen."

40-oz. case, 4 doz.....	0 40
8-oz. " 4 ".....	0 50

Lot 7 cases, freight paid. Conditions—2 per cent. 10 days; net 30 days.

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
7-lb. cotton bags, per bag.....	



### PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's.....	\$4 40
5-case lots, 4 30	
Canada Flakes, "Jumbo" case, 24/25's.....	4 90
Canada Flakes, "Jumbo" 5-case lots, 4 80	

Freight prepaid.

### Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb., per doz.....	\$2 40
" 1 lb., ".....	1 20
" 10c. size.....	0 90
5-lb. tins per lb.....	0 37
Soluble, No 1 5 and 10-lb. tins, per lb.....	0 20
" No. 2 5 and 10-lb. tins, ".....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's ".....	0 35
Parisian 8s per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/4's, ".....	0 30
Flat cakes per lb.....	0 30

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., p-r doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box.....	1 81
6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
1/2 lbs., per doz.....	2 25
Crystalized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

### FRY'S

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's ".....	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

### Cocoa—

	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb. ".....	4 50
" 1-lb. ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" 1/2's, 12 lb. boxes.....	

### EPF'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 11-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

### BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case.....	per doz., \$ 90
" " " ".....	2 40
" " " ".....	4 75
" " " ".....	9 00

### JOHN F. MOTT & CO.'S

R. S. Melndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.



Elite, 1/2's.....	per lb., \$0 30
Prepared cocoa, 1/2's to 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 38
" " " ".....	0 35
" No. 1 chocolate, 1/2's.....	0 30
" Navy " ".....	0 27
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's and 6's.....	0 23
" Confectionery chocolate, 2-lb. to 3-lb.....	0 31
" Sweet chocolate liquors, 30c. to 0 34	

### WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	\$0 35
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 26

Per lb.

Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 40
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes.....	0 37
Caracas sweet chocolate, 6-lb. boxes.....	0 37
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 43
Vanilla chocolate wafers, 48 to box, per box.....	1 58

The above quotations are f.o.b. Montreal.

### WALTER M. LONEY CO.

Canadian Branch, 165-171 William st. Montreal

### Breakfast cocoa—

5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

### Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c.	

### Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 30c.	

### Milk chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 28c.	
100 2-cent. pieces in box, each.....	\$1 25

### Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 26c.	

### Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 22c.	
19-lb. boxes, 4 boxes in case, 1 lb. per 19-lb. box.....	22c.

### Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	36c.
10-lb. tins, 10 tins in case.....	33c.

### XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins in case.....	25c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettas (20).....	1 50
20c. " (20).....	2 42

### Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$8 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00

### Evaporated cream—

"Peerless" brand evap. cream.....	4 75	1 20
hotel size.....	4 90	2 45



### TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



### Coffees.

JAMES TURNER & CO. Per lb.

Mocha.....	\$0 32
Damascus.....	0 32
Calro.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 13

E. D. MARCHEAU, Montreal.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
" Condon" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condon I. 40-lb. boxes.....	45c.
" II. 40-lb. boxes.....	43c.
" III. 80-lb. boxes.....	37c.
" IV. 80-lb. boxes.....	35c.

**"Batger's"**

**Lemon Squash, &  
Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme**  
Montreal and Toronto

**DON'T RUN  
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"  
MAPLE SYRUP**

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &  
LAFLAMME

AGENTS,  
MONTREAL.

**EXPORT TRADE DEPARTMENT**

*Firms Abroad Open for Canadian Business*

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

This space \$15.00 per year.

**HENRY COLBECK**  
NEWCASTLE-upon-TYNE.  
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 25-mile radius.

**A. C. DOUGHTY & CO.**  
Head Office, 39 Eastcheap, LONDON.  
PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

**James Methven, Son & Co.,** St George's House, EASTCHEAP, LONDON, ENG  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain  
We also ship several British lines to United States and Canada.  
CORRESPONDENCE INVITED.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.  
**JAMES EVERETT & CO.,** Grocers' Agents, 38 St. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

**J. H. GAITSKELL & CO.**  
PROVISION MERCHANTS, LIVERPOOL,  
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space \$15.00 per year.

**W. C. GREGSON & CO.,**  
PROVISIONS      POULTRY  
CEREALS  
LIVERPOOL, Produce Exchange Bldg

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

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND.  
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

**OSWALD MURRAY & CO**  
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England  
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"  
**HERMAN RAPP & CO.**  
Provision Merchants.  
19 MATHEW STREET, LIVERPOOL.  
Liberal advances on consignments.

**P. & F. Vincentelli** Makers and Exporters of Candied Peels.  
Daily capacity of our plant: ten thousand lbs  
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES

**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.

This space \$17.00 per year.

**GEO. RAISAY WARD,**  
58 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

**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.

Coupon Book  
For sale in Canada  
Limited, Toronto  
File, Montreal  
\$1, \$2, \$3, \$5, \$10

In lots of less than  
100 to 500 books .....  
100 to 1,000 books .....

Allison's Cou  
\$1.00 to \$3.00 books .....  
5.00 books .....  
10.00 " .....  
15.00 " .....  
20.00 " .....  
25.00 " .....  
30.00 " .....



The Davidson & F

Wilson's  
50 10c. pa  
three box

Sode's Brands  
RETAIL

Sode's Mental "1  
5 cent pkgs. to the l  
Sode's Crushed Fruit  
pkgs. to the box...  
Sode's Pepsin Gum, 2  
the box.....  
Sode's Chulets in 3-ll  
and 200 to the pour  
Sode's Chulets, 60 5-c  
carton.....

**RECKITT'S BLUE and ZEBRA PASTE**

{ Always give your  
Customers Satisfaction.

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



You cannot afford to juggle with your tea business. With

## Challenge Cup Tea

as your leader, you will secure the best trade. If your customers use it once, they will use it again. Packed in 1/2 and 1 lb. lead packages, in 3, 5, and 10 lb. fancy tins, also in 50 lb. lead lined half-chests.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

UN  
S  
apple

AGENTS,  
MONTREAL.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un-covered Coupons	4c.	Covers and numbered	4c.
100 to 500 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 "

**Cleaner.**

Per doz.	4-oz. cans \$ 0 90
	6-oz. " 1 35
	10-oz. " 1 85
	Quart " 3 75
	Gallon " 10 00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Bode's Brands of Chewing Gum.**

RETAIL PRICE LIST.

Per Box.	
Bode's Mental "Pepsin" Gum, 40 5-cent pkgs. to the box.	\$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box.	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box.	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the carton.	2 20

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	per lb. 0 06

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	per lb. 0 06

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

**Lard.**

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 08
1-bbls.	0 25
Tubs	0 09
Cases, 3-lb. tins	0 09
" 5-lb. "	0 09
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wethy's condensed, per gross net ... \$12 00  
per case of doz. net ... 3 00

**Mustard.**

COLMAN'S OR KEE'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	0 25
F. D. 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow, 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 25
1-lb. tins	0 22
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case, per doz. 1 75

**Saratoga Chips.**

MRS. RORER'S SARATOGA CHIPS.

30 large size pkgs., per case	\$4 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" 1/2 bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

**Sauces.**

Worcestershire, Holbrook's, small, per doz. \$2 15  
Worcestershire, Holbrook's, large, per doz. 3 00  
Less than case lots, 10c. and 15c. doz. extra.

**Soda.**

OOV BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
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.	2 85
1 case	2 75
5 cases	1 75

**Soap and Washing Powders.**

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 30
Orlolo soap	" 10 30
Gloriola soap	" 13 00
Straw hat polish	" 10 30

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GOODS.  
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Wisham, England,  
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Canned goods to  
large English whole-  
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REET, LIVERPOOL-  
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Vegetables. Consign-  
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Satisfaction.



# Brunner Mond & Co.'s WASHING SODA

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

## Concentrated Sal Soda

Casks, 560 lbs.

# Winn & Holland Montreal

SOLE AGENTS FOR CANADA.



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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HAMILTON POTTERY

HAMILTON, - ONTARIO

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By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

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BULK V. PACKAGE TEAS.  
HOW TO ESTABLISH A TEA TRADE.  
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Wholesale. Retail  
and 1/2 ..... \$ 0 35 \$0 50  
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..... 0 19 0 25  
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40-lb. boxes ..... \$  
I 80-lb. boxes .....  
2, 40 lb " at .....  
40 " " .....  
fred Japan, 70 lbs., .....  
80-lb. " .....  
0-lb. " .....  
XX 80-lb. boxes .....  
XX 80-lb. " .....  
X 80-lb. " .....  
X 80-lb. " .....  
80-lb. " .....  
80-lb. " .....  
60-lb. per case, lead .....  
lots (35 1's and 70 1/2's) .....  
black tea in lead packets  
1/2, 1/2 and 1/2 .....  
retail 0 27 1/2 at 0  
1/2, 1/2 and 1/2 .....  
retail 0 30 at 0 33  
1/2, 1/2 and 1/2 .....  
retail 0 35 at 0 36  
1/2, 1/2 and 1/2 .....  
retail 0 40 at 0 30  
1/2, 1/2 and 1/2 .....  
retail 0 50 at 0 34  
1/2, 1/2 and 1/2 .....  
retail at 0 40

Crow" blend—  
10, 25, 50 and 80-lb.  
per lb. 0 36  
" 0 30  
" 0 25  
" 0 45  
" 0 17 1/2

Tobacco

TOBACCO CO., LIMITED.  
4s, 6s and 12s ..... \$0 45  
8s, and 3s ..... 0 50  
..... 0 50  
d, 7s ..... 0 51  
cy, 12s, and 6 1/2s ..... 0 45  
s, 12s ..... 0 45  
10s, 6 1/2s ..... 0 51  
11, 7 1/2s ..... 0 55  
0 oz. .... 0 45  
s. and 12s ..... 0 45  
0 oz. bars, 6 1/2s ..... 0 45  
lay, 8s, and 13s ..... 0 53  
s. and 12s ..... 0 45  
nal, 13s ..... 0 47  
7s ..... 0 55

Vinegars.

EAU, Montreal. Per gal  
ed, highest quality.. \$0 25  
illed ..... 0 27  
to buyers of large quantities

Yeast.

oz. 5c. pkgs. .... \$1 05  
east, 3 lbs. in case. .... 1 05

## Fruit Jar Rubbers

Special G.K. & Co. quality neatly put up, one gross in carton.

9091G Pts., 30c. per gross.  
9092G Qts., 35c. "

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Per gross 25c., Qts. only.  
Quart rubbers fit quart and 1/2-gallon sizes.

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Special price for quantity.

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ST. CATHARINES, - - CANADA

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## Grosse & Blackwell's Marmalade

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

## Grosse & Blackwell's Fresh Fruit Jams

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

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