

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA.

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

# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, JUNE 16, 1905.

NO 24.

## Keen's Oxford Blue



Should SELL  
Everywhere  
in Canada

Are you selling

The Best Laundry Blue?

**KEEN'S OXFORD BLUE!!**

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

## LIGHT AS AIR

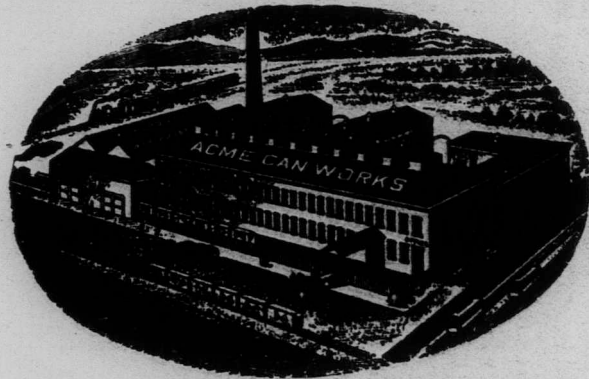
Christie's Soda Biscuits are as light as air,  
and that is why they are called **Zephyr  
Cream Sodas.** Your biscuit trade  
will never vanish as long as you carry them  
in stock.

# CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29



**When in Need of Cans, Serve Your  
Best Interests and Consult Us**

**Acme Can Works** make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the only makers in Canada of  
**KEY-OPENING MEAT CANS, POULTRY CANS.**  
They are our specialties.

Manufacturers for Canada of  
**Jewett's Self-Heating Can.**

We solicit inquiries for prices on  
Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans** Lard, Syrup, Butter } **Pails**

**ACME CAN WORKS**  
Ontario Street East, - - MONTREAL, P.Q.

**MADE IN CANADA**



**WE CAN OFFER**

you a choice line of

**UNFERMENTED WINES**

—an extra choice line. No alcohol whatever. Absolutely pure. **Grape and Raspberry** are our specialties. These wines ought to be on your shelves. Write for prices.

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

**National  
Licorice Co.**



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

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



**BORDEAUX  
RELISH**


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

**PALM GROVE GOLDEN DATES**

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

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

The  
**"Thistle"**  **Brand**  
**Fish**



The fact that for twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

**Not the Cheapest but Always the Best**

**ARTHUR P. TIPPET & CO.**

Agents

8 Place Royale, MONTREAL

20½ Front Street, TORONTO

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

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

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

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

**Wilson Commission Co., Limited**  
 Brandon, Man.

CALGARY.

Start the New Year  
 Right

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

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

MONTREAL

**A. J. HUGHES**

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

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

**JNO. A. MOIR**

Wholesale Commission, Teas and General Groceries. Established 39 years  
 6 St. Sacrament St., - MONTREAL

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

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

Customs Brokers  
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

TORONTO.

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

TORONTO.

Grocery Brokers and  
 Agents.

Established 1865

**C. E. KYLE**

WHOLESALE GROCERY BROKER  
 and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO  
 Highest references. Commissions solicited.

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

Manufacturers' Agents  
 and

Importers.

29 Melinda St., TORONTO

**W. H. Millman & Sons**

Grocery Brokers

27 Front St.,

TORONTO.

VANCOUVER, B. C.

**J. McA. CAMERON**

Manufacturers and Commission Agent

More lines desired.

Travellers on the road.

VANCOUVER, B.C. P.O. Box 912  
 Phone A1955

**The Vancouver Warehouses, Limited**  
 STORAGE

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

Consign your cars to us.  
 Correspondence invited.

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

VICTORIA, B.C.

**Radiger & Janion**

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and  
 COMMISSION BROKERS

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

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
 COMMISSION BROKERS.

Excellent Storage Accommodation.  
 Consign Your Cars to Us.

**REGINALD LAWSON**

MANUFACTURERS' AGENT and  
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited  
 WINNIPEG, MAN.

**JOSEPH CARMAN**

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

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

Open for good  
 Canned Goods Agency

Correspondence  
 Solicited

**Stuart Watson**

Manufacturers' Agent and Wholesale  
 Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

**GEORGE ADAM & CO.**

Wholesale Grocery Brokers and  
 Commission Merchants,

WINNIPEG, - - MANITOBA.

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

Members Western Wholesale Brokers' Association,

**EASTERN MANUFACTURERS**

-AND-

**SHIPPERS.**

All EYES are  
 turned on

MANITOBA AND THE WEST.

**WE**

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

INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
 Wholesale Commission Merchants and Brokers.

HAMILTON, ONT.

OFFICE 715 Long Distance Phones HOUSE No. 1556

**Norman D. McPhie**

BROKER and  
 Commission Merchant

OFFICE:  
 158 KING ST. E.

HAMILTON, ONT.

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



**Heinz Pure Food Products**  
**Stand All Tests**

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

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

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



Keep well stocked in the Picnic season with  
**"STERLING"**  
**BRAND**  
**PICKLES**

A supply of pickles is a necessity to every outing party. The kind that pleases bears the brand "Sterling."

**Made of best Canadian Vegetables in Canada's Greatest Pickle Factory.**

**The T. A. LYTLE CO., Limited**

124-128 Richmond St. W. - TORONTO, CAN



**CEREBOS**  
**TABLE SALT**

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

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

**Sold wholesale by the following firms:**

Quebec: Whitehead & Turner.  
 Montreal: D. H. Rennoldson.

Ottawa: H. N. Bate & Sons, Ltd.  
 Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.  
 Hamilton: James Turner & Co.

Winnipeg: The Kenneth Mackenzie Co.  
 Victoria: R. P. Rithet & Co., Ltd.  
 Vancouver: Kelly, Douglas & Co.

=====

If you are unacquainted with the delicious qualities of the **Teas of Japan** you do not know the **Best** Teas. The fragrancy, aroma, delicate flavor, and healthful satisfying qualities of the early May Pickings, just arriving, will be a revelation to you. Ask your jobber for sample. You will buy, and your customers will thank you for drawing their attention to these teas.

=====

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**

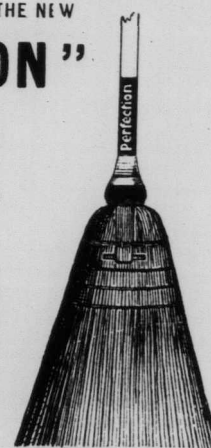
SOLE AGENTS FOR CANADA.

**Special Offer in Brooms**

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

**"PERFECTION"  
BROOM (PATENT)**



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

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

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

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

SOLD EXCLUSIVELY BY

**LIND, KERRIGAN & CO.**  
Wholesale Grocers, - London, Ont.

# 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.

# Flett's

## Pickle Manufacture

The best materials put together by people who know how, is what has given

### FLETT'S PICKLES

their reputation for high quality.

ROSE & LAFLAMME

Agents, MONTREAL

MMS

## Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made. Why not help build up Canada by using

## Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

# THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.



The virtues of

# CEYLON TEAS

could not be told in this space, or double this space, but **You** know some of them. You know that **Ceylon Teas** sell where other teas do not, simply because they have a flavor that is distinctly **Ceylon**. The flavor in the tea is what the people want. The Tea with the flavor is what you should want because it is the Tea that sells. You are not concerned in the taste; you are concerned in the sales. **Ceylon Teas** will make your **sales** question right.

The  
virtues  
of  
other  
Teas  
could  
be  
told  
in  
this  
space

Some Metal Polishes are hurtful—they contain acids. No acid in

# YORK

**Metal Polish**

THE PERFECT POLISH—QUICK, CLEAN, BRILLIANT.

Samples sent on request.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., TORONTO

**YOUR STORE**

should not be without

## SYRUP OF MALT EXTRACT OF MALT

the enemy of coughs and debility.

—  
SEND FOR SAMPLE  
—

**GEO. SLEEMAN, Guelph, Ont.**



**THE STANDARD COMPUTING CHEESE CUTTER**

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

Terms and price right Write for folder

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

## TOLEDO COMPUTING SCALES

Automatic but Springless.

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

A time saver because it is Automatic.

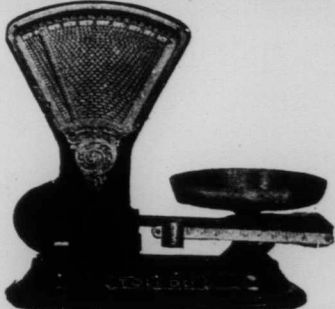
A labor saver because there are no weights to lift, no prices to slide, or prices to set.

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


It is honest both to the merchant and customer.

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

For Catalogue and information apply.



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



## A QUESTION OF WORTH

**The Tarbox Cloth** has proven itself to be what we first said it was—**THE BEST.** But there are lots of women who have yet to learn of its excellence. There is profit in your acquainting them with **THE TARBOX CLOTH.**

Your Jobber Sells Them.

**TARBOX BROS., Toronto**

# PUSH WHAT PAYS


and Gives Satisfaction

## HOLBROOK'S

GENUINE IMPORTED  
WORCESTERSHIRE

### SAUCE

PAYS 40%  
AND



Is the Premier of the World Acknowledged Sauce

25c. per Bottle. 25c. per Bottle.

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

**Butchers, Merchants and Hide Buyers**

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



**If you have Money to Burn**

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
**"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**

**Want Ads.**

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

**MacLEAN PUBLISHING CO., Limited**  
 Montreal and Toronto.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

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

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

**OFFICES IN CANADA**

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

HAMILTON, ONT.  
 QUEBEC, QUE.

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

MONTREAL, QUE.  
 TORONTO, ONT.

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

**GUM**

Bode's always the Best

**GUM**



You can get a

**LITTLE BODE'S GUM SLOT MACHINE**

with 1,000 1-cent pieces of Gum, all for only **\$8.00**

For further information inquire of your jobber, or any of our agents as follows:

**H. L. Pratt, 215-217 Jarvis St., Toronto**  
**C. F. Thompson, Winnipeg, Man.**  
**S. G. Grosch, Calgary, Alberta**  
**Kelly, Douglas & Co., Vancouver, B.C.**

**THE LITTLE BODE'S SLOT MACHINE CO.**  
 28 & 30 St. George Street, - Montreal



**THREE LEADING LINES THAT SELL.**

*Established 1750.*

**Brewery—  
Bristol,  
ENGLAND**

**PURNELL'S**

Pure Malt Vinegar

Pickles

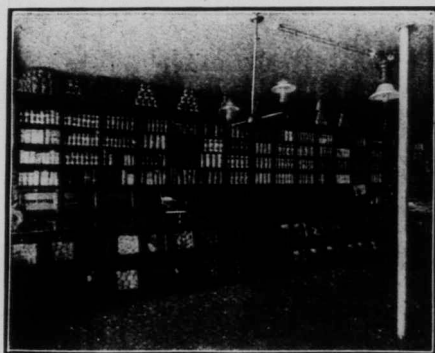
Sauces

**AGENTS**

CHARLOTTETOWN, P.E.I.—HORACE HASZARD, S. Side Queen Square  
HALIFAX, N.S.—E. ST. G. TUCKER, 1 Bedford Row  
ST. JOHN, N.B.—ROBERT JARDINE.

TORONTO, ONT.—J. WESTREN, 630 Ontario Street  
MONTREAL, P.Q.—A. J. HUGHES, 1483 Notre Dame St.  
WINNIPEG, MAN.—A. STRANG & Co., 233 Fort Street

VANCOUVER, B.C.—C. E. JARVIS & Co., Holland Block



A WALKER BIN INTERIOR

**ISN'T IT A FACT?**

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

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

*There is no way to so effectively display goods as with . . . . .* **Walker Bins**

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

**THE WALKER PIVOTED BIN AND STORE FIXTURE CO.**

Head Office: Board of Trade Building, TORONTO

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE

**CANADA SUGAR REFINING CO.**

LIMITED

**Montreal**



**GREIG'S**

**WHITE SWAN**

**Jelly Powders**

All true fruit flavors—High-grade and dependable in every respect.

**THE ROBERT GREIG CO., LIMITED**

**White Swan Mills, TORONTO**

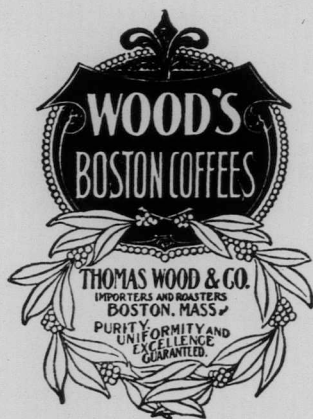
**More Light-** *That's what we all need. You'll get it by using "BON AMI" — the best window cleaner known.*

**HASN'T SCRATCHED YET**

*A Metal Polish and Glass Cleaner unequalled.*

**W. H. GILLARD & CO., HAMILTON.**

Wholesale Grocers, Tea and Coffee Importers.



**PERHAPS**

"Perhaps" signifies that the grocer does not know whether he has purchased the right article or the haphazard variety until he hears from his own customers.

And "perhaps" by so buying he has lost a dozen of them who will never again ask him to show them a sample of Coffee.

There is no such word as "perhaps" in the composition of **WOOD'S COFFEES**, but space and life are too short to specify.

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

Have on hand a thoroughly reliable remedy like

**MATHIEU'S NERVINE POWDERS**

that you can offer to your customers without fear, to cure any nervous pain they may be afflicted with. It may be the timely deed which will bind your customer more closely to you, even as the well directed blow on a red-hot iron moulds it to the required shape. Gratitude in some practical form is sure to be shown, your courtesy and goodness will be talked of, and as indirect profit this is very good work; but then there is also a steady direct profit worth having from the sale of these powders.

The most up-to-date grocers keep throughout the summer a good stock of the famous Cough Remedy

**MATHIEU'S SYRUP**  
of Tar and Cod Liver Oil

They find there is a constant demand for this excellent remedy.

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

**H.P.** What is it?

House of  
**Parliament**

**SAUCE AND PICKLES**

HIGH CLASS TABLE DELICACIES

Agents for Toronto and District:

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

## THE FUTURE OF THE COUNTRY STORE

By C. M. Harger, in the Atlantic Monthly.

STANDING before the door of his long-established but modest emporium, his ample form flanked by windows displaying hose and pancake flour, boys' suits and writing paper, washboards and cigars, while a garish sign, "General Merchandise," creaked above, the pioneer proprietor pointed to a heap of freight the train now disappearing over the plains had dumped on the depot platform.

"More work of the catalogues," he commented bitterly. "Three sacks of 'em came to the post office last week,—now the folks are sending for the goods. Think they are saving money, I suppose."

"Perhaps they are."

"Not much. If they will give me all their orders and pay cash, as they have to do with the catalogue mail-order houses, I'll get 'em just as good stuff, and just as cheap. Some things they may buy cheaper, but they're cheaper goods."

"Why do they do it, then?"

"Because it's the city,—it sounds better, somehow; and the catalogues make everything look so fine. Why, the other day a farmer came here to borrow wrenches to set up a windmill he had sent to Chicago for. Then they expect me to take what's left,—or when they haven't the cash to send away. It's getting so that the farmer can live ten miles from town and even buy his groceries in St. Louis or New York and have 'em delivered without leaving the place. It means that we might as well shut up shop."

### The Favored Visitors.

A few years ago I visited the largest mail-order store in Chicago, where millions of dollars' worth of merchandise is sent out every year. Its dozen floors are crowded with goods and employes—and some customers. Few of the latter are from the city. At the door stands a clerk, who carefully inspects every visitor.

"From out of the city, sir?"

If the answer be "No," you may enter or not as you please,—little does the well-trained employe care.

"Yes,—from Iowa," and how the hand goes out in greeting!

"Glad to have you come in; look over the store,—and here is a ticket for the elevator to the tower."

The ticket is marked "25 cents," and you are told it costs that sum to a resident of the city. The store caters only to out-of-town visitors. Of course you go to the tower,—you had paid gladly to reach lesser heights elsewhere. In the elevator you find people who are evidently strangers to the big town; some are farmer-folk making their first visit

to the metropolis. "We bought all Kate's housefurnishing from here," is overheard as a group is pressed against the iron railing at the top. They are overcome by the wonders spread out far below them, and will go back home with marvelous tales of the greatness of the city and of the magnitude of this supply house in particular, the bestower of a free elevator ride.

### A Plea For Free Buying.

A representative midwestern farmer addressed his State's agricultural society recently, making this plea for buying wherever he pleased. The farmer is able to sell as well as can the man of whom he buys, and he sells for cash, hence he is entitled to buy where he can buy cheapest. He went on: "Your nearest merchants claim the right to buy where they can buy the cheapest, whether it be of you, from Kansas City, or New York; it is also true that they exercise this right, for one day I happened in one of our home stores just as a town lady was buying some cabbage. The merchant was, of course, praising his wares, and would use his set form of speech by saying that those cabbages he had had shipped in from Wisconsin. Knowing that there were plenty of cabbages for sale by farmers, we put in our oar to the extent of asking why he did not buy his produce from those who bought goods of him. 'Well, you see,' he explained, 'we can get Wisconsin cabbage laid down in our store for the same as we pay for home stock, and these—giving the crate the vegetables were shipped in a kick with his foot,—'are solidier than any we can buy here.' How hollow their cry, 'Buy of your home merchant, the man who takes your products,' sounded to us after hearing this bit of talk from the dealer himself.

"But does the merchant you pay money to for goods keep it at home any more than you do when you send to Kansas City or Chicago for what you want? Let us see. Suppose you want a sack of granulated sugar. Your home merchant sells you a sack for six dollars, puts a dollar of it in his own pocket for handling it for you, and sends the rest to the sugar trust in the east to pay for the sugar. On the same day you buy the sugar from your home dealer, let us suppose you send to some mail-order house for another sack of a like grade. You send away \$4.75, and when the sugar comes you pay fifty cents in freight, making it cost you \$5.25, saving you seventy-five cents. The reason we quote no freight charges against the home dealer is because all dealers usually buy on a basis of 'delivered at your store,' but the freight charges have been added, and the consumer has to pay

them, no matter where the goods originally came from. You have seventy-five cents instead of the merchant having one dollar."

### Is It a Sound Argument?

This is a typical argument of the mail-order house's farmer buyer, but it does not include the legitimate outcome of such a proceeding extended to an entire community. It is probable that few of the farmers who exploit so glibly the process by which seventy-five cents is kept at home would care to have their county towns come to the natural result from universal adoption of this policy. Instead of streets of brick blocks where thriving business houses bring the attendant features of modern town life, there would be only a railway station, post office, blacksmith shop, doctor's office, and grain elevator. The lawyers would have their offices in their homes or in the court house; there would be no need of storerooms, and the county newspaper, which would contain no advertising except mail-order house announcements printed on its "patent inside," could probably occupy one end of the commodious freight depot which would be necessary to care for the many shipments of goods. The rural districts of the nation would be very dismal places were this the situation and were all the local places for distribution of the needs of the home wiped out.

It is also interesting to note the magnitude to which the central establishments for furnishing goods under such conditions would attain. They would overshadow the mightiest emporiums of the present. The railroads would be burdened with small shipments to individuals, and the mails would be heavy with orders. The few large cities would contain these great dispensing centres, and the remainder of the commercial life of the country would be practically nothing, being confined to the minor trades and needful professions. The country store would be a thing of the past; business would be centralized beyond any conditions now existing.

### Genesis of the Country Store.

To go back to the genesis of the country store: from the beginning as the nucleus of the settlement life, it has become one of a dozen struggling enterprises desirous of securing the trade of the surrounding country. As the town grew and reached its permanent position among the municipalities of the State, the pioneer store, if it was managed with intelligence, retained its general character, but, branching out, took on the nature of a department store on a small scale.

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES**  
WELL KNOWN AND RELIABLE.

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**SUN PASTE**  
STOVE POLISH.  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

**IN TINS**  
GUARANTEED TO THE TRADE

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

It yet sold washboards and millinery, but it did so in the different departments, each with a head and a corps of clerks. The probabilities are that its owner has become a "mercantile company," meaning that the originator has taken into partnership some of his helpers in order to get more faithful service. These stores, of which nearly every country seat has two or more, are to the country communities what the great emporiums are to the city trade. They occupy full pages in the county weeklies, and their advertising, prepared by some bright clerk or bookkeeper, does not suffer in comparison with that of high-priced "adsmiths," who give professional service in the announcements of the city department stores. Smart delivery wagons make prompt and accommodating disposal of goods at customers' houses. Frequent visits of the proprietors to the large cities keep in evidence through carefully arranged display windows a touch of the world's newest designs.

#### Strength of Country Stores.

The strength of these stores is this,—they carry large stocks; their owners are often interested in mills or elevators that buy the farmer's grain; they take all the eggs and poultry brought to town,—being the feeders for the commission houses of which the Nebraskan complains,—and they meet the prices of the mail-order houses as closely as possible. Many of them keep standing in the local papers such announcements as this: "We will duplicate the price of any article advertised in a mail-order catalogue."

Such a statement does not secure all the trade, but it goes a long way to convince the buyers of the value of their home store.

The vividness of the illustrated advertising done by the mail-order houses, compared with that done by the country merchants, is held by many to be responsible for the success attained in securing trade, and it is probably a most important factor. The bulky catalogue introduces its readers to hundreds of articles never before dreamed of as possibilities of the home; it pictures these goods in all their imagined

beauty and describes them in terms of eulogy. The reader sees therein an opportunity for supplying a want never before suspected,—the country merchant had never suggested this line of thought to him.

#### Lessons For Merchants.

Herein lies a lesson for the country merchant of to-day. The latter, with his proximity to the buyer, his acquaintance with the community needs and abilities, his weekly access to the homes through the country paper, which is read from first to last column by every member of the family, his lessened freight rates on large quantities instead of single orders, has an advantage over the city merchant which he ought to utilize, and which, in many places, he is seizing as a lever for trade bringing.

The country papers which get no local advertising from the mail-order houses (many will not admit it to their columns) help along this home-buying sentiment by vigorous sermons on the value of standing up for home industries. Here is a sample of their argument:

"When your baby died, did the mail-order house send its sympathy? When your crop failed, did it offer to carry you a while? When your daughter was married, did it send a present? Has it helped build the churches, the school-houses, or the bridges of the community? Stand by your home merchant who has done all of these things. Help home industries and home people."

The country department store that uses modern methods in trade and advertising cannot be broken up. Its business is so interwoven with the industry of the people that it grows as the community grows; but there is not room for many such stores in a given town, not so many as there would be if the mail-order house and the city department house with its mail-order division did not exist.

Then there is the grocery store,—no mail-order house can destroy that. It is true that the master of the household may order sugar, coffee, prunes, canned goods, and oatmeal sent by freight; but the majority of the eatables must be

seen by the mistress of the home before being paid for.

#### City Buying.

City buying is naturally most common in towns within short distances of the metropolis. With the frequent train service that enters the city depots the temptation to buy in the greater markets is irresistible. For fifty miles outside of St. Louis, Chicago, Cincinnati, and other large cities, there is little life visible in the business streets of the town. Deserted store buildings are common, paint is needed,—many of the towns look as if the very life-blood had been sapped out of them. There may be beautiful residence streets and fine homes, but prosperous stores are few.

It is, naturally, impossible to put a stop to personal expenditures in the city by those who visit trade centres, except as public opinion may discourage it; but the country merchants through their business organizations endeavor to compel jobbing houses to co-operate with them in the protection of trade.

#### Parcels Post.

The retail trade associations—and the country merchant generally agrees with them—look with great disfavor on the parcels post, considering the scheme as another menace to their trade. "If," say they, "the rural delivery carrier is to become a hauler of express, we may as well go out of business; the farmer now is compelled to come to town after most goods he orders by mail; then he may remain on his farm and have them brought to his door." The up-to-date country merchant, like his competitor, is utilizing the rural delivery. In many counties half the people can be reached by it. Being nearer to the people, he is finding ways to combat the foreigner, and is including modern methods and better system as prominent features in his campaign.

If a wholesale dealer sells ploughs to a grocer who proposes to put in these as a side line, the officers of an association, with a thousand or more retail implement dealers as members, ask him for an explanation. If he does not wish to be blacklisted by the legitimate trade,

**LIPTON ( SHIPMENT IN STORE ) High-class English Goods**

**JELLIES—FLAVORS**

Sherry  
Port  
Champagne  
Blk. Currant  
Calfsfoot  
Cherry

Orange  
Pine  
Lemon  
Strawberry  
Raspberry

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

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

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

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

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

**CANNED GOODS**

We want to draw your attention to **New Pack Canned Goods** we are putting out this year under

**THE T BRAND**



*Quality the best procurable.*

*Labels a work of art.*

**Everything Guaranteed**

Our travellers will tell you all about them, also the **Special Prices** they have on many lines 1904 pack, to close them out before new goods come in.

**JAMES TURNER & CO., - HAMILTON, ONT.**

**Tartan BRAND**  
All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

**TARTAN TEA**

" COFFEE  
" BAKING POWDER  
" SPICE

**TARTAN CANNED VEGETABLES**

" CANNED FRUITS  
" CANNED SALMON  
" SOAP

**BALFOUR & CO. WHOLESALE GROCERS Hamilton, Ont.**

PROMPT SHIPPERS.

LONG DISTANCE PHONE 596.



# Van Camp's Chicken Soup

Special price to clear, \$4.00 per case of 4 dozen.

## THOMAS KINNEAR & CO.

WHOLESALE  
GROCERS

=

TORONTO and PETERBORO

### CHEESE

CHEDDARS,  
STILTONS,  
FLATS,

WE HAVE OPENED AN OFFICE AT ST. THOMAS AND WILL BE IN A BETTER POSITION THAN EVER TO SATISFY THE DEMAND FOR FIRST-CLASS CHEDDARS, FLATS AND STILTONS.

WRITE US FOR QUOTATIONS ON CAR-LOAD LOTS OR SMALLER QUANTITIES, F. O. B. FACTORIES.

### QUALITY

YOU CAN RELY ON

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED  
TORONTO

he must regain good standing. Such is the country merchant's protest against the transference of trade from himself to the city dealer and for the specialization of business within certain bounds.

So the country merchant has friends left, and while he finds his trade curtailed and his business lessened by the wide-reaching mail-order house, he fills a place in the economy of the rural portions of the nation that cannot be taken from him. He is close to the heart of the neighborhood. He may be harassed by rivalries and annoyed by the freight shipments from the city, but he is certain to be a factor in the community life, and it is probable that he will, as he accepts the new conditions and learns how to adapt his business to the modern ways, become even more influential. There is more business to be done now than of old, and he can spare a large portion of it and yet have in his hands the making of a comfortable living. His success depends on his own aggressiveness and his own grasp of modern conditions.

#### CANADIAN TRADE WITH AUSTRALIA.

J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand, in a recent report to the Department of Trade and Commerce, Ottawa, says there is much disappointment at the result of the New Zealand preference upon Canadian trade. One of the reasons assigned is the poor facilities for getting at the market by direct shipping. Trade returns for 1904 show a decrease of £130,875 in Australian imports from Canada, although it must not be forgotten in this country that the drought caused imports in 1903 of breadstuffs, meats and butter of £168,537, which were not required in 1904. Imports from Canada totalled £222,064, and exports to Canada £29,352, a slight increase over the previous year.

#### BRANCHING OUT.

The Gutta Percha & Rubber Co. (of Toronto), Limited, have just completed arrangements for sample rooms and stock rooms in London, England, and are now settled in commanding premises at

No. 1 Finsbury Square, within two or three minutes' walk of the Bank of England. For the present, they are confining their sales to rubber shoes and rubber heels, the introduction of their mechanical supplies being left until later on. Mr. R. H. Green, who opened up this branch, returned to Toronto a few days ago and is now to be found at his old post.

#### MONTREAL RETAIL GROCERS MEET.

The monthly meeting of the Montreal Retail Grocers' Association was held on Thursday, June 8, at 88 St. Denis street.

There were only about twenty members present when the president, Mr. P. Daoust, opened the meeting at 8.45. The minutes of the last meeting were read, and the treasurer, Mr. P. Bruneau, made a satisfactory report.

The picnic question being brought up, the secretary read a letter from the Ottawa Grocers' Association thanking the Montreal grocers for their kind invitation to join them in their picnic to Cornwall, but advising them of the impossibility of doing so on July 12. The secretary was then instructed to renew the invitation, owing to the former date of the picnic being postponed to July 19. The grocers also decided to make a wagon parade on July 17, in order to attract the attention of citizens and invite them to the outing of the association. Mr. N. Seguin, president of the committee of games, having asked authorization to make offers to a lacrosse team to accompany the grocers to Cornwall, considerable discussion followed, without, however, any decision being reached.

#### NEW MONTREAL OFFICE.

The Cowan Co., Limited, Toronto, whose Montreal branch was for some years on St. Paul street, have removed their offices to 17 St. John street. The new quarters are on the ground floor, well situated in the best wholesale district, and fitted up in convenient and up-to-date style, with ample storage facilities for local and near-by trade. The offices are in charge of E. J. Cowan, who has for some years had successful charge of the eastern interests of the business.

# "SPARKLET" SYPHONS

FOR MAKING YOUR SODA WATER AT HOME

**INSTANTANEOUS**

**ECONOMICAL**

**DURABLE**

Wholesale Agents

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### Business Changes

#### Ontario.

T. Davis, grocer and baker, Rodney, has been burned out.

J. B. Loughran, confectioner, Ottawa, has removed to Hull.

E. D. Voisard, wholesale grocer, St. Catharines, has sold out.

E. H. Broadbent, general merchant, Buxton, has sold to G. B. Burk.

A. M. Treleaven, baker and confectioner, Dungannon, has sold to S. Roach.

A. Cameron, of A. Cameron & Co., general merchants, Beachburg, is dead.

W. Robertson, general merchant, Dunchurch, has been succeeded by Robertson Bros.

B. H. Alexander, general merchant, Stittsville, has been succeeded by W. H. Lanning.

Lindsay & Lindsay, bakers and confectioners, St. Catharines, are giving up business.

The Kellar Co., general merchants, Wingham, have assigned to C. B. Armstrong; meeting of creditors to be held June 20.

#### Quebec.

L. Bergeron, miller, St. Clothilde, is dead.

Sorel & Courtemanche have registered as grocers, Sherbrooke.

Sorel & Cloutier, grocers, Sherbrooke, have dissolved partnership.

M. E. McWilliams has registered as general merchant, Danville.

Wm. Meldrum & Co. have registered as produce merchants, Montreal.

Samson, Lefebvre & Marleau have registered as grocers, Montreal.

J. Masse & Fils, have registered as general merchants, Roxton Falls.

The book debts of J. A. Brouillet, grocer, Montreal, have been sold.

T. Montgomery & Son, confectioners, Montreal, have dissolved partnership.

J. A. Bourget, general merchant, Lac Aux Sables, is offering to compromise.

Desautels & Charest, grocers and liquor dealers, Montreal, have registered.

W. J. Murphy, of Murphy Bros., grocers and liquor dealers, Montreal, is dead.

The American Twentieth Century Stock Food Co. have registered at Sherbrooke.

The assets of L. Getz, storekeeper, Lambton, are advertised to be sold June 20.

T. A. Proudfoot, general merchant, Fort Coulonge, is about to retire from business.

V. E. Paradis has been appointed curator to L. H. Chouinard & Co., general merchants, Matane.

The real estate of J. Dupont, general merchant, Lake Etchemin, was advertised to be sold June 15.

J. Blondin, general merchant, St. Maurice, has voluntarily assigned to Lefayvre & Taschereau, Quebec.

C. Pelletier, general merchant, Ste. Flavie Station, has assigned. Lefayvre & Taschereau, provisional guardians.

Consent of assignment of the Armstrong & Dickson Mfg. Co., dealers in biscuits and confectionery, Montreal, has been filed; meeting of creditors will be held June 16.

#### Nova Scotia.

McIntosh Bros., general merchants, Green Harbor, have assigned.

McLennan Bros., crockery merchants, Stellarton, have dissolved partnership. A new partnership has been formed.

#### New Brunswick.

C. S. Hachey, general merchant, Caraquet, has assigned to H. Duguay.

S. P. Gogain, confectioner, Buctouche, has been burned out. No insurance.

G. S. Richard, general merchant, Buctouche, has been burned out; insurance \$1,400.

#### Newfoundland.

C. Tucker, general merchant, Pilley's Island, has been declared insolvent.

#### Manitoba and N.W.T.

J. McCutcheon, general merchant, Kelioe, has sold out.

J. Paden, dealer in liquors, Blairmore, has sold to M. Rosse.

L. Balk & Co., grocers, Winnipeg, have sold to Bartheaux & Co.

J. L. Stewart, general merchant, Ogilvie, has sold to W. Wyness.

J. Hull, general merchant, Taber, has assigned to C. N. Newton; meeting of creditors held June 13.

#### British Columbia.

J. D. Young, tobacconist, Nanaimo, has assigned to A. Davis.

J. Hambly, general merchant, Poplar, is moving to Cranbrook.

E. Marriott & Co., confectioners, Chilliwack, have dissolved partnership.

# UPTON'S

## Orange Marmalade



The wise grocer always has it in stock. Trying to sell the "just as good kind" is a waste of time and sure to hurt your business.

**"TANGLEFOOT" Sticky Fly Paper**



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

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

Profit? Over 120 per cent. to you.

The Best of all

**FLY Killers**

is

**Wilson's Fly Pads**

Sold Everywhere.

**10 CENTS**

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

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

Write for prices.

**SALT SALT**

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

**Toronto Salt Works**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

**COMPANIES INCORPORATED.**

**T**HE Canada Malting Co., Limited, have been granted the right to increase their share capital from \$250,000 to \$500,000.

The C. C. Huffman Co., Limited, of Toronto, have been incorporated with share capital of \$50,000, to manufacture and deal in soap, oils, chemicals, etc. Provisional directors: H. E. Johnston, J. E. Teeter and C. C. Huffman, all of Toronto.

The William Rennie Co., Limited, of Toronto, have been incorporated with share capital of \$150,000, to engage in the seed business. Provisional directors: W. Rennie, R. Rennie, J. Rennie, T. Rennie and A. M. Rennie, all of Toronto.

Mack's-Creo-Chemical Co., Limited, of Owen Sound, have been incorporated with share capital of \$40,000, to manufacture and deal in disinfectants and soaps. Provisional directors: R. H. McWilliams, M. Horan and N. B. Horton, all of Owen Sound.

The Mineral Springs, Limited, of Toronto, have been incorporated with share capital of \$100,000, to deal in mineral and distilled waters. Provisional directors: W. G. Gooderham, E. B. Shuttleworth, W. H. Gooderham, W. C. Bailey and J. Hargraft, all of Toronto.

The H. Corby Distillery Co., Limited, of Corbyville, have been incorporated with share capital of \$1,500,000 to carry on a distillery business. Provisional directors: H. Corby, M. Corby, A. M. Corby, all of Belleville; M. M. Laidlaw, of Toronto, and H. R. O'Hara, of Ottawa.

The Canadian Prairie Lands Co., Limited, of Toronto, have been incorporated with share capital of \$5,000,000, to establish stores for the sale of groceries, provisions, etc. Provisional directors: J. S. Lovell, R. Gowans, W. F. Ralph, R. P. Ormsby, F. C. Amesley, A. J. Mitchell and G. H. Cassels, all of the City of Toronto.

The Fleischmann Co., a United States incorporation, have been licensed to manufacture compressed yeast, vinegar, etc., in Ontario, with capital of \$40,000. Attorney H. E. Trent, Toronto.

**BRITISH TRADE RETURNS.**

The imports from Canada for the month of May were as follows:

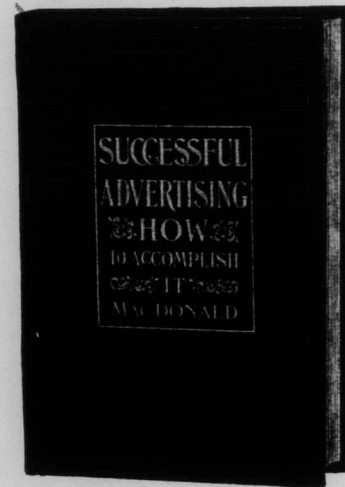
Cattle	7,203	£119,742
Sheep and lambs	6,118	9,385
Wheat cwts.	199,400	69,785
Wheat meal and flour cwts.	93,000	41,833
Peas cwts.	5,410	1,226
Bacon cwts.	58,788	130,736
Hams cwts.	19,288	45,507
Butter cwts.	506	2,367
Cheese cwts.	46,102	125,263
Horses	1	100

Trade of Great Britain shows increases of \$10,264,500 in imports and \$14,603,000 in exports. The chief items of increase in imports are foodstuffs, \$3,569,960; cotton, \$2,850,085; while wool increased \$2,033,205. The increase in exports was mainly cotton fabrics, \$5,773,085.

**SUCCESSFUL ADVERTISING**

*How to Accomplish It*

By J. ANGUS MacDONALD



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

The *Brooklyn Eagle* says of **Successful Advertising** :

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

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

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

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

Postpaid \$2.00 per copy

*The MacLean Publishing Co.*

Limited

TORONTO

MONTREAL

WINNIPEG



**Keeping up with the times ? Are YOU ?**

Did it ever strike you as a patriotic Canadian that this is the greatest country on earth ?

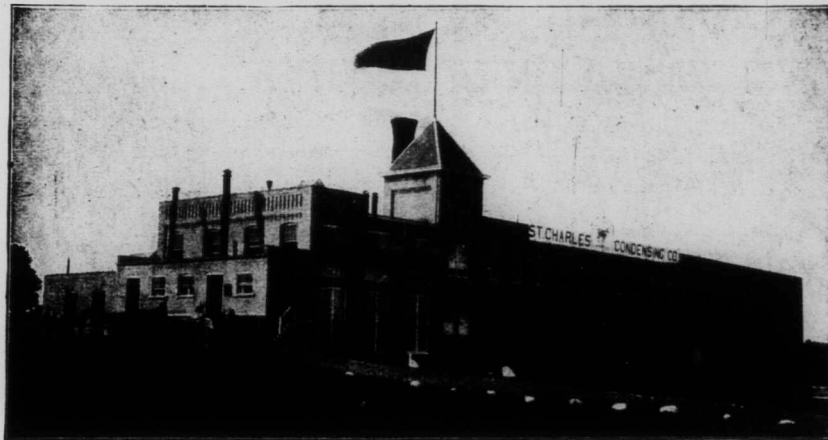
Did you ever know that Canada makes the Best Laundry Blue on earth ?

Have you ever tried **BLUEOL**—the only Blue that never streaks ?

For sale by all first-class wholesale grocers.  
Write for particulars and sample.

Try a box with your next order.  
Insist on getting Blueol.

**J. M. DOUGLAS & CO., : Montreal**



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.

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

<b>Gunpowder Teas</b>	-	-	<b>8c.</b>
<b>Young Hysons</b>	-	-	<b>8c.</b>
<b>Indian Greens</b>	-	-	<b>10c.</b>

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

<b>Japan Tea</b>	-	-	<b>12½c.</b>
<b>Young Hyson Tea</b>	-	-	<b>12½c.</b>
<b>Ceylon Black</b>	-	-	<b>12½c.</b>
<b>Indian Black</b>	-	-	<b>12½c.</b>

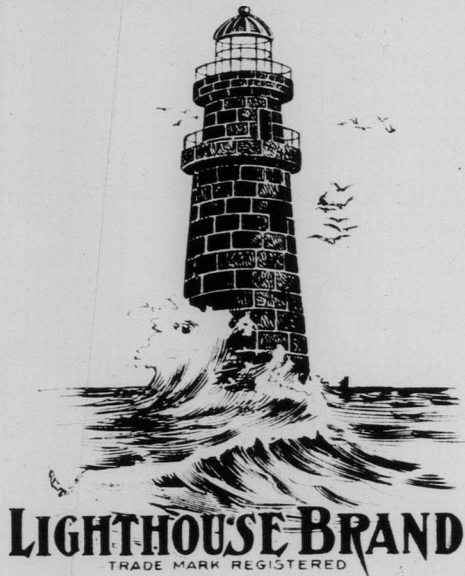
Should you order any of these teas, by prepaying freights you can ship goods back if you are not satisfied.

A REALLY GOOD 25c.

<b>Young Hyson</b>	-	-	<b>15c.</b>
<b>Ceylon Green</b>	-	-	<b>15c.</b>
<b>Ceylon Black</b>	-	-	<b>15c.</b>
<b>Japan</b>	-	-	<b>15c.</b>

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

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



# They Sell All Summer

Some people think that fish is out of season in summer.  
They're wrong.  
Nothing is more desirable to eat and nothing more desirable to sell in the summer time than

**"Halifax," "Acadia" and  
"Bluenose" Brands of  
Prepared Codfish**

What therefore could be more seasonable? Anything that's as tasty, as appetizing, as convenient and as desirable in every way as these fish preparations, is bound to sell, no matter what the season, if you have it to sell.

## **BLACK BROS. & CO., Limited**

**AGENCIES:**

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

**HALIFAX AND LAHAVE,**

**N. S.**

STOCK UP WITH THE OLD RELIABLE



# "Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

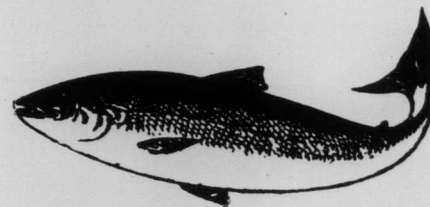
In Cheaper Grades

**SPRINGS**—"Columbia" Brand.  
**COHOES**—"Tiger" Brand.  
**PINKS**—"Jacques Cartier" Brand.

## **J. H. Todd & Sons** Packers

Whose name is guarantee of quality.

## SOCKEYE SALMON



## "Sovereign" and "Lynx"

**Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

**TO BE HAD OF ALL GROCERS.**

A SURE CURE  
FOR  
A POOR  
COFFEE TRADE  
LIES IN SELLING  
OUR

Only the work of a moment—  
“the ordering of a sample lot.”

The uniformly high  
quality of our

# EMPRESS BLEND COFFEE

The “Money Back” kind

makes it easily  
the best

**40** cent  
**COFFEE**  
sold in Canada to-day.

The success of your business—  
“the continued selling of “Empress Coffee.”

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

## Fresh and Cured Fish

### CANNERS IN DIFFICULTY.

SALMON canners who will this season operate independently of the Fraser River Cannery Association—and there are six of them, five on the Fraser River and one on English Bay—are rather concerned over the terms of a contract which they state the association has prepared for signature by the fishermen who will work for its canneries, says the Vancouver Province.

A portion of this contract reads to the effect that the signatory agrees not to sell fresh fish to any canner other than the one from whom he takes his boat and net. In other words, the fisherman signing this agreement must turn in all his catch to the cannery which supplies him with boat and gear.

The independent canners presume that the association has taken this step in order to protect its members against loss in case trouble should arise over the price of fish. It is also the understanding of the independents that all the canneries, their own among the number, will be notified concerning the fishermen who sign the contracts in order that no canner shall buy fish from a man fishing for another operator.

This year there will be a number of canneries in operation in the Fraser River district which will not be numbered in membership of the Fraser River

Cannery Association. The British Columbia Packers' Association canneries and a number of individual operators compose the Fraser River Cannery Association.

The price to be paid for sockeyes on the Fraser River has not yet been determined. The fishermen ask 12½c., and while the Fraser River Cannery Association has discussed the question, it has as yet not reached a determination.

### FISHERIES COMMISSION.

The personnel of the Fisheries Commission has been definitely announced. Two gentlemen of high standing, one in legal and the other in banking circles, have been selected for the purpose of making exhaustive enquiries into fishery conditions on this coast. Hon. Chief Justice Hunter and Mr. Campbell Sweeny, of the Bank of Montreal, will be assisted by Prof. Prince in an advisory capacity. It is anticipated that the State of Washington will appoint a similar commission, and while there will not be an international commission, the two commissions will have joint conferences, and thus endeavor to arrive at a solution of some of the problems that are troubling legislators on both sides of the line. That a great deal of information will be gathered, and a very

useful and exhaustive report will be presented, may be taken for granted, as it would be difficult to find three men more capable for an investigation of the kind than those chosen. Prof. Prince has the expert knowledge necessary to decide upon technical questions, while the other members have the legal experience required in taking evidence and thoroughly analyzing it, and the practical, business acumen of the trained banker.

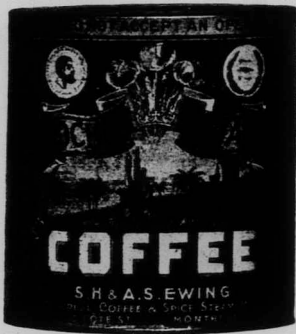
### PRICE OF SALMON.

The Fraser River salmon canners will at an early date confer with the representatives of the British Columbia Fishermen's Union relative to the prices to prevail on the river this coming season.

What the canners will offer will be either twelve cents for July and ten cents for August, or else a straight eleven cents for the whole season. The matter of limit to be placed on the fishermen during the heavy runs of this, the big year, is one which is likely to cause a certain amount of discussion between fishermen and canners before an agreement is reached.

This season there will be several independent canners operating on the Fraser River, but their prices will likely be governed and be the same as those set by the Fraser River Cannery Association.

The lobster fishing on Prince Edward Island has been brisk so far this season. Along about Miminegash, Campbellton and Cape Wolfe, reports from fishermen are unusually favorable.



**“ PRINCE OF WALES ”**  
**Mocha and Java Coffee**

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

**S. H. & A. S. EWING,**

ESTABLISHED 1845.

**Montreal Coffee & Spice Steam Mills,**

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

You can't gain the new housekeeper's confidence easier than by giving her the **Best of Coffee and Spices**, such as we will be glad to supply you with. They are **Trade Holders**.

**TODHUNTER, MITCHELL & CO.,**

**Importers and Manufacturers**

**TORONTO, Canada**

**GOOD THINGS**

<b>STAR BRAND</b>	
HAMS	SHORT ROLLS
BACON	COOKED HAMS
LARD	BOLOGNAS
BUTTER	BRAWN
CHEESE	FRESH SAUSAGE
EGGS	POTTED TONGUE
LONG CLEARS	SHORT CUT PORK

**F. W. FEARMAN CO.**

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WE ARE DAILY BUYERS OF

**EGGS AND**  
**BUTTER**

Correspondence solicited.

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TELEPHONE US WHEN  
YOU HAVE ANY TO  
OFFER.

**THE PARK, BLACKWELL CO.**

**TORONTO**

LIMITED

TELEPHONE M 3960

<p><b>BUTTER</b></p> <p><b>CHEESE</b></p> <p><b>EGGS</b></p>	<p><b>DAIRY PRODUCE AND PROVISIONS</b></p>	<p><b>BACON</b></p> <p><b>LARD</b></p> <p><b>HAM</b></p>
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**DAIRY PRODUCE IN GREAT BRITAIN.**

Special correspondence from London, Eng.

SHIPMENTS of Canadian butter, although always small at this time of the year, have been even smaller than last year. Accounts of the registered supply of butter show that 1,458 cwts. were received from Canada during April, 1904, and only 192 cwts. in the same month of 1905. Prices have been too high. Irish butter is decidedly scarce at present, as the new season's make is unexpectedly short, but other supplies are forthcoming to supply the demand, so that there is no remarkable activity to report during the past week.

Although considerable quantities of Canadian butter which arrived last season were of the very finest quality—couldn't be beaten, British importers say—still, there were times when consignments were found to be less fresh than Australian, and it has been suggested that Canadian creameries are located further away from port of shipment than is the case in Australia, and several London importers have expressed the opinion that the railway authorities in the Dominion could help Canadian export trade by improving their freight service. Another point which deserves attention is the fact that Siberian butter is getting a stronger hold on the markets here, and it has been reported that it runs Canadian very close both in the matter of price and quality. It is not likely that this will interfere seriously with the position of Canadian butter on the British market, but there is always the possibility of some business being lost by under-estimating the quality of a competing line.

Supplies of Canadian cheese were considerably smaller during April this year than last, being 33,376 cwts., as against 79,334 cwts. in 1904. Buyers have been very cautious, too, for quotations are about 10s. per cwt. above the price in May last year. This does not refer to Canadian cheese in particular, although that also is very high priced.

Several British importers have expressed a desire to get into touch with Canadian shippers of eggs, and there are possibilities of a larger business than previously being done when the season opens up. This is about September, when the Russian supply is falling off, and trade is otherwise somewhat slow. Some information as to the method of

packing suitable to this market and further details will be given later on.

**DAIRY INDUSTRY OF DENMARK.**

TO get an adequate conception of the magnitude of the dairying industry in Denmark one has only to refer to the exports of pork and butter to Great Britain during 1901, 1902 and 1903, which were as follows:

	1901 lbs.	1902 lbs.	1903 lbs.
Pork, fresh .....	7,962	1,422,024	1,006,432
Pork, salted and smoked	130,188,944	156,536,780	175,899,470
Butter, regular packing in tubs, &c. ....	176,722,830	181,906,888	205,312,155
Butter, hermetically sealed in cans. ....	1,695,836	1,465,955	1,451,987

When these figures are compared with the area and population of Denmark it will be readily seen that it ranks foremost of any country in the world as an exporter of dairy products. The secret of success is unquestionably the high grade and uniformity of the Danish product, brought about by carefully studying methods of production and the requirements of the different markets.

**Royal Danish Agricultural Society.**

The Royal Danish Agricultural Society is paying particular attention to the production of bacon, butter and cheese. As far as bacon is concerned, this society follows up the question as to what breeds of hogs are most suitable, what kind of feed produces the best quality of pork, the best age to butcher, salt, smoke, pack, etc. The Danish farmers have also learned that it pays to work together, and in different parts of the country have started co-operative slaughter-houses combined with salteries and smokeries, where the most particular cleanliness, etc., is observed. Thereby the most uniform quality is produced. As with bacon so with butter and cheese, much care being taken to produce the highest grade. At the expense of the Royal Danish Agricultural Society, a number of young men and women employed in agricultural work are given courses in their respective lines, such courses lasting for three years, during which time the pupils must take active part in the work they wish to study either on one of the large farms or creameries.

**Danish Government "Aids."**

The Danish Government distributes money each year as "traveling-aids" to a great many country people who are interested in the different branches of dairying and agriculture to assist them in visiting agricultural schools or experimental farms.

"The Royal Danish Farming Association" advertised in January, 1904, that the Government would distribute such "traveling-aids" to dairy men for their further education. There were 388 applications received in response, and of these 127 were allowed amounts varying from 100.00 kroner to 300.00 kroner (\$27

to \$80). The total amount thus distributed was 19,825.00 kroner, or \$5,825, which amount was allowed to people with special qualifications in the branches they had chosen. This is considered to be money well spent, even if the visit is short. By repeating these financial distributions every year, there will be in time a great number of intelligent people, who not alone during their future practice will make use of what they have thus learned, but other people with whom they get in touch will learn from them in turn.

**The System of Co-operation.**

It may be taken for granted that it is the co-operative butcheries and dairies which, through their homogeneous and careful preparation of the products, have aided principally in obtaining for them such a prominent place in the foreign markets. Besides, the activity of the "Landokonomiske Laboratorium (Agricultural Laboratory)," has had an important influence on the good results achieved. The natural conditions for the development of a homogeneous production are consequently very marked in a small country like Denmark, where the co-operative movement, so to speak, embraces the whole country.

In other countries with larger area and more different nature, such a co-operative work cannot be practiced so easily. Possibly also the Danish national character, which easily lends itself to a common guidance, has contributed much to the attainment of the great development of the agricultural or farming areas of Denmark.

**THE BACON SITUATION.**

The domestic bacon trade continues steady and without special feature, the tendency being to brighten up as the Summer season approaches. The English market shows considerable improvement and Canadian packers are looking forward to more satisfactory trade conditions from now on. The average quotation for Canadian bacon in England to-day is 54s. Killings of Danish hogs are keeping up surprisingly considering the season of the year.

**WILL BE CONFINED TO U.S.**

Reference was made in this paper some time ago to the discovery that a brand of Camembert cheese can be manufactured in America exactly the same as the French product. According to a prominent Canadian produce dealer Canadian cheese makers are not likely to take up the manufacture of Camembert. The demand for imported cheese is not nearly so large in Canada as in the United States, and it is a question whether the manufacture of Camembert would be profitable in Canada. As long as Canadian cheese makers can hold and expand existing markets for their products, it is hardly likely that they will be inclined to dabble in foreign brands



## N. B. Markets.

St. John, N.B., June 14, 1905.

**T**HE clerks are happy. The Saturday half-holiday is quite general, and will be even more so for the months of July and August. Unfortunately, the retail grocery clerks are not in it. They tried it one year, and it did not work to the satisfaction of the trade. The closing of the stores, except on Saturday, throughout the year at seven, in place of nine, ten and eleven is greatly appreciated both by those who keep the stores and their employes. There is just a fair business, sugar being again slightly lower.

**Oil**—The low price of burning oil still rules. But this does not counteract the effect of increased daylight on this branch of trade. Lubricating oils are freely sold at unchanged prices. There is a good business reported, though the big shipments have been largely made. Paint oils are higher. Linseed cannot yet be called high, but to replace turpentine dealers would have to pay big figures. Local receipts of cod oil are very small.

**Salt**—Some fair cargoes of Liverpool coarse salt continue to be received. Prices have been firmly held. Not only has first cost been quite high, largely owing to high freights, but the import business here is largely in the hands of two houses, and they have been working under an agreement. In fine salt the sale is largely for Canadian. The

creameries, in particular, handle Canadian salt.

**Canned Goods**—Dealers advise sale for peas very light. In corn and tomatoes stocks are not large. Americans are freely offered. This tends to prevent higher prices, which otherwise must have ruled. American tomatoes are tending higher. While a fair stock of salmon is still held, some interest is manifest in the prospect for the coming season. Lobsters are very high. Fruits are unchanged. Meats are selling quite freely. Domestic sardines are unchanged. Other lines of domestic canned fish are very firm.

**Green Fruit**—Oranges and lemons are higher. The latter, however, are still quite cheap. Bananas are also higher to import, but the retail price is not affected. Sales are large. In pines this is never an active market. Strawberries are coming in more freely and show better quality. All green stuff lower.

**Dried Fruit**—There is but little spot business doing. Seeded raisins are quite a large stock. In other grades of raisins stocks are light. Currants have a fair sale. Prices are unchanged. Figs are very dull. Small prunes are more firmly held. Apricots and peaches show little business. Evaporated apples move slowly, with prices unchanged. Onions are lower. New goods begin to occupy attention. Orders for peels are being quite freely booked. There is a wide range in the price of citron. Market is higher than last year. Dates

are quoted at the same price. Figs are rather lower. Prunes are considerably higher, particularly the small sizes. Apricots are well below last season's price. Peaches are about the same. California loose muscatels are higher. New seeded not quoted.

**Sugar**—Dealers were disappointed when prices were again quoted lower. The situation is not satisfactory. There is this advantage that the season of largest demand will shortly open.

**Molasses**—A further small cargo of Porto Rico arrived during the past week. There is a good stock held. Prices are unchanged. Barbadoes is not a large stock.

**Fish**—While there has been a fair catch of gaspereaux, it is far below the average, so there will be a small pick of alewives. Shad have been scarce. Salmon are not coming in freely. It is yet quite early. Dry codfish continue very high. The outlook is not favorable. There are no pollock. Fishermen selling their catch where even better prices rule. Pickled herring are scarce and high. Smoked are, however, low. The large season for finnan haddies is over.

**Flour, Feed and Meal**—Flour is unchanged. Business is quiet. Feed has little sale. Bran is quoted rather lower. Oats are very high and hard to get. Cornmeal is higher. Oatmeal is dull in the local market, which is overstocked. Outside market is firm at full figures. Beans are quiet and market rather unsteady. In yelloweyes sale is limited. Barley and peas unchanged.

**MAGIC**

TRADE MARK

**SODA**

OR  
**SALERATUS**  
IS THE BEST.

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

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

**YES**

**Eggs AND Butter**

**THAT'S WHAT WE WANT**  
**IN ANY QUANTITY**  
**and at ALL TIMES**

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

**Provisions**—An active demand and steady prices are noted for all kinds of cured meats. The tendency, if any, is towards additional firmness, and for goods in small lots slightly higher prices rule than quoted below. The cold weather has had a tendency to interfere with the sale of fresh meats. Mutton is quoted 1c. lower than a week ago, yearling lamb 1-2c. below last quotations, and hogs have advanced to \$9.25. Spring lamb is selling at 16c. We quote the following:

Long clear bacon, per lb.	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 13
Roll bacon, per lb.	0 10 1/2
Small hams per lb.	0 13 1/2
Medium hams, per lb.	0 13
Large hams per lb.	0 12
Shoulder hams, per lb.	0 12 1/2
Backs, per lb.	0 15 1/2
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	19 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 09 1/2
" tubs "	0 10
" compounds, per lb.	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	9 00
" front quarters	5 50
" choice carcasses	7 25
" medium	7 00
" common	6 00
Mutton	0 09
Lamb, yearling	0 12 1/2
Spring lamb	0 16
Veal	0 07
Hogs, street lots	9 25

**Butter**—Deliveries of butter have been fairly free during the week, and prices rule practically as last advised. There is perhaps a tendency towards higher prices in creamery solids and dairy prints. We quote:

Creamery prints, Per lb.	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" large rolls	0 15	0 15
" in tubs	0 15	0 16

**Cheese**—Offerings of new cheese have been fairly free during the week, and as a result the price of large cheese and twins is down 1-4c. The make of cheese is steadily increasing. The present month is regularly the big month for cheese making, and as the pasture is exceptionally good this year a record will probably be made. Our quotations are as follows:

Cheese, large, new	Per lb.	0 09 1/2
" twins	0 10	

**Cheese Board Report.**

(For week ending June 12.)

Board.	Boxes.	Price.
Woodstock	100	0 09
Peterboro	4,537	0 09 1/2
Stirling	960	0 09 3-16
Pictou	1,500	0 09 1/2
Perth	2,150	0 09 1/2
Napanee	900*	0 09 1/2
Listowel	1,770	0 09 1/2
Ottawa	1,603*	0 09 1/2
Iroquois (sold on street)	1,180	0 09 3-16
Brockville	6,000	0 09 1/2
"	200	0 09 5-16
Belleville	2,715	0 09 5-16
Cowansville	766	0 09 1/2
"	63	0 09 1/2
Cornwall	1,508	0 09 5-16
Alexandria	1,178	0 09 5-16
Vankleek Hill	1,555	0 09 5-16
Canton, N.Y.	2,200	0 09
Russell	1,270	0 09 5-16
Watertown	7,670	0 09 0 09 1/2

\* White and colored.

**MONTREAL.**

**Provisions**—Market for live hogs is easier, packers buying at \$6.90 to \$7.00. Dressed hogs quiet and not much doing anywhere. Prices \$9.25 to \$9.50. The week, so far, has been a quiet one for hams and bacon, with prices easier. It

is expected with the approach of warm weather the demand for both hams and bacon will improve. Everyone is looking for lower prices on account of the Spring makes coming shortly.

Canadian short cut mess pork	\$19 00	\$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb.	0 12	0 14
Hams	0 11 1/2	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard, Boar's Head brand, tierces, per lb.	0 06 1/2	0 07
" " " 60-lb. fancy tubs	0 07	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2	0 07 1/2
" 12 5-lb. tins	0 07 1/2	0 07 1/2
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 45	
20-lb. tin pails, each	1 35	
Wood net, tin gross weight		Wood, Tin.
Pure lard, pails		2 10
" tubs		2 20
" cases (6 10-lb. tins)		0 10
" cases (12 5-lb. tins)		0 08
" cases (24 3-lb. tins)		0 09

**Cheese**—The cheese market continues steady and firm. A slightly easier feeling, however, is noticeable in some quarters. Finest Quebecs sold at 9 1-4 to 9 3-8, and finest Ontarios 9 1-2 to 9 5-8. Country markets are steady, cable orders coming in more freely, but bids were too low to meet holders' views.

**Butter**—Butter market has held firm, though tending slightly easier. Receipts are good and local demand very heavy. Choiceest Townships creamery sold at 19 to 19 1-4c., and fine 18 1-2 to 19c. Weather conditions are improving, and this should have result of increased make and easier prices. Dealers are all at sea as to the situation, and can offer no reliable excuse for the maintenance of high prices.

Finest creamery	0 19	0 19 1/2
Fine	0 18 1/2	0 19
Medium	0 18	0 18 1/2
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16 1/2	0 17

**Eggs**—Market steady and firm. Receipts keeping light. Prices range high at country points, buyers claiming having to pay as high as 15 1-2c. in some cases, though 15c. seems to be about what is generally ruling. On local market straight gathered sold at 16 to 16 1-2c., and wholesale No. 2 14 to 15c., selects bringing 16 1-2 to 17c. for No. 1 and extras 19c.

**ST. JOHN.**

**Provisions**—Barrelled pork is very dull. There is rather a reaction in prices. Beef has a very small sale, price is firm. Canadian is being quite largely used. In pure lard, prices are high. Some American pure lard is seen. Refined lard is higher. Smoked meats have a fair sale at full figures. In fresh meats, beef is rather higher. Little western now seen. Some particularly good domestic is offered. Mutton is dull and price is lower. Lamb sells quite freely, though price is still high. Veal is rather scarce. Full prices are asked.

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	17 00	19 00
Plate beef	14 00	15 00
Domestic beef, per lb.	0 08	0 09
Western beef	0 09	0 10
Mutton	0 08	0 10
Veal	0 06	0 08
Lamb, each	3 00	4 50
Pork	0 07	0 08
Hams	0 13	0 14 1/2
Rolls	0 10	0 13
Lard, pure, tubs	0 10 1/2	0 10 1/2
" " pails	0 10 1/2	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08 1/2	0 09

**BUTTER and EGGS**

—WE ARE—

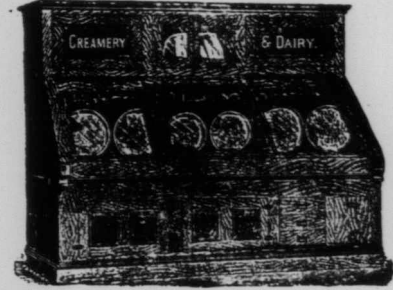
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**Rutherford, Marshall & Co.**

Wholesale Produce Merchants.

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**REFRIGERATORS** Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

**C. P. FABIEN,**

Merchant and Manufacturer.

3167 to 71 N. Dame St.

**Montreal, Can.**

Write for Illustrated Catalogue.

**REFRIGERATORS**

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Any Size. All Guaranteed to do the work

Write for Catalogue and Prices.

**Eureka Refrigerator Co. Limited**  
54 and 56 Noble St., TORONTO - CANADA

**Butter Tubs**

**BEST WHITE SPRUCE**

**50-30-20 lb.**

**ORDER NOW**

**WALTER WOODS & CO.**

**Hamilton and Winnipeg.**

# BUTTER

When you have one or 100 tubs  
write us for price

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

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

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, England  
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**JOHN FORMAN, - 644 Craig Street MONTREAL.**



All Grocers Should Stock  
**THE STAVANGER PRESERVING CO.'S**

## Crossed Fish Brand Norwegian Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins  
AGENTS FOR CANADA  
British Manfrs. Agency Co., Vancouver, B.C.

**Butter**—At this season quite a lot of new butter goes direct to consumer or retail buyer, this meaning a less active market, with prices not as firm. Really good stock brings full figures.

Creamery butter.....	0 22	0 23
Best dairy butter.....	0 20	0 21
Good dairy tubs.....	0 18	0 20
Fair.....	0 17	0 18

Eggs have a fair sale. Full prices still rule.

Eggs, hennery.....	0 24	0 25
case stock.....	0 16	0 17

**Cheese**—Price a little lower. Only twins wanted. The quantity made in the province is likely to be small.

Cheese, per lb.....	0 11	0 12
---------------------	------	------

### VANCOUVER.

**Butter**—Local creamery is in great supply and at prices asked is readily sold. The ruling figure is from 25 to 30c. Local dairy is also fairly well supplied at about 25c. for choice. The increase in number of creameries is responsible for the reduction of quantity of dairy butter offering. Local produce is so plentiful, owing to the advanced season and splendid grazing that eastern stock is practically shut out at this season. Local fresh eggs are jobbing at not more than 25c., and fairly well supplied yet. Not many eastern eggs are being handled now. Poultry is

plentiful of local growth at 35 to 50c. for broilers and 75c. for large chickens. Cold-storage chicken, 15c. per lb.

### WINNIPEG.

**Creamery Butter**—Supplies are large now and of good quality. Prices have been further reduced. We quote:

Finest fresh creamery, in 58-lb. boxes.....	0 21
" " in 28-lb. boxes.....	0 21
" " in 14-lb. boxes.....	0 21
" " in 1-lb. bricks.....	0 22

**Dairy Butter**—Also in good supply and of better quality. The local houses are paying country merchants following prices:

Dairy, assorted pkgs., selected.....	0 14	0 15
round lots.....	0 13	

**Cheese**—Prices have been further reduced. We quote:

Finest Manitoba, large.....	0 11
Ontario.....	0 12

**Lard**—Prices as quoted last week continue unchanged. We quote:

Lard, 50-lb. pails, per pail.....	5 25
20-lb. ".....	2 15
3-lb. tins, per case 60 lbs.....	6 70
5-lb. ".....	6 60
10-lb. ".....	6 50
Pure lard in bbls, per lb.....	0 10

**Cured Meats**—Hams, backs and bellies have been advanced 1-2 cent per lb. Other prices are unchanged. We quote:

#### SMOKED MEATS.

Hams, selected stock, special mild cure.....	0 16
Bacon, " " ".....	0 17
Backs, " " ".....	0 13
Picnic, " " ".....	0 09
Hams, sugar cured, assorted sizes.....	0 13
heavy, 20 to 30.....	0 13
Picnic, " assorted sizes.....	0 08
Shoulders, ".....	0 08
Bacon, " breakfast bellies.....	0 14
" " breakfast backs.....	0 12
" " Wiltshire sides.....	0 15
" " spiced rolls, long.....	0 10
Manitoba butts.....	0 09
" " skinned.....	0 10
" " boneless and rolled.....	0 11
" " rolls, boneless.....	0 11

Balance of quotations continue unchanged from June 9.

The English Tea, Meat & Provision Co., Winnipeg, have assigned to C. H. Newton.

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

I want to secure **Sole Agency for Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A. I.** Splendid connections.  
**A. S. DUFFUS, JR.,**  
9-10 St. Mary-at-Hill, LONDON, E. C.

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**  
We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**  
We sell cost, freight and insurance. Western Union Code.  
LONDON, LIVERPOOL, GLASGOW.

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

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

This space \$15 per year.  
Telegraphic Address, "Fondants, London."  
**A. E. SOWERBUTTS & CO.**  
PROVISION IMPORTERS  
33, Tooley Street, London Bridge, S. E.  
Bankers: Hill & Sons, 66, West Smithfield.

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

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

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

**HAMBURG.**  
Kaiser Wilhelmstrasse 74-78.  
**Neuback & Schlipmann,**  
Commission Agents and Merchants.

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

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

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

**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng.  
226-7 Central Market, E.C.,  
IMPORTERS OF CANADIAN  
**CHEESE, BUTTER, EGGS AND POULTRY.**  
Reference, London City and Midland Bank, West Smithfield. We buy outright.

# Quaker Canned Goods

There are millions in it

Although it is our usual custom to keep our business to ourselves, the following is such good advertising material that we for this occasion depart from our invariable rule.

We consider it good advertising material in this respect, that it is impossible for any business to show such a growth as this without there being extraordinary merit in the goods.

Then also consider that these results have been accomplished almost without advertising, without ourselves having any travelers, all this business coming to us right here in our office in Bloomfield either by wire, telephone or through the mail.

We absolutely used little or no brains or energy in selling the goods, all our faculties in this respect being used in packing goods superior to our competitors. The results prove pretty conclusively that if you have the quality, the selling part will take of itself.

	Pack in	1900,	one million two hundred thousand cans			
	"	1901,	"	8	"	"
	"	1902,	2	4	"	"
	"	1903,	3	3	"	"
	"	1904,	3	9	"	"
Probable	"	1905,	5	cans		

The following are the wholesale firms distributing Quaker Canned Goods, commencing at Halifax and concluding at Dawson :

Billman, Chisholm & Co.,	-	-	Halifax	Randall & Roos,	-	-	-	Berlin
Dearborn & Co.,	-	-	St. John, N.B.	Jno. Garvey,	-	-	-	London
Mathewson's Sons,	-	-	Montreal	Codville & Co.,	-	-	-	Winnipeg
Geo. Robertson & Son,	-	-	Kingston	Hudson's Bay Co.,	-	-	-	Vancouver
H. P. Eckardt & Co.,	-	-	Toronto	Hudson's Bay Co.,	-	-	-	Victoria
Geo. Watt & Sons,	-	-	Brantford	Hudson's Bay Co.,	-	-	-	Dawson

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## Bloomfield Packing Co., Limited

## A MONEY-MAKING DEPARTMENT.

A VERY important factor to the retailer is a well-assorted line of china and glassware. Very little attention is paid to this money-making department by the majority of merchants, their stock being kept up on the top shelves or at the back of the store where little or no attention is paid to them by customers, unless looking for something in that line.

This is a mistake; and let the merchant who is in the habit of doing this put his stock on a table in the front of his store, where it can be easily inspected, and he will soon notice a substantial increase in profits, which will be an incentive to a greater effort along this line.

A nicely-arranged table of decorated china will appeal almost to everyone and many a prosperous store owes its be-

Mrs. Jones wanders to an easy chair after she has completed her purchases, and the chances are more than ever that before she leaves the store she will spy something in the way of china, bric-a-brac, etc., which she will be unable to resist the temptation of buying.

## UP-TO-DATE ADVERTISING FIRM.

ADVERTISING is an art. This ready saying, common enough in print in these days when the art of advertising is being made much of by those who worship at its shrine "for what there is in it," needs modification in another direction, without in any degree lessening the import of the expression. Firms advertise and advertise without getting proper results commensurate with the financial expenditure. The Grocer in its long, varied and ex-

real branch of John Dwight & Co., at their packing, storing and shipping warehouses at Pt. St. Charles, Montreal. As this reference will only deal with the advertising feature of the Canadian business, no mention, laudable though it would be, of the management of the packing and shipping department will be made. In the large rooms devoted to the storing of advertising material, The Grocer was shown premiums of all kinds, all of them useful and valuable to the merchant and consumer,—handsome lithographed hangers, pen-knives, fountain pens, pocket combs, pencils, etc. One of the handsomest advertising sets is a collection of lithographed cards of champion prize winners (dogs), all of them in natural colors and true to life. This set is so artistic that every lover of animal life will value the set highly. All of these premiums are distributed by John Dwight & Co. to purchasers of their products, and merchants throughout the land have appreciated these presents highly. Mr. Tyas, whose personality and genial manner is known wherever business is to be done in Canada, has removed to Montreal from Toronto in order to direct the growing interests of his firm from this port, where all the most convenient packing and shipping facilities are afforded his company.

## TRADING STAMP BY-LAW

As a result of legislation obtained by the Retail Merchants' Association at the recent session of the Legislature, E. M. Trower, secretary, has prepared for the city, town and village councils of Ontario a draft by-law for the regulation and restriction of the use of trading stamps and coupons by merchants. The measure which he recommends for adoption is as follows:

"No person shall, in the City of Toronto, give, sell, distribute or receive trading stamps, coupons, or other similar devices, and no person, firm or corporation engaged in trade or business shall give, sell or deal in such trading stamps, coupons, or other similar devices. Provided, however, that this by-law shall not apply to any merchant or manufacturer who places in or upon packages of goods, or delivers to purchasers of goods, sold or manufactured by him, at the time of such purchase, tickets or coupons, which bear upon their face the place of delivery thereof, together with the cash or merchantable value of the same, and are redeemable at any time, and only by the merchant or manufacturer giving them, and only at the store or factory where such goods were sold or purchased."

The penalty for breach of the by-law is to be \$50 and costs for each offence, or in case of default, imprisonment for a period not exceeding six months.

At a recent meeting of the Bridgewater, N.S., Board of Trade it was definitely decided to hold a big celebration in that town on July 1, with preliminary sports on June 30. A managing committee was appointed composed of Dr. Stewart, chairman; C. J. Cragg, secretary; C. L. Freeman, assistant secretary; Mayor Wilson, Arthur Roberts, G. M. Boyd, R. M. McDormand, W. K. Stoddart, L. C. Gelling, G. A. Hubley, Frank Davison, V. J. Paton, J. L. Nelson and A. C. Barnaby.



Crockery and China Department, G. T. Rogers, Cranbrook.

ginning to a table of bright, sparkling glassware.

The accompanying illustration shows the china and crockery department in a Western Canadian general store that would do credit to even the most pretentious city china store. Some readers of The Grocer may think a similar arrangement is impracticable in their case, principally on the ground of expense. All that is required, however, is neat shelves, a table or two, and a nicely-assorted display of crockery and china. The wicker furniture and palm jardiniere contribute in no small measure to the excellence of the general effect. Such an attractive corner in a store serves no end of purposes. It goes without saying that sales of crockery will be easily effected. What is more, one can hardly imagine a more ideal waiting room for the weary shopper.

tensive experience in matters relating to advertising, has had occasion to comment upon many up-to-date, appropriate and efficacious methods employed by manufacturers dealing with grocers' sundries. Among the many that have passed under its notice, one of the most up-to-date and effective advertisers is the firm of John Dwight & Co., New York, Syracuse, Montreal and Toronto, manufacturers of "Cow Brand" baking soda. It is through the courtesy of the Canadian representative, R. S. Tyas, that The Grocer was given an insight into the system employed by this firm, and without divulging any of the methods, it may be stated that the class of advertising is one of the best adaptable, and the quality of the material used undoubtedly of a superior character. In company with Mr. Tyas, The Grocer representative paid a visit to the Mont-

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JUN 19 1905

1 Anne  
Book 36

Page 11

# ARE YOU A DOUBTING THOMAS?

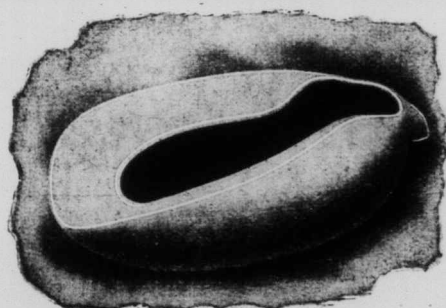
Do you **believe** what we **say** about

## Blue Ribbon Ceylon Tea

If you **don't** you had **better** get to work and **compare** it with **all** the other **Teas**. We will wager **your** conclusion will be:

**ONLY ONE BEST.    BLUE RIBBON'S IT.**

## The Comfort



### Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and  
Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

**R. Campbell's Sons**

Hamilton Pottery

HAMILTON, ONT.

THIS SPACE IS  
TOO SMALL

TO PERMIT OF DETAILS  
BEING GIVEN OF



### THE CROCKERY "SNAPS"

we are now offering. They **INCLUDE**

WHITEWARE in best, 2nds and 3rds,  
DINNER SETS, FANCY EARTHENWARE,  
MAJOLICA WARE, ENGLISH TEA POTS,  
GERMAN CHINA, BOHEMIAN WATER SETS, etc.,

WE REPEAT OUR QUESTION OF LAST WEEK:

Would you not consider  
Goods from stock

**at 10 per cent. Discount  
From Import Prices**

with a freight allowance  
in addition **"SNAPS?"**

LISTS ON APPLICATION.

**BARNARD & HOLLAND CO.**

**CORISTINE  
BUILDING**

Crockery Importers  
and Manufacturers' Agents  
**MONTREAL**

ESTABLISHED IN 1842

**BE ON THE LOOK-OUT****To Arrive in a Few Days :**

**500** Cases "Red Cross" Pears, in syrup, 2s, per doz. - - - **\$1.00**  
**300** Cases "Red Cross" Greengage Plums, in syrup, 2s, per doz. **1.15**

**While they last!****The washing season is on—Here is something for you :**

**477** Cases "Empire" Soap, brown color, 100 x 10 oz. bars.  
**5** cases, **\$2.25** cs. ; **25** cases, **\$2.00** cs.

(Freight paid to any boat or railway point.) TERMS: 1% 10 days or Net 30 days.

THE MOST UP-TO-DATE FIRM IN CANADA.

QUICK SHIPPERS.

**L. CHAPUT, FILS & CIE.****WHOLESALE GROCERS AND IMPORTERS  
OF TEAS, WINES AND LIQUORS****MONTREAL****TRADING STAMP BY-LAW.**

The preparation of a by-law to further restrict, or practically prohibit, the use of trading stamps was ordered by the Toronto City Council June 12.

Messrs. DuVernet & Co., representing several merchants and citizens, wrote in part as follows, on the question: "We submit that the legislation in question is the most obnoxious form of class legislation, and passed at the instance of a small section of the retail merchants, who are desirous to thereby meet the competition of their more progressive and enterprising business rivals. If a merchant is willing to give a customer five per cent. off the retail price of goods sold by him as a bonus for cash payments, why should this action be penalized and the general public be prevented from obtaining a discount at the instance of retail merchants who are too penurious to offer such a bonus to increase their trade?"

"If the by-law is passed we deem it only right to the Council to state that we have received instructions to test the validity of such a by-law and the legislation upon which it is based, and carry the matter, if necessary, to the Privy Council."

Mr. H. Reid addressed the Council in opposition to the proposed by-law. He charged Mr. Trowern, representing the Retail Merchants' Association, with making "vicious" statements. The coupon business was no "fake."

"The worst fake that was ever introduced into the commercial com-

munity," was Mr. Trowern's definition of the trading stamp business. In his opinion the premiums were "a lot of rubbish." He would like to know what hundred merchants Mr. Reid referred to as favoring the stamps, for the members of the Retail Merchants' Association, consisting of the "most respectable fellows," were opposed to the stamps.

"How many members have you in Toronto?" asked Controller Spence.

"We have 1,500," he replied.

The motion ordering a by-law was then passed.

**CHAT WITH P.E. ISLANDER.**

**A**N interesting visitor to the Toronto offices of The Grocer on Friday, June 9, was Mr. F. S. Chandler, representing the Charlottetown Condensed Milk Co., Charlottetown, P.E.I.

Mr. Chandler spoke feelingly of the movement among the residents of Prince Edward Island for a tunnel to connect the island with the mainland of New Brunswick. It is difficult for a westerner to appreciate the inconvenience the trade down there have been subjected to during the past year on account of inadequate transportation facilities. For over 61 days at one time the island had no communication with the mainland. During this period no less than 400 cars loaded with merchandise for Prince Edward Island business houses were lying side-tracked at Pictou, and the railway companies were obliged to refuse freight for P.E.I.

points. Mr. Chandler's recitation of the hardships he endured in crossing the Straits of Northumberland during the Winter season of 1904-05 were interesting in the extreme, even if it was difficult to reconcile icebergs and traveling over ice-floes at the rate of a mile an hour, with the ordinarily accepted notions of progressive Eastern Canada. The "tunnel" is a vital question with the citizens down there, and no effort will be spared in securing the co-operation of the necessary interests.

**EFFECTING READJUSTMENT.**

The Canada Biscuit Co., Toronto, have made an assignment for the purpose of reorganizing the company. Their assets are nearly double their liabilities, the exact figures being as follows: Assets \$173,000, liabilities \$95,500. No question of the solvency of the company is involved, and the step is taken solely to satisfy certain shareholders, who think that after four years they ought to be in a position to declare a dividend. The factory at King and Bathurst streets will run as usual, and there will be no interruption in the business.

Owing to typographical error quotations on "peanut butter," medium size, in last week's issue of The Grocer were given as \$1.60. They should have been \$1.90.

**Art Signs.**  
Martell-Stewart Co., Montreal.

**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.  
Royal Baking Powder Co., New York.

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

**Biscuits, Confectionery, Etc.**  
Christie, Brown & Co., Toronto.  
Cowan Co., Toronto.  
Greig, Robert, Co., Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Rose & Laflamme, Montreal.

**Blue and Black Lead.**  
Douglas, J. M., & Co., Montreal.  
Keen's—Frank Mazer & Co., Montreal.  
Oakley, John, & Sons, London, Eng.  
Reckitt's—Gilmour Bros. & Co., Montreal.

**Brooms and Brushes.**  
Lind, Kerrigan & Co., London, Ont.

**Canned Goods.**  
Belleville Canning Co., Belleville, Ont.  
Bloomfield Packing Co., Bloomfield, Ont.  
Old Homestead Canning Co., Picton, Ont.  
Turner, James, & Co., Hamilton.

**Cans.**  
Acme Can Works, Montreal.

**Cash Registers.**  
National Cash Register Co., Dayton, O.

**Chewing Gum.**  
Little Bode's Slot Machine Co., Montreal

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Empire Tobacco Co., Montreal.  
McAlpin Consumers Tobacco Co., Toronto.  
McDougal, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Sherbrooke Cigar Co., Sherbrooke, Ont.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Cocoanut.**  
Downey, W. P., Montreal.  
Greig, Robt., Co., Toronto.

**Cocoas and Chocolates.**  
Cowan Co., Toronto.  
Epps, James, Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Peters—Lamont, Corliss & Co., Montreal.  
VanHouten's—J. L. Watt & Scott, Toronto.

**Computing Scales.**  
Dean & McLeod, Hamilton.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
St. Charles Condensing Co., Ingersoll.

**Crockery, Glassware and Pottery.**  
Bernard & Holland, Montreal.  
Campbell's Sons R., Hamilton, Ont.  
Gowan, Kent & Co., Toronto.

**Dairy Produce and Provisions**  
Bates Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Hamilton.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Educational Dept.**  
Metropolitan Business College, Ottawa.  
St. Margarets College, Toronto.

**Financial Institutions & Insurance**  
Bradstreet Co.

**Fish.**  
Bickle, John W., & Greening, Hamilton.  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Sovereign & Lynx Brands.  
Stavanger Preserving Co., Toronto and Vancouver.

**Fly Pads and Paper.**  
Kay Bros. Limited, Stockport, Eng.  
Tham, D. W. Co., Grand Rapids, Mich.  
Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**  
Biermann, E., & Co., Cardiff, Wales.  
Bowler T. B., & Co., London, Eng.  
Boyd, Thos., & Co., Liverpool, Eng.  
Crichton, Alexander, Liverpool, Eng.  
Duffus, Alex. S., London, Eng.  
Griffin & Culverwell, Bristol, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Marshall, James, Aberdeen, Scotland.  
Meeker, George R., & Co., London, W.C.  
Neuback & Schipmann, Hamburg, Ger.  
Salter & Stokes, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Soverbutts A. E., & Co., London, Eng.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Adams, E. E., Leamington, Ont.  
Dawson Commission Co., Toronto.  
Distributors Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
James, F. T., Co., Toronto.  
Jemmett, E. L., Beamsville, Ont.  
Leak, J. W., Scarborough.  
McWilliam & Everist, Toronto.  
Ratray, D., & Sons, Montreal.  
Robinson, O. E., & Co., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.

**Grain, Flours and Cereals.**  
Frontenac Cereal Co., Kingston.  
Greig, Robt., Toronto.  
Lake Huron & Manitoba Milling Co., Goderich.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Chaput, L., Fils & Cie, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.

**Grocers' Grinding and Packing Machinery.**  
Adams, J. T., & Co., Montreal.  
Coles Mfg. Co., Philadelphia, Pa.

**Hides.**  
Page, C. S., Hyde Park, Vt.

**House Insect Destroyer.**  
Common Sense Mfg. Co., Toronto.

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior Store Fixtures.**  
Walker Pivoted Bin and Store Fixture Co., Toronto.

**Jams, Jellies, Etc.**  
Barger's—Rose & Laflamme, Montreal.  
Greig, Robert, Co., Toronto.  
Imperial Extract Co., Toronto.  
Smith, E. D., Winona, Ont.  
Upton, Thos., & Co., Hamilton.

**Loose Leaf Ledgers.**  
Crain, Rolla L. Co., Ottawa.

**Manufacturers' Agents, Brokers and Commission Merchants**  
Adams, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Balogna Lime Works Co., Barbadoes, B.W.I.  
Cameron, J. McA., Vancouver, B.C.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dunn, Wm. H., Montreal and Toronto.  
Hughes, A. J., Montreal.  
Kyle, C. E., Toronto.  
Lambe, W. G. A., & Co., Toronto.  
Lawson, Reginald, Winnipeg.  
Leake, J. W., Scarborough, Eng.  
McDougal & Lemon, Owen Sound, Ont.  
McPhie, Norman D., Hamilton, Ont.  
Millman, W. H., & Sons, Toronto.  
Moir, John A., Montreal.  
Nicholson, Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Patrick, W. G., & Co., Toronto.  
Radiger & Janion, Victoria and Vancouver, B.C.  
Ratray, D., & Sons, Montreal.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Tucker, E. St. G., Halifax, N.S.  
Vancouver Warehouses Limited, Vancouver, B.C.  
Watson, Stuart, Winnipeg, Man.  
Watt, J. L., & Scott, Toronto.  
Wilson Commission Co., Brandon, Man.

**Mince Meat.**  
Bates Mfg. Co., Toronto.  
Wethey J. H., St. Catharines.

**Mops.**  
Tarbox Bros., Toronto.

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

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

**Pickles, Sauces, Relishes, Etc.**  
Belleville Canning Co., Belleville, Ont.  
Colson, C. E., & Son, Montreal.  
Greig, Robert, Co., Toronto.  
Heinz, H. J., Pittsburg, Pa.  
Holbrook & Co., London, Eng.  
Lucas, Steele & Bristol, Hamilton.  
Lytle, T. A., Co., Toronto.  
Merchants Mfg. Co., Toronto.  
Paterson's—Rose & Laflamme, Montreal.  
Purnell, Webb & Co., Bristol, Eng.  
Sutton, G. F., Sons & Co., London, Eng.  
Warren Bros. & Co., Toronto.

**Polishes—Metal.**  
Anglo-Canadian Supply Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Oakley, John, & Sons, London, Eng.

**Polishes—Stove.**  
Morse Bros., Canton, Mass.

**Refined Cider.**  
Wilson, W. H., Co., Thinsouburg, Ont.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Cerebos Salt.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**School Supplies.**  
Weese, G. A., & Son, Toronto.

**Soap.**  
Balfour & Co., Hamilton, Ont.  
Tippet, A. P., & Co., Montreal.

**Sparklet Syphons.**  
Davidson & Hay, Toronto.

**Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
Maiden, J. H., Montreal.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Laflamme Montreal.  
Ratray, D., & Sons, Montreal.  
"Sugars" Limited, Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B.C.  
Capstan Mfg. Co., Toronto.  
Ceylon Tea Traders Ass'n.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Japan Tea Traders Ass'n.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton, Ont.  
Lumsden Bros., Hamilton.  
Salada Tea Co., Montreal and Toronto.  
Todhunter, Mitchell & Co., Toronto.  
Wood, Thos., & Co., Montreal.

**Telephones.**  
Bell Telephone Co.

**Typewriters.**  
United Typewriter Co., Toronto and Montreal.

**Vinegars.**  
Wilson, W. H., Co., Thinsouburg.

**Washing Compound.**  
Gillett, E. W. Co., Toronto.  
Keen's—Frank Mazer & Co., Montreal.  
Winn & Holland, Montreal.

**Wines, Liquors, Summer Beverages, etc.**  
Bates Mfg. Co., Toronto.  
Beland, B. O., Montreal.  
Sleeman, Geo., Guelph, Ont.

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

**Wrapping Paper, Paper Bags, Etc.**  
Canada Paper Co., Toronto.  
Douglas & Ratcliff, Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.  
Lumsden Bros., Hamilton.

INDEX TO ADVERTISERS.

Accountants and Auditors.....	64	Distributors Co.....	47	Little Bode Slot Machine Co.....	8	Rutherford, Marshall & Co.....	23
Acme Can Works..... inside front cover		Dominion Molasses Co. inside back cover		Little, Geo.....	24	Ryan, Wm., Co.....	24
Adam, Geo., & Co.....	2	Dominion Salt Agency.....	5	Locators, The.....	44	"Salada" Tea Co.....	24
Adams, E. E.....	48	Douglas, J. M., & Co.....	17	Lucas, Steele & Bristol.....	13	Salter & Stokes.....	24
Adamson, J. F., & Co.....	2	Douglas & Ratcliff.....	30	Lumsden Bros.....	17	Scott, David, & Co.....	24
Allison Coupon Co.....	2	Downey, W. P.....	58	Lytle, T. A., Co.....	3	Sells Commercial.....	63
American Tobacco Co.....	58	Duffus, A. S.....	24	Maiden, J. H.....	48	Sherbrooke Cigar Co.....	58
Anglo-Canadian Supply Co.....	7	Dunn, Wm. H.....	68	Marshall, James.....	24	Sleeman, Geo.....	7
Balfour & Co.....	13	Eby, Blain Co.....	19	Martell-Stewart Co.....	48	Smith, E. D.....	52
Balogna Lime Works Co.....	2	Eckardt, H. P., & Co.....	37	Mathieu, J. L., Co.....	10	"Sovereign" and "Lynx" Salmon.....	18
Barnard & Holland.....	27	Educational Dept.....	64	Meeker, G. R., & Co.....	24	Sowerbutts, A. E., & Co.....	24
Bates Mfg. Co..... inside front cover		Edwardsburg Starch Co.....	67	Merchants Mfg. Co..... inside front cover		Stavanger Preserving Co.....	24
Beland, B. O.....	55	Empire Tobacco Co.....	43	Metropolitan Bank.....	61	St. Charles Condensing Co.....	17
Bell Telephone Co.....	63	Empire Tobacco Co.....	43	Metropolitan Business College.....	64	St. Margaret's College.....	64
Belleville Canning Co.....	4	Epps's Cocoa.....	43	Millman, W. H., & Sons.....	2	Stratford Wholesale Grocery Co.....	46
Biermann, E., & Co.....	26	Eureka Refrigerator Co.....	23	Moir, John A.....	2	Stringer, W. B., & Co.....	47
Black Bros. & Co.....	18	Ewing, S. H., & Sons.....	49	Mooney Biscuit and Candy Co.....	52	"Sugars" Limited.....	48
Bloomfield Packing Co.....	27	Fabien, C. P.....	23	Morse Bros.....	12	Sutton, G. F., Sons & Co.....	43
Blue Ribbon Tea.....	25	Fearman, F. W., Co.....	20	Mott, John P., & Co.....	50	Tarbox Bros.....	7
Bowler T. B., & Co.....	48	Frontenac Cereal Co.....	54	Mackay, Dr.....	64	Thom, O. & W., Co.....	16
Boyd, Thos., & Co.....	24	Gibb, W. A., Co.....	46	MacLaren's Imperial Cheese Co.....	14	Tippet, Arthur P., & Co.....	1
Bradstreet's.....	8	Gillard, W. H., & Co.....	19	McAlpin Consumers Tobacco Co.....	58	Todd, J. H., & Sons.....	18
Braid, Wm., & Co.....	65	Gillett, E. W., Co., Ltd.....	22	McDougal, D., & Co.....	58	Todhunter, Mitchell & Co.....	20
Brantford Starch Works.....	34	Gowan, Kent & Co..... outside back cover		McLaren's "Cook's" Friend Baking Powder..... outside back cover		Toronto Salt Works.....	16
British America Assurance Co.....	61	Greig, Robt., Co.....	9	McLean, J. A. Produce Co.....	22	Tuckett, Geo. E., & Son Co.....	57
Cameron, J. McA.....	2	Griffin & Culverwell.....	24	McPhie, Norman D.....	2	Turner, James, & Co.....	13
Campbell's, R., Sons.....	27	Hall, R. C., & Co.....	24	McWilliam & Everist.....	46	United Typewriter Co.....	63
Canada Paper Co.....	43	Heinz, H. J., Co.....	3	National Cash Register Co.....	49	Upton, Thos., & Co.....	15
Canada Sugar Refining Co.....	9	Holbrook's Sauce.....	7	National Licorice Co..... inside front cover		Vancouver Warehouses Limited.....	2
Canadian Bank of Commerce.....	61	Hotel Directory.....	64	Neuback & Schipmann.....	24	Verret, Stewart & Co.....	3
Canadian Press Clipping Bureau.....	25	Hughes, A. J.....	2	Nicholson, Bain & Johnston.....	2	Walker, Hugh, & Son	
Canadian Salt Co..... inside back cover		Imperial Extract Co.....	49	Nicholson & Bain.....	2	Walker Pivoted Bin and Store Fixture Co.....	7, 9, 55
Capstan Manufacturing Co.....	30	James, F. T., Co.....	47	Oakey, John, & Sons.....	24	Warren Bros. & Co.....	10
Carman, Joseph.....	2	Japan Teas.....	4	Oakville Basket Co..... inside back cover		Watson, Stuart.....	2
Cerebos Salt.....	3	Jemmett, E. L.....	48	Old Homestead Canning Co.....	53	Watt, J. L., & Scott.....	52
Ceylon Tea Association.....	6	Kay Bros.....	60	Page, C. S.....	8	Weese, G. A., & Son.....	63
Chaput, L., Fils & Cie.....	28	Keen, Robinson & Co..... outside front cover		Park, Blackwell Co.....	20	Western Assurance Co.....	61
Christie, Brown & Co..... outside front cover		Kingston "Gleaner".....	8	Patrick, W. G., & Co.....	2	Wethey, J. H..... outside back cover	
Clark, W.....	43	Kinneer, Thos., & Co.....	14	Payne, J. Bruce.....	57	White & Co.....	47
Coles Manufacturing Co.....	34	Kyle, C. E.....	2	Powell & Davis Co.....	60	Whiteley, Muir & Co.....	24
Colson, C. E., & Son..... outside back cover		Lake Huron & Manitoba Milling Co.....	55	Purnell, Webb & Co.....	9	Wickes, Hamilton, & Co.....	24
Common Sense Mfg. Co.....	16	Lambe, W. G. A., & Co.....	2	Radiger & Janion.....	2	Wilson, Archdale.....	16
Confederation Life Association.....	61	Lawson, Reginald.....	2	Ratray, D., & Sons.....	50	Wilson Commission Co.....	2
Cowan Co.....	50	Leake, J. W.....	46	Ratray, D., & Sons.....	50	Wilson, W. H., Co..... inside back cover	
Cox, J. & G.....	48	Leeming Miles Co.....	60	Reckitt's Blue.....	66	Winn & Holland.....	4
Crain, Rolla L., Co.....	63	Legal Cards.....	64	Robinson, O. E.....	46	Winnipeg Fish Co.....	44
Crichton, Alexander.....	24	Lethem, John, & Sons.....	24	Rose & Laflamme.....	5, 66	Wood, Thomas, & Co.....	10
Davidson & Hay.....	15	Lind, Kerrigan & Co.....	4	Royal Baking Powder Co.....	45	Woods, Walter, & Co.....	23
Dawson Commission Co.....	47						
Dean & McLeod.....	7						
Dingle & Stewart.....	2						



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**NEW ADVERTISEMENTS.**

Adams, E. E., Leamington, Ont.  
Crain, Rolla L., Co., Ottawa.

**CANADA TOO CONSERVATIVE.**

It is to be hoped that Canadian exporters will not be unduly long in learning to profit from the advice of the commercial agents stationed by the Dominion Government in the great export centres of the world with a view to building up Canada's foreign trade. Our manufacturers have been accused again and again of being woefully slow in adapting themselves to the requirements of foreign markets as well as lacking in enterprise in following up an opportunity once it is created. If one is to judge from the latest report of J. S. Larke, commercial agent for Australasia, there is still much room for improvement on this score. He says: "The usual crop of complaints has reached me this month. One is in reference to the old complaint of improper packing. A number of machines were ordered with definite instructions as to how they were to be packed. In due course an invoice

was received with a covering letter stating that the instructions respecting packing were absurd, that they had made a study of it and had shipped in the manner they had found to be right. When the goods arrived half of them were found to be broken. Had the instructions sent been followed, the loss would have fallen upon the buyers, but under the circumstances it must fall on the shipper. It must be borne in mind that while Australians may occasionally make mistakes in their directions, they have had a much greater experience in the requirements for long ocean voyages than the majority of Canadians and their instructions are based upon this experience.

"Another is the refusal to meet the market. A Canadian manufacturer was assured of a good trade in boots and shoes if he changed his shape a little. He declined to do so.

"In another instance an article was getting fairly introduced with excellent prospects before it, but it was cutting into the trade of a United States manufacturer. The latter launched into liberal advertising, and not only regained his trade, but now has a very large share of it. The Canadian firm refused to expend any money in this way and has lost his trade, though his goods were right and his prices below the successful rival. Buyers admit this, but say 'people ask for the other and we must sell what they want.'

"In one instance a failure was due to shipping goods made of inferior material and much below samples. In another case it was a refusal to reduce prices when others did so. In some of these instances this state of things was accompanied by sharp comments upon the incapacity of the agent, as otherwise he would have secured a large trade. In some cases this is undeserved, as the agents have done their best. A Canadian would be unwise to do business if he cannot see a profit in it, and he has the right to say that he will only do it upon his own terms, but he should not be disappointed if he fails to meet with success when he declines to meet the conditions essential to success."

**THE FRENCH TREATY.**

In connection with the proposed revision of the French treaty, the Maritime Merchant makes the valuable suggestion that the preference be made to apply only to French goods imported direct through Canadian ports, a similar rule to the one governing importations of Canadian goods into France.

Although a revision of the treaty along general lines would undoubtedly improve existing conditions, some such

change as the one suggested is necessary if New York is to be effectually hindered from dumping into Canada surplus stocks of currants, Valencia raisins, Malaga fruits, filberts, etc., which pay specific duties. Canada's importations of these lines amount to \$600,000 yearly, and the dumping of such goods on the Canadian market by New York houses tends to demoralize domestic trade.

**PURE FOOD LAW.**

In our last issue reference was made to the laxity of the Inland Revenue Department in enforcing the provisions of the Pure Food Act. The case of the consignments of damaged walnuts salvaged from the Allan liner Parisian, which had been partially sunk in collision in Halifax harbor some weeks ago, was instanced. In this case certainly remissness was shown by the inspectors of the Inland Revenue Department.

During the past week auction sales were held in the City of Montreal in which partly-damaged groceries were sold, and by this time are no doubt in consumption. That a part of these goods consisted of canned goods which might ordinarily be supposed to be undamageable does not excuse the offering of other lines for sale. In the case of bottled goods, such as pickles, sauces, liquors, etc., the likelihood of serious injury is not so apparent, or likely to cause damage to the consumer, but cereals and other prepared foods packed in bags and cartons should under no circumstances be allowed for sale unless inspected and passed upon by the health authorities as fit to enter into consumption.

The local health officers of the City of Montreal, under the able management and sharp eyes of Dr. Dagenais, are confiscating every week thousands of pounds of meat, fish, game, vegetables, etc., that have passed into the hands of retail merchants through the commission houses and importers, and it is not asking too much from the Federal Government to see that proper inspectors are appointed to watch just such cases as that of the Parisian's cargo. It is an easy matter to do this, as the manifests of all imports are in the hands of the Customs authorities, and before any goods going into consumption are allowed to be offered for sale, inspection should be insisted on. In the case of wearing apparel and raw materials used for manufacturing purposes, where the damaged goods are not taken into the system, it would not, of course, be ex-

pected, or be just, to destroy them.

The Grocer hopes in the interests of the trade, as well as the consumer, that Hon. L. P. Brodeur, Minister of Inland Revenue, will take the time to look into this matter of damaged goods, and put into effect measures that will put a stop to the practice complained of.

#### TEA STANDARDS FOR CANADA.

FROM time to time during the past ten or twelve years, the subject of the establishment of tea standards for the guidance of Canadian importers and the protection of Canada's tea trade has received spasmodic attention at the hands of the importers of teas and the wholesale grocers. Some years ago there was every hope that something definite would materialize, and the steps taken then warranted the opinion that influence would at last be brought to bear upon the Government at Ottawa and an act put upon the statute books. But after petitions had been circulated and signed by the interests concerned; after a visit had been paid to Ottawa, and the matter laid before the authorities, the petition seemed to get lost in the archives or pigeon holes of the departments.

The opening of the new tea season seems to us a good time for the trade to get together and endeavor to secure the establishment of tea standards for Canada. While there may be difficulties in the way of agreeing upon a set of standards at once, these difficulties should not be insurmountable, and in order to open the way, we would suggest the adoption by the Customs Department of the United States standards. Any changes necessary owing to the non-importation of certain teas in Canada that obtain consumption in the United States, could be made later. If necessary, a commission of expert teamen might be selected by the merchants and importers, who could meet and select standards and then be authorized to lay their decision before the Government.

There certainly is cause for complaint on the part of importers of teas owing to the non-existence of tea standards at present, as buyers have no guarantee that teas bought will be allowed to pass by the Customs. In many ways losses are sustained by shippers as well as importers. It is not our purpose to enter into details with which the tea trade are thoroughly familiar, but to call upon importers to consider the establishment of tea standards towards a finality.

That the adoption of tea standards by the United States Government has done much towards keeping out of that country cheap, trashy and injurious teas, is an established fact. During 1904 only 11,824 packages of imported tea were re-

fused admission to that country. In 1898 the rejected packages numbered 31,397. No stronger argument need be made than the foregoing statement of the benefit that has been conferred upon the tea trade and the consumer. We are not conversant with the modus operandi of the American standards, but it seems to us that what was done by the importers to the south can be done by the Canadian tea traders. The Grocer is desirous of assisting the importers in this matter and will be pleased to publish any letters on the subject with suggestions as to the manner in which it may be best to establish the standards.

#### TAXING COMMERCIAL TRAVELERS

THE Act imposing a tax on non-resident commercial travelers having no place of business in Canada, which recently went into force in Quebec, is on account of the ambiguity of certain of its clauses causing no end of dissatisfaction among the trade. For instance, one section of the Act says that "any person not residing in the province who is desirous of acting as a commercial traveler by soliciting or taking orders for, or selling goods, wares, or merchandise other than intoxicating liquors, or by advertising or offering such goods for sale, by sample, catalogue, price-list, for a person, firm or corporation having no place of business in Canada, shall first obtain a license therefor from the collector of provincial revenue from the district in which he begins his operations in the province."

An enactment of so sweeping a nature has rightfully called forth the indignation of a large share of the business community of Quebec, who, partial as they may be to Canadian manufacturers, do not relish the notion of having any restriction placed upon free trade communication with other countries. Enquiries have poured in to the Comptroller of Provincial Revenue, who in turn interprets the "mischievous" clause as not applying to the transaction of business "by correspondence," although it does make liable non-resident travelers of foreign firms coming into Quebec to do business.

It need hardly be remarked that the restrictions on the whole are without precedent. To prohibit foreign business houses not represented in Canada from sending samples here or catalogues, or price-lists, and to say they shall not advertise in a Canadian newspaper unless they get out a license costing three hundred dollars a year is sure to meet with opposition from the home as well as the foreign trade. It would seem further, that to the framers of the law there is something to be gained by busi-

ness correspondence, exclusive of the use of price lists, catalogues, etc., although how it obtains is not apparent to the trade generally.

#### CRIPPLING INDUSTRY.

THE gross injustice that can be inflicted by a corporation upon private enterprise and industry is being shown in the discrimination of freight rates against Canadian manufacturers and business men. That such should be true and that actual harm has been done from this source may not be generally known, yet it remains that within the past fortnight the American Cereal Co. posted a notice in its works at Peterboro that the mills would be closed indefinitely, or until satisfactory adjustment of freight rates could be made. It is stated that they have no lack of orders or export consignments, but excessive freight rates are the sole cause of closing down. This is a fertile subject of investigation for the Railway Commission, and it is hoped that the matter will be taken in hand without delay, as to whether the charges of the railway companies are really menacing industry in such a manner. It is a serious matter and a question in which not only the manufacturer but the retailer and the consumer are vitally interested.

#### DISCRIMINATING AGAINST CANADA.

A SHORT time ago reference was made in this paper to a report that the direct steamship line sailing from Canada to South Africa was discriminating against Canadian shippers in favor of U.S. exporters.

The explanation of this irregularity would seem to be that there are several American exporting firms who have agents in Canada. These buy Canadian produce and ship the same to South Africa under their own American designation, when, in reality, it is of Canadian origin. Again, contractors are required under Government contract to give Canadians ten days preference, but Canadian shippers, it is claimed, engage space and, being unable to fill it, often sell their space to American exporting firms, and, of course, the steamship companies cannot refuse such cargoes. Up to within a short time ago, the steamships went out with half and three-quarter cargoes, and had it not been for the American produce shipped to South Africa from Chicago the Government would have been required to pay a much heavier subsidy to main-

tain the line than they have. As yet there is absolutely no return cargo. Within the last few months, however, every ship has gone forward with a full cargo, and all the Canadian traffic offering has been accepted.

Nearly all the large American exporting companies have distributing agents in South Africa. Canadians have not, and doubtless it would appear to one in South Africa that practically all the business is being sent forward by American firms as American produce. Speaking roughly, it is estimated that at least half the Canadian produce sent to South Africa goes from United States exporting firms, who buy in Canada. With reference to the large shipments of American hogs to South Africa, it is interesting to note that Canada increased her shipments of bacon to Great Britain from \$4,000,000 in 1901 to \$9,000,000 in 1904, while those from the United States have gradually fallen in the same years from \$45,000,000 to \$30,000,000. Canadian bacon is taking the market from the United States in Great Britain, on account of the superior quality of the former product, while the cheaper U.S. article is going to South Africa and other countries—a line of trade Canadian shippers are not anxious to cultivate. The Kaffirs want cheap bacon, and the Americans are in a position to supply their requirements.

#### FOREIGN SERVICE OF CANADA.

Those in charge of Canada's foreign commercial service deserve praise for the excellent work they have accomplished during the short time the system of commercial agencies has been in existence. To further perfect this service an arrangement has recently been made whereby Canadian commercial agents in foreign countries will undertake to translate into the English language, or into the foreign tongue, any correspondence Canadian firms may desire to hold with foreign firms. The Dominion Government is certainly sparing no pains in its efforts to assist Canadian exporters in foreign markets. It rests with the exporters themselves to make the most of the exceptional opportunities provided by the federal authorities.

#### DISCRIMINATION IN SUGAR PRICES.

CONSIDERABLE dissatisfaction has been expressed in certain quarters because the Dominion Wholesale Grocers' Guild, it is claimed, decides "what the freight rate (or price for sugar with rate added) shall be to every village, town, city, railway siding or wharf in the Dominion, regardless of the Summer or Winter freight charges by rail-

way, boat or other carrier, and absolutely without considering the location of the place as to distance. By way of illustration the rate from Montreal to Toronto is fixed at 8c., from Montreal to Peterborough at 11c., while from Montreal to Port Hope it is 22c."

Although the whole question is much involved, in principle it simmers down to this: Is the wholesale trade the best medium for the distribution of goods from the manufacturer to the retail trade? If so, its interests have to be taken into consideration, and a wholesale distributing point treated somewhat differently from an ordinary point of consumption. In order to arrive at a uniform basis for the regulation of prices, the Guild have arranged what is known as "equalization rates," which are added to refiners' prices. In doing this an average is struck between say the rate from one of the Montreal refineries to a wholesale distributing centre, like Toronto, and then from Toronto to the actual point of consumption, say Port Hope, this average being the basis for regulating the Port Hope price-list. In some instances the rate from the refinery to the consuming point is more than from the refinery to the wholesale point of distribution. The reason is because the goods have to be shipped from the refinery to the wholesale point, and back again to the point of consumption. This accounts for the rate from Montreal to Port Hope being 22c., while that from Montreal to Belleville, the nearest wholesale distributing point to Port Hope, is only 8c. It must also be remembered that the freight rates established by the railroads out of Montreal to points east and west are considerably lower than from Toronto. A readjustment of this irregularity has been under discussion by the Toronto Board of Trade for some time, their contention being that the minimum basis on which freights are levied does not warrant the existing differences.

On the whole the position of the Guild is that under the equalization rate both the retailer and consumer are better treated than they were under the old regime when it was possible for a dealer to buy in large lots direct from the refiner and undersell his competitors. They further claim that with the exception of perhaps a few less-favored points away from distributing centres the trade have no grievance. The refiners make only a fair profit, and as for members of the guild, they can hardly be said to be a combine for purposes of self-aggrandisement with their percentage on sales averaging nothing more than four per cent.

As for the contention that the Guild will not permit sugar to be sold f.o.b. at refineries, etc., such an allowance would be contrary to the spirit of the present arrangement. It is also an error to suppose that the guild adjust the freight rates to suit their own convenience regardless of Summer or Winter charges. Any one conversant with the sugar business knows that there

are separate freight schedules for Summer and Winter, in addition to the various equalized rates.

#### CANADIAN MANUFACTURERS OFF FOR ENGLAND.

WHEN the Allan liner Victorian left her docks at Montreal on Saturday morning, June 10, she bore away with her the largest touring party that has ever left Canada. Not only was it the largest in point of numbers, but also one of the most important to the interests of Canada. The party, consisting of 280, numbered among it the heads of some of Canada's most prominent manufacturing and commercial concerns and was in every way representative of industrial Canada. The excursion arranged by the Canadian Manufacturers' Association has in view a well-planned tour of the industrial and commercial centres of England, and during the journey will visit Birmingham, Liverpool, Manchester, Bradford, Sheffield, London, Glasgow and Leeds, winding up the tour in London to participate in the Dominion Day celebration, July 1, at which Lord Strathcona is to preside.

The party is in charge of Mr. R. J. Younge, general secretary C.M.A., with the President, Mr. W. K. George, and Vice-President Mr. C. C. Ballantyne.

On arriving at Liverpool the party will be taken in special train for a ten-days' tour visiting the midland manufacturing centres.

The Victorian was decorated in gala garb, as this occasion is an event in the history of the first trans-atlantic turbine. Mr. Hugh A. Allan and Mr. Geo. Hannah, general passenger agent Allan line, were present to see the distinguished party safely off. Needless to say the party had every comfort and convenience arranged for them.

Among the passengers more or less closely allied to the grocery and kindred trades were: Messrs. C. C. Ballantyne, Montreal; W. C. Breckenridge, Hamilton; J. Scott Chisholm, Halifax, N.S.; A. E. Dalton, Toronto; Jaffray Eaton, Owen Sound; H. Douglas Eby (The Eby, Blain Co., Limited), Toronto; W. L. Edmonds (Vice-President MacLean Publishing Co.); T. H. Estabrooks (Red Rose Tea, St. John, N.B.); Roy L. H. Ewing (S. H. & A. S. Ewing), Montreal; J. D. Flavell, Lindsay; G. W. Ganong, St. Stephen, N. B.; Robert Greig, Toronto; John Hendry, Brantford; Arthur Lyman, Montreal; D. J. McKinnon, Toronto; J. D. Nasmyth, Toronto; C. R. Somerville, London; F. F. Telier, Collingwood.

Before the Victorian sailed a deputation from the Montreal Branch of the C.M.A., headed by Chairman J. J. McGill, waited on President W. K. George and presented him with an address wishing bon voyage.

#### TENDER ACCEPTED.

Tenders were opened on Saturday morning last for the brick work of the new biscuit and confectionery factory of Foley, Lock & Larson, of Winnipeg. The contract was awarded to Sharpe & College, and work on the new structure is to be rushed ahead with all possible speed. It is the aim of the firm to have the factory in operation by the first of October.

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a vast  
amount of  
difference  
in Teas*

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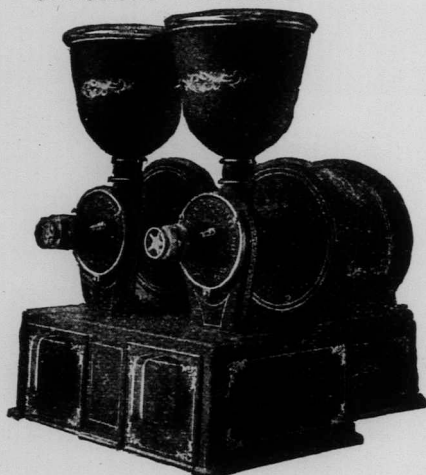
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# MARKETS AND MARKET NOTES

## Quebec Markets.

### GROCERIES.

Montreal, June 15, 1905.

TRADE conditions during the week show no change; business is only moderately good, and not what was looked for by the trade. Hopes had been entertained that with the advent of the warm weather a considerable stimulus would be given to business. The fact also that farm produce and dairy products were bringing good prices should cause buying on a freer scale, but so far nothing encouraging has developed. The sugar market has been so unsettled that not only the retailers but the jobbers have held off placing any large orders for their season's requirements. No change to date is noted in price; market is easy. Somewhat better business is looked for now that the first small fruits are arriving, and dealers cannot much longer hold off buying. Teas have shown a better business during the week. Japans, new season's May pickings, are in, and June's expected shortly, these latter ranging in price around 25 to 27c. Ceylon and India greens and blacks are steady and held firm. Some good trading was done during the week in Ping Sueys, some 2,000 packages changing hands. These were low grades. Molasses unchanged and little business going. Spices show a tendency to advance, particularly in peppers, gingers, and nutmegs. Canned goods are very quiet, the arrival of fresh fruits restricting business in canned fruits. Vegetables also are quiet, tomatoes only seeming to keep up. American packers of tomatoes have advanced their prices, which means that no changes will be likely until new Canadian pack is in. Canned salmon are being booked at confidential prices. The situation at the coast is dealt with in another paragraph. Foreign dried fruits are void of news. Fresh fish are coming in, and business is good with the dealers. Rice and tapioca are meeting with better demand, as usual during the warm weather. Provisions are tending easier, the supply of live hogs being better. Hams and bacon working up in volume owing to warm weather demand. Flour trade is fair. The s.s. Birmingham, which sailed for South Africa last week, took about 10,000 bags for that market, and larger quantities are booked for this month's sailings. The same steamer also carried 4,072 bags of bran. Country produce, such as honey, maple syrup, beans, etc., are all on the quiet side. Hay is almost dead stock, and prices have eased off \$1 per ton. Evaporated apples also quiet on account of arrivals of fresh fruits. The new style 2-lb.

package (20 to the case) seems likely to become a favorite with the trade and the consumer.

**Sugar**—The sugar market continues unchanged. There has been some improvement in the demand from country buyers, which is no doubt due to the arrival of small fruits. It is reported that American refiners have been storing sugars in Canada in large quantities for some time past, with what object in view is not apparent. It may be that this has a tendency to keep prices easy, though the foreign beet and raw sugar market has lately shown an improvement.

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

**Syrups and Molasses**—The Barbadoes market remains quiet, as the demand is not heavy. There is, nevertheless, always a little changing hands nominally at 35c. ear-load lots. There are also some offerings of Porto Rico and cheaper grades of molasses, which are quoted at from 2c. to 3c. per gallon less than Barbadoes. The demand for these is, however, limited in this market. Corn syrups are quiet, and there seems to be little demand at present.

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

**Tea**—Cable from Yokohama under date 10th inst. reports Japan market at present is anywhere from 2c. to 4c. under that of last season, crop good. Smith, Baker & Co. in their latest circular state that though the season opened up well, as far as the quality of teas was concerned, it is something of a disappointment in quantity produced and the rapidity with which the quality is declining. It was at first thought to be only a late season, by reason of the tardy appearance of warm weather, but something else must be sought for as the cause of the known shortage in growth of choice early leaf. The one thing apparent is that the trade must adapt itself to a limited supply of choicest teas. The joint shortage at Kobe and Yokohama, as compared with the receipts at the same time last year, is 28,500 piculs,

and with 1903 is 39,400 piculs, to which must be added a probable shortage in purchases for native shipments at Shidzuoka, operations there being kept secret. The general condition of the tea market during the past week has been somewhat better. There has been no inquiry, and offers which would have been accepted some weeks ago are now turned down by the dealers, thus showing a better tone. Ceylon greens and blacks are practically unchanged. No cable advices are at hand. Indian market, which opened lately, furnishes meagre reports and of an indefinite character. Chinas, both black and green, are ruling low, and there is not much business doing in same. The market in Japan has advanced from 1 1-4c. to 2c. per lb. for May teas. The report is current that there will be few, if any, cheap teas marketed in Japan this season, planters finding it unprofitable, and no attention is paid by farmers to other products. Locally Japan teas show a better tone, and there does not seem to be a rush by holders to dispose of any surplus low-grade teas carried. From all appearances the market is still strongly in buyers' favor.

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

**Coffee**—Coffees show no change. Business is about as usual. No striking features are apparent in New York market, where a good deal of speculative coffee is being worked up and down by interested speculators. Prices are unchanged.

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

**Spices**—Spices show a tendency to improve, following latest New York advices, where market has been very active with good business in peppers, black and white. As the crop reports are coming in to a close, the actual shortage is becoming more clearly defined. The total amount of pepper is less than the actual world's consumption by several thousands of tons. This would indicate a striking possibility of higher prices. An advance in pepper may be looked for in the near future. Cloves in better demand. Nutmegs are slated for an advance. Gingers are in better demand, and owing to short crop will likely show higher prices.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30

Cream of tartar.....	0 25	0 30
Allspice.....	0 12	0 15
Nutmegs.....	0 25	0 50

**Canned Goods**—Canned goods situation is practically unchanged. There is not much business doing in any special kind, and trade is only fair. No new prices have yet been made by the Canadian Cannery, Limited, and any business being done is of a confidential character. No reports are at hand as yet as to the prospects of the crop or pack. Cannery, as usual, are insisting upon having orders placed early in order to insure same being filled, as late orders will only be accepted on condition of early orders being completed. The latest news from American markets is of an advance in tomatoes about 2 1-2c. per dozen, so that there will be no cheaper tomatoes until the Canadian pack is ready for delivery. In salmon no fixed prices are as yet handed out by the association (B.C. packers) \$4.75 and \$5.00 f.o.b. coast are indicated as opening prices. Considerable sales have been made on private terms, quotations to be determined later by the association, when the extent of the run is more definitely ascertained. In this connection we notice complaints have been made by the Board of Trade at Vancouver that unscrupulous shippers are, and have been, in the habit of labelling inferior grades of fish with a higher class of label than the quality warranted. To such an extent has this been carried, that it was the subject of a motion made and carried by the Vancouver Board of Trade, to the effect that such practice was reprehensible in itself, as well as calculated to damage the reputation of B.C. salmon. It is to be hoped that the protest of the Board of Trade will have the effect of preventing a repetition of this practice by the culprits. The latest reports at hand from the coast would indicate that the run of fish has not been as extensive as was anticipated, but there is ample time yet for the season to keep up its record, as this should be a banner year.

	Per doz.
Corn, 2-lb. tins.....	\$1 20
" 2-lb. sucotash.....	1 25
Gallon corn.....	5 00
Tomatoes, 3-lb. tins.....	1 30
Gallon tins.....	3 60
Sugar beets.....	\$0 85 0 95
2's Asparagus Tips.....	2 50
2's Beans, Golden Wax.....	0 80
2's " Refugee or Valentine.....	0 82
2's " Crystal Wax.....	0 82
2's Peas, No. 4 "Standards".....	0 82
2's " No. 3 "Early Junies".....	0 85
2's " No. 2 "Sweet Wrinkled".....	0 95
2's " No. 1 "Extra Fine Sifted".....	1 30
2's Table Spinach.....	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2 1/2 and 3's.....	\$1 15 \$2 20
Peaches—White, yellow and pie, 1 1/2's, 2's, 2 1/2's, 3's.....	1 25 2 82
Gallon pears.....	3 15 3 67 1/2
" peaches.....	3 55 4 50
Pumpkins, 3-lb. tins.....	0 72 1/2
" " gal.....	2 50
3-lb. squash.....	1 00
2's Cherries, red, pitted.....	2 20
2's " red, not pitted.....	1 75
2's " black, pitted.....	2 20
2's " black, not pitted.....	1 75
2's " white, pitted.....	2 40
2's " white, not pitted.....	2 00
2's Currants, red, heavy syrup.....	1 57 1/2
2's " red, preserved.....	1 77 1/2
Gals. " red standard.....	4 75
Gals. " red, solid pack.....	7 00
2's " black, heavy syrup.....	1 75
2's " black, preserved.....	2 05
Gals. " black, standard.....	4 00
Gals. " black, solid pack.....	8 00
2's Gooseberries, heavy syrup.....	1 62 1/2
2's " preserved.....	1 85
Gals. " standard.....	7 25
2's Lawtonberries, heavy syrup.....	1 57 1/2
2's " preserved.....	1 85
Gals. " standard.....	4 97 1/2

2's Pineapple, sliced.....	2 25
2's " grated.....	2 50
3's " whole.....	2 50
2's Plums, Damson, light syrup.....	1 00
2's " heavy syrup.....	1 20
2 1/2's " " ".....	1 57 1/2
3's " " ".....	1 85
Gals. " " standard.....	2 95
2's " Lombard, light syrup.....	1 65
2's " heavy syrup.....	1 35
2 1/2's " " ".....	1 82 1/2
3's " " ".....	1 90
Gals. " " standard.....	3 15
2's " Green Gage, light syrup.....	1 15
2's " heavy syrup.....	1 47 1/2
2 1/2's " " ".....	1 72 1/2
3's " " ".....	2 00
Gals. " " standard.....	3 45
2's " Egg, heavy syrup.....	1 52 1/2
2 1/2's " " ".....	1 80
3's " " ".....	2 10
2's Raspberries, red, heavy syrup.....	1 40
2's " preserved.....	1 60
Gals. " " standard.....	5 00
Gals. " " solid pack.....	8 00
2's " black, heavy syrup.....	1 35
2's " preserved.....	1 50
Gals. " " standard.....	4 75
2's Rhubarb, preserved.....	1 15
3's " " ".....	1 90
Gals. " " standard.....	2 62 1/2
2's Strawberries, heavy syrup, 1903 pack.....	1 47 1/2
2's " " " " 1904 pack.....	1 60
2's " preserved.....	1 75
Gals. " standard.....	5 50
Gals. " solid pack.....	3 50

**Rice and Tapioca**—Rice market unchanged. The Summer demand, which is generally a little better than other seasons of the year, has commenced to make itself felt. Tapioca is reported scarce on this market, and there is some inquiry for it. This article also is subject to large consumption in the warm weather.

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

**Foreign Dried Fruits**—In dried fruits generally there is practically little to report, the movement being of a dull character. Valencia raisins are still offered at very low prices for London account, but without finding easy buyers. Currants, however, show more activity at steady prices. Shelled walnuts have recovered from a temporary depression, and as the hot weather is now at hand it is not likely that import orders will be given, consequently holders are in a fairly good position in regard to stocks in cold storage. California dried fruits are given under special heading in this week's issue.

Valencia Raisins—	
Fine off-stalk, per lb.....	0 05 0 06
Selected, per lb.....	0 06 1/2 0 07 1/2
Layers.....	0 07 0 07 1/2
Dates—	
Dates, Holloweys, per lb.....	0 04 0 04 1/2
Californian Evaporated Fruits—	
Apricots, per lb.....	0 13 1/2
Peaches, ".....	0 10 1/2
Pears, ".....	0 13
Malaga Raisins—	
London layers.....	2 00
" Connoisseur Clusters".....	2 50
" " 1-boxes.....	0 80
" Royal Buckingham Clusters," 1-boxes.....	3 50
" " boxes.....	4 50
" Excelsior Window Clusters," 1/2s.....	1 35

Californian Raisins—	
Loose muscatels, per lb.....	0 07 1/2 0 08
" " seeded, in 1-lb. packages.....	0 08 0 09
" " 2 crown.....	0 06
" " 3 crown.....	0 06 1/2
" " 4 crown.....	0 08
Prunes—	Per lb.
30-40s.....	0 08 1/2
40-50s.....	0 08
50-60s.....	0 07
60-70s.....	0 06
70-80s.....	0 06
80-90s.....	0 05
90-100s.....	0 05
Oregon prunes (Italian style), 40-50s.....	0 08
" " 50-60s.....	0 07
Oregon prunes (French style), 60-70s.....	0 06
" " 90-100s.....	0 04
" " 100-120s.....	0 04
Currants—	
Filiatras, uncleaned.....	0 04 1/2
Fine Filiatras, per lb., in cases.....	0 04 1/2 0 05
" " cleaned.....	0 04 1/2 0 05 1/2
" " in 1-lb. cartons.....	0 05 1/2 0 06

Finest Vostizzas ".....	0 06 1/2 0 07 1/2
Amalias ".....	0 06
Sultana Raisins—	
Sultana raisins, per lb.....	0 06 1/2 0 08
" " 1-lb. carton.....	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes.....	0 13
Four crown, fancy, 10-lb. boxes.....	0 09
Three crown.....	0 07 0 07 1/2
Glove boxes, fine quality, per box.....	0 11
Fancy washed figs, in baskets, per basket.....	0 20
" " pulled figs, in boxes, per box.....	0 22
" " stuffed figs.....	0 28
12-oz. boxes.....	0 06 1/2 0 07

**Fish**—An interview with the leading fish dealers shows that trade is in a fine condition. Demand for fresh fish of all kinds is good, and supply is ample for requirements. Gaspe salmon is arriving freely, and prices have fallen off a little during the past week. They are expected to become still easier when larger quantities arrive. Canadian mackerel is in season at low cost. Fresh halibut is a little scarce, and price has advanced. More brook trout is coming, and will sell at easier figures. There is little doing in salt herring, in fact no stocks of consequence are on the market. Salt salmon, skinless and boneless cod, are freely arriving in fair-sized lots, and are meeting with ready sales at quotations. Demand for smoked fish is said to be small. There are three fast days this week (Ember days), and owing to this dealers have fine prospects of business.

Fresh mackerel, per lb.....	0 08
Shad, each.....	0 20
Gaspe Salmon, per lb.....	0 18
Sturgeon.....	0 09
Boiled lobsters.....	0 14
Dore, fresh.....	0 07 1/2
Fresh white fish.....	0 07 1/2
Lake trout.....	0 07 1/2
Brook trout.....	0 18
Fresh salmon, B. C.....	0 16
Choice select bulk oysters, per gal.....	1 50
Haddies.....	0 07
Bloaters in boxes, 100 fish.....	1 00
Yarmouth bloaters, 60 fish, per box.....	1 10
Smoked herring, per box, new.....	0 11
Fresh haddock, per lb.....	0 04
Fresh pike.....	0 06 1/2
Fresh halibut.....	0 12
Fresh steak cod.....	0 05
No. 1 Labrador herring in 20-lb. pails.....	0 80
" " half bbl.....	3 00
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring.....	6 50
" " per keg.....	1 00
Holland herring, per keg.....	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.....	2 00
Skinless cod (100-lb. cases), per case.....	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06
" " fish.....	0 05 1/2
" " fish, loose, in 25-lb. boxes.....	0 04 1/2
Labrador salmon, half bbl.....	9 00
" " (200 lbs.) bbls.....	17 00
" " large (300 lbs.) bbls.....	24 00
B.C. salt salmon, bbl.....	15 00
" " 1/2 bbl.....	8 00
Lake trout, salt, 100 lbs.....	4 50
Sea trout in bbls, 200 lbs.....	10 00
" " half bbls.....	5 50
Marshall's kippered herring, per doz.....	1 40
Canadian kippered, per doz.....	1 00
Canadian sardines, per 100.....	3 75
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25

**California Dried Fruits**—In conversation with The Grocer, A. B. Tippet & Co., Montreal, Canadian agents for Griffin & Skelly, speaking generally of the California dried fruit situation, advise as follows: The outlook, generally speaking, for California dried fruits is favorable, with a good crop in almost everything, with the exception of prunes and pears. Prunes will scarcely run, according to all appearances, more than 50 per cent. of last year, and the prospect is therefore that prices will range higher than the extremely unprofitable and ruinous ones of 1904, and it is expected that the advance will be about 3-4 to 1c. per lb. above last year's figures. The apricot crop, on the other hand, is excessively large, and while a

Table of market prices for various goods including Peaches, Cherries, Lawtonberries, Plums, Raspberries, Strawberry, Lobster, Mackerel, Salmon, Sardines, Mustard, Haddies, Kippered herrings, California ripe olives, Corned beef, Lunch tongues, Potted meats.

Sugar—The condition of the sugar market remains practically unchanged from last week. Although the consumption is normal for this season of the year, the trade, in view of the uncertainty of the situation, are buying from hand to mouth and only for immediate requirements. At present there are no particular indications, and it is hoped that the suit canning season will soon begin to be an influence in improving local conditions. A number of parcels of West Indian sugar for future shipment were sold in Toronto during the week. In last week's issue occurred slight typographical errors in quotations on Redpath's and Acadia granulated, which are corrected this week. We quote the following prices:

Table listing prices for Paris lumps, St. Lawrence granulated, Redpath's granulated, Acadia granulated, Berlin granulated, Phoenix, Bright coffee, Bright yellow, No. 3 yellow, No. 2, No. 1, Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Trade continues seasonable and prices unchanged from last week both in syrups and molasses. We quote as follows:

Table listing prices for Syrups (Dark, Medium, Bright) and Corn syrup in various quantities (bbls, kegs, 3 gal. pails, 2 gal., 2-lb. tins, 5-lb., 10-lb., 20-lb.).

Table listing prices for Molasses (New Orleans, Barbadoes, Porto Rico, West Indian), Maple syrup (Imperial qts, 5-gal. cans, Barrels, 5-gal. Imp. brand, 1-gal., 1-gal. per case), Qts.

Coffee—The coffee market tends to the quiet side this week with prices unchanged and no features to record. We quote:

Table listing coffee prices for Green Rios (No. 7, No. 6, No. 5, No. 4, No. 3), Mocha, Java, Santos, Plantation Ceylon, Green, Guatemala, Jamaica, Maracaibo.

Teas—Prices for commonest teas are hardening a little, and are now, or more correctly have been during the past month, at the lowest point they have touched since the month of June, 1900. On the other hand teas possessing quality are scarce and high and Ceylons of character that a year ago were worth 25c. in London, are now worth 36c., while commonest teas are at their lowest point. Local trade is satisfactory and there are no additional changes to report. We quote the following prices:

Table listing tea prices for Congou (half-chests, caddies, Paking), Indian (Darjeelings, Pekoe souchongs, Pekoes, Orange Pekoes), Indian (Assam, Orange Pekoes, Pekoes), Ceylon (Broken Orange Pekoes, Orange Pekoes, Pekoes, Pekoe Souchong), China Greens (Gunpowder, extra first, half-chests, ordinary firsts, Young Hyson, cases, sifted, extra firsts, cases, small leaf, firsts, half-chests, ordinary firsts, seconds, thirds, common), Pingueys (Young Hyson, half-chests, firsts, seconds, half-boxes), Japan (half-chests, finest May pickings, choice, finest, Good medium, Medium, Good common, Common, Dust).

Spices—The usual volume of trade in spices is reported with no changes in quotations from last week. We quote as follows:

Table listing spice prices for Peppers (blk, white), Ginger, Cassia, Nutmeg, Cloves (whole), Cream of tartar, Allspice, Mace.

Rice and Tapioca—An advance of from 1/8 to 1/4c. is reported in tapioca this week, as much as 1/4c. higher for Sept. delivery having been paid during the week. The reason is because primary markets are becoming bare of supplies. We quote as follows:

Table listing prices for Rice and Tapioca (Rice stand. B., Rangoon, Patna, Japan, Sago, Tapioca staple, double goat, Carolina rice, Louisiana rice).

Foreign Dried Fruits—The prune market continues to put on additional firmness and the local trade report that

small sizes, say 90 to 100's and 100 to 120's, are hardly obtainable. There has been an advance in Valencia raisins of 3 shillings per cwt. This advance during the week is largely the result of stocks at Denia being exhausted, the only available supplies now being at London, Eng. W. Rogers, of Denia, writes in regard to the new crop of Valencia raisins that the outlook for a good crop is bright and that if expectations are realized the market will doubtless open at a moderate figure. Shipments will probably commence at about the same date as last season.

Smyrna shippers of layer figs are as usual in the market with offers agreeing to sell figs still on the trees at fixed prices. The usual method of describing figs for export is to describe the width of figs packed in layers, 2 inches by 2 1/2 inches, etc., but as figs can be split from stem to top on the underside and stretched much beyond the size of honestly-packed goods, quotations on this basis are sometimes misleading. Readers of The Grocer are advised to take quality and honest packing of fruit into account when making purchases. As to quality, the reputation of shippers in this regard must carry weight, and some of the most reliable pickers now describe their figs not only by breadth, but by length, and also by the number of figs to the pound. A small fig if stretched beyond its natural width will not give proportionate length and will show a greater count to the pound than honestly-packed figs of the same width. Thus some check is placed on dishonesty if only buyers will take care to protect themselves. We quote:

Table listing prices for Prunes (100-110s, 90-100s, 80-90s, 70-80s) and Candied Peels (Lemon, Orange).

Figs—Elemes, per lb. 0 08 0 13

Table listing prices for Apricots, California evaporated, Peaches, California evaporated, Pears, California evaporated, Currants.

Table listing prices for Fine Filiatras, Patras, Raisins (New selects, Sultana, Californian seeded, 12-oz. Muscatela, unseeded, 1-lb. boxes, unseeded, 2-crown, 3-crown).

Table listing prices for Dates (Hallowees, Sairs) and Foreign Nuts (Fards new choicest, new choice).

Foreign Nuts—The price of filberts has been advanced owing to reported damage to the crop and 51 shillings per sack is being quoted against former sales earlier in the season at 44 to 46 shillings. Early buyers have had the best of it in filberts now for two or three successive seasons. The peanut market continues firm, otherwise there are no other features to report. Our quotations are as follows:

Table listing prices for Foreign Nuts (Selected Spanish, A 1's, banners and suns, Japanese Jumbo's, Virginia).



For sack lots roasted add 1c. to above quotations. For small, 2c.

Almonds, Tarragona, per lb.	0 12	0 12½
Walnuts, Grenoble, " "	0 12	0 12½
" Bordeaux, " "	0 09	0 10
Filberts, per lb.	0 13	0 15
Pecans, per lb.	0 13	0 14
New Brazils, per lb.	4 50	0 14
Cocoanuts, Jamaica, per sack.	0 08	0 08
Italian Chestnuts, per lb.	0 08	0 08

**Bird Seed**—As this is a staple on the market there is naturally very little variation from week to week. We quote the following prices:

Canary seed, per lb.	0 06	0 07
Hemp " "	0 04½	0 04½
Cottam's " "	0 08	0 08
Brook's " "	0 07½	0 07½

**Dried and Cured Fish**—There is a lull in the market for this article, and the trade report light sales in the aggregate. We quote as follows:

Boneless fish, per lb.	0 04½	0 04½
Cod fish, 1-lb. bricks	0 06½	0 06½
Boneless cod, per lb.	0 08	0 10
Quail-on-toast, per lb.	0 06	0 06
Filched cod fish, in cases of 100 lbs, per lb.	0 06	0 06
Labrador herring, per bbl.	6 00	6 50½
" " per ½ bbl.	2 85	2 85

**Evaporated Apples**—The ruling price for evaporated apples ranges about 6½ to 7c. This market is quiet and without interesting features.

**Fresh Fish**—A seasonable demand is reported for all varieties of fresh fish. Prices continue unchanged, and there are no new varieties on the market. We quote:

Fresh halibut, per lb.	0 09	0 09
" haddock " "	0 06	0 06
" trout " "	0 07½	0 07½
" cod steak, per lb.	0 07	0 07
" lobsters, boiled, each	0 15	0 15
" B.C. salmon, per lb.	0 20	0 20
Shrimps, per gal.	1 15	1 25
White fish, per lb.	0 08	0 08

**Country Produce.**

**Eggs**—Reports from the country indicate that the run of eggs at the present time is exceptionally light. Farmers say they are short of feed, and are not cultivating the poultry trade as much as they ordinarily do at this season of the year. Be that as it may, however, the fact remains that deliveries are only light to fair, and the tendency will be to divert supplies to the cities, leaving the dealers and packers through the country in an unenviable position without available supplies for pickling. Prices rule about 16 1-2 to 17c., fully 1c. higher than for the corresponding period a year ago. We quote as follows:

New laid eggs, per doz.	0 16½	0 17
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**Beans**—The demand for beans is easing off, and this article is attracting less interest if anything than during the last month. The wholesale trade are asking slightly higher prices than a week ago. We quote:

Beans, handpicked, per bush.	1 80	1 85
" prime, No. 1.	1 65	1 70
" prime, No. 2.	1 50	1 60
" Lima, per lb.	0 07	0 07½

**Honey**—Honey is dull, and nominal quotations rule unchanged from last week. We quote:

Honey, extracted clover, per lb.	0 07½	0 08
" sections, No. 1, per doz.	1 90	2 00
" " No. 2.	1 65	1 65
" Buckwheat, per lb.	0 05	0 06
" sections per doz.	0 75	1 00

**Maple Products**—Late in the season as it is, small arrivals of 1905 maple syrup were noted this week. As might be expected, actual trade is slow. We quote:

Maple sugar, 1 lb cakes, per lb.	0 09	0 10
large cakes in tubs, per lb.	0 08	0 08
Maple syrup, per imperial gal.	0 90	0 90
" " wine gal.	0 55	0 55
" " imperial quarts.	0 25	0 25
New maple syrup, per imperial gal.	1 50	1 50
" " per wine gal.	0 85	0 85

**Seeds**—The seed trade is practically confined now to Hungarian and millet, and business is of small proportions, with quotations unchanged from last week. We quote:

Hungarian, per 100 lbs.	2 60	2 70
Millet " "	2 50	2 50
Orchard grass " "	14 00	14 00
Seed corn, Dent varieties, per bush.	0 70	1 00
" Flint " "	1 25	1 30

**Grain, Flour and Breakfast Foods.**

**Grain**—Moderate trading continues, and the only feature in grain this week is an advance of 2 1-2c. in oats. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1	1 08	1 08
" " No. 2	0 05	0 05
" " No. 3	0 94½	0 94½
Red, per bushel, new	1 02	1 02
White " "	0 50	0 52
Barley " "	0 47½	0 48
Oats " "	0 77	0 78
Peas " "	0 63	0 64
Buckwheat " nominal.	0 66	0 67
Rye, per bushel, " "	0 66	0 67

**Flour**—The market shows a better tone, and prices hold steady, although business is in no great volume. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags.	5 20	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	4 90
Straight roller " "	4 75	4 80

**Breakfast Foods**—Trade is quiet, and with the exception of the regular staple trade there is very little to report. Quotations continue unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 90	4 90
Roller wheat in boxes, 100 lbs.	2 90	2 90
" " 50 lbs.	1 50	1 50
Roller oats, standard, carlots, per bbl. in bags.	4 35	4 35
" " " " in wood.	4 60	4 60
" " " " for broken lots.	4 60	4 60
Roller wheat, per 100-lb. bbl.	3 00	3 00
Cornmeal " "	3 35	3 35
Split peas " "	5 00	5 00
Pot barley, in bags " "	4 00	4 00
" " in wood " "	4 25	4 25

**Hides, Skins and Wool**—There is not much activity in the market this week, and prices continue as last advised. Receipts of new clip wool have been light, partly on account of the wet weather, and partly because smaller buyers in the country are picking up offerings, believing in the speculative possibilities of the situation and offering higher prices. We quote the following:

Hides, No. 1 green steers, per lb.	0 10	0 10
" " No. 2 " "	0 09	0 09
" " No. 1 green, per lb.	0 09½	0 09½
" " No. 2 " "	0 08½	0 08½
Country hides, flats, per lb.	0 08	0 08½
Calf skins, No. 1, selected.	0 11	0 11
" " No. 2 " "	0 09	0 09
Deacons (dairies), each	0 80	0 80
Sheep skins " "	1 25	1 25
Lamb skins, each " "	0 30	0 30
Shorn pelts " "	0 25	0 25
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, new clip, per lb.	0 14	0 14
Wool-washed fleeces " "	0 22	0 22
Pulled wools, super, per lb.	0 21	0 23
" " extra " "	0 22	0 24

**PERSONAL MENTION.**

Mr. G. Ray is opening up a grocery business in Beeton.  
 Mr. J. Bowman, Barrie, is starting in the grocery business.  
 Mr. C. Stone has opened up a choice stock of groceries in Cannington.  
 Mr. J. B. Smith, a well-known retired grocer, of London, Ontario, is dead.

Mr. C. S. Blackwell, of the Park, Blackwell Co., Toronto, has returned from England.

Mr. F. C. McMurtry, of the McMurtry Co., Midland, spent a few days in Toronto this week.

Mr. F. A. Haddy, of Bowmanville, was in Toronto for a few days this week calling upon the trade.

Mr. J. H. Devaney, of Warren Bros. & Co., Toronto, left on June 15 for England. He expects to be gone for six weeks.

Mr. A. G. McNabb, Barrie, has sold his grocery business to Mr. Armson. Mr. Armson was for years associated with Mr. C. Perkins in the grocery trade.

Mr. S. C. Lindo, wholesale and retail provision and liquor merchant, Kingston, Jamaica, was in Toronto this week and paid a visit to the offices of The Grocer.

In last week's issue of The Grocer, under the heading of "Among the Travelers," appeared an item concerning Mr. J. P. Moylen, of John Sloan & Co., Toronto. It should have read Mr. J. B. Mayled.

Mr. F. K. Warren, of the Dominion Molasses Co., Halifax, was in Toronto this week calling upon the trade. He was introduced on the street by Mr. G. Musson, sen., of G. Musson & Co.

Mr. W. H. Millman, of W. H. Millman & Son, Toronto, left on Wednesday for a business trip to Montreal. He was accompanied by Mrs. and Miss Kathleen Millman, who are en route to the old country, where they will spend the Summer.

Mr. W. E. Foreman, Vancouver, is a visitor to Montreal this week. Mr. Foreman, who is traveling representative for Comfort Soap in British Columbia and the Northwest Territories, is making his stay with Mr. F. D. Cockburn, Westmount, the eastern representative of Pugsley, Dingman & Co.

Mr. W. H. Plummer, general merchant, Sault Ste. Marie, has been appointed by the Board of the Consolidated Lake Superior Company as one of the Government's representatives, in succession to Mr. N. W. Rowell, K.C., resigned. Mr. Plummer is also mayor of The Soo.

Mr. G. W. Shoemaker, representing the A. Colburn Co., Philadelphia, was a caller upon the trade of Montreal during the week. Mr. Shoemaker, who has called upon the grocery and spice trade of Canada in the interest of his firm, reports the spice situation as showing a decided improvement, prices which have been very low tending upward.

Mr. Andrew H. Ewing, of S. H. Ewing & Sons, Montreal, has met with a sad loss in the death of his young son, Murray Hamilton, last Saturday, June 10. The child had been ill for some weeks, but was thought to be recovering when he caught a severe cold, which developed into pneumonia. Mr. and Mrs. Ewing have the sympathy of a host of friends in their sad bereavement. The Grocer extends its sympathy to Mr. Ewing.

Mr. J. W. Bates, of The Bates Manufacturing Co., Limited, Toronto, was a caller at the Montreal offices of The

Grocer this week. Mr. Bates is making a canvas of the trade, introducing the "Peacock" brand of mince meats, cream cheese, unfermented wines, sauces, etc. This is Mr. Bates' first trip to the east, and his success so far warrants the belief that his company's products will obtain as favorable a reception as in the west. Mr. Bates left for Ottawa on Saturday.

Mr. T. H. Estabrooks, of St. John, well-known to the trade as the proprietor of "Red Rose" tea, has left for a holiday in the old country. He will be away for about two months, a part of which time he will probably spend on the continent. This is the first holiday Mr. Estabrooks has allowed himself for many years. He is one of the hardest working men in Canada, and has not labored in vain. "Red Rose" tea is now a familiar name all over Canada. We feel sure the good wishes of the trade will accompany Mr. Estabrooks on his travels.

Mr. T. T. Cartwright, who formerly represented the E. W. Gillett Co., Limited, in the Maritime Provinces and Newfoundland, and later managed the Newfoundland branch of the Vim Tea Co., has severed his connection with that firm and joined the executive of the Thomas Smyth Co., Limited, wholesale grocers and provision merchants, St. John's, Newfoundland. Mr. Cartwright will have charge of the sales department, and will specially devote himself to the tea business of the company. The many Canadian friends of the genial T. T. C. will be pleased to hear of his advancement, and The Canadian Grocer joins in wishing him and the company success.

Mr. Daniel Hockin, secretary Simson Bros. Co., Limited, Halifax, N.S., was a caller at the Montreal offices of The Grocer this week, in company with Mr. J. H. Maiden, Montreal representative. Mr. Hockin is making a trip through Quebec and Ontario, visiting the larger cities in the interest of his company, and with especial attention to Sovereign Lime Juice. In conversation with The Grocer, Mr. Hockin stated that Sovereign Lime Juice is growing in such demand in the districts in which it has been placed before the public that they are practically pushed to the utmost to supply the demand. The merits of Sovereign Lime Juice are acknowledged by dealers in the eastern states, and a large and growing export trade has resulted. Mr. Hockin left for Ottawa on Thursday.

Mr. J. Arthur Irwin, Mr. Charles B. Tranton and Mr. A. E. Woodward, all of Liverpool, England, spent a few days in Montreal during the past week on their homeward journey from a trip through the United States and Canada. In company with Mr. F. D. Cockburn, of Comfort Soap fame, several of the prominent wholesale grocery houses of the city were visited, and the gentlemen expressed themselves as surprised at the perfection of system, handsome sample rooms, etc., they visited. Mr. Irwin's firm conducts some one hundred grocery and provision stores in Liverpool, and Mr. Tranton's house some fifty odd stores in the same city. Mr. Woodward

is connected with Edward Young & Co., distillers, Liverpool, whose reputation is world wide. They expressed regret at the shortness of time at their disposal, as they would like to have made a more extended tour of the Canadian business centres.

#### HINTS TO BUYERS.

E. D. Marceau, wholesale tea and coffee merchant, Montreal, reports the arrival of 25 half chests of Condor V., extra fine quality, which he quotes at 25c.

White & Co., Limited, Toronto, handled their first car of peaches, plums, apricots for the season at auction last Monday, June 12.

Lucas Steele & Bristol, Hamilton, advise shipment of Lipton's goods to hand. They report the general opinion that Lipton's jellies are among the best jelly powders on the market.

The Dawson Commission Co., Toronto, are in receipt of a car each of Mississippi tomatoes, Texas potatoes and North Carolina potatoes.

White & Co., Limited, Toronto, received their first car Florida watermelons for the season. The stock was of good size and ripe.

The Distributors' Co., Toronto, advise arrivals of domestic strawberries. Owing to rainy weather the fruit has not been coming forward as freely as might be expected.

C. Kyle, Toronto, reports the arrival of two cars Spring salmon, Skeena River brand, also a car Flag brand, sockeye salmon, squats and flats.

Eleme figs are being sold by H. P. Eckardt & Co., Toronto, at low prices. Buyers of canned pineapples should communicate with H. P. Eckardt & Co., Toronto, who are offering special value.

The firm of L. Chaput, Fils & Cie., Montreal, have to arrive shortly, 200 cases L. A. Price, Bordeaux, French peas and mushrooms. Quality of these goods is the best known and imported. Prices are simply too low.

L. Chaput, Fils & Cie., Montreal, are booking orders now for new pack canned salmon for future delivery. They promise some interesting prices to buyers.

#### A SAD ACCIDENT.

A sad and unfortunate accident happened about six o'clock on Tuesday evening, June 13, whereby the youngest son of Mr. D. T. Williamson, of Brantford Starch Co., of Brantford, lost his life by drowning at Rosebank, where his parents had just moved to their Summer cottage. The little fellow was playing with some small children on a dock and fell in and was drowned before he could be rescued. Mr. Williamson was in Owen Sound at the time and received the sad news by telephone. We know his many friends throughout the Dominion will join with The Grocer in extending sympathy.

#### CLOSING AMERICAN BRANCH.

The American branch of the condensed milk industry of Henri Nestle, of Switzerland, which is located at Fulton, N. Y., is to be closed permanently on July 1. This is the result of an agreement

between the Borden Condensed Milk Co. and Henri Nestle, who is now left without the competition of the Borden firm in Europe. It is thought that the trade agreement which restricts the selling of the products of the two rivals to their respective home markets will be beneficial to both. While the Nestle people claim to be well satisfied with their sales in America it is thought that the main object of their establishing the large plant at Fulton was to drive out American competition from France and Switzerland which they have succeeded in doing.

#### GOOD TO THE LAST BIT.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, are issuing to the trade a fac-simile of an advertisement which will appear in the July number of The Ladies' Home Journal. It represents a sturdy youth of the MacLaren clan scraping the inside of a jar of MacLaren's cheese to the last morsel, and in artistic finish is equal to anything in the way of pictorial advertising that this firm have yet attempted.

## B. C. Markets.

Vancouver, June 8, 1905.

THE era of development of British Columbia, which has now been fully reached, is that in which not only the requirements of the province in many lines of produce of the farm, orchard and ranch are supplied from home industry, but a considerable surplus is available for shipment to markets where a demand exists.

Of course, the principal product thus showing a surplus is fruit. The advance in the development of the fruit industry is marked by the fact that not only are various districts of the province organizing their local associations to handle the output of individual ranches, but each of these local associations is sending out representatives to dispose of the fruit direct to dealers in the Northwest and Manitoba.

The coast districts, including Victoria and the Fraser Valley, are each fully organized, and, of course, in the Okanagan district the various settlements are well ahead in this method of selling. The latest district to enter the competition is the Kootenay, with the City of Nelson as the centre. All along Kootenay lake and river from Nelson to the Kootenay Landing, there are scattered ranches from which considerable quantities of fruit are being sent in marketable condition. The first season for this district shows what may be done in a section of the province which has hitherto not been seriously counted as a factor in agriculture.

The new district is said to be preparing to market a surplus of 4,000 cases of strawberries in the Northwest. This, after supplying the demands of Nelson, Rossland, Trail and other cities. Tributary to the Nelson district of Kootenay is a section along the Kootenay River to Robson, and along the Columbia, as well as some appreciable area along Sloean river and lake. In

addition to the strawberries and other small fruit, this new district expects to ship three or four cars of tree fruit, cherries and plums chiefly, this year. Many orchards set out of recent years are not yet in full bearing. The great advantage this section has in competing for the trade of Southern Alberta is that it is not more than 24 hours from the farthest part of the market it hopes to reach. That is a big advantage. Other parts of British Columbia are two days from the same localities. Of course the Okanagan and the Salmon Arm districts, on the main line of the C.P.R., are not more than a day from the part of Alberta centring round Calgary. These two sections never had a better promise of a bountiful fruit crop. Already large quantities of strawberries are being sent forward, and cherries are coming in rapidly. Unfortunately, in some of the older parts of the Okanagan late frosts caught the cherry trees, and the fruit half-formed from the blossom was badly injured, so that the quantity marketed will not be nearly as large as it would otherwise have been. The manager of one of the largest ranches near Vernon said that he did not expect more than a tenth of what he would have had.

On the main line towards the coast, at Yale, Spences Bridge, and other points, strawberries and early cherries are being marketed, while all the coast districts and the island are now in the thick of the strawberry picking season. It is worth noting in connection with the organization of local selling associations that a uniform price is fixed, and is being obtained to the manifest advantage of the producer, while the consumer pays no more than under former conditions when shipments were haphazard.

There has been a decision arrived at on the part of the canners of Fraser River to pay 12 1-2c. per fish for sockeye salmon on the Fraser in the early part of the run, that is from July 15 to August 1. After that the price is to be 10c. for the remainder of the season. So far as known, the fishermen, both Japs and white, are satisfied with the arrangement.

Following the settlement of the question of dyking charges in the rich Pitt Meadows district, a large section of that land is to be placed in the market by the owners, to be sold for settlement. It is close to the City of Vancouver and directly on the line of the C.P.R.

Atlantic oysters and lobsters are to be transferred to the beds of the British Columbia coast for propagation. A large consignment is to be sent under the supervision of the Dominion Department of Marine and Fisheries from New Brunswick and P.E. Island. Ten selected areas on Vancouver Island and the mainland are to have the transplanted bivalves and crustaceans stocked on them.

Though the Japanese Government has raised the rate of import taxes on staples

being shipped into that country, commencing July 1, it is the opinion of Mr. B. W. Greer, general freight agent of the C.P.R. here, that there will be no falling off in quantity of goods shipped by the Canadian route to Japan. Bookings for freight to be shipped in the near future have increased, instead of diminished. The recent heavy stocking up of Japanese merchants is, in his opinion, not at all because of the expectation of the tax, but because of increased demand in the home market for the goods.

In the Peachland district, on Okanagan Lake, there has been a recent business change of considerable importance, the Peachland Trading Co., Limited, with W. A. Lang as general manager, has taken over the business formerly operated by Mr. Lang, as well as the Trempanier Creek Saw Mill, and the general store and saw mill of H. McDougall & Co. This merger embraces practically all the mercantile business interests there, and the new company is strongly financed and capitalized at \$60,000.

At Summerland, not far from Peachland, the Summerland Supply Co., Limited, has turned over the flour and feed business to the Summerland Fruit Co., Limited, a new organization which will also ship all the fruit from the district.

No doubt exists any longer as to the beginning of active operations on the lines of railway to be built into the Similkameen by the C.P.R. and the Great Northern. The contractor for the former line is already making contracts for supply of materials and provisions for a large crew of employes for the projected line which is to run from Spences Bridge to Nicola Lake this year. The Great Northern approaches the Similkameen district from the opposite direction, the south, and has already two hundred men and teams at work in that section. The G.N. branch is expected to reach Hedley this season.

## N. S. Markets.

Halifax, N.S., June 12, 1905.

NO special change is noted in the grocery market over last week. Collections still continue slow, but the dealers have made allowance for this, knowing the condition of affairs. The volume of passing business is only fair, and far from expectations at this season of the year. The outlook for future business is bright, and the crop prospects are good. If the crops turn out well, business is bound to become brisk. The produce market is very quiet at present, but steady. Butter is coming in more freely, and prices are a little easier. The best dairy stock in tubs is quoted at 20 and 21c. Creamery prints and boxes are marked at 22 to 23c., and for extra choice prints 24 cents is asked. The local demand is good, and considerable export business is being done. The price of cheese remains

unchanged. Heavy exports of eggs still continue to the Upper Provinces, particularly to Montreal. Buyers are still on the island gathering in all the stock available at 16 cents. There is only a fair supply of Nova Scotia eggs coming in, and the demand is good. Prices quoted are 16 to 17 cents.

**Potatoes**—The market is well supplied. Several cargoes of P.E. Island stock are at the wharves. They are quoted at 30 cents to jobbers. One whole cargo of 700 bushels was sold at auction this week for 25 cents per bushel. There are some excellent New Brunswick potatoes on the market, quoted at \$1 per barrel of 2 1-2 bushels. The export demand is light. Advices from Trinidad say that the market is well supplied with Nova Scotia potatoes. The last shipment from here by the steamer Truro realized \$1.22 per 100 pounds. On P.E. Island prices are so low that the farmers will not ship them, and there are thousands of bushels lying in the cellars. Some are feeding them to stock, and others are boiling them and mixing them with meal to feed the hens. Quotations for the Boston market are about 32 cents.

**Fruit**—American strawberries were in abundant supply during the week. In fact the market was overstocked with fair quality berries. There was much cutting in prices, the berries dropping from 25 to 18c. per box. The demand was slow, and the dealers preferred to dispose of them at any reasonable figure rather than have them spoil completely and result in a total loss.

**Molasses**—The high price of molasses is still maintained. Large importations continue to be made, and more are expected. The market is very firm, and from the present outlook will continue so. During the week a Lunenburg schooner from Porto Rico landed at Halifax 408 puncheons, 3 barrels and 32 tes. of molasses. Prices quoted here follow: Barbadoes 40 to 42, choice Porto Rico 38 to 40, extra choice Porto Rico 40 to 42, fancy Trinidad 42 to 44, choice Trinidad 35 to 36.

**Fish**—All seasonable fish continues in good supply at about the same prices as last quoted. The close lobster season has come into force on the western shore, and the last shipments to the American market were made on Wednesday.

**Fruit Crop**—Heavy frost during the week did much damage to small fruit, and also to the apple trees. The early varieties, especially in King's County, will suffer severely. In the lower locations the trees suffered the most damage, as they were in full bloom. Some of the orchardists in King's estimate that the ravages of frost will reduce crop fifty per cent. The late varieties will not be seriously affected. In the more westerly districts of Digby and Annapolis, the frost was not so severe. The hope is held out, however, that the blossoms of the early varieties will show some recovery. The wholesale grocers of Sydney have agreed to close their places of business at one o'clock on Saturday afternoons, except the months of November, December, April and May.



**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, ac. a word first insertion; ic. a word each subsequent insertion.

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

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

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

**YEARLY CONTRACT RATES.**

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

**AGENCIES WANTED.**

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

**FOR SALE.**

AS a going concern, a general grocery, dry goods and gents' furnishing establishment, in town of 5,000 in western Ontario, doing a business of \$50,000 cash per year, grocery stock about \$4,000, dry goods and furnishings about \$10,000. Apply Box 311, Kenora, Ontario; two businesses can be separated. (f)

CHEAP flour mill, 75-bbl. capacity, new plan-sifter, good water power and steam as auxiliary, water power lumber and shingle mill, two dwelling houses and 13 acres, village property, also farm of 150 acres, with first-class buildings, in high state of cultivation. Apply to W. P. Tolton, Waldemar, Ont. (f)

**SITUATIONS VACANT.**

FIRST-CLASS flour barrel cooper, give references and state wages. Meyers Milling & Elevators, Ltd., Cornwall, Ont. (f)

MILLER, for 75-bbl. custom and merchant mill, steady employment for good man, state wages. Address Box 53, Brussels, Ont. (f)

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

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

Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 50
" " " 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

**Lime Juice**—There is the usual good Summer demand from the trade. We quote:

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

**Salad Dressings**—Summer trade is brisk. We quote prices as follows:

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

**Spices**—Staple lines are experiencing the usual steady demand, but there are no new features of note. The new goods are not yet on the market. We quote:

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

**Rice, Tapioca, Etc.**—Demand is normal and prices are steady. We quote:

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

**Pot and Pearl Barley**—Prices are quoted as follows:

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

**Syrups and Molasses**—The local trade is steady and featureless. We quote:

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

**Coffee**—Prices are steady since the recent advance. We quote:

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

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

**Jam**—Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price is 60c.

**Nuts**—Still quoted as follows:

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

**Foreign Dried Fruits**—There are no new features in the foreign dried fruit market. Prices continue as follows:

Valencia raisins, Trenor's, per case f.o.s.	2 00
selects " "	2 20
layers " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " " "	0 07 1/2
" " choice seeded in 1/2-lb. packages per package	0 06 1/2
" " choice seeded in 1-lb. packages per package	0 08
" " fancy seeded, 1-lb. packages, per package	0 09 1/2

Prunes, 90-100 per lb.	0 04
" 80-90 " "	0 04 1/2
" 70-80 " "	0 05
" 60-70 " "	0 05 1/2
" 50-60 " "	0 06
" 40-50 " "	0 07
silver " "	0 08
Currants, uncleaned, loose pack, per lb.	0 05 1/2
dry cleaned, Filiatras, per lb.	0 06 1/2
wet cleaned, per lb.	0 06 1/2
Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 06 1/2
Vostizzas, uncleaned " "	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in bags, per lb.	0 03 1/2
Apricots, choice (present delivery), in 25-lb. boxes, per lb.	0 13 1/2
Apricots, standard (present delivery), in 25-lb. boxes, per lb.	0 12 1/2
Apricots, choice (July delivery), in 25-lb. boxes, per lb.	0 10 1/2
Apricots, standard (July delivery), in 25-lb. boxes, per lb.	0 10
Peaches, choice, " "	0 12
standard " "	0 12 1/2
Pears, (choice halves) " "	0 11
Nectarines, choice " "	0 10
Plums, choice (dark pitted) per lb.	0 09
Candied Peel—Lemon peel, per lb.	0 09 1/2
Orange " "	0 14
Citron " "	0 14

**Fish**—Prices continue as follows:

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

**Evaporated Apples**—Prices are still as follows:

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

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

**Butter Tubs**—The range of prices is as follows:

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

**Buckwheat Flour**—Quoted at \$1.70 per half sack.

**Breakfast Cereals**—There has been a further reduction in Malta Vita, which is now quoted at \$3.25 per case. Prices are:

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

**Maple Products**—New maple syrup from the Eastern Townships in Quebec Province is selling at \$5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at \$3 per 25-lb. box.

**Honey**—Prices are as follows:

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

**Eggs**—Jobbers are paying 13 1-2 cents per dozen for eggs delivered in Winnipeg.

A meeting of the creditors of J. A. Seguin, grocer and liquor dealer, Montreal, is to be held June 16; consent of assignment has been filed.

# GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

Sales of late

## Valencia Oranges

have exceeded our most sanguine expectations. As we advised you, make no mistake including a box or two in your orders. See you do so.

McWILLIAM

# Mc. AND E.

EVERIST

**TORONTO, ONT.**

Pineapple demand very heavy; but supply keeping up. Have lots arriving this and next week.

**FRUIT AGENCY WANTED IN BRITAIN**  
Green and Canned, not Jams

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

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

**The Stratford Wholesale Grocery Co., Limited**

WANT

## POTATOES

## DRIED APPLES

BRIGHT, DRY STOCK WANTED.

**O. E. ROBINSON & CO.**  
INGERSOLL  
Established - - 1886

## DRIED APPLES

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

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

# GREEN FRUITS AND VEGETABLES

THE consensus of opinion among the leading fruit growers of the Niagara district is that this year is going to see a bumper crop of fruit, better than for some years past, with the exception of apples. The culture of the latter grows less and less every year, for the reason that apple trees are more susceptible to the San Jose scale than any other fruit tree, and apples have been bringing such a low price that growers are warranted in changing over to other fruits. The recent dull weather has had the effect of holding back the strawberry season which is now fully two weeks later than last year. With the advent of warm, sunny weather, a fine crop is expected.

Grapes are a little backward in growth, but this should not prevent a heavy crop. Peaches are practically out of danger; the fruit is setting nicely and there should be a large crop. Plums look well, and prospects point to a crop above the average. Pears will be about average. The prospect for cherries is excellent, notwithstanding the fact that rot has appeared in one or two localities. In apples, red varieties will be short, but there will be a good yield of green. Summer and Fall apples on the whole will be medium. Raspberries, currants, and other small fruits look promising.

Planters in the neighborhood of Tampico, Mexico, are again turning their attention to banana growing for export. Some years ago boats left Tampico regularly with cargoes of bananas, but, due to low prices and other difficulties, the trade fell off and the production was consequently stopped. Now, however, it is being revived, and the chances are that it will soon reach its former importance. The Mexican banana is of superior quality and should find a ready market in Canada.

By an order-in-council dated June 9, 1905, the following sections of the Act respecting the packing and sale of certain staple commodities were assigned to the Minister of Agriculture, Ottawa, for administration. In order to protect the public and box and basket manufacturers now complying with the law, directions have been issued to have these provisions enforced:

1. Every box of berries or currants offered for sale, and every berry box manufactured and offered for sale, in Canada, shall be plainly marked on the side of the box, in black letters at least half an inch square, with the word "Short," unless it contains when level-full as nearly exactly as practicable (a) at least four-fifths of a quart, or (b) two-fifths of a quart.

2. Every basket of fruit offered for sale in Canada unless stamped on the side plainly in black letters at least three-quarters of an inch deep and wide, with the word "Quart" in full, preceded with the minimum number of quarts, omitting fractions, which the basket will hold when level-full, shall contain,

when level-full, one or other of the following quantities: (a) fifteen quarts or more; (b) eleven quarts, and be five and three-quarter inches deep, perpendicularly, inside measurement, as nearly exactly as practicable; (c) six and two-thirds quarts, and be four and five-eighths inches deep, perpendicularly, inside measurement, as nearly exactly as practicable; or (d) two and two-fifths quarts, as nearly exactly as practicable.

3. Every person who neglects to comply with any provision of this section, and any person who sells or offers for sale any fruit or berry boxes in contravention of this section, shall be liable, on summary conviction, to a fine of not less than twenty-five cents for each basket or box so sold or offered for sale.

### ONTARIO MARKETS. Green Fruits.

Toronto, June 15, 1905.

AN active business in all kinds of fruit is reported during the week, with supplies of California deciduous fruit arriving on the market as well as domestic strawberries. The first car of California fruit sold on Monday, June 12, or two weeks earlier than last season, bringing fair prices. There is a new crate on the market for plums and apricots, about the shape of the ordinary peach box and containing three baskets instead of four. The new crate has an advantage over the one formerly used in that it is more convenient for handling and shipping. The first case of domestic strawberries arrived on the market on June 9. This is considerably later than the beginning of the strawberry season a year ago, and is due entirely to the cold, damp Spring. With warm, dry weather from now on, arrivals of domestic strawberries ought to be liberal. The Toronto fruit market will not be open until Tuesday, June 20, which is fully a week later than last year.

Arrivals of lemons are light and the market has firmed in New York until prices have advanced to from \$3.50 to \$4. A similar advance is expected here in a few days. Cantaloupes and water melons have arrived on the Toronto market and are selling for \$3 to \$4.50 a crate, and 45 to 50c. a crate, respectively. We quote as follows:

Havana pines per case.....	2 50	3 05
Florida pines, per case.....	2 50	3 25
California navel oranges, per box.....	3 00	4 50
Oranges, Mediterranean sweets, per box.....	3 25	3 50
late Valencias.....	4 25	4 75
Sorrento oranges, per case.....	3 50	4 00
New messina lemons, 300's, per box.....	2 25	3 00
"    360's, per box.....	2 25	2 50
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 10	1 25
Bananas, 7-hand bunches, off track.....	0 75	0 90
Red bananas, per bunch.....	2 00	2 25
Apples, Winter varieties.....	2 50	5 00
Domestic strawberries, per quart.....	0 13	0 14
California apricots.....	1 35	1 50
"    peaches.....	1 25	1 50
"    plums.....	1 30	1 60
Cantaloupes, per crate.....	3 00	4 50
Watermelons, each.....	0 45	0 50

### Vegetables.

As the season advances imported stuff is slowly giving way to domestic veg

etables. Green-house lettuce, hot-house cucumbers and imported spinach are all out of the market and domestic spinach is selling at 25c. per bush. Domestic cauliflowers are quoted for the first time this week at from 75c. to \$1.25 a doz. Texas and Mississippi tomatoes are in evidence in the local vegetable market, selling at \$1.50 per case of four baskets. North Carolina cabbage has come into the market for the first time this season and green peas are quoted at \$1.50 per hamper.

Outdoor lettuce, per doz. bunches	0 20	0 25
New radishes, per doz. bunches	0 20	0 25
Dry Mint, per doz. bunches	0 20	0 20
Parsley, "	0 20	0 20
Sage, per doz.	0 15	0 15
Savoury, per doz.	0 15	0 15
Carrots, per bag	1 00	1 00
Bermuda onions, per crate	1 25	1 40
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.	0 25	0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag	0 75	0 75
" car lots, Eastern and Michigan	0 66	0 67
Parsnips, per bag	1 00	1 00
Cabbage, per doz.	0 50	1 00
Furnips, per bag	0 75	0 75
Outdoor rhubarb, per doz. bunches	0 20	0 20
" onions	0 15	0 15
Florida tomatoes, per case	2 50	3 00
Mississippi and Texas tomatoes, per case	1 25	1 50
New beets, per doz. bunches	0 0	0 0
Spinach, domestic, per bush	0 25	0 25
Asparagus, per basket	1 25	1 25
Mushrooms Illinois, per lb.	0 80	0 90
Baltimore potatoes, per bbl	3 00	3 50
Texas potatoes, per bush	1 50	1 50
New carrots, per doz. bunches	0 75	0 75
Waxed beans, per bush. box	2 75	2 75
Baltimore cabbage, per bbl. crate	2 00	2 25
North Carolina cabbage, per crate	2 00	2 25
Green peas, per hamper	1 50	1 50
Cauliflowers, per case	2 00	2 25
domestic, per doz.	0 75	1 25

**QUEBEC MARKETS.**

**Green Fruits.**

Montreal, June 14, 1905

A tour of the wholesale dealers shows the fruit trade is not as brisk this week as last. Demand in general is a little slack. Nine cars of bananas arrived last week and were rapidly swept off the market. Still more are coming, but dealers claim they do not sell very quickly, owing to their green condition and their rather small size. There are great quantities of pineapples on the market and they are selling well enough at low prices. Plums and peaches are also coming this week. Strawberries at an auction sale last week brought 14c. The demand for oranges has dropped. California cherries are in larger quantities and enjoying fair demand. We quote:

Plums, crate	2 25	2 50
Peaches, box	2 00	2 00
Apricots, crate	1 75	1 75
Apples, bbl.	5 00	6 50
Dates, per lb.	0 04	0 04
California cherries, box	2 75	2 75
Bananas	1 50	2 25
Cocoanuts, per bag of 100	3 10	3 25
Pineapples, 24 to case	2 90	2 90
" 30 to case	2 35	2 35
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	5 00	5 00
California navel oranges, per box	4 00	4 25
New Messina lemons 30's	2 25	2 75
" 36's	2 00	2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.	6 00	6 00
Tomatoes, Floridas, crate	2 75	2 75
Strawberries	0 12	0 14
Cantaloupes, per crate	6 00	6 00

**Vegetables.**

Vegetable market is in a pretty good condition. Canadian radishes are on the market in fair quantities, but seem to be moving slowly, demand for them having dropped, prices have become easier. Cucumbers are selling at from \$3.50 to \$3.75 and beans at \$3.50 per bush. Demand for them is very fair. Cabbage is coming and meeting with ready demand. Canadian asparagus is not in quantities sufficient to meet requirements. Five carloads of tomatoes in small boxes, 4 basket carriers, sold from 90c. to \$1. Cranberries are practically out of the market as only a few

## California Fruit

OPENING OF THE SEASON

We beg to make the important announcement that we will again be

### Headquarters for California Deciduous Fruit

We have 3 cars arriving for next week.

## PEACHES, PLUMS, APRICOTS

Send your orders to us and get first selection.

# WHITE & CO.,

Limited Phone Main 4106

## WHOLESALE FRUIT, PRODUCE AND FISH, TORONTO

W. B. STRINGER

# AND

J. J. MCCABE

We can now quote you **Verdelli "St. Nicholas" Lemons.** Do you want a car? The Verdelli crop this year is light, and stock is not expected to be quite as fine as last season. But, as usual, **"St. Nicholas" Brand** will represent the **Best** there is in Italy.

## W. B. STRINGER & CO.

WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO.

## PINEAPPLES

NOW is best time to buy  
Next car due THURSDAY,  
best Fruit, all sizes.

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

**HUGH WALKER & SON, - GUELPH. ONT.**

## BUY YOUR BERRIES

The first Canadian Strawberries arrived last Saturday and more are coming in this week. We are nicely stocked.

GET OUR PRICES.

## The F. T. JAMES CO., Limited,

76-78 Colborne St. TORONTO

A CHOICE SELECTION

### CAR NEW POTATOES CAR TEXAS TOMATOES

### CAR FLORIDA TOMATOES

Prices right. Potatoes to be had by bushel and barrel. Tomatoes considerably cheaper this week. This is the time and this is the place to buy your Pineapples.

## THE DAWSON COMMISSION CO., LIMITED,

FRUIT, PRODUCE AND COMMISSION MERCHANTS  
Corner Market and Colborne Streets, - TORONTO

## THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

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

### SPECIAL THIS WEEK

## CANADIAN STRAWBERRIES

Best Berries. Cheapest Price. See us about Strawberries.



**A-1 HOTHOUSE CUCUMBERS**

75c. per dozen.

**NEW CABBAGE** Ready in a few days.  
\$1.75 per half-barrel crate.

**E. E. ADAMS**

LEAMINGTON, - - ONT.

**DEALERS!**

**"CROWN" BRAND  
STRAWBERRIES**

are the choicest fruit. Fresh berries are carefully packed and shipped to you quickly. Prices close. Write or wire for quotations.

**E. L. JEMMETT**

GROWER, PACKER, SHIPPER  
"CROWN" BRAND FRUITS

BEAMSVILLE, - - ONT.

**"QUEEN BRAND"**

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

It is worth your while to drop us a postal.

**Belleville Canning Company**  
BELLEVILLE, ONT.

**SIGNS AND  
SHOW CARDS**

Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which shows you as well hundreds of other styles of Signs.

**The Martel-Stewart Co. Ltd.**

681-683-685 Craig Street, - - Montreal, Canada

barrels are kept in storage for ship orders.

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

**VANCOUVER.**

Green Fruits.

The season for local strawberries is now well advanced, and those from Hood River, Oregon, are out of the market from now on. The local crop is bountiful, and yet, owing to heavy demand for shipment to the Northwest, where a ready market at high prices awaits the fruit, local quotations are not expected to drop much this year. \$2 per case is looked on as the standard.

Cherries from California are plentiful, and local fruit is also coming in rapidly. The latter is always high, as there is never half enough to meet orders from the Northwest. Prices are about \$2 per crate for California, with locals offering in small quantities at about the same figures.

Peaches, apricots and plums are in from California in limited quantities. Prices are still fancy, and much above what regular quotations will be a little later.

**Vegetables.**

Old potatoes still find sale, though the new stock is coming in from California yet. The price for the latter is 2 1-2 to 3c. per lb., while old stock sells at \$20 to \$30 per ton as to quality.

All sorts of green vegetables are in large supply, and at very liberal prices. Rhubarb is all local, of course, and is very cheap at 3c. per lb., and less.

**MANITOBA MARKETS.**

Green Fruits.

Prices continue as follows:

Oranges, fancy Washington navels, 96's per case	3 25
Oranges, fancy Washington navels, 112's per case	3 50
Oranges, fancy Washington navels, 126's per case	4 00
Oranges, fancy Washington navels, 150's per case	4 50
Oranges, fancy Washington navels, 175's to 250's	5 00
Bitter oranges (for marmalade), 200's and 240's	2 50
Bananas, fancy Limons, per bunch	3 00
Pineapples, per doz.	2 50
Strawberries, quarts, 2 doz. in case, per case	3 00
Cal. cherries, 2 doz. in case, per case	3 00

**Vegetables.**

Parsley	0 40
Mint	0 45
Native onions, per lb.	0 04
Carrots, per bush	0 40
Beets	0 80
Turnips	0 40
Potatoes	0 65
Celery, per doz.	1 20
Florida tomatoes, 6 baskets in crate, per crate	4 50
Lettuce, per doz.	0 50
Radishes	2 00
Cucumbers	0 40
Green onions, per doz.	0 04
Egyptian onions, per lb.	0 04
New California cabbage, per lb.	0 04
Australian onions, per lb.	0 05

**DIAMOND BRAND**

**MAPLE  
SYRUP**

IS NOT A COMPOUND

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

All Jobbers.

**Sugars Ltd., - Montreal**



**AFTER SIXTY YEARS**

A New Form of

**COX'S GELATINE**

**COX'S INSTANT POWDERED GELATINE**

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Canadian Agents:

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**"SATISFACTION"**

(THAT'S IT)

Wrapped up in every package of

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Satisfaction to your customers means satisfaction to you. Ask your Jobber or write to

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**WE IMPORT**

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**T. B. BOWYER & CO.**

80a Fenchurch Street, London, Eng.

# CORKS—

—We have special job lots of Grocery Corks, all sizes and shapes.  
 —Will be pleased to submit samples and prices suitable for grocery  
 —trade. You are often asked for corks; why send your customers  
 —to the drug stores when you can supply them?

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 Telephone Bell Main 65.  
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### SHIRRIFF'S MARMALADES

are you would not put off ordering them. We know and so do other grocers. Are you going to join the ranks? Try a few tins of our

**SHREDDED MARMALADE**

**IMPERIAL EXTRACT CO.  
TORONTO**



### Capstan Brand

PURE MOCHA AND JAVA  
GROUND

### COFFEE

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

**CAPSTAN MNFG. CO., Toronto, Ont.**

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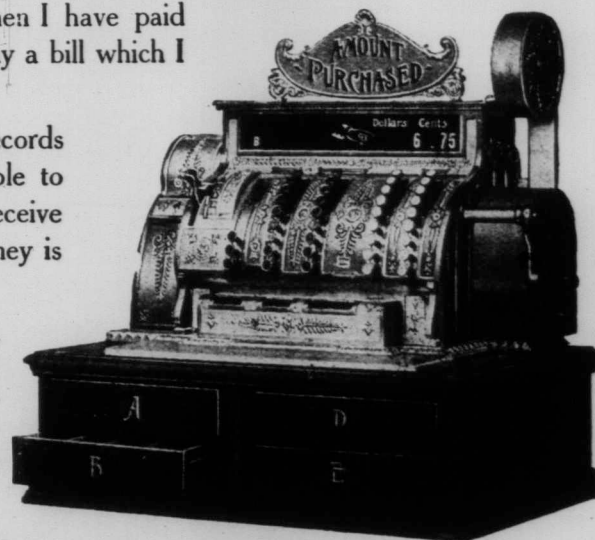
A customer who occasionally pays on account gives the following reason for preferring to trade with a merchant who uses a National Cash Register:

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"The National Cash Register owned by Mr. Hardy records all money I pay on account at the time I pay it. It is impossible to credit that payment to anyone else. For further protection I receive a receipt printed automatically by the register when the money is received and recorded."

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

CANADA: No better Country



MOTT'S: No better Chocolate

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

**TRY their PRODUCTS**

**MOTT'S**  
 Chocolates

**MADE IN CANADA**  
 equal the best imported.

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

SELLING AGENTS:  
 J. A. TAYLOR      R. S. MOINDOE      JOS. E. HUXLEY  
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# MILK CHOCOLATE

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# COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., LIMITED**  
**TORONTO**

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## FINEST PRODUCED

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Montreal

OTTAWA

## LONDON, ENGLAND, FRUIT LETTER

(Special Correspondence)

THE prospects for Canadian fruit-pulp on the British market are not very bright. Large stocks of pulp are still on hand, left over from last season, and holders are selling at almost any price when opportunity offers. Some of the large English jam manufacturers have despatched their pulp buyers to inspect the home fruit crops, but in spite of this the jam industry is about as dull as it could be.

H. & T. Walker, of London, Eng., who are large importers of pulp, attribute this state of affairs, in no small degree, to the South African war. Previous to the outbreak of hostilities, manufacturers over here were building up a big trade in jam with South Africa, but during the war business was at a standstill and, in order to keep factories going, those firms who had previously been cultivating their export trade turned their attention to the home market. The supply naturally became greater than the demand, and the jam-making industry has fallen off in consequence. Whether it was that Australian pulp shippers did not study the requirements of the market sufficiently carefully, or whether they were hoping for a reaction which never came, it remains a fact that they sent over to England far more pulp than could be used, so that importers were greatly over-stocked. As a matter of fact, a considerable quantity of pulp was re-shipped to Australia.

It is, perhaps, a little too early to say anything definitely about the prospects for Canadian green and fresh fruits on the British markets for the trade over here are still dealing in old stocks, which, however, are being disposed of very satisfactorily. The weather has been very changeable, and domestic fruit-growers have been full of anxiety as to the welfare of their crops. On the whole, however, the English fruit crop is likely to be a good one, but this will not affect the import of Canadian apples to any serious degree.

The outlook for Canadian canned goods on the British market is decidedly unsatisfactory. This is a matter which deserves the most serious consideration on the part of Canadian canners, for so long as canned goods are offered on the British market as they are now, the business done will undoubtedly be infinitesimal compared with what might be accomplished were other methods used. Canadian canners cannot reasonably hope to do good business under their present selling arrangements. It is a mistake to think that canned goods can be sold in England directly to the dealers without any regard to brokers and commission men, and this policy reveals a lack of knowledge of trade conditions in the Old Country. Brokers and commission men have far too much influence with dealers to be overlooked in the way they are by Canadian canners.

"We don't find any fault with Canadian goods," remarked one large importing firm to The Grocer correspondent, "but we do complain of the attitude of Canadian canners towards us middlemen. Still, as far as our own prosperity is concerned, it doesn't worry us in the least. The bulk of the dealers have come to us all the same, and we just push other canned goods

and leave Canadian stuff to take care of itself."

If Canada were the only country in the world able to ship canned goods to England, things might be different, but, as it is, brokers and others over here stock United States and other makes and in their own interests club together almost unconsciously in order to keep out Canadian brands. Inquiry amongst the best concerns shows that they have, to no small extent, got the dealers in their power, for when a dealer asks a middleman for some line which Canada does not produce the latter declines to sell unless he is going to have orders for other lines which Canada does produce as well, so the dealer has to give way. Neither British dealers nor British middlemen are fond of combines, for they don't like to be dictated to, and, as one man remarked, "trade without competition (legitimate competition, the Englishman would say,) almost ceases to be trade at all."

Until Canadian canners made their present arrangements for selling on the British market, Old Country buyers were willing customers, for the goods were of fine quality and the packages attractively gotten up, but when they found they were going to be compelled to take what was offered them without having the alternative of going elsewhere for Canadian goods they preferred to buy from other countries, where they could choose for themselves. When, however, Canadians can see their way to meet the requirements of the British markets, no doubt Canada will be able to make very much greater strides in her export trade in canned goods, but meanwhile other nations are getting a hold on the market which will never be loosened, and the United States in particular is building up an enormous business.

Mr. Marshall, president of the Canadian Canners, Limited, was seen in regard to the above letter, and stated that so far as his company was concerned there was no ground for the complaint. They did not sell to the retail trade but through the regular channels of trade, in fact through the same parties who had handled the goods of their different factories before the consolidation.

## GUM MAN'S TOURING TRIP.

Mr. A. Bodenweiser (Bode), of the Little Bode's Slot Machine Co., Montreal, has just returned from a four weeks' business trip to the coast. Mr. Bode visited Winnipeg, Calgary, Vancouver, Victoria, San Francisco, Portland (Oregon), Seattle, Minneapolis, St. Paul and Chicago. In all of the Canadian cities a very large business is reported by Mr. Bode. His opinion of Winnipeg is that it is bound to become one of the largest commercial centres of Canada and every evidence is on hand that its merchants possess all the characteristics of push and wide-awake business ideas that make for greatness. Mr. Bode was struck with the readiness of approach and promptitude of the Winnipegonians,—keen for business always, and entertaining after business hours. As an enthusiastic advertiser of Winnipeg and the west, Mr. Bodenweiser must be put down as a success.

## OPENING FOR CANADIAN FIRMS.

James Methven, Son & Co., London, England, report to The Canadian Grocer representative that there is a good market in Britain for such Canadian confectionery houses as are looking for a field to increase their export trade. The demand is a growing one, and United States manufacturers are busy making themselves known amongst British consumers. It is mainly the medium-priced candies and confectionery that are required. The American methods of packing are not, as a rule, suitable for the English market, but United States firms are always ready to go out of their way to secure business, which is one of the reasons why they command the attention of British buyers.

## TRAVELERS' GALA DAY.

THERE is to be a warm time in Hamilton around July 14 and 15, the occasion being the gala day that is being planned by the Hamilton travelers. There are 700 of the ubiquitous fraternity in the Ambitious City and since some time back in the Winter Mr. Smye has been lying awake nights thinking out new and startling features for the entertainment of the boys. Mr. Smye is the president of the committee having the affair in hand, Maj. J. H. Herring is treasurer, and Mr. G. G. Austin secretary. The headquarters of the committee are at the Royal Hotel Cafe and correspondence directed there will be promptly attended to.

The fun will begin on the evening of July 14 with a concert in the Drill Hall, and certain mysterious attractions that have not yet been divulged.

Saturday morning at 10.30 a procession will form at the Drill Hall, to march through the city and finally take the electric cars for the Brant House, where a programme of sports will be run off. These sports will include ball games between Toronto and Hamilton travelers and between Toronto and Hamilton old boys. The committee positively refuse to give any details as to the other sports on the programme, but something highly interesting and characteristic is suspected.

Travelers will appear in costume wearing white duck trousers and hat, with dark coat. It is also learned that three or four bands have been secured and that a pony parade is expected to be perpetrated. The prizes, it is said, will be numerous, costly, etc.

The Hamilton travelers are extending their hospitality on this occasion to their brethren everywhere and extend through The Grocer a cordial invitation to all the fraternity from whatever part of Canada to be present. A good time is guaranteed.

## CAPITAL STOCK INCREASED.

Foley, Lock & Larson, of Winnipeg, are increasing their capital stock from \$300,000 to \$500,000. This has been rendered necessary in view of the large capital expenditure on the new biscuit and confectionery factory which this firm are building in connection with their present warehouse. A cut of the Foley, Lock & Larson building, as it will appear when the addition is completed, appeared in the Export Number of The Grocer.

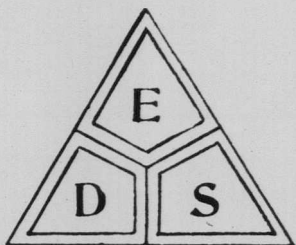
Spring Drink

# VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

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



## STRAWBERRIES

fresh from the field sent to you by quickest despatch. Wire order before noon from almost any place in Ontario, for berries in the field, and they will be at your door by daylight next morning, fresh and sound. Time is money. As for quality my success depends on that. I know if I fail in quality I lose your trade, so I hustle for the best berries.

I am now also putting up the **Finest Strawberry Preserves** made in Canada, which are besides the equal of imported goods. Try a sample order.

**E. D. SMITH'S**

FRUIT FARMS

WINONA, - - - ONT.

### TOURING CANADA.

A REPRESENTATIVE of The Grocer had the pleasure of meeting Mr. D. Impart, of London, Eng., and Mr. E. J. Day, of Harrogate, Yorkshire, Eng., in Toronto this week. Both gentlemen are representatives of the Natural Food Co., Niagara Falls, and are paying a flying visit to Canada. In company with Mr. Hewitt they made a thorough inspection of the Niagara Falls plant earlier in the week, enjoying the hospitality of the management. They are delighted with the "home of shredded wheat and triscuit," and say there is nothing that can touch it in the Old Country. There is a steadily-increasing demand for prepared cereal products in England, thanks to the enterprise of Canadian and American manufacturers in introducing them to the British trade, and to subsequent advertising campaigns which have been carried on in a big way. It is the exception rather than the rule in England when walls of buildings, omnibuses and every inch of available space are not brilliant with resplendent pictorial advertisements of some new commodity which must sooner or later become a household word in the land. Shredded wheat and triscuit have been successfully established in the English market for about six years and are becoming second in popularity to none as they become better known throughout the trade.

### VISITOR FROM SPAIN.

The Grocer had the pleasure of an interview on Monday, June 12, with Mr. Henry Vineke, of the firm of Miquel, Vineke & Meyer, San Felin de Guixols and Palafrugell, Spain, the largest manufacturers of beer corks in the world. Over eight hundred employes are directly engaged in the cork industry controlled by his firm. Shipments are made to all parts of the world, the United States and Japan being the largest consumers of corks. Business is also done on an extensive scale with Argentina, Brazil and Chili, as well as Australia and Canada. This is Mr. Vineke's second visit to Canada. Some member of the firm makes an annual tour of the world, as the business is one of world-wide connection, Mr. Meyer making the tour last season. Besides the Spanish houses, the firm have a large branch in the City of Mexico. While in Montreal Mr. Vineke made his commercial headquarters with S. H. Ewing & Sons.

## Home Tastes

We sometimes taste our own Biscuits, and are surprised not at the quality but at the price. Such quality sells.

## PERFECTION CREAM SODAS

are emblematic of "perfect" biscuits.



It does not matter at which meal,

## PERFECTION CREAM SODAS

are delicious.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,** LIMITED,

Stratford, - Canada.

# OLD HOMESTEAD ON TOP

¶ It just took Old Homestead Canned Goods one season to get to the top of the canned goods trade of Canada. Plenty of room there—always is at the top—and so the Old Homestead Company is duplicating its plant and will this year turn out double the quantity of Old Homestead Canned Goods packed last season. The greater quantity of the pack is already sold.

## What is the Explanation?

- ¶ The explanation is simple. The Old Homestead people set out with the determination of putting up the finest goods on the Canadian market. This was easy because they were in the centre of the best fruit and vegetable district in Canada; they had the benefit of years of experience; a new factory built on the most approved lines and fitted out with the latest improved machinery; and a process man who knows his business down to the ground.
- ¶ Naturally Old Homestead goods set a new standard. The trade recognized their superiority at once and put them in stock.
- ¶ The handsome labels and their inherent merit did the rest. They proved the come-again kind—made friends for the grocer who sold them.

**THAT'S WHY OLD HOMESTEAD GOODS ARE IN DEMAND—  
WHY YOU SHOULD MAKE THEM YOUR PREMIER BRAND.**

SEND FOR SAMPLE OF OUR LABELS

**THE OLD HOMESTEAD CANNING CO.**  
**PICTON, ONT.**

LIMITED

## Flour and Cereal Foods

The orders  
will come  
right to

YOUR STORE

Orange

25c.

JUMBO

25c.

Meat

If you stock  
up and  
"strike out."

THE  
**Frontenac Cereal Co.**  
Limited  
KINGSTON, - Ontario

### BIGGEST CROP ON RECORD.

**T**HE total acreage under all crops in the Canadian West this year is estimated at about 5,800,000 acres as compared with 4,500,000 acres a year ago. Allowing 1,300,000 acres for coarse grains, this leaves 4,500,000 acres seeded to wheat. Four and a half million acres at twenty bushels to the acre will give the west a crop of 90,000,000 bushels, the largest crop the west has ever produced.

The crop outlook in Great Britain remains on the whole very good, although there are not wanting reports that here and there the promise has deteriorated somewhat during the past month. The growing grain has stood the recent unseasonable cold without appreciable deterioration and in France and on the continent generally the outlook is above the average.

The United States Government crop report indicates a Spring wheat area of 17,613,000 acres, an increase of 172,000 acres over a year ago. The average condition on June 1 was 93.7, as compared with 93.4 last year, 95.5 on June 1, 1903, and a ten years' average of 91.1. The average condition of Winter wheat on June 1 was 85.5, as compared with 92.5 on May 1, 1905, 77.7 on June 1, 1904, 82.2 at the corresponding date in 1903, and a ten years' average of 79.2.

As figured by the statistician of the New York Produce Exchange, the Government report indicates a yield of 428,011,000 bushels of Winter wheat, comparing with the May estimate of 460,706,000 bushels, and with last year's harvest, 332,000,000 bushels. The indication on Spring wheat is for a crop of 299,421,000 bushels, against a crop of 219,164,171 bushels in 1904. The total estimated wheat crop is 727,432,000 bushels, comparing with last year's harvest of 552,399,517 bushels.

### FUTURE OF BRITISH MILLING.

American millers will have to give up marketing flour in the United Kingdom in a few years. Then will come formidable competitors for the home trade of the United Kingdom from Argentina and Canada, with illimitable wheat fields. But Milling sees the vanquishment of these new rivals through greater centralization of the home industry. Then in time, as our port millers fit themselves for the keenest competition by having high-class mills in the most economical working situations, and large enough to be worked at a minimum of cost, we expect to see them pushing trade in every possible flour market abroad.—Milling.

### A PROGRESSIVE FIRM.

The Western Canada Flour Mills Co., (comprising the A. Kelly Milling Co., of Brandon, and the Lake Huron and Manitoba Milling Co., of Goderich), in addition to a 4,000-bbl. mill in the vicinity of Winnipeg, will erect a storage eleva-

tor with capacity of half a million bushels, a warehouse capable of holding 60,000 bbls. of flour, and a complete line of new elevators throughout Manitoba. The latter, together with 26 already in operation will give a total capacity of two and a half million bushels. The organization will have a total daily milling capacity of 6,500 bbls. of flour and 200 bbls. of oatmeal, and will also continue the manufacture of salt in Goderich, the present output being 200 bbls. per day. The total capital, all paid up, is \$1,500,000.

### INEQUALITY OF RATES.

Wheat for St. Catharines and Thorold via Buffalo is somewhat of a novelty, and yet such is actually happening as a result of the comparatively high freight rates charged by Canadian railroads. Ontario millers complain that the rate from Goderich to Thorold is seven cents a bushel, whereas wheat can be brought from Fort William via Buffalo to Thorold at a three-cent rate.

### TO HANDLE THE GRAIN.

The Canadian Northern Railway have decided to build a new line extending from Emerson, on the boundary between Manitoba and Dakota, to Vassar, on the main line between Winnipeg and Port Arthur. It is expected that the line will be ready for the wheat rush of 1905.

The tendency will be to divert the traffic of all the south-western lines from Winnipeg to a route more direct by 25 miles. The Winnipeg yards will be relieved of the congestion arising from the handling of thousands of cars from South-western Manitoba, while the main line between Winnipeg and Port Arthur will be freed from handling trains of empty cars.

### CEREAL NOTES.

The Calgary Milling Co. will shortly erect a 1,000-bbl. flour mill.

The Ogilvie Flour Mills Co. estimate the wheat in farmers' hands yet to market at two million bushels.

The next few weeks will see plans completed by the Ogilvie Flour Mills Co., Limited, and the Lake of the Woods Milling Co., for extensive improvements in their respective plants.

Macaroni made from oatmeal is the latest cereal fad. It was made in France under a patent. But, however valuable a product it may have been, the manufacturers discontinued the making of it.

The Natural Food Co., Niagara Falls, N.Y., expect to have their new plant at Niagara Falls, Ont., in operation next week. The formal opening of the Canadian industry will take place on July 1.

At a recent meeting of the Cardiff Chamber of Commerce a resolution was passed urging the advantages which that port offers to Canadian flour milling firms who are contemplating building business premises in Great Britain.

RETURN  
JUN 16

Co. How  
W. Ross

Page 57

10

# A Grocer's Bank Account

## HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

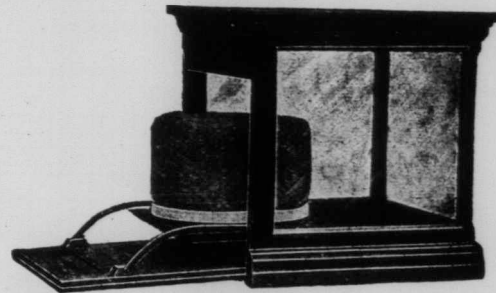
Selected, Government-inspected Manitoba Wheat.  
Capacity 1,200 bbls. per day.  
Delivered prices on application.

### Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

# PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers  
The Enemies of the Grocer who sells Cheese.

## Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.  
Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

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

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

### The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON

Head Office, TORONTO

RETURNED

JUN 16 1905

644 Ontario  
Book 36

Page 59

# NOVELTY

DON'T BE BEHIND THE TIMES.

The only one with a certificate of analysis from the French Government, guaranteeing its purity.

## EACH BOTTLE IN A CARTON

It is up to the MODERN GROCER.



### HENRI ETIENNE BOULLE, MARSEILLES

Write for Quotations.

### B. O. BELAND

1684 Notre Dame Street,

MONTREAL



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### DARK vs. LIGHT CIGARS.

A PROMINENT cigar dealer in Winona in speaking with local newspapermen on the color question as applied to cigars said: "We are having the same trouble here that they are having in every other city. The smokers will not realize that a dark cigar is not necessarily stronger than a light one, and in many cases a great deal milder."

"I have cigars in my show case which are almost black, yet they are mild enough to satisfy any new beginner in the smoking art. In making cigars tobacco of a certain grade is always used for one brand and as a rule this tobacco, although of the same flavor, is of various shades ranging from a light brown to a very dark shade of the same color."

"We are trying to educate the public to the idea that color has nothing to do with the flavor of a cigar. At first it was thought that the best plan would be to have the clerks tell the customers of the plan, but it was found through experience that this scheme wouldn't work."

"The average smoker believes that he is a fit judge of his cigars and he will not stand for any one 'butting in' and telling him what cigar to smoke. The next scheme and the one that is being tried now with great success is to reach the smokers of the country by the newspapers."

"The time will ultimately come when there will be just as many calls for dark cigars as the light one and the dealers will not have to put their dark brands away in storage."

### CUBAN TOBACCO CROP OF 1904.

El Tabaco of Cuba has compiled the following figures of the Cuban Tobacco crop. The calculation was made on all tobacco marketed from April 1, 1904, to April 1, 1905, which the trade regards as the true tobacco year instead of the calendar year on which the Government bases its compilations.

The 1904 crop consisted of 428,108 bales, classified as follows: Vuelta Abajo 250,404, Semi-Vuelta 22,995, Partidos 60,420, Matanzas 241, Remedios 88,262, Puerto Principe 748 and Santiago de Cuba 5,038. The total 428,108 bales, is larger than the 1903 crop by 75,360 bales, and larger than the calendar year amount by 12,217 bales.

### TOBACCO AND WIFE WANTED.

The Hopkinsville Kentuckian says Postmaster Breathitt has received the following letter from a former Kentuckian, who now lives in Oregon. We publish it to assist the writer in supplying both his wants:

"Erwin, Ore., feb. the 5, 1905.—Mr. Postmaster: Will yo please hand this note to some old tobacco raiser. I want 5 dollars worth of home made tobacco

from old Ky., for chewing. I want as tobacco as their is and as good. I want to pay what it is woth. Would like if it was twisted. Whoever get this note anser at once. I use to live in Ky., in livingston co., and if there is some good old maid or a widowed lady a Bout 35 or 40, tell them to write to me if they want to change there name for a Better one. I was married once in Ky....I got my licens at smithland, was married at love's chapel, close to caryville. I got a fine lady; I want a nother one from old Ky., they are the people and most respected. Believe me, yore friend,

"A. J. Bess.

"P.S.—Say lady, if you do write send me yore picture. I am this way, quick sales and good profits. My wife has Bin dead 7 years. I have no children. By By."

### MEXICAN TRADE.

"Mexico imports considerable tobacco in the leaf, as well as in the manufactured form, principally Cuban cigars and cigarettes, American cigarettes and pipe and chewing tobaccos, and some French and German cigars and Turkish and Egyptian cigarettes. For the last fiscal year the importation of Virginia leaf tobacco amounted to 2,468,773 lbs., valued at \$147,131 in gold; the importation of all other tobacco in leaf was valued at \$32,896 in gold. Of this 'other leaf tobacco' the United States also contributed 4,675 lbs. The Nether-

lands and Cuba contributed 17,332 and 15,890 lbs., respectively, and Sumatra and Germany were next in order, with small quantities from India, Belgium, Turkey, Persia and even China, part of the tobacco from various sources coming through Great Britain. Higher duties were placed on Virginia leaf last year, and this operates somewhat to change the course of the trade. In general, however, the importation of leaf tobacco into Mexico is increasing, partly through the increased consumption of foreign tobaccos, but principally through the demand for foreign leaf to blend with the native leaf in the manufacture of cigars."

### SMALL CIGARS NOT CIGARETTES.

Judge H. M. Elliott, of Marion, Ind., on May 23, rendered a decision in the case of the State vs. Irwin Rohrer, charged with having several cigarettes in his possession. Rohrer made the defence that he had in his possession small cigars. The court decided that the tubular rolls of tobacco, wrapped in a tobacco leaf, could not be definitely determined as cigarettes and dismissed the defendant.

### FIRE AT GRANBY.

A fire occurred last week in the stemmery of the Empire Tobacco Co.'s plant, at Granby, P.Q. The loss was fully

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

# Questions and Answers

Q. Do you find cigar selling profitable ?

A. I make it profitable.

Q. Do you know that only the best leaves go into the Pebble and Pharaoh Cigars ?

A. I have reason to believe it.

Q. Will it pay you to keep up your present stock ?

A. It will pay me to increase my present stock.

Note.—J. BRUCE PAYNE, LIMITED, GRANBY, QUE.  
are the makers of these famous 5 and 10 cent. Cigars.

## HEREBY HANGS A SIGN

**T. & B.** is the working man's companion.

**T. & B.** has the long end of the sales.

**T. & B.** adds to a Grocer's profit.

**T. & B.** can be had by all—it's **cheap.**

**T. & B.**

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

covered by insurance and the damage was not great enough to cause any delay in the execution of the company's orders.

**RUNNING A LOTTERY.**

William Carroll, the well-known cigar dealer, Hamilton, was accused at the Police Court recently of "unlawfully selling and otherwise disposing of lots and other means or devices for disposing of certain property, to wit, cigars." He kept a Ferris wheel in his store, and the police claimed that it was a violation of the Lottery Act. As it was desired by Mr. Carroll to make a test case, he admitted the working of the wheel, and was committed for trial. He was afterwards admitted to bail in his own bond for \$400. John G. Gauld defended him, and S. F. Washington, K.C., Crown Attorney, prosecuted.

**CHANGE IN BUSINESS.**

W. M. Robertson, of Dunchurch, Ont., has sold out his general mercantile business to the John H. Newell Co.; W. M. Robertson, in partnership with C. A. Robertson, has bought the business of his father, W. Robertson. The name of the new firm will be the Robertson Bros. Co. Mr. Robertson, sr., who is retiring from business, will reside in Toronto.

**McDOUGALL**

Insist upon having them.  
D. McDOUGALL & SGN, Glasgow, Scotland

**CLAY PIPES**

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.



**Plain, Profitable Talks—No. IV.**

**ROYAL SPORT** is a high-class, uniform grade cigar, made from the choicest tobacco, by skilled workmen. It retails at 10 cents. It holds the trade. The cut is typical of the solid comfort of its smokers.

**HOGEN-MOGEN** is our 5-center. Many of our customers sell it for a 10-center. We have confidence in these cigars. They're making our business. We co-operate in their sale.

A special proposition for you. Write to-day. It will pay you.

**THE SHERBROOKE CIGAR CO.**

SHERBROOKE, P.Q.

**ONE HALF**



**SMOKING**

TONKA

SOLID

COMFORT

PINCHIN'S

HAND-

MADE

**TOBACCOS**

**The Whole**

**McAlpin's**

**Tobaccos**

**McAlpin Consumers'  
Tobacco Co., Limited,**

TORONTO.

**ONE HALF**



**CHEWING**

BRITISH

NAVY

KING'S

NAVY

BEAVER

APRICOT

**TOBACCOS**

# FREIGHTS AND CHARTERS

**T**ONNAGE is not increasing in steam, and certainly in sailing prospects there is not great encouragement. However, most of the big steamship companies at Montreal report that they are well booked up for June, and they have some for July, which goes to show that there is business doing. Not only that, but the manifests of the outgoing steamers all point to good trade in various lines.

When the s.s. Birmingham sailed for South Africa she carried an immense

famous blacking to the southern ports.

Another noticeable thing was a shipment recorded as a box of catalogues from Sylvester & Co. Other Canadian firms should awaken to the use of catalogue service, which would stimulate inquiry and attract business to Canadian houses. Not long ago a commission agent complained to the office of the publishers of The Grocer to the effect that Canadians, especially firms like E. B. Eddy Co., Limited, Hull, were not

## OPENING BRANCH IN BOSTON.

Mr. O. Lefebvre, proprietor of Chinese Starch, was in Boston last week for the purpose of locating a factory site or premises suitable for a packing factory for Chinese Starch, for the American market. Since opening up a branch at Rouses Point, N.Y., his trade in the eastern states has increased to such an extent that a larger and more central shipping point had to be secured, and it is expected before very long a thorough canvass will be made of the eastern states. Mr. Lefebvre is a thoroughly

## BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6		†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/					10/6	12/6	
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/						†15/	12/6
Glucose and Syrup, in barrels		12/6	12/6	10/	20/			22/6	8/9	10/	
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/		25/	30/		20/	25/	
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/		30/	35/		25/	30/	
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6				20/	12/6	12/6	
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/			17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6					2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/				17/6	12/6	15/	
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6				7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/					12/6	12/6	15/

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

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

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

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

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

\* Rates quoted in cents are per 100 lbs.

† Per 2240 lbs.

No Primage via Montreal.

cargo for Durban, East London, Delagoa Bay, etc. The Lake of the Woods Milling Co. shipped some large cargoes of flour to Delagoa Bay, and the Sylvester Co., of Lindsay, seemed to have made fine business out there, for they shipped 22 cases of agricultural implements. Armour & Co. continue to pour their canned meats into the new British colony, and had on this steamer 200 cases of canned meats. L. H. Packard, of Montreal, is shipping quantities of his

getting the business that they might in South Africa.

Hay exports continue to be good, and reports from the different provinces show great possibilities for a fine crop. Lake freights have been better than usual so far in June, and the rates now being paid for grain and other products from Chicago east keep stiff.

Dairy produce is coming freely to Montreal, and the shipments are increasing every week.

up-to-date and energetic Canadian, and has confidence that his goods will be appreciated by the trade south of the line, as much as they are in Canada.

## OPENED UP CANADIAN OFFICE.

W. A. Ross & Bro., Belfast and London, wines and spirits, and proprietors of Ross's ginger ale, soda water, etc., have opened up an office at 119 Coristine Building, Montreal. Mr. D. J. Rattray, of D. Rattray & Sons, has assumed the management of the Canadian branch.

# SPECIAL OFFER

To Every Grocer in Canada.



## SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for \$10 00  
 1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00  
 1 Box Davis' Fly Felts— 10 10c packages retail for 1 00

\$16.00

Price to Retailer, \$6.00, net 60 days.

Please Note Profit of \$10.00 on \$6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

**POWELL & DAVIS CO., - - CHATHAM, ONT.**

THE

# "VAMPIRE" Spiral Flycatcher



5cts.  
each

Clears the house of flies

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

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

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

**KAY BROS., Ltd., Stockport, England**

SOLE AGENTS FOR CANADA:

**The LEEMING MILES CO., Limited, Montreal**

# FINANCE

CANADIAN banking institutions have a record of solidity which is a source of strength and confidence to depositors. A further security to the public is being provided by a strict enforcement of the Bank Act. This Act provides that the title bank, banking company, banking house, or banking association, shall not be used without the express permission of the Ottawa Government, and without using at the same time the words, "not incorporated." According to the officials of the Canadian Bankers' Association, the indiscriminate use of the words bank, banking company, etc., utterly without legal authority, by people more or less irresponsible, have in many cases deluded the public and been the cause of financial losses by people who were ignorant of the facts.

Reports on the life insurance business transacted in Canada during the year 1904 show that this form of investment is held in high favor in this country. There were in force in Canada at the close of 1904 in the stock or old line companies, 656,891 policies, to the extent of \$587,873,767, an increase over the figure for 1903 of 53,068 policies, and \$39,430,767. The main items of the business of 1904 are given as follows: Premiums, \$19,969,324; amount of new policies, \$98,306,102; policies became claims, \$8,802,118; claims paid, endowments included \$8,815,839. Canadian companies, it is a satisfaction to note, continue to hold the lead they won years ago, and wrote \$11,959,100 of the total of \$19,969,324 of new business recorded. The division was as follows: Canadian companies, \$11,359,100; British companies, \$1,473,514; U. S. companies, \$6,536,710.

It would appear that the newer companies to enter the field find the work of establishing their claims to a share of the business a rather hard one. There are 21 Canadian companies doing business, and five of them wrote seven and a half millions of the less than twelve millions of new policies the whole are credited with. It evidently takes time to organize the staff that is necessary to create and maintain a large life underwriting business under modern conditions. There is plenty in the records of the old competitors, however, to encourage the new. Since 1875, to which year the records go back, the amount of life insurance carried in Canada in stock companies has grown from eighty-five to five hundred and eighty-seven millions. It has been multiplied almost seven times, and the limit does not seem to be reached yet.

The Postmaster General of Canada has carried out an investigation into the question of telephone systems, which should be productive of much good. The possibility of the successful working of small, independent lines has been amply proven, and the cost has in many cases been exceedingly low. Municipalities will now have some definite information to go on in allotting telephone franchises. This is a question of growing importance, and the evidence which has been taken during the present parliamentary inquiry comprises an intelligent presentation of the whole matter. The reports issued by the

Government are voluminous, but they contain a complete discussion of the matter and are worthy of the closest consideration.

\* \* \*

The semi-annual statement of the Bank of Montreal for the six months ending April 29, 1905, shows profits for that period, after deducting charge of management and making provision for all bad and doubtful debts, of \$781,960.40, as compared with \$804,833.79 during the same period of 1904. The balance of profit and loss brought forward from October 31, 1904, was \$583,196.01, as compared with \$373,958.07 during the same period of the previous year. After providing for a dividend of five per cent. for the half year, there remains to be carried forward to the credit of profit and loss \$655,156.41, as compared with \$478,821.85, an increase of \$186,334.56.

## THE CANADIAN BANK OF COMMERCE

**Paid-up Capital, - - - \$8,700,000**  
**Rest, - - - - - \$3,500,000**

**HEAD OFFICE : TORONTO, CANADA**

**HON. GEO. A. COX, Pres.**                      **B. E. WALKER, General-Manager.**  
 LONDON, ENG.,                              NEW YORK, N.Y.,  
 60 Lombard St., E.C.                      16 Exchange Place,  
 S. Cameron Alexander, Manager.        Wm. Gray and H.B. Walker, Agents.

### TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

### BANK MONEY ORDERS

AT THE FOLLOWING RATES :

\$5 and under ..... 3 cents  
 Over \$5 and not exceeding \$10..... 6 cents  
 " 10 " " 30..... 10 cents  
 " 30 " " 50..... 15 cents

These Orders are **Payable at Par** at any office in **Canada** of a **Chartered Bank** (Yukon excepted), and at the principal banking points in the **United States**.

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

**CAPITAL PAID UP, - - - \$1,000,000.**  
**RESERVE FUND, - - - 1,000,000**

## THE METROPOLITAN BANK.

DIRECTORS

**E. H. WARDEN, D.D., President**    **S. J. MOORE, Esq., Vice-President**  
**D. E. THOMSON, Esq., K.C.**    **His Honor W. MORTIMER CLARK, K.C.**  
**THOS. BRADSHAW, Esq.**            **JOHN FIRSBROOK, Esq.,**

**HEAD OFFICE, - TORONTO.**  
**W. D. ROSS, GENERAL MANAGER.**

**GENERAL  
 BANKING  
 BUSINESS  
 TRANSACTED**

**SAVINGS DEPARTMENT**  
 at all Branches.

ACCOUNTS SOLICITED

**Drafts Bought and Sold.**  
**Letters of Credit Issued.**

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE  
 AND  
 MARINE**

**Head Office**    **Capital**    -    **\$ 1,500,000.00**  
**Toronto,**    **Assets, over**    -    **3,300,000.00**  
**Ont.**    **Annual Income**    -    **3,890,000.00**

**HON. GEO. A. COX, President.**

**J. J. KENNY, Vice-President and Man. Director.**

**C. C. FOSTER, Secretary.**

## Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

## Confederation Life ASSOCIATION

**W. H. BEATTY, President.**

**W. C. MACDONALD,**  
 ACTUARY.

**J. K. MACDONALD,**  
 MANAGING DIRECTOR.

**HEAD OFFICE, - TORONTO, CANADA.**

## BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

**HEAD OFFICE, - BRITISH AMERICA BUILDING,**  
**Cor. Front and Scott Sts., Toronto.**

**HON. GEO. A. COX, President.**    **J. J. KENNY, Vice-President**  
**P. H. SIMS, Secretary.**                      **and Managing Director.**

## Window and Interior Displays

Timely Hints  
and Suggestions

### ORDER IN INTERIOR DISPLAY.

ASK the average layman to point out an example of neatness and order in contrast with one of topsy-turviness in an interior store display, and nine chances out of ten he will select a drug store and a grocery. Most druggists pride themselves on their store interiors, and do not scorn the minutest details which may help to make such stores inviting. Unfortunately it is the exception and not the rule when the village grocer takes the trouble to make his store other than a ware or storehouse. The grocer says to himself, the consumer has got to have the necessities of life, so why should I concern myself except to have the goods on hand and be ready to make the exchange at fair profit to myself.

Owing to the keenness of competition, and to the fact that an attractive store is an invaluable asset as a trade-bringer, no grocer can afford to be a whit less careful about appearances than his fellow tradesman, the druggist. The grocer cannot complain that his staples do not lend themselves to orderly arrangement as well as druggists' sundries. In these days of package goods the grocer has an opportunity to build up attractive displays such as exists in no other branch of the trade. The accompanying illustration, the interior of the "Pantry" grocery, Vancouver,

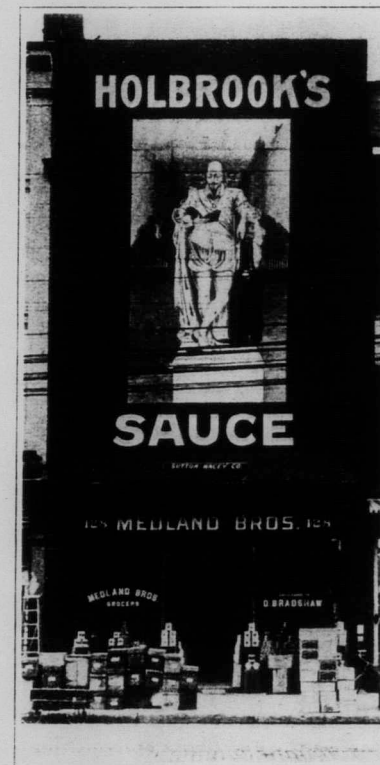
men for showing fancy grocery staples and foodstuffs, including Christie Brown's biscuits, bottled condiments, fruit juices, etc., are displayed to excellent advantage on low, protruding shelves at the front of the store.

If one mistakes not the proprietor of the "Pantry" Grocery has also utilized the ever-useful "sign card" to talk goods, which, of necessity, must be kept in the background. There may be a bargain in sugar or canned goods, and yet the grocer may not be disposed to wear out the patience of his customer with shop-talk. Sign cards printed or painted, and fine lookers, are just the things to attract and call attention to these lines. Once customers begin to ask to see them, a sale is half completed.

### BRILLIANT ADVERTISING DISPLAY.

THE GROCER is reproducing in this week's issue one of the most successful attempts in the way of sign advertising that have yet been seen in this country. Never has so much money and ingenuity been expended on pictorial advertisements as during the last year or two. As you speed through the country on a railroad train your view is brightened by one continuous series of brilliant signboards, some of

a novel idea and are utilizing the upper fronts of prominent grocery stores for advertising purposes. The accompanying illustration, which is one of their most successful efforts, shows the store



"Not for an age, but for all time."



Interior Pantry Grocery. J. F. May, Vancouver.

shows what may be accomplished along these lines. The features most to be commended are the neatness and compactness characteristic of the shelf displays, and the lavish use of silent sales-

men almost approximating to works of art.

Holbrooks, Limited, manufacturers of malt vinegar, Worcester sauce, etc., Birmingham, England, have seized upon

front of Medland Brothers, King street east. The subject is a statue of Shakespeare, and some of the best artists in Canada have been employed to ensure the successful carrying out of the design. The picture covers the entire front of the building from the top of the store window and extends eight feet above the roof. The quotation "Not for an age, but for all time" has already "caught on" with the people of Toronto. Similar displays are to be seen in a number of prominent positions throughout Toronto, and it may truthfully be said that the town is being painted red with the merits of Holbrook's sauce. The firm are about to begin a second pictorial advertising campaign in the City of Montreal, as a most effective means of placing their name and goods before the public. The Canadian representative of Holbrooks, Limited writes to say that in his efforts to introduce Holbrook's sauce to the trade generally he has found The Canadian Grocer of great assistance.

# 1,000 White Business Envelopes, \$1.00

(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

**G. A. WEESE & SON, 44 Yonge St., TORONTO**

Write for Catalogue of Printing.



## THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

### LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

### Trade With England

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

#### "Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper.



## Monthly Account System

for the Retail Trade

It saves Time  
It saves Money.  
Accounts are Always Ready.

We manufacture many systems for all kinds of business, but this has been proven the best and most accurate means for the retail trade.

Our Stock Ledger is cheaper and better than the old style bound books. Write for information.

## The Rolla L. Grain Co., Limited

Head Office and Factory—Ottawa, Ont. Phone 1013.

Toronto Office—18 Toronto Street. Phone Main 298.

Montreal Office—74 Alliance Building. Phone Main 3023.



## THE UNDERWOOD

### The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

## UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST,  
TORONTO

and at

99 ST. FRANCIS XAVIER STREET,  
MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.



<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
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<p style="text-align: center;"><b>DAVID HOSKINS, F.C.A.</b> Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p style="text-align: center;"><b>JENKINS &amp; HARDY,</b> Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street, Toronto. 466 Temple Building, Montreal. 100 William Street, New York.</p>
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<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
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<p><b>TUPPER, PHIPPEN &amp; TUPPER,</b> Barristers, Solicitors, Etc. Winnipeg, Canada.</p>	<p><b>ATWATER, DUCLOS &amp; CHAUVIN</b> Advocates, Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p><b>BEATTY, BLACKSTOCK, FASKEN, RIDDELL &amp; MABEE</b> Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel. Main 3813. Toronto, Ont.</p>	
<p><b>IRWIN &amp; JONES,</b> Barristers, etc. H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co., 24 King St. W., Toronto. Weston, Ont.</p>	<p><b>W. G. WILSON</b> Barrister, Solicitor, Notary, Conveyancer, etc. Napawan, Ont.</p>	<p><b>MEWBURN &amp; AMBROSE</b> Barristers, Solicitors, etc. S. C. MEWBURN, E. H. AMBROSE, Hamilton, Ont.</p>	<p><b>WM. A. McLEAN</b> Barrister, Solicitor, Etc. Head Office, Guelph, McLean's Block. Branch Office, Acton, Town Hall. Corporation Solicitor, Etc.</p>
<p><b>ROBINSON &amp; GREEN</b> Barristers, Solicitors, Etc. JOHN A. ROBINSON, JOHN R. GREEN, Solicitors for the Imperial Bank of Canada, the Southern Loan &amp; Savings Co., St. Thomas, Ont.</p>	<p><b>LOUGHED &amp; BENNETT,</b> Barristers, Solicitors, Advocates, etc. Calgary, Can. Cables: Loughed, Calgary Solicitors for: Bank of Montreal, Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.</p>	<p>This space \$30 per year.</p>	

<h2>Educational Department.</h2>	<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
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**St. Margaret's College, Toronto**

A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed.

**GEORGE DICKSON, M.A.,** Director.  
**MRS. GEORGE DICKSON,** Lady Principal.

**METROPOLITAN**

Telegraphy, Shorthand, Commercial, Civil Service, Banking Courses, the Best in Canada. We guarantee to place every competent student. Ask for a list of our students placed during the last three months. One or all courses same price. No Restrictions.

**METROPOLITAN BUSINESS COLLEGE.** **R. A. FARQUHARSON, B.A.,** Principal, 44 Bank St., Ottawa, Can.

**HOTEL DIRECTORY.**

---

**NEIL McCARNEY, PROP.** **W. C. McCARNEY, MANAGER**

**THE PROVINCIAL**

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.  
Located in Heart of Business Section. Ten First-class Sample Rooms.

---

**HOTEL GRAND**

**O. F. BAKER, PROP.** **GALT, ONT.**  
First-class accommodation for Commercial Men.

---

**WINDSOR HOTEL,** HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

---

**TOWER HOTEL,** GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Train Junction and principal clubs. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

---

**VICTORIA LODGE**

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

---

**BOARD AND ROOM**  
"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA  
Terms moderate. Also furnished cottages.

**THE AMERICAN HOUSE**

**A. PASCHAL (Prop.)** **HAMILTON, BERMUDA**  
Centrally located. Open all the year round.

---

**WOODSIDE BOARDING HOUSE**

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMARARA.)  
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Managers, E. COITAM.

---

**WINTER RESORT—QUEEN'S PARK HOTEL.**

PORT OF SPAIN, TRINIDAD, B.W.I.  
**JOHN McEWEN, Manager.** For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

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**Successful Advertising—How to Accomplish It**

By **J. ANGUS MACDONALD**

A volume of 400 pages packed full of good stuff for advertisers. Price \$2.00.  
Sent post paid upon receipt of price.

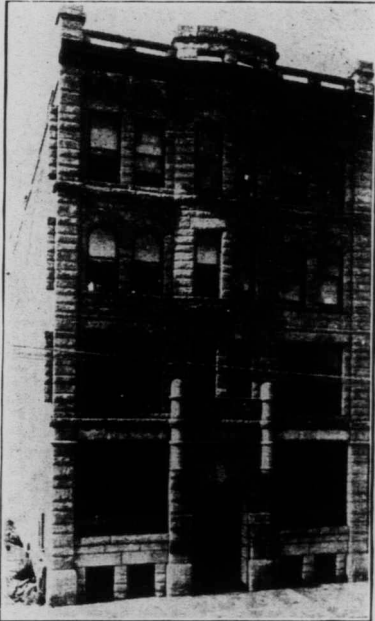
TECHNICAL BOOK DEPARTMENT  
MACLEAN PUBLISHING CO. LIMITED, TORONTO.

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**ALCOHOLISM** The best treatment for all persons afflicted with the disease of drunkenness, is known only to **DR. MacKAY, Address City Hall, Montreal, Que.**  
Absolutely private treatment.

# WM. BRAID & COMPANY

## TEA AND COFFEE IMPORTERS



VANCOUVER, B. C.

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

### Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 15, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

#### Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	.....	\$1 75
" " 27 10c. pkgs. "	.....	2 00
" " 10 25c. pkgs. "	.....	1 75
Cook's Friend—	Per doz.	
Size 1, in 2 and 4 doz. boxes	.....	\$2 40
" 10, in 4 doz. boxes	.....	2 10
" 2, in 6 "	.....	0 80
" 12, in 6 "	.....	0 70
" 3, in 4 "	.....	0 45
Pound tins, 2 doz. in case	.....	3 00
12-oz. tins, " "	.....	2 40
5-lb. " "	.....	14 00

#### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 00
" 1-lb. tins, 3 " "	.....	1 25
" 1-lb. tins, 4 " "	.....	0 75

#### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	6-oz.	\$0 85
3 doz.	" 10-oz.	1 75
1 doz.	" 12-oz.	3 50
" doz.	" 12-oz.	3 40
" doz.	" 2 1/2 lb.	10 50
" doz.	" 5 lb.	19 75

#### JERSEY OREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " " "	.....	0 75
" 3 " " "	.....	1 25
" 2 " " "	.....	2 35

#### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " " 1 lb., 5 doz.	.....	0 90
" " " 1 lb., 3 doz.	.....	1 25
" Borax, 1 lb. packages, 4 doz.	.....	0 40
" Cornstarch, 40 pks. in a case	.....	0 78

Freight paid 5 p.c. 30 days

#### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	4-oz.	\$0 40
4 " "	" 6 " "	0 75
4 " "	" 8 " "	0 95
4 " "	" 12 " "	1 40
2 " "	" 12 " "	1 45
4 " "	" 16 " "	1 65
2 " "	" 16 " "	1 70
1 " "	" 2 1/2 lb.	4 10
1 " "	" 5 " "	7 30
2 " "	" 6 oz.	Per case
1 " "	" 12 " "	\$4 55
1 " "	" 16 " "	

#### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	..... \$1 00
" 1 lb.	..... 1 60
" 8 oz.	..... 2 25
" 1 lb.	..... 2 90
" 12 oz.	..... 4 50
" 1 lb.	..... 5 75
" 3 lb.	..... 15 50
" 5 lb.	..... 25 50

#### VIENNA BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	..... \$1 00
" 1 lb.	..... 1 50
" 8 oz.	..... 2 20
" 1 lb.	..... 2 80
" 12 oz.	..... 4 25
" 1 lb.	..... 5 50
" 3 lb.	..... 15 00
" 5 lb.	..... 25 00

#### "BEE" BRAND BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	\$2 25
" 1-lb. tins, 4 doz. in box	.....	1 25
" 1-lb. tins, 4 doz. in box	.....	0 75

#### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " 36 10 " "	.....	4 00
" " 24 16 " "	.....	4 50
" Beaver" brand 24 16 pks.	.....	4 80



#### EAGLE BAKING POWDER

Cases of 48-5c. tins	.....	\$0 45
" 48-10c. tins	.....	0 75
" 24-25c. tins	.....	2 25
" 48-25c. tins	.....	2 25

#### Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixey's "Cervus," in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes,	.....	0 02
according to size	.....	0 02



#### J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb.	.....	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2 lb. pkgs., per lb.	.....	10c

#### Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross 2 oz., or 1/4 gross, 4 oz.	.....	

#### JAMES DOME BLACK LEAD.

Per gross	
6a size	..... \$2 40
2a size	..... 2 50

#### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " 10 oz., cases, 48 " "	.....	3 25
" " 16 oz., cases, 48 " "	.....	4 25

#### EAGLE BORAX.

Cases of 5-doz. 5c. packages	.....	\$0 45
" 5-doz. 10c. "	.....	0 90

#### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" 7-lb. cotton bags, per bag.	.....	0 13 1/2

#### Chocolates and Cocoas.

THE COWAN CO., LIMITED.		
Cocoa—		
Hygienic, 1-lb. tins	..... per doz. \$6 75	
" 1-lb. tins	..... " 3 50	
" 1-lb. tins	..... " 2 00	
" fancy tins	..... " 0 85	
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	.....	0 50
Perfection, 1-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	.....	2 55
Chocolate—		
Queen's Dessert, 1/2's and 1/4's	..... per lb. \$0 40	
" " "	..... " 0 45	
Mexican Vanilla, 1/2's and 1/4's	..... " 3 35	
Royal Navy Rock, " "	..... " 0 30	
Diamond, " "	..... " 0 25	
" " "	..... " 0 28	
Icings for cake—		
Chocolate, pink, lemon color, lbs.	..... per doz. \$1 75	
Orange, white and almond, 1/2-lb.	..... " 1 00	



So far in front in the race for popular favor that

"CROWN" Brand



TABLE SYRUP

PUT UP IN TINS—

Table with 3 columns: Quantity (2-lb. tins, 5, 10, 20), Cases (2 doz., 1, 1/2, 1/4), and Also in Brls., Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

is sure money for the dealer every time—There is no speculation in buying "Crown" brand Syrup as it always pleases your customers.

When buying syrups again from the traveller, or ordering direct from the house, specify "Crown" brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Table listing coupon book prices for various quantities and denominations (\$1, \$2, \$3, \$5, \$10, \$20).

Robinson's patent barley, 5 doz., at \$1 40; 1 doz., at 1 45

Jams and Jellies.

Table listing prices for various jams and jellies from Southwell's Goods.

T. UPTON & CO.

Table listing prices for Pure Fruit Jams, Jellies, and Home Made Jams.

Licorice.

Table listing prices for National Licorice Co. products, including boxes and sticks.

Lye (Concentrated).

Table listing prices for Gillett's Perfumed Lye.

Mince Meat.

Wetthey's condensed, per gross net... \$12 00; per case of doz. net... 3 00

Mustard.

Table listing prices for Colman's or Keen's Mustard in various quantities.

E. D. MAROEAU, Montreal.

Table listing prices for "Condor" and "Old Crow" 12-lb. boxes.

Orange Meat.



Table listing prices for Orange Meat cases and packages.

Orange Marmalade.

Table listing prices for The Eby, Blain Co., Limited Orange Marmalade.

Pickles

Table listing prices for Stephens' Pickles, cement stoppers, and salt.

Soda.

Table listing prices for Cow Brand and Dwight's Baking Soda.

MAGIC BRAND

Table listing prices for Magic Brand soda cases and packages.

"BEE" BRAND.

Table listing prices for Bee brand soap.

Soap and Washing Powders.

Table listing prices for A. P. Tippet & Co. agents' products.



Table listing prices for Brunswick's Easybright Cleaner in various quantities.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$5 per box, or three boxes for \$3.40.

Food.

Table listing prices for Robinson's patent barley.



"Eagle" Brand Condensed Milk

# BORDEN'S

## TRADE 2 WINNERS

"Peerless" Brand Evaporated Cream



During the warm weather a suggestion from you to your customers to use Condensed Milk and Evaporated Cream will be appreciated by them—and pay you. Sell them **THE BEST**:—Borden's.

For sale by every jobber or write

### WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO., Winnipeg, Man.

W. S. CLAWSON & CO. St. John, N.B.

SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

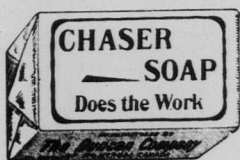
#### RABBITT'S.



Babbitt's "1776" 6-oz. pkgs \$3.50 per box. 5 boxes a freight paid and half box free. Babbitt's "Best" soap, 100 bars \$4.10 per box. Potash or Lye, bix

each doz., \$2 per box.

W. M. H. DUNN AGENT



### CHASER SOAP

Does the Work

CHASER SOAP.

case ..... \$2 40 Special quotations for quantities.

#### (Fairbank)

#### GOLD DUST WASHING POWDER.

24 25c. packages	\$4 65
5 10c. "	3 90
100 5c. "	5 30
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box. Freight prepaid.

#### Starch.

#### EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 55
No. 1 " " 3-lb. "	0 55
Canada laundry	0 04
Silver gloss, 8-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kege silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to 2 50	

#### Culinary Starch—

Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 05

#### Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

#### Bee brand starch—

" laundry, 64-12 oz. pkg. per case	\$5 00
" " 32-12 " " per " " "	2 50
" corn starch 40-16 oz. pkg. " " "	3 00
" Sun brand starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06
" " " " " " " "	0 05
" Gem " " 100 & 200 lb. kegs	0 05

#### BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

#### Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 04
Acme Gloss Starch, 1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs. ex. crystals, 100 lb.	0 06

#### Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

#### Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06

#### SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75
-----------------------------------	------

#### ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

#### Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 06
Durham corn starch, 40 lb.	0 05

#### Laundry Starches—

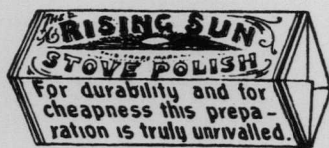
No. 1 White, 4-lb. cartons, 48 lb.	0 05
" 3-lb. cartons, 36 lb.	0 05
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 45 lb.	0 07
Ivory Gloss, 2-4 family pkgs., 48 lb.	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb. kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



#### OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

#### Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4, bxs., ea. 3 dz. Enameline No. 0 65 6, bxs., ea. 3 dz. Enameline liquid, bxs., ea. 0 80 3 doz. Blackene, 5-lb. 0 10 cans, per lb. Enameline stove dressing, per doz. 0 70

#### Syrup.

"CROWN" BRAND PERFECTION SYRUP. Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " 1 " "	2 35
10 " " " " "	2 25
20 " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	

#### SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " per case	4 90
1 " " " " "	5 45
1 " " " " "	5 70



#### Teas.

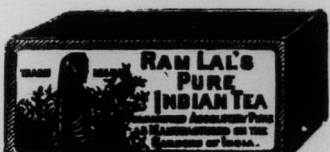
SALADA CEYLON. Wholesale. Retail

Brown Label, 1's	\$0 20	\$0 25
" " " " "	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" 1-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 55



Cases, each 60 1-lb.	\$0 35
" " " 30 1-lb.	0 35
" " " 120 1-lb.	0 35



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's	\$0 18	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

#### "CROWN" BRAND

Wholesale. Retail

Red Label, 1-lb. and 1/2's	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 40
" " III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb. "at.	0 30
AA 40 " "	0 27
Blue Jay, basket fired Japan, 70 lbs., "Condor" IV 80-lb. "	0 30
" " V 80-lb. "	0 26
" " XXXX 80-lb. boxes	0 22
" " XXXX 30-lb. "	0 23
" " XXX 80-lb. "	0 20
" " XXX 30-lb. "	0 21
" " XX 80-lb. "	0 18
" " XX 30-lb. "	0 19
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 27
"Condor" Ceylon black tea in lead packets	
Green Label, 1/2, 1/2 and 1/2, 80-lb. cases	retail 0 25 at 0 20
Grey Label, 1/2, 1/2 and 1/2, 80-lb. cases	retail 0 30 at 0 23
Yellow Label, 1/2 and 1/2, 80-lb. cases	retail 0 35 at 0 26
Blue Label, 1/2, 1/2 and 1/2, 50-lb. cases	retail 0 40 at 0 30
Red Label, 1/2, 1/2 and 1/2, 50-lb. cases	retail 0 59 at 0 34
White Label, 1/2, 1/2 and 1/2, 50-lb. cases	retail at 0 40

Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17

#### Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	\$0 46
" " Amber, 8s. and 3s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Pay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " 80bs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" " Fair Play, 8s. and 12s.	0 53
" " Club, 6s. and 12s.	0 46
" " Universal, 12s.	0 47
" " Dixie, 7s.	0 56

#### Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	\$0 32
Condor, pure distilled	0 27
Old Crow	0 23
Special prices to buyers of large quantities	

#### Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 80

# CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,  
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

## The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

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JOHN W. SICKLE & GREENING,  
Geo. H. GILLESPIE,  
JOSEPH CARMAN,

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WINNIPEG

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the value of carrying a worthy line of vinegar you would not bother with cheap grades but would get



## GOLDEN RUSSET VINEGAR

the purest vinegar extant. Physicians pronounce against commercial acid vinegars, but they pronounce in favor of pure fruit vinegars—**Golden Russet Vinegar**. Isn't there some argument in this? Be wise and get prices.

**THE W. H. WILSON CO., LTD.**  
TILLSONBURG, ONT.

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**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.

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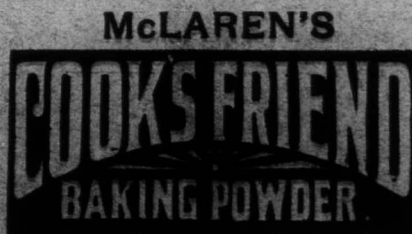
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

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JUN 16 1905

To Owner  
at Book 36

Page 58



LET OUR  
"MAIL DRUMMER"

tell you all about the Three

"GOOD ASSORTMENTS" of GLASSWARE

"DAZZLER"  
"NORTH STAR"  
"OLD COLONY"

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**Toronto**



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Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

**Wethey's Mince Meat**

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

**J. H. Wethey, Limited**  
**ST. CATHARINES, ONT.**

# C. & B.

## Candied and Drained Peels

**NEW SEASON'S PRICES NOW READY**

**C. E. COLSON & SON, MONTREAL, Agents.**