

**PAGES
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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, APRIL 21, 1905.

NO. 16.



The Blueing of the clothes in the Laundry
is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada

is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

LADY'S FINGER Covered with Chocolate

THIS briefly describes one of our new biscuits, Petit
Chocolat, recently placed upon the market. Its
flavor is delightfully subtle, and is bound to please your
customers. If you have not Petit Chocolat in stock, order.

Christie, Brown & Company

TORONTO and MONTREAL

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

If you send one customer away
through not stocking

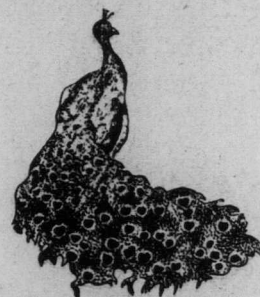
MATHIEU'S SYRUP Of Tar and Cod Liver Oil

== THE GREAT COUGH REMEDY ==

he may prevent many others coming. It is such a largely-advertised and well-known remedy that you might as well be short of bread, butter and the other necessaries of life. Moreover, the demand is so great that you soon realize your profit—which is worth having.

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

If your customer is at all feverish, tell him about **Mathieu's Nervine Powders.** There's more profit still for you. Retail 18 powders for 25c.



AT THE FOOD SHOW

held in Toronto recently the visitors ordered hundreds upon hundreds of bottles of

PEACOCK BRAND GRAPE WINE

These orders were filled through their grocers.

This wine is a first-class article for the grocery trade, pays generously, and opens up a new line of trade.

Send for a sample.

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

IN TORONTO EVERYBODY LIKES
IT. THE BEST TRADE BUY IT.



A STRICTLY HIGH-GRADE RELISH AT A PRICE
THAT ENABLES EVERY GROCER TO SELL IT.

Costs \$1.20 dozen.
Cases hold two dozen.
Freight paid on 5-case lots.
ORDER A TRIAL CASE.

**The Merchants'
Manufacturing & 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.

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.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cans to Us.

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.

WINNIPEG.

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

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. H. Millman & Sons

Grocery Brokers

27 Front St.,

TORONTO.

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
COMMISSION BROKERS

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

WOLSELEY, ASSA.

G. C. Warren

Wolseley, P.O.

Direct Importer, and Distributer of
Teas and Jellies, will act as manufacturer's
agent in other lines.

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.

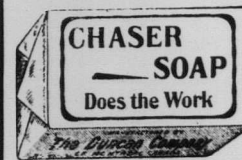
HAMILTON, ONT.

OFFICE 715 Long Distance Phones
House No. 1556

Norman D. McPhie

BROKER and
Commission Merchant

OFFICE: 158 KING ST. E. HAMILTON, ONT.



Do
You
Sell
It?

Remember, we give larger profits than
any other Premium Soap, and you give
your customers Better Premiums.

Each coupon is redeemable for one
cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company
of Montreal

P. O. Box 292.

STOCK NOW.



Sutton's
Worcest-
ershire
Sauce
cannot
be beaten
for
quality
and price

G. F. Sutton
Sons & Co.

King's Cross

London, Eng.

SALT—All Kinds

Best facilities for shipping.
No better prices or service anywhere.

VERRET, STEWART & CO., - MONTREAL



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

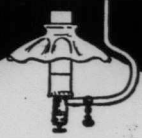
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

100 CANDLE POWER  **1/2 ¢ PER HOUR**

AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**



Avoid a disappointed customer by always recommending to him

STERLING BRAND PICKLES

There is safety in this choice. *No better pickles are made the world over. None for so long a time have given greater satisfaction to users.

- Made in Canada, from the
- best grown Canadian vegetables, in Canada's greatest
- pickle factory.

THE T. A. LYTTLE 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. M. 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.

JAPAN TEA

A Word to the Grocers

You have all had many complaints from your customers of the tea sold them, some said it "was bitter," others that it was "earthy," had "no flavor," "left a scum," etc. While other teas will all do this more or less, the teas of **Japan** will not. Try them ; prove them the healthiest, purest and most profitable.

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.

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 Satisfaction

is always given when you sell

Flett's Pickles

made from choicest fresh vegetables and Pure English Malt Vinegar.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

1

2

4 reasons

1.—Britishers, with British enterprise and British methods, have exploited **Ceylon Teas** with the success you all know.

2.—The teas themselves have been preferred by the British people at home and in the colonies.

Ceylon Teas have the flavor, the "cup quality."

3.—The grocery trade have responded. **Ceylon Teas** with them have been the most satisfactory.

4.—Tea stocks are simpler and safer since the advent of **Ceylon Teas**

3

4 good reasons

4

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE
TRY IT



3-lb. tins—3 doz. in case.
SOLD BY ALL JOBBERS

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.
Pickering, Ont.

No Acid in

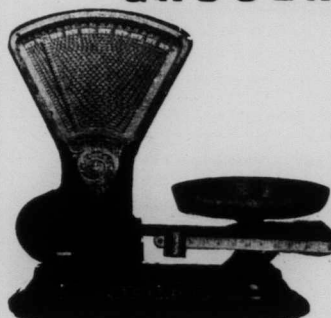
YORK

METAL POLISH

York Metal Polish is the quickest, cleanest and most durable polish made. Liquid or paste. 10c. sizes and upwards. Free samples with every order. Free sample to any dealer.

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

GROCCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES every CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.
TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.

DEAN & McLEOD, Canadian Agents



Did you ask what the difference was? Well—

The Tarbox Self-Wringing Mop is Self-Wringing

That means a whole lot to a woman—clean hands, white hands, frequency of use and cleaner floors, oil cloths, and all that, and for you, it means more sales.


Your Jobber has Them. Don't You Want Them?

TARBOX BROS., Toronto

PUSH WHAT PAYS
and Gives Satisfaction

HOLBROOK'S
GENUINE IMPORTED WORCESTERSHIRE

SAUCE
PAYS 40% AND



Is the Premier of the

Acknowledged Sauce World

25c. per Bottle.

Butchers, Merchants and Hide Buyers

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

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. G. 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

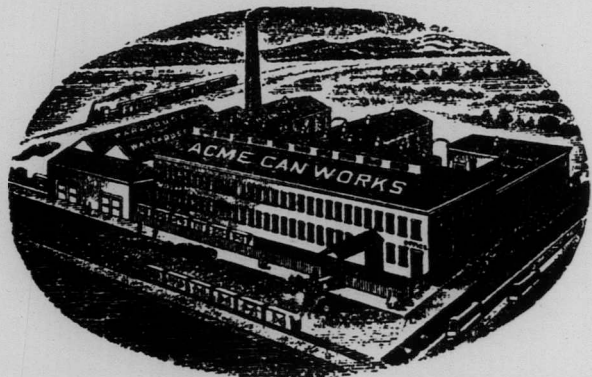
HALIFAX, N.S.
 OTTAWA, ONT.
 VANCOUVER, B.C.

HAMILTON, ONT.
 QUEBEC, QUE.

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

MONTREAL, QUE.
 TORONTO, ONT.

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



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.

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.

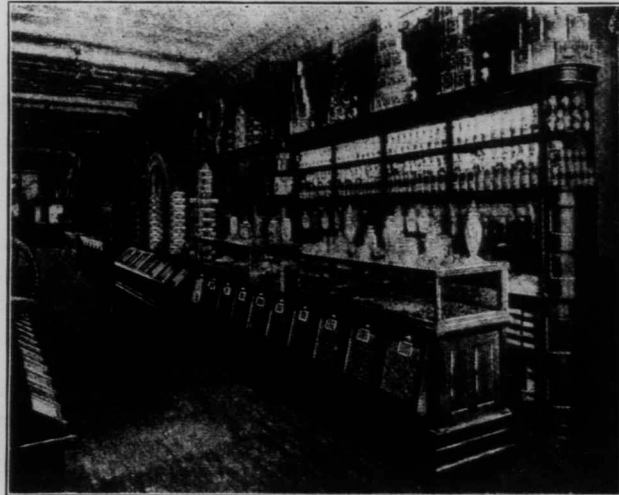


Heinz Pure Food Products Stand All Tests

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.



This illustration shows one side of a store fitted with

WALKER BINS

Some grocers have an idea that Walker Bin Fixtures cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.



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WHITE SWAN
STANDARD
IN
EVERY
RESPECT

GREIG'S WHITE SWAN COCOANUT

Highest grade—all styles—best prices.
Our new package is a beauty—Three sizes: 2 oz., 4 oz., 8 oz.—Try a case.

The Robert Greig Co., Limited White Swan Mills' **Toronto**

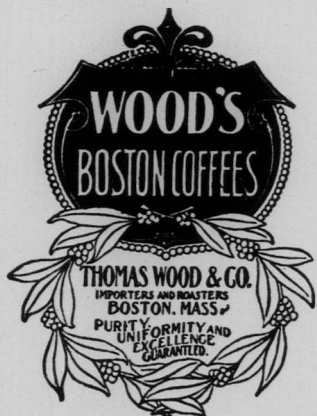
Tickled to Death with "Red Feather" Tea

That's what one lady—a lover of really good tea—said about the unmatched "RED FEATHER."
Thousands more are bound to think the same.

Only one quality—the best. Retails at 40 cts. a pound, in lbs. and ½ lbs. Black, Mixed and Green—cases 30 lbs.

"RED FEATHER" will bring you trade. Write us—ask our travellers about it.

W. H. GILLARD & CO., HAMILTON
Wholesale Grocers, Tea and Coffee Importers.



A man is likened to a river contending with the ocean.
A strong, clear current makes way far among the tossing waters.

And the Grocer who swims with **Wood's** pure, firmly-established **Coffees**, goes straight to the front with the best of them.

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

The Flow is over
The "Sugaring-off" Time
for 1905 is past.

This year we have secured
from the most expert syrup
and sugar makers the

**PUREST
MAPLE
SYRUP**

ever made. Write us before
buying.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator
and Maple Sugar Makers' Supplies
MONTREAL

Easy to understand
why **BORDEN'S**



BRANDS OF
Condensed Milk

"Eagle" Brand
AND
Evaporated Cream



"Peerless" Brand
are favorites with the consumer.

BECAUSE

they are absolutely **PURE** and give
most satisfaction. Never any com-
plaints from your customers.
These are lines you should **Stock**
and recommend.

FOR SALE BY ALL JOBBERS.

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.

The New Business Tax in Ontario in Relation to the Retailer*

IN reply to numerous inquiries from retailers throughout the Province of Ontario as to how they will be affected by the new Assessment Act, which came into force on April 26, 1904, it may be stated at the outset that it has established an entirely new basis of business assessment to take the place of the old "Personal Property Assessment." Formerly a retailer was interviewed by the assessor, who determined his business assessment according to the retailer's own valuation of the amount of business turned over from year to year. The objection to this scheme was that the retailer was enabled to evade taxes by making use of such subterfuges as personal indebtedness, credits, etc. It was an ideal system for use in an ideal community, but lacked the machinery to make it satisfactory as far as practical working out was concerned.

Business Assessment.

According to the new business assessment a retailer's taxes are computed on the assessed value of the business premises he occupies.

In towns where the population is under 10,000 his business assessment is fixed at 35 per cent. of the assessed value of the property occupied for business purposes. Where the population is over 10,000 and under 50,000 the percentage is 30 per cent., and where it is over 50,000, 25 per cent. The minimum assessment according to the new Act is placed at \$250; this means that in the event of a grocery or general mercantile establishment being assessed for less than \$250, the proprietor cannot be assessed for business purposes below this amount.

The question may be raised by the retailer that he does not occupy the whole of his store for business purposes, but rents say one-third of it to other parties or as a residence for himself. Very well; the business rating is applied only upon so much of the premises as are occupied for business purposes. For instance, a retailer in a town of less than 10,000 inhabitants occupies premises assessed at \$3,500 and sublets say one-third of the building. His business rating then will be on two-thirds of the whole premises, or on \$2,333, and his business assessment on 35 per cent. of this, or \$816.

Thus the retailer may, by referring to

* For the material used in this article The Grocer is indebted to Mr. J. C. Forman, Assessment Commissioner, Toronto.

the assessment roll, place himself in a position to know the taxes chargeable against his business, subject, of course, to any future increase in realty. He is not concerned at the approach of the assessor, he is not called upon to submit a statement of his assets and liabilities, nor is he asked any question whatever regarding the particulars of his business. The assessor simply enters his name in the roll and rates him as a retailer, after which his business assessment becomes automatically fixed. The same method applies to the distiller, the brewer, the wholesaler, the manufacturer, the departmental store, the coal and wood dealer, the lithographer, printer, or publisher; in fact, all engaged in business pursuits, their ratings varying from 150 per cent. to 25 per cent. of the assessed value of the land occupied or used for such business.

Manufacturers and Wholesalers.

In the case of departmental stores, having more than 5 branches in separate departments, the business assessment is 50 per cent. of the assessed value of the premises where this exceeds \$20,000. In the case of wholesale houses the percentage is 75 and in that of manufacturers 60. Manufacturers are not liable to business assessment as wholesale merchants by reason of their carrying on the business of selling the goods of their own manufacture on the premises used by them for manufacturing purposes. It may be added that any person liable to business assessment is not liable to taxation on income derived from his business.

Manufacturers' agents, brokers, etc., are not liable to the business tax, but come under the income tax according to sub-section 5 of Section 10 of the new Act.

The new assessment is to be commended in so far as it is easy of application and entirely avoids the necessity of the assessor delving into the affairs of business men. It cannot be claimed, however, that the new system is equitable from a basis of wealth; in fact, it cannot be, for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small premises, and vice versa; but it has this effect, that no one escapes and all contribute more or less to the burden of taxation. If a comparison is made with

the former assessment of personal property, there will be found more inequalities that will probably be shown under the new Act. No one ever contended that personal property was or could be successfully assessed; much of it could not be seen. Debts due on account of personal property were to be deducted, and the statement is ventured that not one tenth of the personal property liable to assessment is or was assessed. The assessor could not cope with the artifices employed, and beside very imperfect machinery was provided under the Act to assist him in the discharge of his duties.

New Tax an Improvement.

The business men as a whole should, and it is believed do, welcome the change in the new Assessment Act; they now know that the assessor cannot go beyond the rating fixed by the Act. Formerly, because of their under-assessments which have been handed down as heirlooms to succeeding assessors, they could not say where the assessment was to stop, as they were liable to an increase year after year, so long as the amount assessed did not exceed the actual assets of the business; all this depending upon the activity of the assessor. This is now done away with and as "new brooms sweep clean," it is confidently expected that the business assessment will show a vast improvement upon the attempt for the past 30 or 40 years to assess personal property as defined under the Act.

Scarcely sufficient time has elapsed since the introduction of the Act to warrant any statement as to its effect upon the retail trade. The general opinion, however, seems to be that, with the possible exception of cities and large towns, the retailer is going to benefit very considerably in the matter of taxes.

Income Tax.

Some important changes have also been introduced by the new Assessment Act in regard to the income tax. Instead of an exemption up to \$1,000 on personal earnings and up to \$100 on income derived from other than personal earnings, there is now no exemption on other than personal earnings, and except in the case of householders, an exemption on personal earnings only up to \$100, householders enjoying an exemption up to \$1,000. The provisions of

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. IN **TINS** GUARANTEED TO THE TRADE
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

the Act in respect to the income tax are as follows:

1st.—The annual income derived from personal earnings or from any pension, gratuity, or retiring allowance, in respect of personal services, in a city or town having a population of over 10,000, is exempt to the extent of \$1,000, and is assessable at the place where he is a resident thereof, and where he is not a householder according to the assessment roll, the exemption is \$400.

2nd.—There is no exemption mentioned as to income received or derived from other than personal earnings, therefore such class of income is assessable on the full amount as under sub-section 8 of section 2. "Income" is defined (in part) and shall include the interest, dividends, or profits, directly or indirectly received from money at interest upon any security or without security, or from stocks, or from any investment, and also profit or gain from any other source whatever.

Everyone Liable.

The chief result of this will be the insertion of the name of every resident of every municipality in receipt of income from other than from personal earnings, with the full amount of such income. Thus the dividends from all financial corporations such as banks, insurance and loan, and trust companies, become liable on the full amount as against the resident shareholders in Ontario. This, while providing additional assessment under the heading of income, takes away to a considerable extent the charge that such financial institutions as those named were escaping their just assessment, as it is reasonable that such companies and their shareholders should not be both assessable. It also makes up for the loss now sustained by practically the non-assessment of the income of these companies.

A reference is now made to the legal and medical professions, the dentist, the civil or electric engineer, surveyors,

architects, and others, all these are subject first to a business assessment, irrespective of what the income may be. If the income derived is beyond the amount of the business assessment, then the amount of the income in excess of the business assessment is the basis of the assessment, subject to the statutory exemptions. Thus no professional man escapes taxation, and under sub-section 3 of section 10, no less an amount than \$250 shall constitute a business assessment.

Successful Machinery.

It might be said here that the clause relating to professional men originally contemplated assessing them on a business assessment only, but was afterwards amended to the above; indeed, the strictest endeavor has been made to omit no class of income properly liable to assessment. In section 11, sub-section "A," every person not liable to business assessment shall be assessed and taxed in respect of income,—so that it at present appears no one can escape. While this is just and all are made liable to assessment—(saving exemptions) the mere fact of being liable would not help so very much, if machinery were not given the assessor to help him out, so sections 16 to 21, some new and others amended as compared with the old Act, have been inserted. From these it will be seen that employers are to give or furnish to the assessor the names, places of residence, and wages, salary, or other remuneration of their employes. Section 19 requires corporations to furnish the assessor with a list of the resident shareholders of the municipality requiring the same. Then comes section 21, which provides a penalty of \$100 and an additional penalty of \$10 for each day during default. The Act, therefore, so far as touched upon, seems not only workable, but of vast improvement.

USEFUL AND ENTERTAINING ADVERTISING MATERIAL.

Advertising in connection with any business is a feature requiring careful study. Many Canadian firms use good judgment in keeping their products before the trade and consumer. E. W. Gillett Company, Toronto, have long been recognized as in the van of users of attractive and judicious advertising material, and many of their novelties have received endorsement at the hands of the public. Two of their latest and most attractive, as well as attention-arresting advertising novelties, are a series of illustrated nursery rhymes and stories and a little celluloid vest pocket memo tablet, the latter showing the new factory in brown and black colors. E. W. Gillett Company will be pleased to mail samples to readers of The Grocer, if reference is made to this notice.

COLD CLIMATE ORANGE.

The United States Department of Agriculture is conducting a series of experiments which, if successful, will probably result in orange groves being as common within the next few years in the central and western states as apple orchards are at the present time.

By grafting various varieties of the fruit, the department scientists have managed to develop an orange that is able to stand a remarkable amount of frost, and they expect confidently to develop a variety that can even withstand the severe Winters of the New England States.

The statement is made, moreover, that such oranges will be finer in flavor, more delicious in aroma, and more juicy and palatable in every way than those now grown in semi-tropical countries.

The new northern orange, however, will not be the beautiful golden of the Florida and California fruit, but a dull and lusterless green.

Distinctiveness

Is what we claim, both in label and package, as well as in the quality, of our

We trade on no person's reputation. Red Feather Tea is so prepared that it will make a reputation for us—and for you—that shall be long and profitable.

Red Feather Tea

Black, Green and Mixed—One Price Only—40c. Retail

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

TEAS TEAS TEAS

Ask our travellers to show you bargains in

Japans, Ceylons and Young Hysons

We believe we have the best values being offered to the trade.

Drop us a card and we will gladly send you samples.

JAMES TURNER & CO.

Wholesale Grocers, HAMILTON

If you want to give your customers a treat send us an order for

TARTAN Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. ALL TARTAN BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

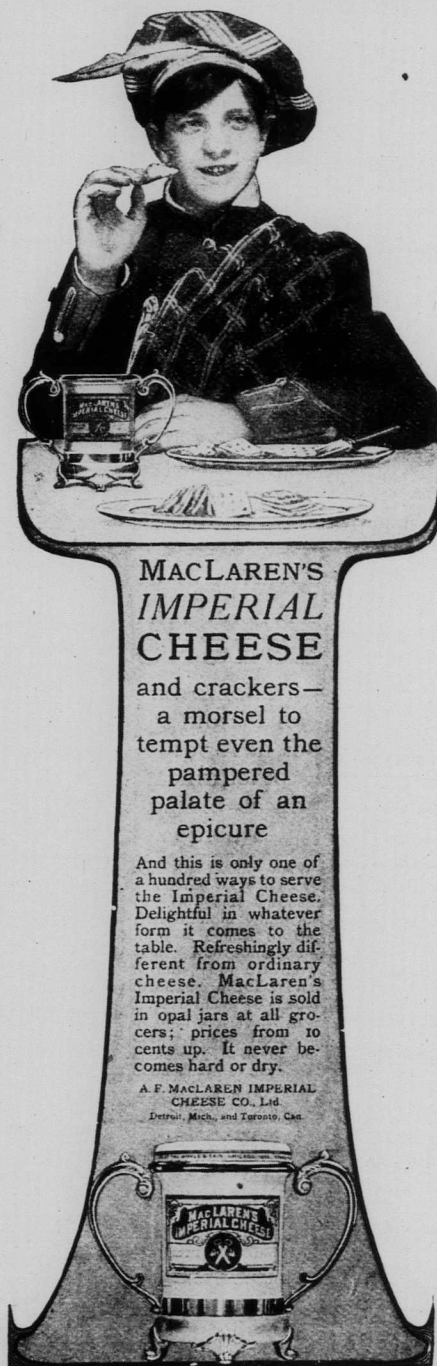
WHOLESALE GROCERS - - HAMILTON

Extra Value in Ceylon Teas

We have just received a shipment of Ceylon (Blended) Teas—very fine values—to retail at 25c., 40c., 50c. and 60c. per pound. Write for samples and prices.

THOMAS KINNEAR & CO.


TORONTO AND PETERBORO



**MACLAREN'S
IMPERIAL
CHEESE**
and crackers—
a morsel to
tempt even the
pampered
palate of an
epicure

And this is only one of
a hundred ways to serve
the Imperial Cheese.
Delightful in whatever
form it comes to the
table. Refreshingly dif-
ferent from ordinary
cheese. MacLaren's
Imperial Cheese is sold
in opal jars at all gro-
cers; prices from 10
cents up. It never be-
comes hard or dry.

A. F. MACLAREN IMPERIAL
CHEESE CO., Ltd.
Detroit, Mich., and Toronto, Can.



For Sale by all Grocers.

Business Changes

ONTARIO.

THE American Coffee and Spice Co., Limited, Toronto, have filed an application for a winding-up order, which has been contested.

D. Cain, general merchant, Bobcaygeon, is dead.

N. Taglietti, grocer, Toronto, has sold out to H. Castrucci.

A. Neilson, general merchant, Manitowaning, has been burned out.

D. Brickman, grocer and confectioner, has sold out to Harry Young.

J. Bowes, grocer, Flora, has sold his business to Mr. Tuck, of Toronto.

O. J. Moore, grocer, Mitchell, has purchased the stock of R. W. Davis.

A. D. Goodwin, grocer, Atwood, has sold out to Walter Bros., of Listowel.

W. N. Stevenson, confectioner, Almonte, is offering his business for sale.

J. Wilson, general merchant, Forrester's Falls, has been succeeded by J. H. Forrester.

A chattel mortgage on the stock of R. Diprose, grocer, Strathroy, has been foreclosed.

A meeting of the creditors of J. E. Ross, general merchant, Cobden, was held April 18.

The assets of L. Hunter, general merchant, Hammond, were advertised to be sold April 20.

G. H. Hyndman, general merchant, Murillo, has sold out to Snelgrove & Waddington.

The Provincial Grocers, Toronto, have filed a petition for winding-up order; stock to be sold by auction April 26.

QUEBEC.

F. W. Cardwell, grocer, Montreal, has been burned out.

Leroux & Cie. have been registered as grocers, Montreal.

Brais & Masse have been registered as millers, Roxton Falls.

A. Therrien & Co. have been registered as grocers, Montreal.

Rousseau & Cie., grocers, Montreal, have dissolved partnership.

Lippe & Archambault, grocers, Montreal, have dissolved partnership.

G. A. Perry & Co., general merchants, Dalhousie Station, have compromised.

Mathewson's Sons have been registered as wholesale grocers, Montreal.

The assets of E. D. Presho & Co., confectioner, Montreal, have been sold.

The assets of L. P. Martin, general merchant, St. Helene, have been sold.

C. Thibault, general merchant, Ste. Anne Des Monts, is offering to compromise.

The assets of H. Drainville, general merchant, St. Barthelemi, were sold April 19.

O. J. Beauchamp, general merchant, St. Rose De Lima, has effected a compromise.

F. A. Bedard, grocer, Lorette, has voluntarily assigned to V. E. Paradis, Quebec.

The assets of A. Lafontaine & Cie., general merchants, Drummondville, have been sold.

J. D. Ross, general merchant, Sayabec, has voluntarily assigned to Lefavre & Taschereau.

The effects of O'Connor Bros., dealers in fish and game, Montreal, are under seizure for rent.

H. Lamarre has been appointed provisional guardian for J. Lapointe, general merchant, La Maçaza.

NEW BRUNSWICK.

The stock, etc., of O. D. Hanson, general merchant, Fairville, was advertised for sale by tender up to April 18.

G. E. Ford & Sons are applying for incorporation as general merchants, Sackville.

NOVA SCOTIA.

Buffett Bros., general merchants, North Sydney, have assigned.

W. A. Godfrey, grocer, Yarmouth, has assigned.

MANITOBA AND N.W.T.

E. Ely, grocer, Saltcoats, has been burned out.

A. Hyslop, general merchant, Purves, has sold to F. R. Bailey.

H. Rodwell, general merchant, Dundurn, has gone out of business.

Bradie's flour and feed store, Saltcoats, has been destroyed by fire.

Hicks Bros. & Co., wholesale grocers, Winnipeg, have been incorporated.

TOMATO CATSUP

*Quarts and Pints. Quality Right.
Price Right.*

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The Alix Mercantile Co., general merchants, Alix, have been burned out.

L. Goldstein, general merchant, Lowe Farm, has sold to Hiebert & Loewen.

L. Goldstein, general merchant, Rosenfeld, has sold out to A. & P. Reimer.

W. J. Wallace, general merchant, Stoughton, has assigned to W. R. David.

Wallace & Munroe, general merchants, Heward, have assigned to W. R. David.

Hole & Scott, general merchants, Edrans, have been granted an extension.

W. Mason, baker and confectioner, Carievale, has sold out to T. Anderson.

J. F. Cairns, general merchant, Saskatoon, is opening up a branch at Davidson.

G. W. Wickens, general merchants, Cayley, have been succeeded by Wickens Bros.

H. Schraeder, general merchant, Aberdeen, has amalgamated with J. J. Heinriche.

A. G. Cunningham, baker and confectioner, Winnipeg, has sold to Bowerman Bros.

The Condie Supply Co., general merchants, Condie, have dissolved partnership.

C. T. Boulton, baker and confectioner, Carman, has sold his business to J. Colwell.

A. Macdonald & Co., general merchants, Lethbridge, have dissolved partnership.

Miller & Son, general merchants, Gretna, have sold to the Farmers' Trading Co.

A meeting of the creditors of the F. O. Maber Co., grocers, Winnipeg, has been held.

D. B. McNeil, general merchant, Gleichen, has been succeeded by McNeil & MacDougall.

Attesun & Sealund, general merchants, Wetaskiwin, have been succeeded by Otteson & Mallet.

The stock and store property of the Francis Trading Co., general merchants, Francis, has been sold.

The stock of the estate of Calder & Lyall, general merchants, Hamiota, has been sold to Ovens Bros.

A. E. Parsons & Co., wholesale grocers, Winnipeg, have suffered loss by fire. They carried insurance.

Briggs & Buhmer, general merchants, Gainsborough, have dissolved partnership; Mr. Briggs continues in the business.

BRITISH COLUMBIA.

Kurtz & Co., cigar manufacturers, Vancouver, have dissolved partnership.

R. Cunningham & Sons, general merchants, Port Essington, have been incorporated.

Martin & Robertson, wholesale commission merchants, Victoria and Vancouver, have been incorporated.

IMPORTS OF TEA INTO CANADA.

The accompanying statistics of imports of tea into Canada for the fiscal years of 1902, 1903, and 1904 serve to show that the consumption of China and Japan teas has been practically stationary during the past two years, while Indian and Ceylon teas have increased from 11 to 21½ millions.

	1904.	1903.	1902.
Indian, black.....	7,213,700	5,352,300	3,437,100
green.....	957,300	701,000	71,500
Ceylon, black.....	8,297,800	7,967,300	7,116,400
green.....	5,362,300	2,255,900	541,000
China, black.....	872,200	1,226,600	1,057,200
green.....	1,618,600	1,287,700	471,800
Japan.....	6,384,000	4,886,000	6,548,200
Other kinds.....	600	292,400	287,500
	30,706,400	23,969,200	19,530,700

JAPAN RAISES IMPORT DUTIES.

A new customs tariff on imports into Japan will go into effect on July 1, with an increase of duties on almost all articles that are now subject to import tax. The increase is in all cases an ad valorem increase, whether the article was previously taxed by specific or ad valorem duty, and is designed to afford an increased revenue for war expenses.

Up to this time the customs receipts have been devoted to internal administration entirely, but after July 1 the excess receipts from the new rates will be used for the war fund.

The increases will be made in accordance with a law promulgated January 1 and designed in the first place to take effect April 1, which is the beginning of a new Japanese fiscal year. Later it was considered unnecessary for the new imposts to be levied before the beginning of the second quarter, on July 1. The law increases the taxes on the following: Land, incomes, business, liquors, soy, syrup, sugar, excise, bourses, customs, mining products, licenses for hunting and fishing, medicines, mails and documents



UPTON'S

Home-Made

Jams, Jellies

and

Marmalades

Are Absolutely Pure Fruit
and Granulated Sugar.

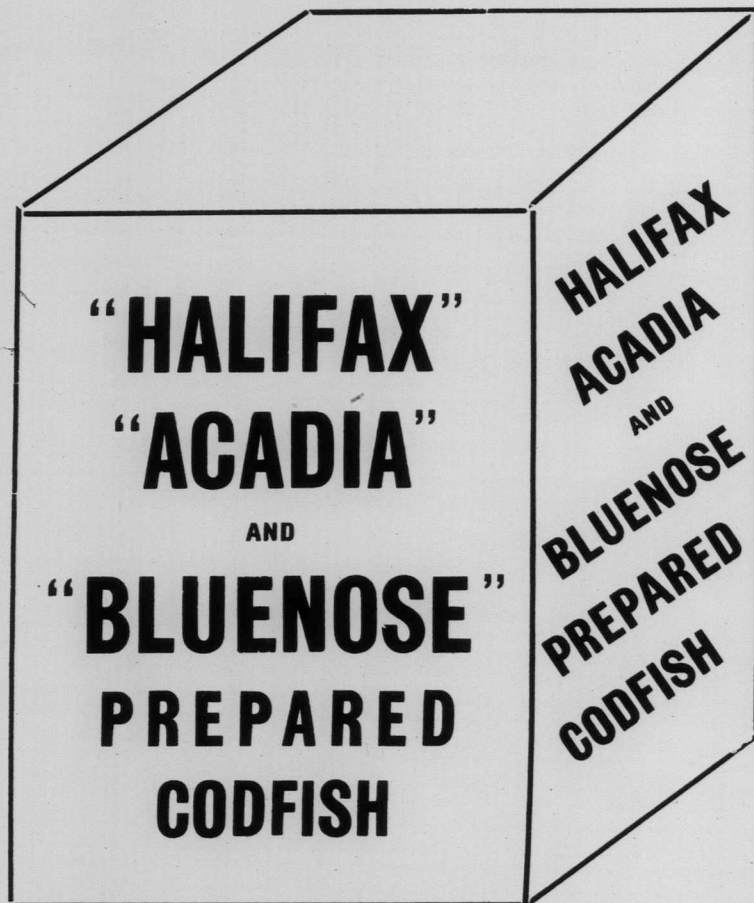
UPTON'S

GOLDEN-SHRED

Orange

Marmalade

Something New and Very
Choice.



A GOOD CORNER STONE
FOR YOUR FISH BUSINESS.
TRADE BUILT ON IT
WILL ENDURE — NOTHING
CAN SHAKE IT. CONSUMERS
ARE TOO FOND OF THESE
BRANDS TO GIVE THEM UP.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies: **A. H. BRITTAIN & CO.,**

Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

Fresh and Cured Fish

Bond's Bait Bill Passed.

PREMIER BOND has moved in the Newfoundland Legislature for the adoption of a new bill against American fishing vessels. It provides that if an American fishing vessel is found within three miles of the coast of Newfoundland, with bait, supplies or outfits purchased within any port in the island, the equipment, stores and cargo shall be forfeited. It also is provided that the task of proving that the bait, supplies or outfits were not purchased in violation of this Act will rest upon the owners of the vessels.

According to latest advices a clause has been added providing for the suspension of the new bill at the discretion of the Government. The reason for this is because it is thought the United States Senate will have acted upon the Bond-Hay treaty before the next session of the Newfoundland Legislature, in which event it is desirable that the latter should possess the power to move promptly for the prohibitory measure.

Fishing Conference.

A JOINT conference of the fishery authorities of the Lake States and U.S. officials was held in Chicago on April 8th for the purpose of establishing more uniform fishing regulations. The following recommendations were adopted:

Closed season on Lake Erie, Lake St. Clair, Detroit and St. Clair Rivers for all fish, November 15 to April 15.

Closed season on Lakes Huron and Michigan for white fish and trout, October 31 to December 15.

Closed for wall-eyed pike on Lakes Michigan and Huron, including bays and harbors and St. Mary's River, January 1 to May 15; Lake Superior, January 1 to June 1.

Closed season on Lake Superior for whitefish and trout, October 1 to November 15.

Bass and muskallonge, rod and line, January 1 to June 15; to be caught with rod and line only during open season.

Closed season on all great lakes for sturgeon ten years from June 1, 1901.

Taking for export of black bass, muskallonge and brook trout to be prohibited. Catching same fish with nets to be prohibited.

All boxes and packages containing fish to be marked with the name of the consignee and consignor, and with the contents of the package.

Following to be legal measurements of fish to be caught: Black bass, 12 inches; muskallonge, 30 inches; yellow perch offered for sale, not less than nine inches; wall-eyed pike, 15 inches; blue pike and saugers, 10 inches; white-fish and lake trout to weigh not less than two pounds dressed, or two pounds, four inches round; herring in Lake Erie, 10 inches.

State and national fish commissions to be permitted to take spawn during closed season.

Sale of speckled and rainbow trout raised in private waters to be permitted.

Having in possession any fresh fish three days after beginning of the closed season to be considered prima facie evidence of guilt.

Fishermen May Form Unions.

There are forty thousand men engaged in the fishing industry in the provinces of Nova Scotia and New Brunswick. Hitherto they have not felt it necessary to organize themselves into unions, but it seems that the time has now arrived for them to make a move in this direction. Several associations have been formed by the Maine fishermen, and their brethren in New Brunswick are inclined to join the procession.

Big Salmon Deal.

A big salmon deal was completed in Seattle early this month, when the Northwestern Fisheries Co. purchased the entire holdings of red salmon belonging to the defunct Pacific Packing and Navigation Co. for a sum aggregating \$500,000.

Fish Gossip.

Years of alarmingly light catches have been followed this Spring by an extraordinary run of luck for the fishing interests of Lake Erie, according to latest correspondence from that locality.

Preparations for the canning of Spring salmon at points along the coast of Northern British Columbia are well under way, and operators have been leaving Vancouver in crowds during the last two weeks.

BOOKS FOR BUSINESS MEN

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth
\$3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Pamphlet about it sent on request.

350 pages, Bound in Half Leather
\$3.00 POSTPAID

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get \$50.00 a day for their originators.

Pamphlet about it sent on request.

160 pages, fully illustrated, Bound in Art Boards with Title Label in Two Colors
\$1.00 POST-FREE

Successful Advertising—How to Accomplish It.

BY J. ANGUS MACDONALD

A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth its price

400 pages, Cloth
\$2.00 POSTPAID

TECHNICAL BOOK
DEPARTMENT

The MacLean Publishing Co.

Limited
10 Front St. E., TORONTO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

565. A Liverpool firm possessing a connection among buyers of excelsior invites samples, accompanied by c.i.f. quotations from Canadian manufacturers of the material.

576. A Welsh firm in a position to purchase large quantities of broom and shovel handles would be pleased to hear from Canadian manufacturers of same.

583. A firm in Rotterdam, Holland, handling large quantities of cocoa butter, asks to be placed in correspondence with Canadian importers.

588. A French house of olive oil wishes to introduce its produce in Canada.

589. A wine house of Bordeaux wants a good representative to sell its high wines and liquors in this country.

590. A French house desires an agent to introduce in Canada a well-known make of liquor.

596. A Parisian firm of raw materials, wants to get in communication with Canadian glue manufacturers.

597. A French house of varnishes and black japan wants to open with like firms in Montreal.

589. A flavoring extracts manufacturer in Marseilles wishes to correspond with Canadian importers.

600. A gentleman who has been general manager of a British confectionery company, and with a special knowledge of the manufacture of candied peel, confectionery, jams, jellies, etc., desires to get in communication with Canadian manufacturer requiring the services of one who has had a large experience in the above lines, especially candied peel.

601. An importer of fish in Birmingham, Eng., desires to know: (a) Whether salted gutted salmon, flats, i.e., in layers, in boxes or barrels, can be supplied from either Nova Scotia, New Brunswick, Eastern Quebec or British Columbia. (b) Approximate prices according to season packed, cases and salt, either free, or if extra, such extra prices for packing, etc. (c) Delivery whether "on rails" New Westminster, or elsewhere, f.o.b. Halifax or elsewhere, or in short, how the suppliers would deliver; and if possible, the freight and other particulars necessary to work out c.i.f. price ship at Liverpool.

603. A Birmingham firm wishes to get in touch with Canadian firms who are in a position to supply all kinds of wooden handles.

607. A Stourbridge firm inquires for

"PURE FOOD TALKS"

MAPLE SYRUP

A
WARNING

Owing to the decision of the Government to apply the Pure Food Laws as regards Maple Syrup, this season there is an unusually large number of new brands being offered to the retail trade.

While these all claim to be pure, and may or may not be, yet the dealer is better protected handling only such brands as are guaranteed by some reputable firm.

OUR "ANCHOR" brand

OUR
GUARANTEE

Maple Flavor Syrup is guaranteed an absolutely pure syrup with the genuine Maple flavor.

EVERY TIN HAS OUR GUARANTEE—We authorize the refund of the purchase money if it is not perfectly satisfactory.

HOW
PACKED

It is packed in wine pint round tins, - - cases 24 tins.

" quart square tins, screw tops, " 24 "

" hf-gal. " " " 12 "

" gallon " " " 6 "

Imperial measure 5-gallon tins, " 1 "

SPECIAL QUOTATIONS ON 3-CASE LOTS DELIVERED AT YOUR STATION.

You may get lower quotations on other brands but the quality is correspondingly poorer.

SEND YOUR ORDERS AT ONCE TO

THE **EBY, BLAIN CO., LIMITED**
Wholesale Grocers, - TORONTO

Canadian firms who can regularly ship large quantities of wooden handles.

610. A Coventry firm is desirous of representing a Canadian firm wishing to place corn and meal produce in Great Britain.

616. A Dudley firm wishes to find a market in Canada for hamper and basket fittings.

Any desiring the names and addresses of the firms making these inquiries will be careful to quote the number of inquiry. This information may be obtained upon application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

OPEN FOR CANADIAN BUSINESS.

The Balogna Lime Works Co. and Mercantile Agency, manufacturers and general commission merchants; Bridgetown, Barbadoes, are open to represent Canadian firms in the West Indies, and to handle on consignment such food-stuffs as flour, fish, pickled pork, cheese, oats, peas, etc. This firm are in direct touch with the retail trade in the islands, and invite correspondence with firms desirous of developing West Indian business.

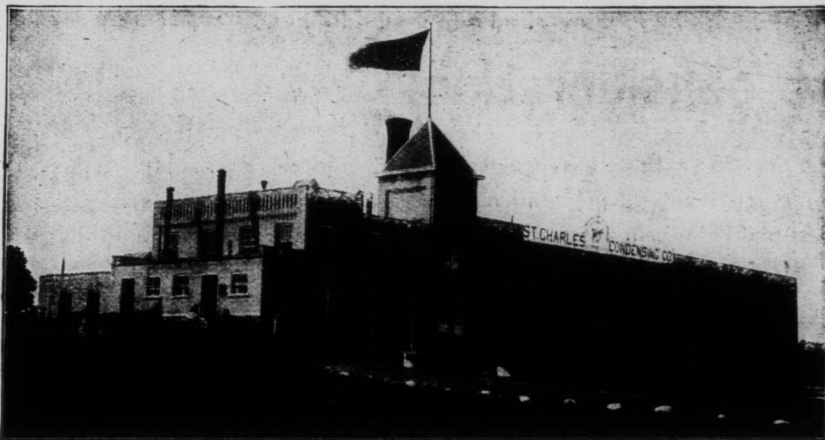
The Best Coffee

TO BE HAD

will bring and **hold** trade. The good grocer realizes this and buys his best coffee from

TODHUNTER, MITCHELL & CO.

7 Front St. East, TORONTO



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

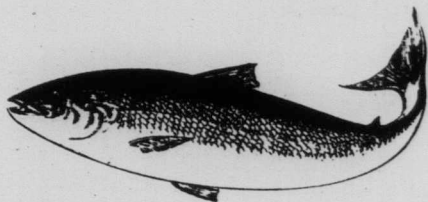
Added to our splendid assortment of
GOLD MEDALS.

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

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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.



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs. "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.

"Quality is our first consideration."

For over 30 years we have made Coffees and Spices a close study. Everything relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our high-grade Coffees

A. M. PIPER & Co.,

116 Jarvis Street,

TORONTO, ONT.

EASTER

HAM BACON EGGS

Just as sure as Bonnets You must have them if you want the Easter trade. You may gather the eggs yourself, but if you want the very nicest assortment of Hams and Bacon you ever saw, send your order to us, early

F. W. FEARMAN COMPANY,
Limited,
HAMILTON, ONT.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

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

THE PARK, BLACKWELL CO.
LIMITED
TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Bacon Situation.

THE domestic market in bacon and cured meats shows a decided improvement this week, the price of hogs having gone to \$6.50. Local trade is good, partly on account of the Easter demand and partly on account of the opening of navigation.

The export market is also looking up, quotations for the week ranging from 52 to 57 shillings in sympathy with comparatively light receipts. Canadian packers are of the opinion that the market is perilously near the danger point because of the very large receipts in the United States which will undoubtedly be unloaded in the near future. In Denmark the market continues

Lean was presented with a complimentary address and a handsomely-engraved gold watch by his old associates as a mark of their esteem and good wishes.

Mr. McLean has been associated with the wholesale provision business for 17 years. He started with the Gunn, Flavelle Co., Front street, Toronto, and served this firm in various capacities until 1895, when he founded the present business at 77 Colborne street, under the firm name of Graham, McLean & Co. In 1898 the name of the firm was changed to J. A. McLean and in 1902 it became the J. A. McLean Produce Co., a limited concern. The special feature of the business carried on by the J. A. McLean Produce Co. is their domestic and export trade in butter and eggs; the latter having been initiated about 3 years ago and having already assumed large proportions.

Mr. J. L. Bowes, the new president and manager of the J. A. McLean Produce Co., has been associated with the firm for about 3 years as one of the directors, during which time he has identified himself more particularly with the export end of the business. He has visited the Old Country several times in connection with the development of Canadian export trade, and always with excellent results. Mr. Bowes' previous business experience was gained with his father, with whom he was associated in the live stock business in Victoria County. The J. A. McLean Produce Co. have further strengthened themselves by the admission of Mr. W. T. Hogg, president of Hogg & Lytle, Oakwood.

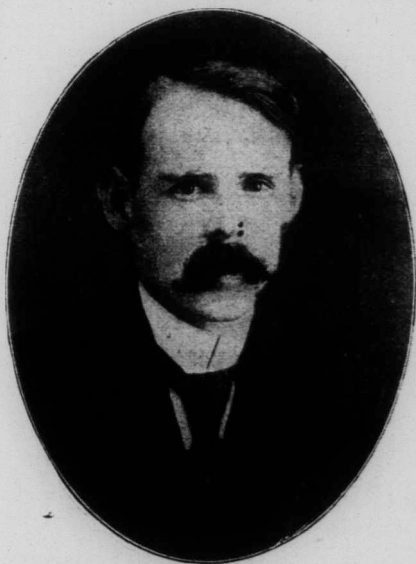
J. Y. Griffin & Co. Extending.

The fire in the J. Y. Griffin & Co. plant in Winnipeg has hastened plans for extension which the management have had in view for some time because of the increasing demands of their business. The present temporary beef plant is to be replaced by another which, in connection with a canning plant, will cost more than \$100,000. The new beef plant will be four times the size of the present temporary one and will be completed within two years. The building will be 300 ft. by 60 ft. in dimensions and will be three storeys high. It will be a solid brick structure with all modern improvements,—slaughtering house, refrigerators and storage rooms, etc.

In addition to the beef plant there will be a large canning factory, a branch of the business to which special attention will be paid.

Why Are Eggs Cheap in Winnipeg?

In comparing the ruling price of eggs in Winnipeg and Toronto during the past few weeks, the question may well be asked: "Why are eggs cheaper in Winnipeg than in Toronto?" There are several reasons. In the first place the season is two weeks earlier in the West; this would, however, be offset by the comparatively higher prices prevailing in that market for produce generally. The most significant reason is that the



Mr. J. A. McLean.

about on a level with that ruling for the past few weeks. Receipts are moderate and quotations unchanged.

Important Business Change.

MR. J. A. McLEAN, founder of the J. A. McLean Produce Co., Toronto, Colborne street, has sold his interest to J. L. Bowes, who will conduct the business in future. Mr. McLean has accepted a position as manager of the produce department of the Park, Blackwell Co., Toronto, and will devote his entire time to the domestic and export trade of this firm in eggs, butter and cheese. On Monday, April 17, at his home in Berkeley street, Mr. Mc-



Mr. J. L. Bowes.

West has been overloaded with eggs since last year and the trade now find themselves in the unenviable position of having to unload at a considerable loss.

Produce Department.

Owing to their large and rapidly-increasing volume of trade in produce, the Park, Blackwell Co., Toronto, have added a number of cold-storage rooms, chilled by machinery, for taking care of large quantities of butter, eggs and cheese for export and local trade.

E. De Montigny has purchased the Occidental Dairy Co.'s butter factory at St. Anne, Man.

RETURNED
APR 27 1905
To Joe Acton
Pub &
Cut Book 3
Page 4



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3 " wide
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NOTE—1,000 pieces of Gum for re-filling will cost you only \$6.50 —brings you in \$10.00.

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and at ALL TIMES

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73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—A better tone is noted in the provision business for the week. Prices are firm, and the presence of Easter week has brought about an increased demand generally. Beef is considerably higher than last week, and the price of hogs, if anything, above that last quoted, namely, \$6.25 to \$6.50. We quote the following:

Long clear bacon, per lb.	\$0 09	\$0 09½
Smoked breakfast Bacon, per lb.	0 13	0 13½
Roll bacon, per lb.		0 10
Small hams per lb.	0 13	0 13½
Medium hams, per lb.		0 13
Large hams per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 15	0 15½
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	19 00	19 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.		0 09½
" tubs	0 09½	0 09½
" pails	0 09½	0 10
" compounds, per lb.	0 07	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 00	10 00
" front quarters	4 50	8 50
" choice carcasses	7 25	9 00
" medium		7 00
" common	6 00	7 00
Mutton		0 10
Lamb, spring, cold storage		0 11½
Lamb, yearling		0 14
Veal	0 07	0 09½
Hogs, light		
" street lots	8 25	8 50

Butter—Receipts of butter on this market, although improving, continue light, and barely enough to supply the demand. Prices are high as compared with this time last year; it must be remembered that about Easter time a year ago there was plenty of tub butter on hand, whereas this year the market is bare. Lower prices are expected in the very near future. We quote the following prices:

Creamery prints	Per lb.	0 24	0 26
" solids, fresh		0 22	0 24
Dairy prints		0 22	0 23
" large rolls		0 21	0 22

Cheese—The cheese market continues very firm, with the little old stock that remains from last season in comparatively few hands. A few April cheese have been made, but these have been contracted for at the factory at about 10 1-2c., which leaves very little margin between them and old cheese. The export market is firm at about 59s. Our quotations are as follows:

Cheese, large	Per lb.	0 11½
" twins		0 12

Montreal.

Provisions—The market maintains a steady tone in all lines. It is expected that this week an improved demand for all kinds of provisions will follow, being the last Lenten week. Spring lamb has made its appearance, and is opening at lower prices than last year on account of the late Easter. Fresh hogs are arriving in good lots. Fresh abattoir-killed hogs are steady at \$9.00 to \$9.25. Lard is in fair demand. Hams and bacon are in much better demand than for some time past.

Canadian short cut mess pork	\$18 00	\$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb.	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl.	11 50	12 00

"Boar's Head" brand, tierces, per lb.	0 06½	
" tierces, per lb.	0 07	
" 60-lb. fancy tubs	0 07	
Cases, 20 3-lb. tins, per lb.	0 07½	
" 12 5-lb. tins	0 07½	
" 6 10-lb. tins	0 07½	
20-lb. wood pails, each	1 45	
20-lb. tin pails, each	1 35	
Wood net, tin gross weight—		
Wood Tin	1 57	1 70
Pure lard, pails	0 07½	0 08½
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—Trade is quiet locally, with fine white at 12 to 12 1-2c, while fodder cheese is quoted at 11 1-4 to 11 1-2c. There is not much offering, and this is a feature of satisfaction to dealers, who, as a rule, do not encourage traffic in this class of cheese.

Butter—The market eased off a few cents towards end of last week, but has since recovered, and choice fresh milk creamery is quoted at 24 to 24 1-2c. in jobbing way. The output is increasing, and during this week, owing to good Easter demand, no drop is expected. As soon, however, as the factories commence shipping freely, prices will go off considerably.

Finest creamery	0 24	0 26
Fine	0 23	0 25
Medium	0 22	0 23
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 21	0 22

Eggs—This week business has been good, and the trade is getting in its Easter supply. Held stocks are all cleaned out, and only strictly fresh are being sold. The report that some local commission houses had started pickling is denied, though it is stated that western dealers had commenced pickling. Strictly fresh..... 0 15 0 17

Winnipeg.

Butter—Both creamery and dairy butter continue in very brisk demand and in rather scant supply. Prices are firm and advancing, but it is thought that the supply will be sufficient to meet the demand in another fortnight. There should be some profit for dairy butter in the hands of country merchants. We quote following prices to the trade:

Dairy, assorted pkgs., selected	0 21	
" round lots	0 17	
" (separator), 1-lb. bricks	0 27	
Finest fresh creamery, in 56-lb. boxes	0 28	0 29
" in 1-lb. bricks	0 29	0 30

Cheese—A further advance in cheese is noted this week. We quote:

Finest Manitoba, large	0 12
" Ontario	0 12½
" twins	0 13
Square cheese	0 13

Lard—Still very firmly held, but no change in price. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb.	2 10
" 3-lb. tins, per case 60 lbs.	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

Cured Meats—Prices are firm. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon	0 16
Backs	0 10½
Picnic	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy 20 to 30	0 12½

BUTTER and EGGS

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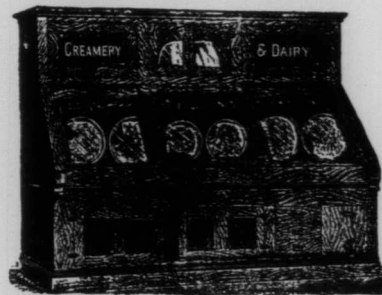
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10 FRONT STREET E., TORONTO.

Picnic, ..	assorted sizes	0 08½
Shoulders,	0 08½
Bacon, ..	breakfast bellies,	0 13
..	breakfast backs	0 10½
..	Wiltshire sides	0 15
..	spiced rolls, long	0 09½
Manitoba butts ..	.....	0 09½
..	skinned	0 10
..	boneless and rolled	0 11
..	rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear ..	.....	0 08½
..	smoked	0 09½
Shoulders ..	boneless backs,	0 09½
..	.....	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00	
Standard mess pork, per bbl	10 50	
..	16 00	
..	per ½ bbl	9 00

PICKLED GOODS (COOKED).

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

Halifax.

Provisions—The market in provisions remains about as reported a week ago, though there have been some declines in prices. Beef has still to be imported, as the native product is not up to the market either in quality or quantity. This week calls for a good display of Easter beef, but it will be largely western. Pork is in good supply, and prices nominal. Veal is plentiful, and there are a few Spring lambs on the market. Fowls, chickens and turkeys are a little more plentiful, but prices are high.

Eggs are now coming forward in good quantities, the fine weather having

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stimulated production, and prices have declined. On Saturday, fresh-laid colored eggs were retailing at 22 cents, although some were asking 25 cents. The butter market is still strong, with only nominal native receipts.

St. John.

Provisions—Barrelled pork and beef both tend higher. Pork in particular has of late shown upward tendency. Business is not large. Smoked meats are held at full figures. Pure lard is rather higher. The advance in this line has meant quite an increased demand for refined lard. Fresh beef is tending higher. In veal stock is quite freely offered. Best stock is firm. Some lamb is seen, but price is very high. There is a fair inquiry for fresh mutton. Pork is firm at full figures.

Mess pork, per bbl	\$16 50	\$17 00
Clear pork ..	16 00	18 00
Plate beef ..	13 50	14 00
Mess beef ..	10 50	12 00
Domestic beef, per lb.	0 04	0 06
Western beef ..	0 07	0 08
Mutton ..	0 04	0 06
Veal ..	0 06	0 08
Lamb ..	0 08	0 09
Pork ..	0 13	0 14½
Hams ..	0 10	0 13
Rolls ..	0 10	0 10½
Lard, pure, tubs ..	0 10½	0 11
..	0 08	0 08
Refined lard, tubs ..	0 08½	0 09
..	0 08½	0 09

Butter—Stocks are light. Full prices are asked. Really good quality readily brings high figures.

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair ..	0 17	0 18

Eggs are in fair supply, prices while rather lower are fairly firm, and little change looked for.

Eggs, hennery	0 25	0 25
case stock	0 16	0 18

Cheese—Stocks not large. Price rather higher.

Cheese, per lb.	0 11½	0 1
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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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Scott, David, & Co., Liverpool, Eng.
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Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, 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, Trucks, Scoops, Scales, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
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.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Radiger & Janion, Victoria and Vancouver, B. C.
Ratray, D., & Sons, Montreal.
Rutherford, Jas., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Wolsley, Assa.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

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Walkerville Match Co., Walkerville, Ont.

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

Mops.
Tarbox Bros., Toronto.

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Capstan Mfg. Co., Toronto.
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Davidson & Hay, Toronto.
Flett's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
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Anglo-Canadian Supply Co., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.

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

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Ham & Nott Co., Brantford, Ont.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Dominion Salt Agency, London, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Duncan Company, Montreal.

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

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Lafamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Ratray, D., & Sons, Montreal.
Sloan, John, & Co., Toronto.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinneir, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Piper, A. M., & Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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

Washing Compound.
Keen's—Frank Maxor & Co., Montreal.
Winn & Holland, Montreal.

Wines and Liquors.
Bates Mfg. Co., Toronto.
Beland, B. O., Montreal.
Sleeman, Geo., Guelph, Ont.

Woodenware.
Bennett Mfg. Co., Pickering, Ont.
Woods, Walter, & Co., Hamilton.

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

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Gillett, E. W., Co., Toronto.
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by the quality of the goods you sell. Low prices are a temporary help, but high quality builds up permanent trade. Remember what a famous philosopher once said, "You can fool some of the people all of the time and all of the people some of the time, **but you can't fool all of the people all of the time.**"

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NEW ADVERTISEMENTS.

Bowyer, T. B., & Co., London, Eng.
Sowerbutis, A. E., & Co., London, Eng.
Wilson Commission Co., Brandon, Man.

SIGNS ON STORES.

THE complaint is heard from time to time that country merchants do not pay sufficient attention to advertising their place of business as such to the casual passer-by; that very often they have no business sign at all in front of their stores, and when they can boast of one it is more likely than not to be so weather-beaten as to be unintelligible.

Such a state of affairs is entirely without reason. A grocer may manage to eke out a living from the trade in his immediate vicinity, even supposing the general public are ignorant of the fact that he is in such and such a place to do business. But can he be said to be

servicing the community in the truest sense when he has not enough interest in probable customers to keep them enlightened as to where they may find "John Smith's" grocery store?

No enterprising grocer would think of leaving himself liable to such a charge, and, as a matter of fact, the number of tradesmen in this country who have is very small. The minority deserve to be reminded that in failing to serve the consuming public they are neglecting their own interests, and in these days no live grocer can afford to lose sight of a single one of the many ways of attracting trade, to say nothing of neglecting to advertise his place of business by means of a conspicuous sign-board.

DEATH FROM HEART FAILURE.

NEW YORK doctors have noticed a startling increase in the number of sudden deaths from heart failure in the city during the first three months of the year. These deaths or the majority of them they attribute directly to the tense life lead nowadays by dwellers in large cities. While the general death rate has been remarkably reduced, through the wonderful advances made in medicine and surgery, the number of deaths from this other cause has been steadily increasing.

The simple truth is that men are living too strenuously. They eat too fast, they work too hard, they play too hard, and they sleep too little. Sermons could be preached on each one of these heads, but the mere statements should carry conviction.

Even in our Canadian cities, small though they are as compared with New York, the evil is a noticeable and a growing one. Business is carried on with more strain than it used to be and the increased strain is carried into all departments of life. The very multiplication of facilities and labor-saving devices has tended to make the brain and the body work harder. Let warning be taken before it is too late.

NINETY THOUSAND MEN WANTED

Manitoba is calling for 90,000 men, and the request is urgent. This is the intimation given by the Government Im-

migration Agent of the province, who is in the closest touch with existing circumstances. Here are chances and possibilities and prospects for men crowded in the uncongenial environment of the cities to secure work that is conducive to mental and bodily vigor. There is little excuse for idleness with such a call at hand, and it is hoped that it may reach the ears of those ready to listen, and be answered by many whose condition will be bettered and who will have cause to be thankful for the change.

RAILWAY DISCRIMINATIONS.

THE recent report of the Ontario Railway Commission favoring the taxation of railway property brings up an important subject for consideration during the present session of the Ontario Legislature. It is necessary that every section of industry should bear its fair share of taxation, regardless of whether the interests are corporate or private. For years the railways have escaped the payment of taxes upon their productive property, while the small business man has been paying his own share as well as that of the shirkers.

Another question of importance is that of discrimination in freight rates. Every merchant knows of cases where favor has been shown certain interests or sections of the country to the disadvantage of others. Only this session has it been up for discussion in the House of Commons. A short time ago a mass of evidence was produced to show that the rates on agricultural products leaving the country were arbitrary, and on many products excessive. The rates on commodities were dealt with. The export rates on these manufactured articles were found to be from 50 to 60 per cent. higher than the import rates—that is, the American or other foreign manufacturer could send goods to Canadian customers over Canadian railroad lines at rates 40 to 50 per cent. below those exacted from the Canadian manufacturer. Members from the Northwest have also had something to say about freight rates there.

SHOULD COMMERCIAL TRAVELERS BE TAXED?

THE following letter from a prominent firm of importers and wholesale grocers in Victoria, B.C., is significant in view of the legislation against commercial travelers from Eastern Canada, which has just come into force in British Columbia:

Editor The Canadian Grocer—

Under separate cover I am sending you a copy of the "Daily Colonist," in which you will see an editorial comment on "The Commercial Travelers' Tax," which is now in force in British Columbia. This was prompted by your editorial on the same subject in your issue of March 31, and I think, in justice to the merchants and manufacturers of this province, that you should give this editorial a like privilege in one of your future issues.

H. G. WILSON.

Victoria, B.C. April 13, 1905.

The editorial referred to appeared in the Victoria Colonist of April 13, and is as follows:

The Canadian Grocer of recent date reflects in its editorial columns the hostility which has been aroused in Eastern Canada in wholesale centres against the action of the British Columbia Legislature in imposing a tax of \$100 per annum on commercial travelers doing business in this province. The Grocer a few weeks ago condemned this action on the ground that British Columbia had no right to discriminate against Eastern Canadian houses, and that the national interests of Canada required a perfectly free intercourse of trade between the various provinces, and it reminds its readers again "that the successful working out of the scheme of Confederation postulates unrestricted and unhampered trade and intercourse between the people of the different provinces, and that anything that does not conserve this end cannot be viewed as other than a barrier in the way of our commercial development as a nation." It regards the tax as a short-sighted policy and contrary to the spirit of Confederation.

Manufacturers and wholesalers in the East whose interests are affected by this bill have sent deputations of commercial travelers, from various centres, to Ottawa to interview the Minister of Trade and Commerce.

They claim that the imposition of the \$100 tax is a violation of the British North America Act and a restriction upon trade, and have asked the Dominion Government to veto a measure that cannot do other than injustice to the wholesale manufacturing and mercantile interests throughout the Dominion. It was pointed out by these gentlemen that, roughly estimated, the imposition of this tax will mean an annual outlay to the

merchants of Toronto alone of over \$14,000.

The question of the constitutionality of this tax is one which can easily be decided by reference to the courts, but we hardly think the Minister of Justice will take the responsibility of advising the disallowance of an Act which appeared, to the British Columbia Legislature at least, to be clearly within its rights. In fact, there is not much doubt about it.

Naturally, the eastern wholesaler and commercial man will oppose anything that increases the expense of doing business in this province or elsewhere, but there are other considerations involved. It is very well to talk of the free interchange of products throughout the Dominion and the undesirability of imposing restrictions upon trade. It is forgotten, however, that, by reason of the position that British Columbia occupies in Confederation, the benefits of interprovincial trade are wholly one-sided. While British Columbia pays

KEEP PLYING THE OARS.

The most successful advertisers of this country are the steady advertisers; the men who plan campaigns in great detail; the men who have started advertising in a modest way and have increased their appropriations as the results became apparent. These men have never been foolhardy enough to believe that they could scale the heights of prosperity at a single bound, or could count on past advertising to carry them along on "downy beds of ease" through the present. Advertising gathers force as it goes—stop it for any length of time and you have to make up for the loss of momentum. The merchant or manufacturer who drops his advertising during dull seasons is dropping his oars in midstream and letting the current bear him backwards.—Printers' Ink.

5 per cent. of the price of Confederation it gets in return 1 per cent. of its trade benefits.

Let us consider how the matter of the tax works out in connection with our own commercial interests. One of the serious complaints of the late Assessment Act by the commercial community was that while the local merchant and manufacturer were taxed upon their stocks as personal property by the Provincial Government and at the same time were made to pay heavily to the municipalities for their realty, the commercial traveler from the east could come in with his samples, sell in competition and enjoy all the benefits of the local market without contributing a cent to provincial or municipal treasuries. We need not go into an exhaustive comparison between the conditions here and in the east and consider the handicaps imposed upon our trade and industry of this province by these conditions, which include sparseness of population, isolation, high freights, dear labor, etc., etc. The eastern wholesaler and manufacturer have enjoyed the freedom of our

market, which is one of the most profitable in the Dominion. The British Columbia manufacturer and wholesaler enjoy few, if any, of the advantages of reciprocity with the rest of Canada.

Can the eastern man, if in these circumstances, complain that, in doing business in British Columbia he is asked to share a small portion of the burden cast upon the local men with whom he comes in competition? If the commercial travelers should have to pay even \$15,000 or \$20,000 a year for a trade which is worth many millions of dollars, as a business transaction, we do not think they have any grievance. Would they not willingly pay a much larger sum to reach any other market which offered the same advantages that British Columbia does?

It is evident that the wholesale merchants and manufacturers of British Columbia will have a certain amount of protection under the new Act which they did not enjoy before. But as to the injustice of local firms being subject to a tax upon stocks carried by the Provincial Government and liable to a heavy realty tax from their municipality while the eastern traveler comes in as a free lance to compete with them on their own ground, there is room for argument. It must not be forgotten that the eastern wholesaler or manufacturer also pays heavy taxes at home, and that the visits of his traveling representatives to British Columbia are not entirely barren of beneficial results to the West.

As to the claim that British Columbia enjoys no benefit from unrestricted interprovincial trade it will scarcely be contended by British Columbia houses that they do not profit from the trade they have worked up in the Territories and Manitoba, to say nothing of the business connection they have established in the east. It looks threateningly like penny wisdom and pound foolishness on the part of western business men to have even attempted to exclude eastern Canadian merchants from British Columbia. Surely they have no desire to bring about an entire segregation of British Columbia from eastern Canada in matters of trade. There may, of course, be local circumstances to be taken into account of which we are not cognizant; in the meanwhile The Grocer still holds that the Government authorities and the business men of the Pacific province have consulted their immediate interests rather than their own best interests, and that of Canada as a nation in allowing the Commercial Travelers' Act to become law. The reading columns of The Grocer are open for discussion on this vital subject.

RETAIL GROCERS' CONVENTION

THE first annual Provincial Convention of the Grocers' Section of the Retail Merchants' Association of Canada was held in the board room of the Association at Toronto commencing on Wednesday afternoon, April 12, at 2 o'clock. Over 160 delegates were present.

After addresses of welcome by President S. Corrigan of the Toronto branch, and Chairman Geo. Good of the Grocers' Section of the Toronto branch, F. C. Higgins, chairman of the Provincial Committee, delivered a thoughtful address on the needs of the grocery trade. He believed the time had arrived when retail grocers should recognize that meetings of this sort were as much a part of the individual business of grocers as was their daily occupation. He stated that several important questions would come before the meeting, and he wished every member would give them very careful consideration. He desired also to say that he believed he was expressing the views of everyone present when he stated that they had not met for the purpose of fault-finding or raising antagonism against any other portion of the grocery trade, because he believed that the retail trade could only be improved as they worked in harmony with the wholesale and manufacturing interests. But by working in harmony he did not mean that they should accept all terms and conditions presented to them without passing an opinion upon them. He felt that the retail grocers of the Dominion were quite capable of understanding their requirements, and that the trade as a whole could only be benefited by the manufacturers, wholesalers and retailers all working in harmony under some intelligent methods and through properly-conducted organizations. He hoped that next year when they met again, they could point to a great deal of good work that had been brought about through their gathering to-day.

The proposed amendments to the Pedlars' and Hawkers' Act, as proposed by the Dominion Board, were then taken up, and with a few slight alterations unanimously adopted. Considerable discussion took place on the proposed amendments to the Transient Traders' Act as suggested by the Dominion Board, which were also carried unanimously. The proposed amendments to the Trading Stamp Act whereby the present Act would be amended so as to abolish all coupons, premiums, and all gift schemes, were unanimously adopted and the Dominion Board heartily congratulated on the efforts they had put forth to have this system abolished.

In reference to the Division Court Act, the only change made was to increase the fee to 50c. instead of 25c. as originally proposed, and to reduce the amount of salary to be allowed a debtor from \$7 to \$6.

Thursday Session.

The Thursday morning session opened with a continued discussion on the Pedlars' and Hawkers' License Act, which lasted until 11.30, when the committee adjourned and waited in a body upon the Honorable W. J. Hanna, Provincial Secretary, and the Ministers of the Crown. There was a large delegation present. They were introduced by Mr.

Geo. Pattison, M.P.P., for South Waterloo. The case was presented by E. M. Trowern, the Dominion Secretary, who asked for four amendments to the Municipal Act. (1) That the Pedlars' and Hawkers' License Act be amended. (2) That the Transient Traders' Act be amended. (3) That the Trading Stamp Act be amended. (4) That the Division Court Act be amended.

The following speakers then endorsed the need of the amendments: J. F. Clark, Port Hope; J. McMillan, Bracebridge; Hy. Foulds, Brantford; C. A. Nairn, Goderich; Alderman Steveley, London; G. S. Klein, Hamilton; R. S. Ford, Petrolia; Geo. Vicars, Barrie; Mayor E. Y. Godfrey, Meaford.

The afternoon session was opened at two o'clock when the resolutions and reports of committees were presented as follows:

Resolutions on Trade Subjects.

Resolution 1—That the practice adopted by some manufacturers of placing a set retail price on their goods and advertising them without giving the retail trade a fair profit, and without consulting the retail trade, is an injurious practice and that it should be considered by this meeting.

Resolution 2—That as the retailer's profit is so small in proportion to the great amount of work that he is compelled to do, it be strongly urged upon the meeting the desirability of having as many goods as possible placed upon the Price Contract Plan.

In reference to the above, the meeting resolved, that the practice of some manufacturers advertising their goods to be sold at a retail price that does not give the retailer a fair reward for his labor be condemned, and that all manufacturers be recommended to adopt the Price Contract Plan and consult with the Association before doing so. Carried.

Resolution 3—That the system adopted by some wholesale houses of selling direct to consumers is unfair and that the Association recommend the secretary write to the Wholesale Guild and all other wholesale houses or associations, both fruit and produce, drawing their attention to this abuse and asking for its discontinuance.

Resolution 4—It is the opinion of the grocers present that goods in bulk are preferable to package goods, and that, excepting those package goods sold on the price-current plan, the Association should recommend bulk goods to be pushed and sold in preference.

Resolution 5—That it is desirable that some system should be adopted whereby dishonest salesmen could be reported, and that in the case of a dishonest salesman or driver, his or her case should be reported to the Secretary of the Retail Merchants' Association and the Secretary or some other person of the Retail Merchants' Association investigate the matter and hold all information for all members.

Resolution 6—Are the methods adopted by the Wholesale Grocers' Guilds or Associations beneficial to the retail trade? The meeting resolved that the methods adopted by the Wholesale Grocers' Guilds or Associations are not in the best interests of the retail grocers, if the retailers are not consulted and made a party to all trade arrangements.

Resolutions on Legislation.

Resolution 1—That the proposed legislation brought in to the Provincial Legislature by the Council of the City of Toronto, whereby all fruits, meats, etc. shall be kept inside and not exposed in any manner, is injurious legislation for the grocery and fruit trade, and that this meeting oppose it, believing that the officials of all municipalities should make special efforts to keep the public streets clean before they ask the trade to cover up their goods.

Resolution 2—That the Legislation Committee be requested to look into the possibility of having the law amended in reference to grocery salesmen going from town to town taking orders for delivery from city stores. This resolution was approved and transferred to the Legislative Committee of the Provincial Board.

Resolution 3—That the weight of a bag of potatoes be determined so that we can have uniformity in all provinces. This was unanimously approved and transferred to the Dominion Board to take it up at Ottawa.

Resolution 4—That it is advisable to have the Adulteration Act amended, so that the manufacturers can be compelled to label the quality of their goods, and hold them, and not the retail grocer, responsible for the quality. This was also approved and transferred to the Dominion Board to take it up at Ottawa.

Resolution 5—The Association consider the present system of scales inspection an injustice to the retail merchants, and think this a very important matter and should be brought before Parliament and adjusted. As this matter is now being dealt with by the Dominion Board, the Association express their hearty approval of their action in taking it up, and promise them their best support.

Resolution 6—That in the opinion of the Convention the encouragement of the sale of pure foods and the discouragement of impure foods will encourage the manufacturers to bring their products to a standard of purity. Unanimously approved.

Election of Officers.

The election of officers then took place, which was as follows: Chairman, F. C. Higgins, Toronto; first vice-chairman, J. O. Carpenter, Hamilton; second vice-chairman, H. C. Ellis, Ottawa; treasurer, F. Darnley, Preston; secretary, E. M. Trowern, Toronto.

Among the delegates present were the following: Jas. Burns (Brantford), H. A. Foulds (Brantford), T. H. Broad (Aurora), Fred C. Harp (Brantford), R. Harecourt (Guelph), J. C. Irwin (Barrie), W. J. Moisle (Thorold), T. C. Allen (Warton), D. J. Cheyne (Windsor), A. T. Lawler (Whitby), D. J. Mills (Sarnia), John Scott (Woodstock), John M. McMillan (Bracebridge), J. W. Boyle (Dundas), G. H. O. Thomas

(Continued on page 39.)

"SALADA"

From the day of its birth, the promoters of "Salada" Ceylon Tea have striven hard to maintain a standard of quality and value that would demand a trade and public appreciation. How well these efforts have succeeded is patent to the world.

The sale to-day is greater than ever before achieved.

Highest Award

1904

St. Louis

Black, Mixed
OR
Natural Green.
Sealed packets only.

"SALADA," Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

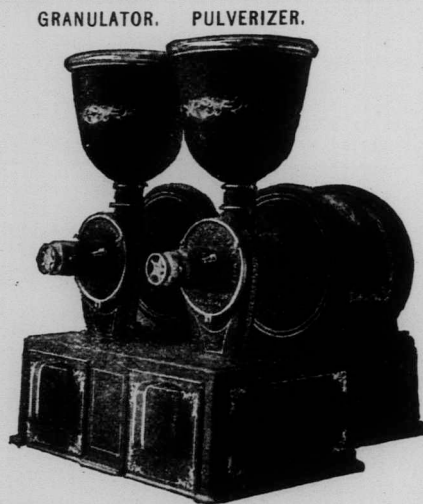
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

Height, 29 in. Length, 38 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

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

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.,

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

AGENTS:

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Brantford Prepared Corn Starch

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

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

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

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

BRANTFORD STARCH WORKS

Limited

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Thursday, April-20, 1905.

A REVIEW of the trade generally shows a distinct quietness. There is no "snap" as yet apparent, but as is usual just prior to the opening of navigation and the putting into effect of the Summer railway rates, trade always is on the dull side. Many outside buyers are holding off their heavy orders until the river is clear for vessels. The ice has moved down stream, and in a few days the commencement of activity on the waterfront will inaugurate livelier business. Many jobbers have good orders booked for first sailings of river and coastwise trade. Business from the Maritime Provinces is slow of coming in and the outlook for heavy trade not good. Travelers returning west report conditions in the east as dull; the terrible Winter experienced has had a serious effect on trade, and the fisheries are none too good. In grocery circles an improvement is noted in teas. The scarcity of Ceylon greens and the strong tone of Ceylon blacks, as well as improved business in Japans, is noted. Sugars are unchanged and business quiet. Fish are none too active. The Finnan Haddie Packers' Combine is confirmed; in the strict sense of the word "combine" is not applicable to the new move of the packers, as owing to heavy losses in the past four years it was only a question of getting together and re-adjusting selling prices and terms, or close up the canneries. One of the largest packers stated to The Grocer that rather than sell at the ruinously low prices of the past few seasons he would close up. As the output is practically only a limited one there does not seem to be any occasion for packing at a loss, and as the prices arranged for this season are close, the trade generally can endorse the action of the packers. Spices and coffees are unchanged, though mild coffees are thought likely to be advanced. Statistically such an advance is warranted. In dried fruits, business is dull and featureless. The auction sale last week of damaged shelled walnuts and almonds ex Parisian, caused some interest, but none of these goods were bought by the wholesale trade, all of them being taken up by the manufacturers. Provisions of all kinds are in good demand this week. Butter, which eased off a few cents towards end of last week, has recovered and choice fresh-milk creamery is selling at 24 to 24½c. Eggs are selling freely, the usual Easter week demand taking all that are offering. Cheese is dull and little trading done.

SUGAR.

Locally there has been no change in the conditions prevailing last week. Business is quiet, both with refiners and jobbing trade. Orders from the country are small and there does not seem to be an inclination on the part of the trade to stock. The foreign beet market from last reports has tended easier, though not sufficiently to warrant any change

in prices here. New York also is fairly easy in tone for raws, though it is not anticipated that any change of any extent is to be looked for.

Granulated, obls.	\$5 65
1-bbls.	5 80
bags.	5 60
Paris lump, boxes and bbls.	8 15
1-boxes and 1½-bbls.	8 25
Extra ground, bbls.	8 90
50-lb. boxes	8 20
" "	6 30
Powdered, bbls.	5 80
50-lb. boxes.	6 00
Phoenix	5 60
Bright coffee.	5 50
yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bags.	5 15
Raw Trinidad.	4 50 4 50
Trinidad crystals.	4 85 4 90

SYRUPS AND MOLASSES.

The strong feeling continues in Barbadoes. There has been no change in prices, however, though at the figures the jobbing trade are selling at, it is not leaving them much margin on basis of cost of new goods. Reports from the Islands continue strong, and it should not surprise us to have to report another advance in the near future. Antigua molasses has also advanced, and is to-day quoted at 35c. Corn syrups are receiving a good deal of attention, on account of the high price of molasses.

Barbadoes, in puncheons.	0 40
in barrels	0 42½
in half-barrels	0 43½
New Orleans.	0 22 0 35
Antigua.	0 45
Porto Rico.	0 02½
Corn syrups, bbls.	0 02½
1-bbls.	0 03
1½-bbls.	1 30
3½-lb. pails.	0 90
25-lb. pails.	1 90
Cases, 2-lb. tins, 2 doz. per case.	2 35
5-lb. " 1 doz. "	2 25
10-lb. " ½ doz. "	2 10
20-lb. " ¼ doz. "	2 10

TEA.

Trade on the whole has not been very active, although there have been quite a number of inquiries for Japans at 12c. to 12½c. Ceylon and Indian greens are also in quiet form. The local market is lower than London and better prices are being realized there. Considerable business has been done in Ceylon blacks in the London market during the past week and there is also a better demand here for these. China greens are selling slightly better. The market now has an upward tendency and larger trade is looked for in these teas in the near future. Gunpowders, medium and high grade, are also being looked to for better business.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Oongous—Kaisows	0 12 0 12
Packing boxes.	0 12 0 14

COFFEE.

There is a fair demand for coffees with prices firm. It is generally thought, however, they will go higher in a short

while. The general feeling is that mild coffees are likely to take an advance; stocks are none too plentiful.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee.	0 10½ 0 11
Java.	0 18 0 22
Mocha	0 17 0 20
Rio	0 09½ 0 11

SPICES.

Trade is fair with good demand. Peppers have gone up in New York. There is a belief that they will also advance here. No change in prices to note.

Peppers, black	Per lb.	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.

Business is quiet. Orders are small and little demand for anything outside of tomatoes, corn, beans, with here and there a few orders for canned fruits. Salmon, lobsters and finnan haddies are selling fairly well, as is to be expected during the Lenten season. The report that the packers of finnan haddies were contemplating getting together for the purpose of placing the business on a more satisfactory and paying basis, is confirmed and the new regulations will in a measure recoup them for the heavy losses sustained in the past. It has long been evident that the goods were being packed at a loss, and some measure looking to the preservation and continuance of the industry was absolutely necessary. Even at the present quotation of \$4 a case the margin is small. The present catch is small and prices will, no doubt, tend higher rather than break.

Salmon, pink	0 90 1 00
spring	1 55
Rivers Inlet red sockeye	1 65
Fraser River red sockeye	1 50 1 75
Lobsters, talls.	3 45
1-lb. flats	3 50 4 00
1-lb. flats	2 25
Canadian Sardines, 1s.	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.

Corn, 2-lb. tins	Per doz.	\$1 20
2-lb. succotash	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	50	
2's Beans, Golden Wax	80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 82½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	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	

FRUITS.

Pears—Flemish Beauty Bartlets and pie in	\$1 15 \$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's.	1 25 2 82½
Gallon pears	3 15 3 67½
peaches	3 55 4 50
Pumpkins, 3-lb. tins.	0 72½
Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " 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 57½
2's " red, preserved.	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00

Table of various grocery items including syrups, fruits, and preserves with their respective prices.

RICE. Business very quiet. No changes to report except that a somewhat easier tone prevails in Japan rice.

Table of rice prices for different quantities and types.

Fish.

Demand in all lines has been quiet, but dealers look for improvement in trade owing to this week being the last of Lent. The supply in fresh fish is small, with a good demand at prices quoted.

Table of fish prices including salmon, herring, and various other seafood items.

Foreign Dried Fruits.

Foreign dried fruit market is sluggish. Business in all lines continues quiet, the only item of interest during the week having been the auction sales of damaged nuts, ex Parisian.

sold at about an average of 3c. a pound, and shelled almonds at 4c. a pound. Currants are slightly easier. Valencia raisins are quiet, but stocks are getting gradually reduced and we hear of some inquiries locally.

ADD Grocer—Quebec Markets

Table for Valencia Raisins showing prices for fine off-stalk, selected, and layers.

Table for Dates showing prices for hallowees.

Table for Californian Evaporated Fruits showing prices for apricots, peaches, and pears.

Table for Malaga Raisins showing prices for London Layers, Connoisseur Clusters, and Excelsior Windsor Clusters.

Table for Californian Raisins showing prices for loose muscatels in different packaging.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, April 20, 12.30 p.m.

BUTTER—Supplies better. Market easy, tending to decline. New choice creamery, 24c.; inferior, 23 to 23½c.; ordinary dairy, 20½c.; choice, 22 to 23c. EGGS—Steady market. Demand brisk. Supplies coming in freely. Jobbing price, 14½c.; grocers, 15c. CHEESE—Little trading. No change. White, 12½c.; fadder cheese, 11½ to 11¾c., with few offering. PROVISIONS—Better demand for all kinds. Ham and bacon selling well. Live hog shipment heavier.

PRUNES.

Table of prune prices categorized by size (30-40s, 40-50s, etc.) and origin (Oregon, etc.).

CURRENTS.

Table of currant prices for Filialras (uncleaned and cleaned) and other varieties.

SULTANA RAISINS.

Table of sultana raisin prices per lb. and per carton.

ELEME TABLE FIGS.

Table of fig prices for various grades and quantities.

Country Produce.

MAPLE PRODUCTS.

There is no change in prices to report. Held firm with all indications that they will go higher. Anticipations are that crop will be small this year owing to cold and unsettled weather. Considerable business has been done in new crop sugar and syrup.

Table of maple product prices including syrup, sugar, and honey.

has in a measure affected business in honey.

Table of honey prices for white clover, kegs, comb, and buckwheat.

BEANS.

The demand for beans is only fair. Some holders appear to look for slight advance owing to difficulty in securing western stock.

Table of bean prices for choice prime.

HOPS.

No change to note. Trade quiet. Choice Canadian firm at last week's quotations:

Table of hop prices for choice Canadian and fair to good.

EVAPORATED APPLES.

Business during the past week has shown an improvement, some good-sized orders were taken by local agents and at firm prices. Dried apples are quiet, and there does not appear to be much call for these on this market.

Table of evaporated apple prices for choice and dried.

Flour, Feed and Meal.

FLOUR.

There is no change in prices, which remain firm with a fair demand. Trade in general is quiet, but there is hope that it will greatly improve within a few weeks owing to opening of navigation.

Table of flour prices for Manitoba spring wheat, winter wheat, and straight rollers.

FEED.

Bran and shorts in good demand, both locally and from country points. Supplies are not plentiful, and in consequence prices are firm.

Table of feed prices for Manitoba bran and Ontario bran.

ROLLED OATS.

The market continues steady. The demand is for small lots, and no improvement apparent. Buying is only for actual requirements. Prices unchanged.

Table of rolled oat prices for fine oatmeal, standard oatmeal, granulated, and rolled oats.

HAY.

Business in baled hay is quiet, though no changes in prices have taken place. The demand is fair and supplies plentiful.

Table of hay prices for No. 1 timothy, choice, ordinary, clover, and clover mixed.

ONTARIO MARKETS.

Groceries.

Toronto, April 21, 1905.

WITH business conditions improving in the country, the grocery trade is beginning to assume its wonted air of activity after the quiet Winter season. Boats will be leaving for upper lake ports by the end of this week or the first of next, which means that

regular communication has been established again with the retail trade throughout Northern Ontario and the West. Additional impetus to business and particularly in produce has been given on account of next week being Easter time.

Canned goods continue firm with tomatoes moving freely and American goods coming to hand in larger volume than usual for cheaper trade. Canned fruits also show improved demand, slight shadings being noted in the pack outside of combination goods. The demand for sugar is only fair, and the markets in the United States and Europe are developing additional weakness. There is a scarcity of figs on spot and consequently a slight firming in prices. Evaporated apples are easier than last week. Second arrivals of Behring Sea dried and cured fish for the season are recorded this week. Beans are slightly easier and a scarcity in red clover is reported together with inquiries for flint corn.

CANNED GOODS.

A very active market is reported in tomatoes for the week, American goods having been again imported on a large scale. Canned fruits are also beginning to move very freely. This is largely on account of supplies of domestic canned fruits having reached a pretty low ebb in the country. Among the orders for the opening of navigation was a particularly large volume of canned fruit orders to go to points along the north shore of Ontario. In canned fruits, particularly cherries, Lawton berries, peaches, pears, pineapples, plums, raspberries, strawberries and blueberries, quotations are being given by some members of the wholesale trade below regular market quotations on goods outside the combination. Readers of The Grocer may find these by referring to special advertisements which appear from time to time. Our quotations are as follows:

Table listing various canned goods such as Tomatoes, Corn, Peas, Sliced beets, Pumpkin, Squash, Asparagus tips, Golden waxed beans, Refugee or Valentine beans, Crystal waxed beans, Spinach, Baked beans, Tomato sauce, Chili sauce, Catsups, Apples, Pears, Lawtonberries, Plums, Lombards, green gage, and egg heavy syrup with their respective prices.

Table listing various market goods including Pineapple (sliced, extra, grated), Raspberries (red, black), Rhubarb, Strawberries, Lobster, Mackerel, Salmon (Fraser River, Clover Leaf), Chums, Sardines, Portuguese, P & C, Domestic, Mustard, Haddies, Kipperd herrings, California ripe olives, Corned beef, Lunch tongues, and Potted meats.

SUGAR.

The more hopeful features of last week's report have not been borne out by later developments, and since then the general tendency of the market has been towards weakness, the easier feeling the general tendency of the market has evidently by a considerable falling off in the consumption. According to British Board of Trade returns the decrease in consumption during the month of March alone was 50,000 tons, and the figures for all Europe from September to March 1, showed a decrease of 140,269 tons, as compared with the same period in last campaign. Almost similar conditions prevail in the United States, although it is practically impossible to arrive at the actual figures as the decline in consumption would be shown in invisible supplies were it possible to arrive at statistics. These conditions combined with the fact that Cuba has still about one half the crop to market may compel the planters to make considerable concessions in order to place sugars. This may be further necessary owing to the large holdings of the U.S. refiners which, according to the latest advices, were 253,531 tons, or, say, little more than two months' supply. At one time it appeared as if refiners would re-enter the market and make considerable purchases, but they quickly changed their attitude on receipt of offerings from Europe of 50,000 tons 88 per cent. beet at a figure considerably below public quotations, thus indicating a desire on the part of holders to unload. The selling pressure in Europe has evidently continued and prices are to-day 1 shilling per cwt. below those of a week ago.

The liquidation of contracts has carried prices down to 13s. 6 1/2d f.o.b. Hamburg, equivalent to parity of 4 1/2c. duty paid New York for 96 test centrifugals. Last transactions in canes have been at 3 7-16 c. and f., equal to 4.13-16c. duty paid, thus evidencing the intention of

holders of cane sugar to meet competition from Europe.

It is difficult to predict the future in view of the present demoralization, but it is evident that sugar is rapidly getting down to a solid basis from which it should be possible to foresee the developments of the next few months. Recent estimates of the present Cuban crop indicate that it will probably turn out from 100,000 to 150,000 tons less than the original estimate of 1,200,000 tons. There has been considerable rain on the Island, thus hastening the termination of the crop, and during the week ending April 18, five more central factories ceased operation. There are now 155 centrals grinding compared with 159 at the same time last year.

U. S. refined sugar has declined 10c. per hundred pounds since April 12. No change has been made in the official list, but some refiners started to give concessions and to-day the net cash quotation is 5.90 per lb. as compared with 6c. a week ago.

Mr. F. C. Licht estimates sowings of all Europe for the coming campaign as 13 per cent. larger than last year, but this has been generally expected for a long time and has had practically no effect on the market.

Combined stocks of Europe and America at latest uneven dates were 2,800,477 tons as compared with 3,464,000 for the corresponding period a year ago, a decrease of 663,523 tons, which is practically all in continental countries. On this side of the Atlantic there has been an increase of 166,477 tons over last year.

There are no changes to record in Canadian refined; quotations and the situation remain practically as at last advised with no special indications for the immediate future, though, no doubt, operators here are closely watching the trend of events in the leading markets. We quote the following prices:

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

SYRUPS AND MOLASSES.

Maple syrups continue to attract the lion's share of attention in this market. Prices are unchanged and the molasses market quiet. We quote as follows:

Table listing syrup and molasses prices: Syrups (Dark, Medium, Bright, Corn), Molasses (New Orleans, Barbadoes, Porto Rico, West Indian, Maple), Imperial etc., and In bbl., per lb.

COFFEES.

Local trade in coffee is reported quiet for the week. Buying on the part of

wholesalers is also on the quiet side in view of the fact that they are expecting lower prices, following the recent advance which was occasioned partly owing to the rise in Brazil exchange. As a matter of fact Rio coffee can be bought more cheaply in New York than in Brazil at the present time. The unloading of May options is about done and the speculative market is ruling at about 8c. for Rios in New York. We quote the following prices:

	Per lb.	Per 100
Green Rios, No. 7	0 10	0 10
" " No. 5	0 11	0 11
" " No. 4	0 12	0 12
" " No. 3	0 12	0 12
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracabo	0 16	0 23

TEAS.

A good movement in teas is reported for the week. Additional interest has been lent to the foreign market by the closing by the Japanese of Kelung, the principal shipping port of Formosa, which has had considerable influence on the speculative market, some of the trade being apprehensive of a delay in exports of new crop Formosa tea.

Ceylons are showing better value and certain grades, including Orange Pekoes, are becoming scarce. We quote the following:

Congou—half-chests, Kaisow Moung	0 12	0 60
" " " " " " " "	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " " " " " " "	0 25	0 30
" " " " " " " "	0 35	0 45
Indian Assam, Orange Pekoes	0 25	0 40
" " " " " " " "	0 18	0 20
" " " " " " " "	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 29
" " " " " " " "	0 18	0 24
" " " " " " " "	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42
" " " " " " " "	0 22	0 28
" " " " " " " "	0 37	0 47
" " " " " " " "	0 30	0 37
" " " " " " " "	0 22	0 24
" " " " " " " "	0 15	0 17
" " " " " " " "	0 14	0 14
Pingsueys Young Hyson, 1/2-chests, firsts	0 25	0 30
" " " " " " " "	0 16	0 18
" " " " " " " "	0 25	0 30
Japan 1/2-chests, Finest May pickings	0 34	0 38
" " " " " " " "	0 31	0 36
" " " " " " " "	0 27	0 29
" " " " " " " "	0 24	0 27
" " " " " " " "	0 19	0 21
" " " " " " " "	0 17	0 19
" " " " " " " "	0 18	0 19
" " " " " " " "	0 13	0 14
" " " " " " " "	0 06	0 08

SPICES.

The only interesting feature of this market is a cable advice from London and the East this week reporting firm market and an absence of offerings. Last week's quotations continue unchanged as follows:

	Per lb.	Per 100
Peppers, blk	0 18	0 19
" white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17
Mace	0 80	0 90

RICE AND TAPIOCA.

Steady, seasonable demand for rice and tapioca at quotation prices is reported for the week. We quote as follows:

	Per lb.	Per 100
Rice, stand. B.	0 03	0 03
" " " " " " " "	0 03	0 03
" " " " " " " "	0 05	0 05
" " " " " " " "	0 06	0 07
" " " " " " " "	0 03	0 04
Tapioca, staple	0 03	0 03
" " " " " " " "	0 03	0 03
" " " " " " " "	0 08	0 08
" " " " " " " "	0 05	0 07

Foreign Dried Fruits.

Prunes continue to move into consumption freely; the only other interesting feature is the scarcity of dates on the local market and increased inquiries

for the same. Hallowees are exhausted in London and most Canadian houses are without stock. A few Sairs are still available on spot and are being sold at hardening prices. Currants are reported weaker in Patras. We quote the following prices:

PRUNES.		
	Per lb.	Per 100
100-110s	0 04	0 06
90-100s	0 04	0 06
80-90s	0 04	0 05
70-80s	0 05	0 05
60-70s	0 06	0 06
50-60s	0 06	0 06
40-50s	0 08	0 08
30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.	Per 100
Lemon	0 09	0 10
Orange	0 10	0 11
Citron	0 15	0 17

FIGS

	Per lb.	Per 100
Tappets	0 03	0 04
Naturals	0 06	0 07
Elemes	0 08	0 13

APRICOTS.

	Per lb.	Per 100
Californian evaporated	0 15	0 17

PEACHES.

	Per lb.	Per 100
Californian evaporated	0 14	0 15

PEARS.

	Per lb.	Per 100
California evaporated, per lb.	0 15	0 15

CURRANTS.

	Per lb.	Per 100
Fine Filiatras	0 04	0 04
Patras	0 06	0 06
Vostizzas	0 07	0 07

RAISINS.

	Per lb.	Per 100
New selects	0 04	0 05
Fine off stalk	0 05	0 05
Sultana	0 03	0 10
Californian seeded, 12-oz. Muscatels	0 06	0 07
" " " " " " " "	0 07	0 08
" " " " " " " "	0 07	0 08
" " " " " " " "	0 07	0 08

DATES.

	Per lb.	Per 100
Hallowees	0 04	0 04
Sairs	0 05	0 04
Fards new choicest	0 09	0 10
" " " " " " " "	0 09	0 09

FOREIGN NUTS.

A seasonable demand for foreign nuts of all kinds is reported. Jamaica coconuts are beginning to arrive on this market, which is regularly supplied for the most part with Trinidad coconuts owing to the more suitable and systematic package of the latter. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)		
Selected Spanish	0 08	0 08
A 1/2, banners and suns	0 08	0 08
Japanese Jumbo's	0 09	0 09
Virginia	0 09	0 09
For sack lots roasted add 1c. to above quotations. For small, 2c.		
Almonds, Tarragona, per lb.	0 12	0 12
Walnuts, Grenoble	0 12	0 12
" " " " " " " "	0 09	0 10
" " " " " " " "	0 10	0 10
Fiberts, per lb.	0 13	0 15
Pecans, per lb.	0 13	0 15
Brazils	0 14	0 15
Coconuts, Jamaica, per sack	4 50	4 50
Italian Chestnuts, per lb.	0 08	0 08

EVAPORATED APPLES.

The evaporated apple market is slightly easier than last week, a few lots having changed hands as low as 6 1/2 to 7 cents. We quote, accordingly, these prices to the trade:

BIRD SEED.

Conditions on this market remain practically unchanged. We quote the following prices:

Canary seed, per lb.	0 06
Hemp	0 05
Cottam's	0 08
Brock's	0 07

DRIED AND CURED FISH.

Dried and cured fish are not attracting special attention this week with the possible exception of cod. The second consignment of Behring Sea fish for the

season of 1905 is reported this week, including whole cod and cod strips in one and two-lb packages, halibut strips and cutlets, smoked salmon, lobsters, crabs, clams and smelts, which are being distributed by the wholesale dealers. We quote the following prices:

Boneless fish, per lb.	0 04
Cod fish, 1-lb. bricks	0 06
Boneless cod, per lb.	0 08
Quail-on-toast, per lb.	0 06
Flitched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 60
" " " " " " " "	6 50
" " " " " " " "	2 85
Scaled herring	0 12
Salmon trout, per keg	2 50
Lake herring, per keg	3 25

Country Produce.

EGGS.

An improved demand is noted owing to the proximity of Easter week and supplies of eggs are coming in comparatively freely. Some of the packers are beginning to pickle, fearing that the price will not come down to the regular level sufficiently early. Eggs should be bought at about 10c. for pickling in order to be a sure investment. This is out of the question so far on account of dealers going through the country gathering up eggs at from 13 to 14c. It is thought that there will be a flush of eggs by May 1, and that there will be plenty of time yet to gather supplies for the pickling season which lasts about two months. We quote the following:

New laid eggs, per doz.	0 14	0 15
-------------------------	------	------

BEANS.

The bean market is slightly easier for the week and trade is quiet with no particular indications. Our quotations are as follows:

Beans, handpicked, per bush	1 85	1 90
" " " " " " " "	1 70	1 75
" " " " " " " "	1 55	1 60
" " " " " " " "	0 07	0 07

HONEY.

The volume of business in honey during the week has been comparatively small and this article has ceased to attract much attention for the time being. Our quotations are as follows:

Honey, extracted clover, per lb.	0 07	0 08
" " " " " " " "	1 90	2 00
" " " " " " " "	1 55	1 65
" " " " " " " "	0 05	0 06
" " " " " " " "	0 75	1 00

SEEDS.

Clover seeding in Central Ontario is now over for this season, having been from ten days to a fortnight earlier than last year. Red clover is scarce and the markets are firm. Considerable inquiry is noted for flint corn which is quoted below as follows:

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00
Mammoth clover, per bush	7 00	11 00
Timothy	1 50	2 50
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
" " " " " " " "	1 25	1 30

MAPLE PRODUCTS.

A brisk trade for the week is reported in maple products at unchanged prices. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb.	0 09	0 10
" " " " " " " "	0 08	0 08
" " " " " " " "	0 90	0 90
" " " " " " " "	0 65	0 65
" " " " " " " "	0 25	0 25
" " " " " " " "	1 50	1 50
" " " " " " " "	0 85	0 85

Fish and Oysters.

Seasonable demand for fresh fish of all kinds is noted with no new varieties on the market. On account of the late-

RETAIL GROCERS' ASSOCIATION.

(Continued from page 31)

(Bracebridge), Bruce Allison (Windsor), C. Gress (Brantford), F. C. Higgins (Toronto), E. Guillet (Cobourg), John McCorvie (Chatham), John L. Wideman (St. Jacobs), Wm. Potter (Chatham), Jas. Howlett (St. Jacobs), Wm. D. Stephens (Port Hope), John Curtis (Port Hope), J. F. Clark (Port Hope), Mavor E. T. Goufroy (Leaford), C. B. Devitt (Berlin), H. Hoekin (Lindsay), Frank Giles (Toronto), J. W. Nettleton (Toronto), Morley Ryan (Toronto), A. W. Johnson (Toronto), John Bond (Toronto), J. H. Walker (Toronto), W. H. McFarlane (Paisley), M. Moyer (Toronto), S. H. Gibbons (Toronto), J. S. Bond (Toronto), Andrew Coulter (Toronto), Charles R. Jones (Preston), A. Snuggs (Toronto), F. Darnley (Preston), F. Hall (Toronto), J. E. Adam (Lindsay), Geo. Ruppel (Elmira), A. H. Gress (Barrie), W. Shannon (Barrie), T. A. Thomas (Niagara Falls), J. A. Vanderburg (Niagara Falls), C. Robertson (Niagara Falls), E. Searchiff (Niagara Falls), Geo. Good (Toronto), Wm. Dickie (South Oshawa P.O.), Mrs. J. Dickie (South Oshawa P.O.), Mrs. J. Boyce (South Oshawa P.O.), R. S. Ford (Petrolea), A. J. Ford (Lindsay), H. G. Robertson (Barrie), F. B. Smith (Barrie), H. Lamont (Collingwood), H. J. Schultz (Preston), E. B. Salyerds (Preston), Geo. Gress (Preston), N. B. Smith (Preston), B. W. Zeiman (Preston), P. W. Mickus (Preston), George Vicars (Barrie), P. Davin (Deseronto), J. E. Purser (Windsor), R. C. Purser (Windsor), C. E. Disher (Berlin), D.

Devitt (Berlin), Chas. A. Nairn (Goderich), J. R. O'Neil (Lindsay), G. R. Metcalf (Berlin), S. A. Brubacher (Berlin), T. A. Fisher (Lindsay), Geo. B. Simmons (Barrie), Eli S. Beer (Hespeler), T. Caister (Aurora), Geo. S. Klein (Hamilton), J. A. Zimmerman (Hamilton), F. J. Ramsay (Dunville), Frank C. Bruce (Toronto), W. J. Moody (Berlin), Jos. Dawson (Brampton), Mrs. J. Dawson (Brampton), W. T. Hogarth (Ingersoll), B. B. Freeman (Warton), J. F. Honsberger (Berlin), A. J. Vogle (Berlin), John Abery (Berlin), M. Huehnergam (Berlin), W. H. Winnett (London), A. Wesloh (Berlin), W. V. Uttley (Berlin), C. E. Hall (Warton), J. H. Callornie (Goderich), Mrs. and Mr. Stalker (Berlin), J. C. Shelly (Hawkesville), A. D. Carley (King), A. B. Terry (Lindsay), Mrs. A. B. Terry (Lindsay), Miss K. Ford (Lindsay), Miss B. Ford (Lindsay), Mrs. C. Ford (Lindsay), S. W. Moore (Churchill), G. E. Copeland (Parkdale), Mr. McCrae (Guelph), G. H. Johnston (Sutton West), A. G. Moyer (Berlin), Jas. Main (Hamilton), Wm. Lyne (Hamilton), Jos. Appleby (Windsor), Mrs. J. Appleby (Windsor), F. H. Montgomery (Galt), R. H. Biggs (Galt), Mrs. S. W. Moore (Churchill), A. A. Rose (Berlin).

TORONTO RETAIL GROCERS MEET.

THE Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening, April 17, in the Temple Building. This is the first time the Association have met in their new quarters, and the event was celebrated in right royal fashion at the

conclusion of the business meeting proper. The "Red Room," which will be the official home of the Association in future, is in every way suited to the purpose, and if Monday's meeting is any criterion, the new environment is going to add materially to the interest taken in the executive work of the Association. About sixty members and their friends were present and the keenest interest taken in the discussion from start to finish.

A report was received from the At-Home Committee showing a surplus of \$95. The annual At-Home this year was the most successful financially ever held by the Association. The question of the annual Summer excursion came up for consideration and was handed over to the executive.

The principal order of business was a discussion on the Pedlars' By-law. The grocers are of the opinion that the city market should be made the headquarters of people who drive in from the country to sell produce and vegetables. As it is at present such pedlars are allowed to dispose of their stuff as suits their own convenience. No such latitude is allowed pedlars in any other Canadian city. In Hamilton, for instance, they are compelled to pay market fees, and to remain in the market until 2 p.m., after which they may peddle from house to house. On a motion by F. Johnston and D. Bell, it was decided to take action on this matter at the next regular meeting of the Association.

Among the traveling men who joined in the social entertainment that concluded the business meeting were: J. Mortimer, of Christie, Brown & Co.; C. Hayes, of Perkins, Ince & Co.; S. McGiffin, of McWilliam & Everist; C. Wilson, of Todhunter & Mitchell; and E. Oke, of Clemes Bros.

FOREST CITY CATSUP

Made only from choice ripe tomatoes.

Every tomato is carefully hand-picked.

Highest quality and most expensive vinegar and spices are used.

No turnip pulp, apple pulp, canning factory offal or other cheap fillers used.

Most tempting and appetizing flavor ever known in catsup.

Place a trial order and see how it takes.

Gorman, Eckert & Co., Limited

LONDON

WINNIPEG—108 Princess St.

BRITISH COLUMBIA CONDITIONS.

Vancouver, B.C., April 13, 1905.

ALL the butchering business carried on for the service of the City of Vancouver will soon be done in a modern abattoir under the positive instructions of the provincial medical health department. For years the question as to appliances and places for slaughtering cattle for the market has been a troublesome matter in this city. Recently the city authorities enlisted the aid of the provincial health department, for the reason that some of the butchers had slaughter houses outside the city limits. A direct result has been the positive order from the provincial health officer to provide proper places within two months, or at least show that such places are under construction. His suggestion was that all combine to put up one large and thoroughly modern abattoir.

P. Burns & Co., who have branch butcher shops all over the West, and whose abattoir in Calgary is perhaps the largest and most up-to-date in Canada, have announced that they are going ahead with the erection of a modern abattoir in the city, on what is known as the old "smelter site" on the harbor front. The manager, Mr. Dominick Burns, announces that his company is prepared to make arrangements whereby all the other butchers can do their killing there also. The new structure will be largely built of cement and concrete, and it will have capacity sufficient to meet all possible demands for many years, allowing for a rapid growth in the city as well.

As the season advances in the North it is difficult to hear of the progress of affairs in Atlin and Dawson until after the opening of navigation. However, this week The Grocer received a letter from the representative of one of the Vancouver wholesale houses, who is on his way in to Dawson for the Summer. He says in part, in his letter, which is dated April 1st, from White Horse:

"Before leaving you asked me to send you the news of the North: Well, so far there is not much to send. I found Atlin district very quiet; there is very little work going on there outside of Spruce and Boulder Creeks. There have been some very good 'dumps' taken out on the former during the Winter, and they all claim to have good pay dirt in them. If correct that should make things good during the Spring clean-up months. On Boulder they have been sluicing more or less all Winter. There are not many individual mines there, the principal concern being the Black & Grant Co., which is operating in a large way. They have had a very difficult proposition, deep ground, boulders and water coming in. They expect to close down in June for a time. The large operators on Pine, Willow and Gold Bottom Creeks have not yet started up, nor has the big hydraulic company on McKee Creek.

"Although it has been a very quiet

Winter for the merchants of Atlin, they all look forward to a good Summer trade. This town (White Horse) is very quiet, nothing but a little transient trade at present. A number of the Dawson merchants are here with outfits of goods, having them freighted across the ice on Lake Labarge ready to get down the river as soon as the ice goes out, which, as you know, is earlier on the river than on the lake. The river is expected to be open very early this year."

Because Eastern Canada and the Northwest cannot supply the demands of the B.C. market for fresh creamery butter (price no object with British Columbians as long as the goods are up to the mark), the deficiency is being supplied from outside points this Spring. For a long time it has been impossible to bring in California butter at a profit, but this year, the extreme shortage of the butter market here, together with fairly good supply in California, bringing price there down somewhat, there have been a number of heavy importations.

New Zealand has also been shipping butter this last two or three trips of the Australian steamers. By the Miowera, which arrived to-day, the local dealers received some fairly large consignments. Prices of California are quoted at 28c. and 29c., the same as Eastern. The New Zealand is slightly higher. Local creameries are beginning to turn out very much increased quantities as the season is advancing rapidly. The two at Chilliwack are shipping heavily to this city every week. The new creamery at Port Hammond for the Maple Ridge district has commenced operations.

In fruits, the apple stock of local growth is about out for this year. Tasmanians come in by the Australian boats, but the present is rather too early to expect them. California oranges are slightly higher this week. Some blood oranges are in the last shipments.

NEW BRUNSWICK MARKETS.

April 18, 1905.

NAVIGATION may be said to be open. The river steamers have made a start. There are some seven lines of steamers running up the St. John River and its tributaries. Several of the runs are long, taking six to ten hours for the trip one way. Beside the freight business the tourist business is large. The ice is now out of even the up bay ports, and the various coasting steamers and schooners are busy taking forward Spring and Summer supplies. The Winter port is about closed. The last steamers are either in or due. Already efforts are being made to increase our facilities for next Winter; this is made the more necessary because of the increased size of the steamers coming. Where we could dock three steamers last year, now the same space will dock but two.

salt.

Liverpool coarse salt is held very firm. There is a fair stock, and just a fair demand. In fine salt there is improved sale, particularly for Canadian.

Canned Goods.

There is good business reported. Some American corn is now on the market. American prices are quite low. Corn in that market is rather easier. While prices are firmly held and stocks are not large, these things prevent prices advancing. Canadian goods will, however, command better prices than American. Peas are a fair stock. Fruits are plentiful. Salmon is unchanged. Oysters are firm. Meats are the same as last year. Domestic fish is unchanged. There is but little to offer except sardines. Prices are kept too low. New-canned clams and scallops are offered. The latter a light pack.

Green Fruits.

Oranges are dearer than usual at this season. There are practically no Valencias. Californias have advanced, and small sizes are hard to get. There are but few other kinds offered. Lemons are low and very slow selling. Apples have but a fair sale. Prices quite low. Bananas are plentiful and cheap. Green stuff is now coming in, as rhubarb, cucumbers, strawberries, etc. Of course these are imported.

Dried Fruit.

There is but a fair business. Seeded raisins are low and full stocks held. There is some inquiry for loose muscatels. These are quite firm. In prunes there is a fair sale, with prices low. Small sizes are rather hard to get. Apricots and peaches are too high for business. Dates are rather higher. Peels are higher. Figs are very slow at any price. Currants have a fair sale, price unchanged. Evaporated apples are firm. Some Canadian stock is being imported from England. In onions first shipments of Egyptians are here. Prices at first were high, but there has been quite a decline. Old American onions, quite good stock, still offered. There is quite a large sale.

Fish.

In fresh fish some gaspereaux are now offered. Price is still quite high. Very nice halibut can now be bought. Haddock quite scarce. In dry fish prices are still very high. Stocks are small. Pickled herring are also very firmly held. Smoked are quite low.

Flour, Feed and Seed.

Flour is held at the lower price named last week. It seems rather strange that prices should be lower, as wheat is, if anything, higher. Feed is quite high; there is a fair demand. Oats are not quite as firm. Oatmeal is unchanged. It is a long time since so large a stock was held, chiefly American meal. Cornmeal is rather lower. Beans are unchanged. In seeds there is quite a large business. Clovers are higher and quite hard to get. Mammoth seems to have increased demand. This year's timothy, while firm, is little changed.

WE wish to thank our many friends for their kind sympathy on the death of our late father, J. A. Mathewson. Owing to his objection to the continuing of anyone's initials in a business after their death, we, William Black Mathewson, Samuel James Mathewson and James Adams Mathewson, his sons and partners for many years in the wholesale grocery business, have registered as the continuing firm under the style of **"MATHEWSON'S SONS,"** with ample capital, and owning outright the historic premises 200, 202, 204, and 206 McGill Street, Montreal.

We solicit from our friends a continuance of the trade so generously placed there with the Mathewsons since 1834, and hope to merit it. The traditions of the firm will be adhered to. We will not handle tobacco, liquor or adulterated goods, but in every other respect will compete on modern lines.

**WILLIAM BLACK MATHEWSON,
SAMUEL JAMES MATHEWSON,
JAMES ADAMS MATHEWSON.**

National Cash Registers make careful and ambitious clerks. Your clerk will welcome the handling of the five most important daily transactions in your store—cash sales, credit sales, money received on account, money paid out and money changed—by an accurate, automatic system. Each clerk has his

separate cash-drawer so that he is only responsible for the transactions which he handles.

Lighten the burden placed on your clerks and you have their good will.

The good will of an employe means greater efficiency. This brings satisfied customers, increased business and more profits.

A National Cash Register furnishes a complete system for handling the transactions in any retail store.

Let one of our representatives call on you and explain our system to you.



NATIONAL CASH REGISTER CO., DAYTON, OHIO

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

Name

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No. Clerks

Epicure's Delights

CAIRNS' MARMALADES, JAMS AND JELLIES

New Season's Prices

MARMALADES

1-lb. glass
Patent air-tight covers
Cases 2 doz.

Home-Made Orange	Per Doz. \$2.10
Scotch Orange	1.60
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20
Green Fig	2.20

Scotch Orange

7-lb. tins, Cases, 1 doz. \$7.00

JAMS

1-lb. glass
Patent air-tight covers
Cases 2 doz.

Strawberry	Per Doz. \$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	2.00
Apricot	2.20
Green Gage	2.10
Raspberry and Red Currant	2.20
Assorted	2.10

JELLIES

1-lb. glass
Patent air-tight covers
Cases 2 doz.

Black Currant	Per Doz. \$2.80
Red Currant	2.80

1-lb. White Stone Jars Cases 4 doz.

Apple	\$1.90
Bramble	2.00

**Quantities of 5 Cases or More, One Kind or Assorted Kinds
Five Per Cent. Trade Discount**

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

Special Import Prices quoted on minimum quantities of 25 cases.

HUDON, HEBERT & C^{IE}.

Montreal

AGENTS FOR THE DOMINION

THE MOST LIBERALLY MANAGED FIRM IN CANADA

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by te'graph up till 12 a.m., Thursday, April 20th, 1905.)

A FURTHER improvement in the general feeling of the grocery market and in the volume of business transacted is reported this week. Collections are still the subject of complaint by credit men, but, upon the whole, there seems to have been some improvement. The opening of lake navigation is close at hand, and when the lake and rail routes are in operation again stocks of several kinds, now running low, will be replenished.

Price changes are not numerous. Sugar continues steady at the advance recorded two or three weeks ago. Pot barley has been advanced about 25 cents per sack and new quotations will be found below. Tuckett's tobaccos have been advanced 1 cent per lb. for plugs and cuts. New figures are given below. Beans continue very firm, but the high price has checked consumption and the demand is not so brisk as before.

Sugar.

At time of writing there has been no change in sugar since last week. The advance noted in the early part of the month is maintained; it will be remembered that it did not apply to points west of Portage la Prairie. Whether or not the opening of navigation may cause a slight decline in prices, owing to reduced freight rates, is a mooted question. The difference in rates is about 15 cents per cwt., but sugars did not decline in consequence last year. We quote as last week:

Montreal granulated, in bbls.	6 40
" " in sacks.	6 35
" yellow, in bbls.	5 90
" " in sacks.	5 85
Wallaceburg, in bbls.	6 30
" " in sacks.	6 25
Icing sugar in bbls.	7 00
" " in boxes.	7 20
" " in small quantities.	7 60
Powdered sugar, in bbls.	6 80
" " in boxes.	7 00
" " in small quantities.	7 25
Lump, hard, in bbls.	7 10
" " in 4-bbls.	7 20
" " in 100-lb cases.	7 10

Canned Goods.

As noted last week, Canadian brands of canned corn are now selling at \$2.50. Some American brands are selling at lower prices. We again quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case.		3 35
" black, " " "		3 75
Gooseberries, " " "		3 50
Lawtonberries, 2's, " " "		3 35
Pears (Bartlett's), " " "		3 50
Peaches, 2's, " " "		3 75
" 3's, " " "		3 75
Raspberries, red, " " "		2 90
" black, " " "		3 00
Strawberries, " " "		3 50
Plums, Lombard, 2 doz. per case.		2 35
" green gages, 2 doz. case, per case.		2 50
Tomatoes, 3's, per 2 doz. cases.	2 85	3 00
Corn, 2's " " "		2 50
Peas, 2's " " "		1 90
Beans, 2's " " "		1 90
Salmon, finest sockeye, per case.		7 00
" lumpback, " " "		3 75
" colinos, " " "		5 25
Boneless chicken, lb. tins, per doz.		3 5
" turkey " " "		3 25
" ducks " " "		3 25

Spices.

Local spice market is without features of interest. Pepper continues very strong in primary markets. We quote:

Pepper, black, per lb.	0 18
" white, " "	0 25
Cayenne, " "	0 21
Cloves, ground " "	0 25
Cassia, " "	0 16
Allspice, " "	0 14
Ginger, " "	0 15
Cloves, whole " "	0 25

When it comes to Things to Eat!

Does not every Consumer wish the Best for his own Plate?

Clark's Sliced Smoked Beef

Is the Best to be had

GROCERS, PLEASE TAKE NOTICE:—



WE HAVE THE BEST COCOANUT

IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting. Send a trial order—Convince yourself.

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

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

THE MOST NUTRITIOUS COCOA

"QUEEN" BRAND CATSUP

A High-Grade Catsup at a Low Price.

Quality equal to the Best.

Put up in 12-oz. bottles; 1 dozen in a case

Attractive, Pleasing and Profitable.

Ask your Wholesale House for it or write

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.



FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

This design a guarantee of quality

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

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfrs. Agency Co., Vancouver, B.C.



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Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

FOR SALE.

GROCERY and shoe business; stock \$3,000; turnover \$15,000 last year; no old stock. Box 230 Canadian Grocer, Toronto. (16)

SITUATIONS VACANT.

WANTED—Salesmen for high grade specialty, on liberal commission basis. Men with a record preferred. Applicants must forward satisfactory references as to character, ability, etc. Toledo Computing Scale Co., 21 John street south, Hamilton, Ont. (16)

WANTED—Clerk for general store. Must be thoroughly competent and furnish references. Address Huron Lumber Co., Spanish River, Ont. (16)

WANTED—Man of extensive experience with importing commission houses; exceptional opportunity for a capable man to secure a lucrative and permanent position. Apply P.O. Box 996, Montreal. (16)

AGENCY WANTED.

ADVERTISER shortly returning to London is open for sole agency of leading manufacturers of Canned Meats Lard and other packing house products, Cheese, Butter, Canned Goods, etc., with a special view to South African trade. Long experience, good references and responsibility. Address Sidney Smith, 463 St. Denis Street, Montreal. (16)

SITUATION WANTED.

TEA—Englishman (30) having had 15 years' wide experience in wholesale tea trade is desirous of treating with really first-class house in Canada (Winnipeg or Toronto preferred), for position of buyer and blender. Highest credentials. Replies treated strictly confidential. Address "Blender," Canadian Grocer Office, Montreal. (18)

FOR SALE—NO FAKE.

City and town rights for preserving eggs. Circulars for stamp. Box 2B Canadian Grocer, Toronto. (16)

WE IMPORT

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

WE EXPORT

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

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

Rice, Tapioca, Etc.
Prices are steady. We quote:
Rangoon rice, per lb. 0 03½ 0 03½
Patna " " " " 0 04½
Tapioca, per lb. " " 0 03½
Sago, " " " " 0 03½

Pot and Pearl Barley.
Pot barley has been advanced about 25 cents per sack. We quote:
Pot barley, per sack. 2 45
Pearl barley, per half sack (49 lbs) 1 70
" " sack 3 40

Syrups and Molasses.
Barbadoes molasses is reported firm owing to uncertainty as to the crop in the Islands. Corn syrups are receiving more attention. We quote:
Syrup "Crown Brand," 2½ lb tins, per 2 doz. case 2 40
" " " 5-lb tins, per 1 " " 2 70
" " " 10-lb tins, per 1 " " 2 50
" " " 20-lb tins, per 1 " " 2 40
" " " ½ barrel, per lb. " " 0 03½
" " " Sugar syrup, per lb. " " 0 04
Barbadoes molasses in ½-bbls, per lb. " " 0 02½
New Orleans molasses in ½-bbls, per lb. " " 0 02½
" " " in barrels, " " 0 02½
Porto Rico molasses in ½-bbls, per bbl. " " 0 04½

Coffee.
There is still an easy feeling in the Rio market, but there are no local changes. We quote again as follows:
Green Rio, per lb. 0 10½ 0 11
Roasted, per lb. " " 0 13

Cocoa and Chocolate.
The price of Baker's chocolate in ½-lb. packages is now 37c., and ¼ and 1/8-lb. packages of cocoa are sold at 12c. 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, 60c.

Tobacco.
As noted above, there has been an advance of 1 cent per lb. in Tuckett's tobaccos. The more common brands are quoted now as follows:
T. and B. plugs, 5's, 4's and 9's, per lb. 0 77
" Lily" plugs, per lb. " " 0 89
" Crescent," per lb. " " 0 66
Cut tobaccos, in 1½ lb. packages, per lb. 0 89
" " " in 1/2 lb. tins, " " 0 91
" " " in 1 lb. tins. " " 0 90
" " " " " " " " 0 86

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" " " in 1 lb. tins. " " 0 90
" " " " " " " " 0 86

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

POULTRY,
FISH
WINNIPEG FISH CO.
PHONE 1480.
GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

2 SPECIALTIES
SYRUP EXTRACT of MALT of MALT
for Coughs and Tissue Building
Admirable lines for the Grocer—Highly profitable—Send for sample.
GEO. SLEEMAN, Guelph, Ont.

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

JERSEY CREAM FEATHER STRIP PACKET COCOANUT

We guarantee the above to be the finest cocoanut on earth. It is our finest grade of **Feather Strip**, made out of new sweet **cocoanuts** with simply enough sugar to make it attractive to the taste, as well as to the eye.

The big 10c. size, 5 oz. to package, costs you 95c. per doz., 4 doz. to case.

“ 15c. “ 8 oz. “ “ \$1.35 “ 2 doz. “

With your next order try a few pounds. You will also find our following bulk goods the best:

MACAROON	in boxes, pails or barrels	DESICCATED	in boxes, pails or barrels
STANDARD SHREDDED	“ “	FEATHER STRIPS, Special	“ “
CREAM	“ “	Finest	“ “

We beg to apologize to our friends for delay in filling their esteemed orders, but we have had such a large number of orders it is impossible to fill promptly. We will do our best by sending part shipments to keep you all supplied, and intend to increase our capacity to 25 bags per day, when we trust to be able to take care of orders as received. We thank the trade for their very liberal support and will do our best to retain your confidence, by giving you the finest goods made.

STANDARD COCOANUT MILLS, - Hamilton

BEAUCE MAPLE SUGAR FINEST PRODUCED

D. RATTRAY & SONS

Import and Export Agents

QUEBEC

Montreal

OTTAWA

Nuts.

Still quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits.

This market is firm and fairly active. We quote:

Valencia raisins, Trenors, per case f.o.s.	2 00
" select.	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb.	0 06½
" "	0 07½
" " choice seeded in ½-lb. packages	0 06½
" " choice seeded in 1-lb. packages	0 08½
" " fancy seeded, 1-lb. packages,	0 08½
" " per package	0 09½
Prunes, 90-100 per lb.	0 04
" 80-90 "	0 04½
" 70-80 "	0 05
" 60-70 "	0 05½
" 50-60 "	0 06
" 40-50 "	0 07
" silver "	0 07½
Currants, uncleaned, loose pack, per lb.	0 05
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 06½
" Vostizzas, uncleaned	0 05
Dates, new per lb.	0 04
Figs, cooking in bags, per lb.	0 03½
Apricots, choice, in 25-lb. boxes, per lb.	0 13
" standard, "	0 12
Peaches, choice, "	0 13
" standard, "	0 13
Pears, (choice halves) "	0 13½
Nectarines, choice "	0 11
Plums, choice (dark pitted) per lb.	0 10½
Candied Peel—Lemon peel, per lb.	0 09
" Orange "	0 09½
" Citron "	0 14

Evaporated Apples.

Local supplies are very light and hence are firmly held at high prices. We quote:

Evaporated apples (new), 50-lb. cases	0 07½
" 25-lb. cases	0 08

Beans.

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

Fish and Oysters.

We quote unchanged prices as follows:

Lake Winnipeg whitefish, per lb.	0 06
Slave Lake whitefish	0 07
Yellow pike (pickerel)	0 05
Lake Superior trout	0 08½
Lake Superior loose frozen herring	0 03
Tubbees	0 04
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B. C. salmon (case lots 9c.)	0 09½
Halibut	0 08½
Jack fish	0 03½
Tomcods	0 05
Hake	0 07
Perch	0 04½
Eels	0 08
Cod, steak size	0 08
Cod, market size	0 07
Flounders	0 05
Haddock	0 08
Atlantic smelts, extra, 20-lb. boxes	0 12
" No. 1	0 08½
" No. 2	0 07½
" Halifax " brand salt cod, fish cakes 24-1's	0 11
" Acadia " " " 20-1's "	0 09
" Bluenose " " " 20-1's "	0 07
" Acadia " " " 2-lb. boxes	0 09
" " " " 4-lb. "	0 09
" " " " shredded, 24 cartons per bx.	2 00
" " " " bulk, in 15-lb. boxes	0 08
Large Labrador and Nfld salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanbaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 50
Yarmouth bloaters, 60 in box, per box	1 75
Lobsters, fresh boiled, per lb.	0 25
Shrimps, large size, per quart	0 60
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, standard, per gallon	2 00
" select	2 15

Buckwheat Flour.

Quoted at \$1.70 per half sack.

Breakfast Cereals.

Oatmeal continues very firm. There has been no change since last week. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
" 40-lb. " "	2 00
" 20-lb. " "	2 05
" 8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 60
" in ½ sacks	1 60

Eggs.

Strictly fresh eggs are selling to the retail trade at 11 to 11½ cents per doz.

Maple Products.

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

Honey.

Prices are as quoted last week:

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

Nova Scotia Markets.

Halifax, April 17, 1905.

THE wholesale grocery market is in a good condition at present, making allowance for the scarcity of money in the country district. The towns and manufacturing centres are sending in good orders. Payments are on a slightly better basis than two months ago, or even one month; but they are not yet up to the mark. The sugar and molasses situations remain firm and unchanged. The tendency of both is to advance. The flour situation is still firm, notwithstanding the late announcement of 20 cents decline. Feeds are firm and have been in good demand. Cornmeal has lately been subject to an advance of ten cents per bag, and the situation is firm as stocks are not large in this market.

FISH.

Considerable fresh fish is coming on the market from the shore fisheries, and the demand is good. The trout season is now on, and there have been some good catches for sale in the markets. The lobster fisheries have opened along the eastern and northern coast. The canning factories are about opened up, and some live lobsters are being sent forward to Boston. The catch on the south shore, which commences on December 15, has not been large this season. Prices now in Boston are about \$15 to \$20 per crate, which is comparatively low.

Last year's stock of fish, especially cod, is about sold out and the new season's take will be on the market. Last year's prices were abnormally high, and this year's is likely to be on a par with them, as the first to return of the Bank fleet arrived at Lunenburg last week and their catches are only normal. It may also be noted that the sealing steamers of the Newfoundland fleet have nearly all returned to port and their catches are small compared with other seasons.

FARM PRODUCE.

Prince Edward Island potatoes are now plentiful, the price being 32 to 35c. at the wharf. New Brunswick and Nova Scotia potatoes, which are considered of

better quality, bring 42 to 48c. It is still necessary to import carrots and parsnips from Boston as the native supply is short, the former having been largely used for feed during the Winter. Hay, which is largely imported Quebec, is quoted at \$12.75 to \$13.50, according to quality. Oats are still high and quoted at 52 to 55c. Seed oats are selling at 60 to 65c. and the quantity of native is small. Large quantities will have to be imported for Spring sowing.

IMPORTED FRUITS.

There is an abundance of imported fruit now in this market. Oranges which have been over-abundant, circumstances of which have been previously reported, are still plentiful and about at the lowest price they will be during the season. Californias sell for \$3 to \$3.25. Jamaica oranges are about cleaned up, but a further large supply is on the way here. Valentias are rather scarce. A large quantity of these were brought over on the steamer Parisian, which was partially submerged at her dock after being in collision with the steamer Albano, and being under water for about ten days, the fruit is practically ruined. The quotations on this fruit are 420s at \$4.50; large, \$5; 714s, \$5.50. Messina lemons are in good supply at \$3 per case. Cape Cod cranberries are quoted at \$9 to \$9.50.

GREEN FRUITS.

Apples are somewhat abundant in the market at present, and large quantities have been coming in from the Annapolis Valley. The quality, however, is not good. Fairly good No. 2s have been selling at 50c. to \$1 per barrel, according to condition; good No. 2s at \$1.50, while a few No. 1s may be had at \$2.50 to \$3 per barrel. The foreign market this season has not been good even for Winter fruit. The latest report (April 14) quotes Ben Davis at 7s. to 11s. Nonpareils at 10s. to 15s. In a year when prices are high a good many No. 2s are exported, but this year the ruling prices of No. 1s would not allow of freight and cooerage on No. 2s, of which there is still a considerable quantity in the apple districts. So great has become the necessity for a means to dispose of second-grade and refuse apples that a company with \$50,000 capital has been organized to put up cider, vinegar, preserved apples, jellies and evaporated apples, and it will be in operation next season. The works will be located at Port Williams, King's County.

REMOVAL.

The Montreal branch of Walter Baker & Co., formerly located at 9 St. Alexis and 14 St. John streets, has been removed to their new premises at 86 St. Peter street; Mr. Louis A. Lambkin, Canadian manager.

NEW AGENCY.

Mr. W. H. Dunn, Montreal, has been appointed Montreal and Quebec agent for E. D. Smith, Winona, pure fruit jams and jellies. All orders will receive prompt attention.

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

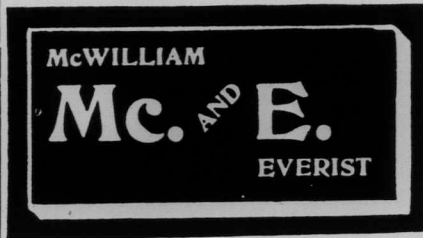
You know that customer will come again to buy Royal Baking Powder and make other purchases.

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

The supply of Navel Oranges is nearly exhausted. Only the larger sizes are obtainable; and will now have to turn our attention to

Mediterranean Sweets

First car will arrive about 22nd.



TORONTO, - - ONTARIO

Are making special arrangements for N.C. and Delaware Strawberries, etc., and will be able to make close prices both to Jobbing and Retail Trade.

ANNOUNCEMENT

The undersigned have become the
SUCCESSORS OF
HUSBAND BROS. & CO.,
TORONTO

—absorbing this and several other firms into one corporation, for

**Reduction of Expenses,
Prompter Deliveries,
Assured Qualities,
Better Quotations.**

Mr. H. McC. Mulholland, for 13½ years connected with Husband Bros. & Co., is the General Manager of the new Company, thus assuring the trade of efficient and reliable service.

The Distributors' Company,
LIMITED
Head Office: 82 Colborne St., TORONTO

Distributing Points:
WINONA, GRIMSBY, BEAMSVILLE,
ST. CATHARINES, CLARKSON, WINNIPEG.

GREEN FRUITS AND VEGETABLES

E. R. LUNDY, of Niagara Falls, assisted by W. H. Harrison, M. J. Greene, F. F. Best, J. Doyle, J. S. Hutchinson and others, have organized a co-operative canning company at Niagara-on-the-Lake. The company have rented the property known as "Steel Works" and are fitting it up for this season's operations. They will erect a new building in the Fall.

The fruit growers of Owen Sound and vicinity have formed a company to be known as the Owen Sound Fruit-Growing Co., for the purpose of adopting the co-operative system in growing, packing and shipping fruit.

The C.P.R. will pay special attention this year to handling British Columbia fruit consigned to points east of the Rocky Mountains. The refrigerator car service will be improved, a faster freight service will be inaugurated, and if the volume of business warrants, a reduction will be made in existing freight rates.

The F. T. James Co., wholesale fish and oyster dealers, 76 Colborne street, Toronto, have added a fruit and vegetable department to their wholesale business, and taken in 78 Colborne street for the accommodation of the latter. At present they are filling orders for foreign and domestic fruit and vegetables. The change has also necessitated a considerable augmentation of their office and warehouse staff.

Ontario Markets.

Toronto, April 20, 1905.
GREEN FRUITS.

THE extreme cold weather this week has had the effect of putting a damper on the green fruit trade, which is usually extraordinarily brisk before Easter week. The fruit men, however, have no complaint to make, and say that business has been satisfactory considering the unfavorable weather conditions. The orange market is high, an advance of 50c. in California navels being recorded for the week. This advance is to be accounted for because of the lack of Valencia, Sicily and Sorrento oranges in the American market this year, in addition to the fact that the season for California navels is now on the wane. Their place will soon be taken by Mediterranean sweets which will arrive shortly and be quoted at high prices. California seedlings will also be on the market before the next issue of The Grocer goes to press. Havana pines are slightly easier in price; the demand, however, has been slightly curtailed on account of the high quotations ruling during the past few weeks.

Marmalade oranges are off the market. Bananas are higher in price and are arriving freely in anticipation of Easter trade. Louisiana strawberries are coming more freely, daily arrivals now being the rule. Quotations have been reduced 3c. Some Mexican oranges are arriving for Western Canadian trade. These oranges cost from 25 to 30c. less per box laid down in Toronto than Mediterranean sweets and California seedlings. We quote as follows:

Bahama grape fruit.....	4 50	5 00
Havana pines per case.....	4 50	5 50
California, navel oranges, per box.....	3 50	4 50
New messina lemons, 300's, per box.....	2 25	2 75
" " 360's, per box.....	2 25	2 50
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 01	1 25
Apples, Winter varieties.....	1 25	3 50
Sweet potatoes, bush, crates.....	3 00	3 25
Cranberries, Jerseys, per doz.....	7 50	8 00
" " per case.....	2 50	
Louisiana strawberries, per pint.....	0 12	
Figs in layers, per lb.....	0 09	0 11

VEGETABLES.

Seasonable demand and an improving market for imported vegetables is reported for the week. Domestic vegetables are unchanged in price. Florida tomatoes are again arriving on the market to replace the Cuban variety which is nearly exhausted. Bermuda onions are in transit to this market and are being quoted to the trade at \$3 per crate. Egyptian onions are selling at \$4.25. Hot-house cucumbers are 25c. easier than last week and southern rhubarb is quoted 25c. higher. Florida tomatoes are bringing 50c. more than last week. New beets are down 25c., spinach 10 to 20c., asparagus 50c., carrots 15c., waxed beans, 50c., and New Orleans cabbage \$1 per crate. Egg plants have disappeared from the market for the time being. We quote the following prices:

Greenhouse lettuce, per dozen bunches.....	0 25	
Greenhouse radishes, per doz. bunches.....	0 40	0 50
Dry Mint, per doz. bunches.....	0 20	
Parsley, ".....	0 20	
Sage, per doz.....	0 20	
Savoury, per doz.....	0 15	
Carrots, per bag.....	0 60	
Beets, per bu.....	0 60	
Beets per bag.....	0 75	
Dry Onions, per bag.....	2 25	2 50
Dry Onions, per basket.....	0 60	
Bermuda onions, per crate.....	3 00	
Egyptian onions, per crate.....	4 25	
Green house water cress, per doz.....	0 25	
Potatoes, carlots on track Toronto, per bag.....	0 53	0 57
Potatoes, per bag.....	0 85	
" " car lots, Eastern.....	0 65	0 70
Parsnips, per bag.....	0 75	
Cabbage, per head.....	0 05	0 10
" " per doz.....	0 50	1 00
Cabbage in bulk, per lb.....	0 11	
Furnish, per bag.....	0 30	0 35
Florida celery, per case.....	4 00	
Hot-house cucumbers, per doz.....	1 75	
Oyster plant, per bu.....	1 25	
Greenhouse rhubarb, per doz.....	0 75	1 00
" " onions, large bunches.....	0 50	
" " per doz.....	0 15	
Southern rhubarb, per bush box.....	1 25	1 50
Florida tomatoes, per case.....	5 50	
Green peppers, 6 basket crates.....	3 50	
New beets, per doz. bunches.....	1 00	
Spinach, per bush, hamper.....	0 89	0 90
Asparagus, per doz. bunches.....	1 75	
Mushrooms, Illinois, per lb.....	0 80	0 90
Bermuda potatoes, per bush.....	2 75	
New carrots, per doz. bunches.....	1 25	
Waxed beans per bush box.....	3 50	
New Orleans cabbage, per bbl. crate.....	5 00	
Egg plants, per bush, crate.....	6 00	8 00

Quebec Markets.

Montreal, April 21, 1905.
GREEN FRUITS.

The green fruit trade generally is quiet. Country orders are not coming

in as freely as last year, and city trade also is not what was expected. California navels have advanced from 25c. to 50c. a box, with strong demand. Tomatoes are very scarce, selling from \$4.50 to \$5 for extra fancy, and \$3.75 to \$4.25 for choice. Pineapples are in good demand, considering prices are so high, and are selling from \$4.25 to \$4.50. Good colored stock demanding from 25c. to 50c. higher than last week. Cucumbers have dropped 50c. a doz. on account of heavy receipts. California celery is very scarce; price is \$6.50. Bananas are in good demand, ranging from \$1.50 to \$1.90 per bunch. Charleston strawberries are selling at 40c. a box. Trade in other lines is unchanged.

Table listing prices for various fruits and vegetables including Bananas, Cocoanuts, Pineapples, Cranberries, Jamaica oranges, Florida oranges, California navel oranges, New Messina lemons, Apples, Sweet potatoes, Almeria grapes, Celery, Tomatoes, Lettuce, and Strawberries.

VEGETABLES.

Trade is quiet this week with hopes for improvement in the near future. There is a good demand generally and prices remain firm with a tendency to lower as the weather improves. We note a few changes in prices.

Table listing prices for various vegetables including Potatoes, Less than carlots, Bunch lettuce, Radishes, Mushrooms, Mint, Parsley, Sage, Savory, Beets, Egg plant, Green onions, Spanish onions, Red onions, Yellow onions, Green house water cress, Green cucumbers, Green cabbage, Waxed beans, Cauliflowers, Green peppers, Canadian celery, Spinach, and Cucumbers.

For Halifax and St. John fruit markets, see regular markets.

Manitoba Markets.

The market is active, but there are no important price changes. We quote as last week:

GREEN FRUITS.

Table listing prices for green fruits including Oranges, Bitter oranges, Lemons, Bananas, Apples, and Pineapples.

VEGETABLES.

Table listing prices for various vegetables including Native onions, Carrots, Beets, Turnips, Potatoes, Celery, Florida tomatoes, Lettuce, Radishes, Parsley, and Mint.

Egyptian Onions advertisement featuring the headline 'Egyptian Onions', a description of the shipment, and contact information for White & Co., 64 Front St. E., Toronto.

W. B. Stringer & Co. advertisement for Peanuts and Egyptians, located at 61 Front East, Toronto.

Extra Fancy advertisement for Ripe Bananas and Golden Orange brand Navels, featuring the name of Hugh Walker & Son, Quelp. Ont.

Important Notice advertisement for F. T. James Co., Limited, announcing a new Fruit Department.

Fruit Agency Wanted in Britain advertisement for J. W. Leake, - Scarborough.

Finkle & Ackerman advertisement for Evaporated Onions and other dried vegetables.

O. E. Robinson & Co. advertisement for Dried Apples, located in Ingersoll.

Dawson Commission Co., Limited advertisement for Fruit, Produce and Commission Merchants in Toronto.

The W. A. Gibb Co. advertisement for Dried Apples, located in Hamilton.

A Delicious Cup of Coffee

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

Cultivate your coffee trade, it will pay you by buying the best—"**CLUB**" BRAND.

S. H. EWING & SONS

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET

Telephone Main 3171.

Telephone orders receive prompt attention.

Among the Boards of Trade

Napanee Business Men Organize.

A MEETING of the business men of Napanee was held on Monday, April 10, for the purpose of organizing a board of trade. It has been felt for some time that such a body was absolutely necessary if the interests of the merchants and tradesmen were to be properly looked after.

After considerable animated discussion on topics of public interest, the election of officers was proceeded with, resulting as follows:

President—John W. Robinson.
1st Vice-Pres.—J. L. Boyes.
2nd Vice-Pres.—J. L. Madill.
3rd Vice-Pres.—F. E. VanLuven.
Sec.-Treas.—W. T. Waller.

On motion the following members were elected as an executive committee to act with the officers in assisting to place the board of trade on a sound footing: Messrs. J. C. Hardy, T. B. Wallace, M. S. Madole, F. W. Smith, T. S. Henry, T. F. Ruttan, Dr. Sills, J. R. Dafoe, E. Loyst, C. A. Graham, W. T. Gibbard and W. F. Hall.

Quebec Board Meets.

The members of the Quebec Board of Trade held an important meeting on Tuesday, April 11th, to discuss among other things the making of Quebec a free port, and the unwarranted discrimination of steamship companies against it.

In connection with the agitation inaugurated by the Quebec Board of Trade to secure equitable railroad rates for Quebec, it was announced that the new tariff issued by the G.T.R. for import traffic showed a considerable reduction in the difference between rates from

Quebec and those in operation from Montreal to points in Ontario, Quebec being now placed on the same basis as Portland as far as the G.T.R. was concerned.

The demand on the steamship companies to place Quebec on the same basis as Montreal was also considered. In the opinion of one of the speakers this question was wholly in the hands of the merchants of Quebec. If no united effort was made in shipping no solution of freight rates could be reached, but if the merchants come to some agreement to ship unitedly the proper pressure could be brought to bear on the steamship companies. A number of firms represented stated that they had already issued orders to foreign shippers not to forward goods by any lines whose steamers did not stop at Quebec.

In view of similar action taken by Montreal, it was decided to start an agitation to have the port of Quebec made a free port, and to send a memorial to this effect to the Dominion Government, making mention of the many advantages possessed by Quebec, including the fact that the harbor had open navigation for eight months of the year.

A resolution was also passed supporting a petition of West Indian wholesale importers in regard to the sale of molasses called Barbadoes, which is being compounded, and asking the Government to prohibit such compounding, or that the name Barbadoes be not placed on the packages and the word "compounded" branded in large letters

Preston Board of Trade.

The first annual meeting of the Preston Board of Trade was held in the town hall April 17, Mr. George Pattinson, M.P.P., presiding. The reports presented were very encouraging. The election of officers resulted as follows: President, George Pattinson, M.P.P.; vice-president, C. Dolph; secretary, A. D. Pringle; treasurer, Frank Moss; council, F. Clare, C. E. Yates, S. J. Cherry, F. Moss, C. R. Hanning, Otto Homuth, Z. A. Hall, J. K. Ball and H. J. Kindson. The various committees were re-elected.

DEATH OF YOUNG JOURNALIST.

The junior ranks of Canadian journalism have sustained a distinct loss in the death of Ambrose P. Hinds, of the Ottawa Citizen, which occurred in Ottawa on March 25.

Mr. Hinds had barely passed the quarter century mark and had been associated with the Ottawa Citizen ever since the time of his graduation from the Collegiate Institute in Barrie, his home town. During this time he performed the many varied assignments of a modern city daily, to each of which he brought undoubted talent and ability. A short time before his death he was given entire charge of the semi-weekly edition of the Citizen and was rapidly pushing that publication into the front rank of provincial journalism when struck by the grim reaper.

BUSINESS IN THE WEST INDIES.

Mr. John Cameron, our West Indian commissioner, has got as far as Trinidad, and is still doing good work for the MacLean Trade Newspapers. This week another good batch of subscriptions came to hand, and also a few good advertising orders for the export number of The Canadian Grocer. Mr. Cameron is having some pleasant experiences as well as being successful in securing business, a good deal of which will be related in a subsequent issue of this paper.

Blue Ribbon Ceylon Tea

Wars and rumors of war fill the air—among nations and among traders.

Who Wins?

Does **Might** or does **Right?**

Sometimes it is one, sometimes the other.

But "**thrice** is he armed whose **cause is just.**"

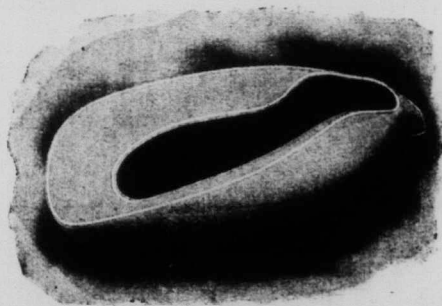
Blue Ribbon Tea has both might and right on its side.

Its cause is just.

No Wonder It Wins in the package tea conflict.

Its **Integrity**, joined to **Activity** on the part of its packers, explain **Its Conquests**

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.



Water

Sets

ARE NOW IN STOCK

Have you ordered?
Write for prices.

BARNARD & HOLLAND CO.
MONTREAL

FREIGHTS AND CHARTERS

ONCE more the icebound harbors and waterways of the Dominion are clear for business. Craft of all kinds from the ocean and inland will be plying the different routes, and the wheels of commerce will move more importantly all around. The big transportation companies have issued their new rates for ocean shipping, which came into force last Saturday, April 15.

The outlook for grain and lumber as far as bookings go is reported very poor. The grain dearth was explained last week in that Americans are not shipping via the St. Lawrence route and the Canadian wheat is being utilized for flour in Western Ontario. The condition

is greater than ever from the port of Montreal.

Considerable attention is being directed towards the first fruit boats. The Jacona, of the Thomson Line, is expected here first week in May. She comes direct from the Mediterranean with a cargo of oranges and lemons from Messina ports. She is making her way over the sea with 28,698 boxes and 4,194 half boxes of oranges and lemons; 12,699 packages of oranges and lemons from Sorrento; total, 49,591 packages. This steamer will be followed by the Escalona which is now making her way to Spanish ports from whence she will sail direct for Montreal on April 29.

TO PRIVY COUNCIL.

The action brought by E. W. Gillett Co., Toronto, against Lumsden Bros., of Hamilton, for infringement on the Gillett Co.'s registered trade mark on Gillett's Cream Yeast label, will shortly be taken to the Privy Council. The claim made by the plaintiffs is that Lumsden's Cream Yeast is an infringement, owing to the use of the word "Cream."

In the Trial Court Mr. Justice Street granted a perpetual injunction restraining the Lumsden concern from using the word "Cream" in connection with yeast cakes. This injunction was afterwards dissolved by the Divisional Court, hence

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake.....	6/6	6/3	* 9c	* 9c	7/6	7/6	10/6	11/	*12/6	10/	11/3		
Sack flour.....	6/6	6/3	* 9c	* 9c	7/6	7/6	10/6	11/	*12/6	10/	11/3		
Canned meats, fish.....	10/6	13/1½	12/6	15/	13/3		15/6	16/6	*15/	17/6	17/6		
Provisions.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	5/				
Tierces lard.....	10/6	13/1½	12/6	15/	15/9	10/6	15/6	16/6	*15/	17/6	17/6		
Pall lard.....						10/6			*20/				
Butter.....	25/	30/	30/	30/	31/6	25/			*80/c.s	30/	35/		
Cheese.....	*17/6	*20/	*20/	*20/	*25/	*17/6			*80/c.s				
Eggs in c's (meas't).....	12/6	15/9	12/6	15/	15/9	12/6			*40/c.s.mt.				
Clover seed.....	12/6	15/	12/6	12/6	15/	12/6	20/	20/	*15/				
Cotton.....	†15c					†15c							
Apples, per bbl.....	Fine 2/ †20/	2/	† 3/	Fine 2/6	Fine 2/6	Fine 2	3/	3/	10/c.s.				
Meas't goods.....	7/6			†12/6	†12/6	†10/	†12/6	†12/6	†15/				
Leather sole.....	20/	25/	25/	20/	20/	20/	†12/6	†12/6	†15/				
Leather finish.....	15/	20/	20/	20/	25/	31/6	20/	25/	*25/				
Lumber, hard.....	*10c	*10c	12/6	12/6	*16c	*12c	12/6	17/6	*15/mt.				
Lumber, soft.....	8/9	10/	8/9	10/	12/6	8/9	17/6	17/6	*17/6mt.				

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore Subject to Confirmation. When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 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 advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

of the lumber market in the Old Country is one where low prices are prevailing and no Canadian shipper is sighing for business at any less rates than have been existing. Hence the lumber outlook is gloomy. Nevertheless, several new charters of steamers have been reported for the United Kingdom, and the price for deals has been quoted at 30s. and 32s. 6d, that is for deals, and 35s. for full cargoes of lumber.

The outlook for dairy produce is very encouraging and the large shippers pro-

The lake and rail freight rates went into effect on the 15th and there was marked activity ruling in inland shipping during the week.

There is considerable agitation in important shipping circles in Montreal regarding the peculiar position adopted by the Harbor Commission and the probability of heavy wharfage fees being levied. At least it is very glaringly apparent that Montreal will not be a free port for some time to come. There are, however, some conflicting opinions.

appeal to the Privy Council. Jas. Bicknell, K.C., of Laidlaw, Kappele & Bicknell, is acting for the plaintiffs in the case.

FIRMS INCORPORATED.

The T. Hockin Co., Dutton, with share capital of \$50,000, have been incorporated to manufacture and deal in general merchandise and farm products. Provisional directors: T., J. and W. Hockin, all of Dutton.



“Easter Drink”

Lent is over
Easter has come
Nothing better
Than a wholesome

sift of good old Scotch

like **Special Liqueur Cream**

WITH SYPHON

It's all right

MacLeay, Duff & Co.'s
Purest Whiskies

GLASGOW, SCOTLAND

**AGENTS
WANTED
FOR
ONTARIO
AND
THE WEST**


B. O. BELAND

AGENT FOR CANADA

1684 Notre Dame

MONTREAL

CANADA: No better Country



MOTT'S: No better Chocolate

CHOCOLATE Good
and
CHOCOLATE Bad

Is to be had in many stores
THOSE WHO BUY

**Mott's
Chocolates**

Are sure of a
GOOD Article ALWAYS

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

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

EASTER

The Easter gladness finds expression in gifts. And Easter in Canada will be marked by gifts of

**Stewart's
Fine Chocolates**

—worthily marked; for these Chocolates represent the choicest thought of all who touch them—makers, dealers, givers.

A. J. STEWART, LIMITED
Toronto

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation in coffees of superiority--- the results will surprise you. Forty years of popularity attest the worth of **Chase & Sanborn's Coffees.**

CHASE & SANBORN

The Importers, Montreal

Biscuits and Confectionery

Retail Trade.

THE Easter candy trade is growing each year. The novelties in confectionery arouse great interest and cause greater sales of all kinds of candy. The grocer has come in for his share of this business. The arrival of new maple sugar has also had an invigorating influence on the sales. The next two weeks should prove the best of the season. As Lent draws to a close there will be a general revival of festivities in which confectionery will play a prominent part. The reaction should ensure a big demand for sweetmeats. In anticipation of this grocers have, generally speaking, stocked well in this department.

Raw Sugar Refining.

The difficulty which has been experienced in running a beet sugar factory profitably bids fair to be overcome by D. A. Gordon, of East Kent. Under present conditions there are just enough beets to keep a factory running for three or four months in the Autumn and early Winter. Mr. Gordon has imported a large quantity of raw sugar and will consider the possibility of keeping his factory running all year with the aid of this. The success of this experiment will be of the utmost value to Canadian manufacturers. It will not only make it far more profitable to refine the beet sugar, but will introduce the refining of imported raw sugar, which will be a great industry in itself.

The Trade Situation.

THE week shows little change in the condition of the market for raw materials. Prices have remained on the whole firm, with a slight increase all along the line. The manufacturers and retailers have met the situation by an advance in prices, but not to the extent that the raw material has advanced. In spite of the higher prices, business has been on the whole good. There has been no appreciable falling off in purchases. In the country the roads have been bad and business has not been as brisk as might have been desired, but here the prospects are for a speedy improvement. With better prices and good consumption there should be no question about a prosperous season.

1905 Maple Crop Light.

According to G. R. Small, of the Canada Maple Exchange, Montreal, the maple crop this year will be light owing to unfavorable weather conditions. It

may turn out better in Eastern Quebec, where sugaring starts two weeks later than in the west, and is just beginning now. There will, however, be no diminution in the supply nor perceptible increase in the price of this product.

American Confectionery in England.

A DEPUTATION of confectioners and allied and subsidiary trades of Great Britain recently waited upon the chancellor of the exchequer to urge the discontinuance of the tax on sugar because "it was exercising most disastrous effects upon the industries represented." A Mr. Edwards, the first speaker, said that America was sending to Great Britain 150,000 tons of confectionery per month with no duty on it, that the Swiss were sending many thousands of pounds sterling worth of chocolate per year at a cheap rate because they use bounty-fed sugar, prohibited to manufacturers here, and that sugar was high here and cheap on the Continent, allowing continental makers to endanger the British position in the neutral markets of the world.

Mr. Austen Chamberlain, the chancellor of the exchequer, in his speech, in reply to the deputation, said it was not true that imports of confectionery into this country has risen to an enormous extent since the duty was imposed. He thought there must be some misapprehension as to what the so-called confectionery was, for the imports of real confectionery did not increase at all, and practically the whole increase of 1903 over the imports of 1902 was accounted for by the increased imports of bottled fruits and syrups, and, so far as manufactured sugar articles were concerned, the foreigners paid the same tax as the British manufacturers did.

The chancellor's statements seem to be borne out by statistics. The facts point to a reduction rather than an increase in the amount of confectionery exported by the United States to England.

Push the Cracker Trade.

Crackers ought to be great profit gatherers. The relation of their sale to the total amount of sales will go up or down as they are made a prominent feature in the store display, and as they are universally used and appeal to the housekeeper as a satisfactory and healthful between-meal nibble for the children, they are in constant demand. It is not necessary to push the sale of the stand-

NEW CROP MAPLE

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it. The choicest syrup obtainable. The price is moderate. All jobbers.

Sugars Ltd., - Montreal



Sixty
Years of
Popularity

**COX'S
GELATINE**
should be used
in every Canadian
household, because:

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
- (3). It is **PURE.**

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

MR. GROCER

The season for starch is fast drawing near I would like to call your attention to

SAN=TOY STARCH

Pronounced by all users as the best laundry starch on the market. Try a sample case. It is a seller.

J. H MAIDEN
MONTREAL

Too Bad

But it can't be helped. Make a note in your diary about Fair Time to write us about Sugar, but don't send any orders now.

The Ontario Sugar Co., Limited
BERLIN, ONT.

SODA BISCUITS
of the
quality of

**PERFECTION
CREAM
SODAS**

are eaten with
zest—by
all the family.
"Oliver asks for more."

And when this is the case
the grocer's orders for
Soda Biscuits keep multi-
plying—to his profit.
This constitutes an excel-
lent reason why the
grocer should always sell
"Perfection."

3-LB. CARDS OR TINS.

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

ard sorts that are made the football of
the cutters and trade pirates, but a
better policy is to select a line of
tempting dainties and have them prom-
inently displayed, keeping out of sight
the sorts that do not tend to increase
your average of profit. There is more
to be made on a dollar's worth of
crackers than on a barrel of flour.—Am-
erican Grocer.

Generous Profit Sharing.

A generous profit-sharing system has
been adopted by Walter Baker & Co.,
chocolate manufacturers. Each employe
of the company recently received a
cheque for ten per cent. of his wages for
the year 1904. The plan of making em-
ployes personally interested in the well-
fare of a business is growing in favor.
As the Walter Baker company state, it
is only by the personal efforts and in-
terest of every member of the staff that
the best results can be obtained.

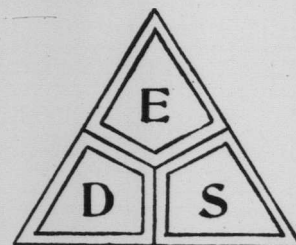
New Industry for British Columbia.

A new industry, or rather the re-
vivication of one long dormant, in Vic-
toria, B.C., is among the items of in-
terest in flour and cereal circles this
week. The B. C. Rice Mills have begun
operations and will revolve and grind
rice for domestic consumption and ex-
port. The capacity of the mills is five
tons of rice per day and the output can
be increased as trade grows.

The Dominion Confectionery Co.,
Portage La Prairie, have purchased the
Richmond Block in that town, and will
convert it into a factory.

Candied Peels.

Although it is rather early to predict
how the market will run, it is expected
that prices will be much higher than
last year.



SMITH'S

E.D.S. Brand

OF

**Jams, Jellies and
Sealed Fruits in Glass**

Are the finest packed.
Our appeal is to the
Grocer whose trade
appreciates an article of
highest quality.

Price list sent on re-
quest.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - - ONT.

COWAN'S COCOA Maple Leaf Label
Our Trade Mark
**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,**
and **COWAN'S famous MILK CHOCOLATE**
are absolutely pure goods.
THE COWAN CO., LIMITED, TORONTO

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

WE ARE OFFERING AN EXCEPTIONAL VALUE IN A

BARBADOES RAW SUGAR

See Our Travellers

TORONTO

JOHN SLOAN & CO.,

BELLEVILLE

old
reputation

Attention!

old
reputation

The **BEST**
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal**)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST..

MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co, 27 Common St., Montreal.

Grocers Please Note!

Inasmuch as some package cereals are being sold to-day at 10 cents, the following statements pertaining to

Orange Meat

are in order:

OUR Jumbo Package

which retails at 25 cents per package, contains from 2½ to 3 times as much food as the packages put out by most of the other makers of ready-for-serving cereals, thus making our 25c. package of better value to the consumer than the ordinary 10c. package.

Again, the retailer pays \$2.85 for goods that he sells for \$3.60, giving him a gross profit of 75 cents. On our Jumbo package he pays \$4.10 for goods that he sells for \$5.00, giving him a gross profit of 90 cents per case.

The special offer made some weeks ago is still good—namely an offer of \$1.00 in cash to the dealer who advertises our goods, and who has placed an order for 5 cases—increases the profits per case by 20 cents, or \$1.10 gross, as against the 75 cents profit on the 10 cent package.

These facts and figures show the claims the Orange Meat has upon the grocer. Moreover Orange Meat sells

Push the Food that Sells.

The Frontenac Cereal Co.

Limited.

KINGSTON, Ont.

Flour and Cereal Foods

Fall Wheat Damages.

REPORTS received during the week indicate more or less serious damage to the Ontario Fall wheat crop. The wheat came out of the ground green and vigorous looking, and was greatly benefited by the warm rains and sunshine of last week. During the past few days, however, the cold winds and frost have had a most injurious effect in many districts and the plant is turning brown. It is not definitely known just how much damage has already been caused and warm weather may overcome to a large extent the injury already done.

William Whyte, second vice-president of the C.P.R., is authority for the statement that there will be twenty-five per cent. more land under seed in the Canadian West this year than last; in other words, over a million more acres of grain will be harvested than one year ago. With an average yield of twenty bushels per acre this means an addition of \$15,000,000 to the wealth of the settlers. Mr. Whyte further says that while last year 150,000 people entered the West, there is every prospect of an equally large immigration this year. With an increase of the acreage under seed of a million a year, in ten years the Canadian West will annually export from 250,000,000 to 300,000,000 bushels of wheat, representing a money value, conservatively stated, of \$200,000,000. Seeding operations are under way in the West, but it is as yet early to comment on future crop conditions.

U.S. Crop Report.

The U. S. Government crop report, showing the condition of Winter wheat on April 1, is very favorable, showing the average condition to be 91.6. This indicates a yield of 479,787,000 bush., against a crop of 332,935,000 last year, 399,867,000 in 1903, and 411,788,000 in 1902. The report compares as follows:

April 1, 1905.	Dec. 31, 1904.	April 1, 1904.	April 1, 1903.
91.6	82.9	76.5	97.3

Opening of Navigation.

The near approach of the opening of navigation on the Great Lakes is being forestalled by Canadian grain firms who have already chartered a large number of boats so as to have them ready at the earliest moment. It is thought that boats will be at the lake ports about April 20. The transportation companies

have fixed rates this year at two cents to Georgian Bay and Lake Huron ports, and six cents through to Montreal from Port Arthur or Fort William.

The rush to get the grain down the lakes will keep the lake fleet busy, and in addition will have a livening effect on local grain business. Stocks of wheat in store at terminal elevators at Fort William and Port Arthur now total 6,777,966 bushels, but of this amount about 2,000,000 bushels is in the new private elevators, the Empire and Ogilvie, so that the amount to be shipped down the lakes will aggregate 4,777,966, against 1,919,000 the same date a year ago.

U.S. Exports Dwindling.

The exports of wheat from the United States for the eight months of the present year ending February, were 4,196,022 bushels, as compared with 40,713,275 bushels for the same months of the previous year. Of the 4,196,022 bushels shipped, 3,983,279, no less than 95 per cent., were shipped from the Pacific coast. The shipments from the Atlantic ports were only 212,733 bushels as compared with 35,572,994, or a decrease of 99.4 per cent.

Failure of Wheat Fields.

In the opinion of the Secretary of Agriculture for the United States there will shortly be a large increase in the price of breadstuffs unless American farmers change their method of growing wheat. At present the average production of wheat to the acre in the United States is eight bushels, while in Europe the farmers grow thirty.

Last year the American wheat crop was sickly and this indicates that the land refuses to grow wheat any longer on a profitable basis. In order to save the wheat fields of the United States experts are being sent to the northern part of Norway and Sweden to find legumes which will grow in cold climates.

Grain and Cereal Notes.

According to official statistics New Brunswick is producing about a hundred thousand barrels of flour yearly at the present time.

The town of St. Albert, Man., proposes to go into the flour-milling business. The municipality will put up the entire cost of the enterprise, \$40,000.

C. H. Crawford, flour, feed and seed dealer, Ingersoll, has purchased the store formerly occupied by J. P. Archibald, and is removing his stock thither.

The C.P.R. have completed a new elevator at Fort William, which has a storage capacity of 500,000 bushels, and is able to unload approximately 300 cars of wheat per day.

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.

WHY IMPORT ?

Save your profits by buying
Made-in-Canada Goods.

Shirriff's

High-Class MARMALADES Equal to Any.

Imperial Extract Co., Toronto

GOLD RAISED LETTER SIGNS

ALL that are desirable for a Store Sign, rich in appearance and easily read. They are made by us in such a variety of designs that it does not pay you to go without a Sign. Cannot we submit you sketches and name you prices for a proper Sign? Your Store Front is the best advertisement. Make it talk to the passer-by.

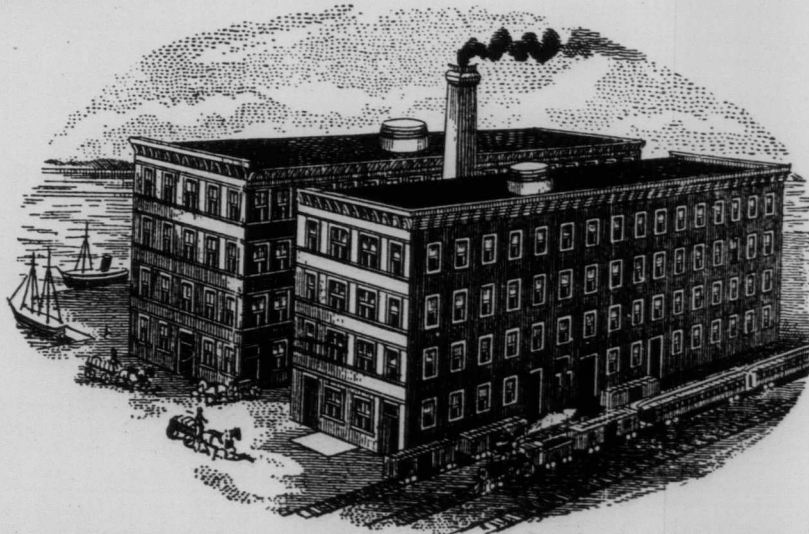
THE MARTEL-STEWART CO.

681-683-685 Craig Street, MONTREAL



beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr.
Oatmeal



Pot and Pearl
Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds
of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US
FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS
OR OTHERWISE.

LETTER ORDERS
A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS
FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Accessories.

IN many stores the business of the tobacco department is increased greatly by the sale of smokers' supplies. A stock of pipes can be made the source of much business. The display of them lends variety to the cigars and tobacco, and attracts attention to the department. A pipe has a great fascination for most smokers, and a man will often buy one which attracts his fancy, when he has no need for it.

Tobacco pouches come in the same category. They give an up-to-date appearance to the stock and, as nearly everybody carries one, they should have a good sale. These are just illustrations of what might be handled in every store. The nature of each dealer's business must govern him in the extent to which he goes in for these side lines. Yet every dealer who has a tobacco department at all can put in a few of these articles to advantage.

Retail Trade.

The cigar trade, like the commerce of nations, depends much on the "open door." A cigar store with its doors wide open presents a hospitable and attractive aspect to the public, and there are many pedestrians who would pass by the closed portals without stopping, but who cannot resist the tacit invitation of the wide-open doors. However, open doors are only possible with fair skies, which is one of the many reasons why the retail cigar trade depends so much on the thermometer and barometer.—The U. S. Tobacco Journal.

New Source of Tobacco.

"Lattakia, Syria, tobacco is an article of commerce well known in Europe and America. It is black in color, owing to its fumigation by the Nusairich mountaineers in the smoke of a tree called 'elezzer' or 'ezr,' which imparts to it a peculiar aromatic flavor. This fumigation lasts for from seven to nine months, but only produces the desired effect during those of Winter and Spring, although the tobacco is still fresh and green in Summer when it is hung to the rafters for smoking purposes. The 'ezr' grows wild, seldom attaining the size of the oak, and gives out its aromatic odor when burned in the green state. It is a native of the Nusairich mountains and

not found elsewhere, so it is claimed. Last year the Lattakia tobacco crop amounted to six thousand bales as against eight thousand bales for the preceding year. A bale weighs 87 to 92 kilos (191.4 to 202.4 pounds). Most of it goes to England at 14 to 24 cents per pound. It was rumored last year that the American Tobacco Trust was trying to secure a monopoly of the Lattakia tobacco product. It already controls the licorice root industry in the Lattakia and Alexandretta districts. An average crop of Lattakia tobacco, as far as it is available for export, is worth about \$350,000."

An Aggressive Tobacconist.

Mr. A. Michaels, the progressive tobacconist on the corner of McGill and Notre Dame streets, Montreal, as those who are familiar with Montreal know, is an up-to-date cigar and tobacco dealer. His store always attracts attention by some unique feature of advertising. While he has in the past had many "arresters," this week he has certainly capped the climax. His four large plate-glass windows, two on each street, are placarded with illustrated colored scenes of the Russo-Japanese war, brought over by Mr. J. A. Poole, of the China and Japan Silk Co., and loaned by that

gentleman to Mr. Michaels. As there are about fifty of these pictures, and all strikingly displayed, there is a constant crowd attracted by them, particularly at noon and evening hours is this so, and to such an extent that often a blockade occurs. Besides the pictures Mr. Michaels exhibits a bronze bust of Admiral Togo, also brought over by Mr. Poole, and, needless to say, it is a good drawing card for business.

The Tobacco Seed.

How big do you think a tobacco seed is? The plant grows to be taller than a man. It has leaves from 20 to 50 inches long, and from 3 to 18 inches wide. One would think the seed might be the size of a walnut. It is, in fact, about the smallest seed known. I have before me a bottle about half the length of my little finger, and not so large around. It contains 25,000 such seeds. Each seed is not much bigger than the point of a pin. Nevertheless, it produces this mighty plant, and, more wonderful still, on the plant will grow from 500,000 to 700,000 seeds.

At Leamington, in three days, the Empire Tobacco Co. received 600,000 pounds of tobacco, for which they paid out in cash over \$70,000. One farmer received \$3,600 for his last season's crop.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Ice-clad Grocers

We meet a few of them—good men, but——. They wouldn't put in cigars if they were offered a stock free. Prejudices of this sort disappear after a while and we get a new customer—and keep him.

Why shouldn't we? What other firm that you know of sells you goods on our terms—money back for unsold stock at the end of three months.

Send us an order for 1,000 cigars on the terms we offer, and while we do not insist upon it, we advise that the order should include **Pebble** for a 5-center and **Pharaoh** for a 10-center.

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

Letters to Tom, the Grocer.— No. V.

HAMILTON, April 21, 1905

Dear Tom :

You lost your temper the other day with a good customer. His opinions and yours didn't agree. It was on a matter that is always dangerous to discuss—politics. Politics are all right—that is, in a general way ; but you can afford to let the discussion of party measures alone. Just now you are in business, and you can't afford to antagonize good customers.

By the way, you'll find it absolutely safe to give your smokers **T. & B.** It will please them, and help your trade in other directions.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

BIG COFFEE DEAL.

THE largest purchase of green coffee ever made in Canada has been effected by William Braid & Co., the well-known tea, coffee and spice importers of Vancouver, says The Weekly News Advertiser of the same city. This fact is not only noteworthy as a piece of news, but as an indication of the growing business of Vancouver and of this reliable and old-established firm. Few realize the proportions of such a purchase as this, but when it is remembered that 500 tons is 1,000,000 pounds, some idea may be formed of the amount secured. Reference is often made to the large business deals of neighbor-

ing Pacific Coast cities, but it is rarely that firms make such a large purchase.

It is a credit to the growing commercial importance of Vancouver that a business house should see sufficient trade ahead to enable it to dispose of so much coffee alone, and shows to some extent what an important distributing centre Vancouver has become. William Braid & Co. make a specialty of coffee, and supply the trade along the coast, in the Interior, the Territories, and Manitoba. Consignments are sent to the Yukon and Alaska; in short, the whole western country is covered by the travelers of this enterprising firm.

The opportunity was taken during the

recent slump in the market to make the purchase referred to, and the coffee is now in transit to the Port of Vancouver.

INTERESTING AND ATTRACTIVE CARDS.

The "Bee" Starch Co., Montreal, have issued a set of handsomely-lithographed colored cards and hangers, displaying exact facsimile of their various products. As these are attractive and beneficial to every grocer, every one should have them. A postal card addressed to Snowdon, Forbes & Co., Montreal, will bring a set by mentioning The Canadian Grocer.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

JACK ROBINSON

is a man who sells Tobaccos. He put in a line of

McAlpin's Tobaccos

on our recommendation, and urged his tobacco customers to try them and to bring back a report. That report varied. Some said—"We like the kind we've been accustomed to." Others said—"We like McAlpin's Tobaccos; there's a flavor to them that just suits us." So Jack Robinson is making more money to-day because he had courage to dare.

McALPIN'S TOBACCOS ARE PROFITABLE

GLEANED FROM THE TRAVELERS.

MR. C. DUNKE, of Dunke & Co., Berlin, spent a couple of days in Toronto last week calling on the trade. Mr. Dunke has just returned from a pleasure trip to Cuba.

Mr. St. George Price, who has been engaged for a number of years in the grocery trade at Goderich, and for the past two years in Hamilton, has joined the traveling staff of H. P. Eckardt & Co. He will cover territory in Ontario from Berlin east.

Mr. R. Harstone, Warkworth, Ont., one of the most successful business men of that town, has sold out to Dickson & Co., who will continue in the general mercantile business.

Mr. J. H. Lehmann, formerly of the traveling staff of H. P. Eckardt & Co., will in future represent the Royal Crown Soap Co., of Winnipeg. His territory will be Western and Northern Ontario. The Grocer wishes Mr. Lehmann success in his efforts on behalf of "Witch Hazel" soap.

Mr. R. A. Elliott, Roseneath, has sold out to Mr. Mulholland, formerly of Haldimand County. Mr. Elliott is going into farming.

Mr. H. J. Colwill, Arthur, is making extensive improvements in his store. He reports that owing to the phenomenal growth of business he found the old premises altogether too cramped. Mr. Colwill recently returned from the sea side.

Mr. J. Ireland, Durham, says business has been booming during the past fortnight.

R. Scott & Co., Mount Forest, are in receipt of a big shipment of goods for Spring trade.

Mr. W. J. Cameron, Southampton, is recovering from a severe attack of grippe, and able to greet his many friends with that "genial smile."

Mr. W. H. McFarland, proprietor of the largest departmental store in Northern Ontario, reports business conditions satisfactory, considering the state of the country roads during the past few weeks.

Mr. G. Metcalfe, Berlin, was in Toronto last week.

Halliday & Stinson, Chesley, have completed their Spring preparations and are stocking up with "good" goods for Summer.

Mr. C. J. Halliday, Chesley, has one of the most up-to-date stores in the north country.

The C.P.R. will shortly let the contract for the Byng Inlet and Boulton division of their new short line from Sudbury to Toronto.

The north channel will not be open for navigation before April 25, according to present indications.

There will be three steamship lines from Owen Sound to the Soo this season: The Northern Transportation, Dominion Transit, and Algoma Central (a new line).

Col. Thompson, president of the Nickel Trust, is trying the oil concentrating process at Massie, with considerable success.

The new smelter in operation at Copper Cliff has a capacity of 1,000 tons per day, and is the only one of the kind in Canada.

The Helen mine, which has been turning out 800 tons per day during the Winter, will increase its output to 1,000 tons for the Summer months. Sixty per cent. of the ore smelted at the Soo Steel Works comes from this mine.

The quantity of pine saw logs taken from the forests of Northern Ontario this year is considerably smaller than last year's output. Lumbermen are regretting the fact on account of the recent marked improvement in the lumber market.

SUGGESTIONS FROM KENTVILLE.

Editor The Canadian Grocer.—As a reader of The Grocer from week to week, I often wonder how you are able to gather material so as to fill its pages once a week, and to keep out stale matter. One interesting and valuable section of The Grocer is that devoted to green fruits and vegetables, and especially that part relating to apples.

Again, as one interested in board of trade work, I find The Grocer realizes the importance of such organizations and has done a great deal to stimulate its readers along these lines. The Maritime Board of Trade is greatly indebted to The MacLean Publishing Co. for support since its inception, and has freely endorsed that fact. I should like to see a board of trade department added to The Grocer, and short reports from as many boards as possible. Merchants would more and more see the benefits arising from being members of their town or local board. There is something in a live board of trade that makes a merchant take more pride in his business; that broadens his views and makes a better citizen of him.

I am looking forward to the Export Number as it is an index to what our live business men are doing to extend Canadian trade and help the retailer, keeping him in touch with all that relates to his business life and to the life work of others who are trying to solve the same problems.

It will be a pleasure to many of us (after your Mr. Cameron has taken his Barbadian bath and a few Canadian ones as a contrast), to read of his impressions of the West Indies and where

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

our Canadian manufacturers are lax in not securing more trade.

As a good friend of the Maritime Provinces, I hope to see The Grocer take up again the advantages of Upper-Province people making more frequent visits this way and getting acquainted with our people and country. We want to see these provinces the tourist grounds for Upper Canadians and not allow the New England States to absorb all the pure air and lovely scenery we have to offer. I know full well, from favorable reports made in your papers, that many a person has come among us, and only wish all our trade journals were as loyal.

As to the state of trade in the Annapolis and Cornwallis Valley it is too soon to estimate what effect the extraordinarily severe Winter will have on the future, but I find that the merchants are in good spirits and have strong faith in the future. As the sun melts the snow, and roads improve, they are ready for Spring trade, and it looks as if the balance sheet would be all right at the year's end.

Anyway, the safe plan is to read The Grocer and attend to business. We have never yet taken Sir Richard's advice to "work harder and eat less."

M. G. DeWolfe.

Kentville, N.S., April 11, 1905.

Mr. De Wolfe is well known to readers of The Grocer as ex-president of the King's County Board of Trade, and a prominent business man of Nova Scotia.

CHANGE IN OLD FIRM.

Coote & Tuck, dealers in groceries, boots and shoes, and crockery, Oakville, have disposed of their business to Thomas Harker of that place. The firm was founded by Mr. Coote in 1869, Mr. Tuck becoming a partner about five years ago. The senior partner will live retired, having supplied the community with pure food for nearly two generations. Mr. Tuck is entering upon the undertaking business in Oakville.

Window and Interior Displays

Timely Hints
and Suggestions

Window Dressing in England.

THE English method of window decoration is what we term the embankment system, where the main display arises from a bank that has a height of six inches or so in front and runs back to a height of 18 inches in the rear. The goods exhibited are just packed up through the centre, in profusion, having a width to correspond with that of the window, and the exhibits are usually beautifully blended—indeed this is a leading feature. Flanked on either side are handsomely arranged receptacles for a

ing, in the matter of blending, coloring and electric lighting, we have still to take the queue from our kinsmen from across the water.

Attractive Grocery Interior.

This week's illustration represents what may be done for the interior of a grocery store with the exercise of a little care and ingenuity. The first thing to be kept in mind in arranging any interior display is to have as much variety as possible to attract the attention of customers. No grocer needs to be told that the average shopper comes

that this is a very uncommon failing with seventy-five per cent. of the grocery trade throughout the country, who seem to persist in hiding their wares either behind the bars of a storeroom or under the counter. The idea of the man who arranged the particular display has undoubtedly been to win extra custom from regular patrons, and, judging from its general effect, the bait ought to have been successful in accomplishing the purpose intended.

THE SALT SITUATION.

A report appeared in The Clinton New Era recently to the effect that the salt



Interior View of A. G. Bain's Grocery, Hamilton, Ont.

counter display, such as nuts, dried fruits and confectionery of all kinds.

And some very elegant electric light displays are shown with the views, being made to harmonize in their colorings with one another. And it is right here that the Englishman excels.

Banked up in this manner, there is something impressive about the display, and it appeals at once to the eye as massive, gorgeous and satisfactory. There is also something decidedly practicable in these solid English designs. They carry a business air that cannot be mistaken.

Although Canadian grocers have progressed far in the art of window dress-

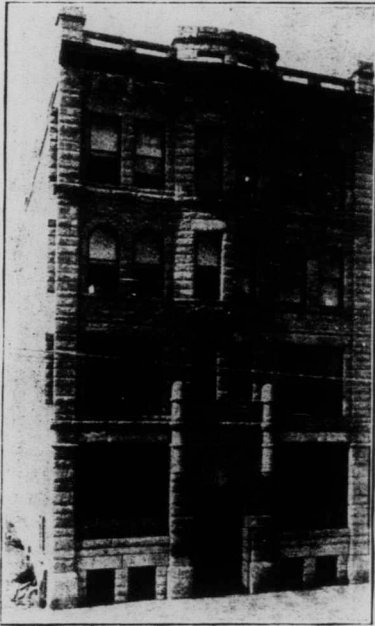
ing to his store with a list prepared of the articles required, and that it rests with the grocer to swell that list to just the extent that his ingenuity allows. Of course, a clever salesman is necessary to make the actual exchange, but an attractive display goes a long way to pave the way for his persuasive eloquence.

In the accompanying illustration, the most striking feature is its variety. No one or two lines of goods are utilized, but fruit, vegetables, canned and package goods, condiments, etc. The scheme is, perhaps, dangerously near the limit, as far as quantity of goods on show is concerned, but it must be remembered

plants at Brussels, Seaforth, Stapleton and Goderich had closed down and that in a short time the Wingham plant would follow suit. This is quite incorrect so far as the Wingham plant is concerned. That particular industry is as busy manufacturing as it can be and has orders on hand that will keep it so for some months. Its proprietors claim to be turning out one of the purest salts now manufactured in Ontario and are selling to some of the most important packing houses in the country.

A. Little is making preparations to build a large general store in Tyndall, Manitoba.

WM. BRAID & COMPANY



VANCOUVER, B. C.

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones - Satisfaction guaranteed.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 20, 1906.

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 4 "	0 80
" 12, in 4 "	0 70
" 3, in 4 "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, 2 doz.	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 "	1 25
1-lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	5-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
2 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

"VIENNA" BAKING POWDER.

Sizes.	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	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 pkgs.	4 80



EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
" 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
according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/3 gross, 4 oz.	



JAMES DOME BLACK LEAD.

Per gross	
6a size	\$3 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	Per doz.
" 5-doz. 10c. "	\$0 45
	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " E, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

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 60
" " 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 60
Cocoa Essence, sweet, 1-lb. tins, doz.	3 25

Chocolate—

Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	per doz. \$1 75
Orange, white and almond, 1/2-lbs.	1 00

Confections—

Cream bars, large boxes	per doz. \$2 25
" " small "	1 35
Chocolate ginger, lbs.	3 75
" " 1-lb. boxes	2 25
" " wafers, 1-lb. boxes	2 25
" " 1-lb. boxes	1 30



PATERSON'S WORCESTERSHIRE SAUCE

sells quickly because of its great merit. It affords the dealer a good profit—what more do you want? Have you enough in stock?

ROSE & LAFLAMME
AGENTS, MONTREAL.

Batger's

Purity in manufacture; nothing but the finest Kent County (England) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for Batger's. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

FRY'S.		Per lb.
Chocolate—		
Caracas, 1/2's, 6-lb. boxes	.....	\$0 42
Vanilla, 1/2's	.....	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes	.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	.....	0 24
Cocoa—		
Concentrated, 1/2's, 1 doz. in box	.....	2 40
" " " " " " " "	.....	4 50
" " " " " " " "	.....	\$ 25
Homeopathic, 1/2's, 14-lb. boxes	.....	.....
" " " " " " " "
Epps's Cocoa, case of 14 lb., per lb.	.....	0 35
Smaller quantities	.....	0 37 1/2

BENSODER'S COCOA		Per doz.
1 lb. tins, 4 doz. to case	.....	\$ 90
1/2 lb. " " " " " "	.....	2 40
1/4 lb. " " " " " "	.....	4 75
1/8 lb. " " " " " "	.....	9 00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.



MOTT'S DIAMOND CHOCOLATE		Per lb.
Mott's Brome	.....	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	.....	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	.....	0 40
Mott's No. 1 Chocolate	.....	0 30
Mott's Breakfast Chocolate	.....	0 28
Mott's Caracas Chocolate	.....	0 40
Mott's Diamond Chocolate	.....	0 28
Mott's Navy Chocolate, 1/2's in boxes	.....	0 27
Mott's Cocoa Nibbs	.....	0 35
Mott's Cocoa Shells	.....	0 05
Vanilla Sticks, per gross	.....	1 00
Mott's Confectionery Chocolate	0 21	0 32
Mott's Sweet Chocolate Liquors	0 20	0 36

WALTER BAKER & CO., LIMITED.		Per lb.
Premium No. 1 chocolate, 12-lb. boxes	.....	\$0 35
Vanilla chocolate, 6-lb. boxes	.....	0 47
German sweet, 6-lb. boxes	.....	0 26

WALTER M. LOWNEY CO.		Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb. tins	.....	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	.....	0 33
Caracas sweet chocolate, 6-lb. boxes	.....	0 37
Caracas tablets, 100 bundles, tied 5's, per box	.....	3 00
Soluble chocolate (hot or cold soda)	.....	.....
1-lb. cans	.....	0 42
Vanilla chocolate wafers, 48 to box, per box	.....	1 56

CANADIAN BRANCH 530 ST. PAUL ST. MONTREAL.		Per lb.
Breakfast cocoa—		
12-lb. boxes, 6 boxes in case, 1-lb. tins	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	.....	44

SWEET CHOCOLATE POWDER—		Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	34c.

PREMIUM CHOCOLATE—		Per lb.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	35c.

MEDALLION SWEET CHOCOLATE—		Per lb.
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	44c.

MILK CHOCOLATE—		Per lb.
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	35c.

VANILLA SWEET CHOCOLATE—		Per lb.
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	32c.

TID-BIT CHOCOLATE—		Per lb.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	30c.

DIAMOND SWEET CHOCOLATE—		Per lb.
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.	.....	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	23c.

CONDENSED MILK.		Per lb.
Anchor brand, cases 4 doz., per case	.....	\$5 00
evap. cream, cp. 4d.	.....	4 65

BORDEN'S CONDENSED MILK CO.		Per lb.
Eagle brand	.....	\$1 50
Gold Seal brand	.....	1 30
Peerless brand evaporated cream	.....	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	.....	\$4 65
"Reindeer" brand per case (doz.)	.....	5 60



COFFEE.		Per lb.
"Bee" brand, 1 lb. tins, cases, 30 tins	.....	9 00
" " " " " " " " " " " "	.....	8 70
"Beaver" coffee, 24-1 lb. pkgs.	.....	4 80
"Sun" brand, 25 and 50 lb. tins—		
Gem, roasted or ground	.....	0 30
Extra " " " " " "	.....	0 26
Fine " " " " " "	.....	0 22
Fancy " " " " " "	.....	0 18
"Beaver" (ground only compound)	.....	0 15

THE EBY, BLAIN CO., LIMITED.		Per lb.
Club House	.....	0 32
Royal Java	.....	0 31
Royal Java and Mocha	.....	0 31
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 26
Ambrosia	.....	0 25
Fancy Bourbon	.....	0 20

High Grade package goods—		
Gold Medal, 2-lb. tins	.....	0 30
Gold Medal, 1-lb. tins	.....	0 31
Kin Hee, 1-lb. tins	.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	.....	0 30
English Breakfast, ground only 1-lb. tins	.....	0 12

JAMES TURNER & CO.		Per lb.
Mocha	.....	\$0 32
Damascus	.....	0 28
Cairo	.....	0 20
Sirdar	.....	0 17
Old Dutch Rio	.....	0 12 1/2

E. D. MARCEAU, Montreal.		Per lb.
"Old Crow" Java	.....	\$0 25
" " Mocha	.....	0 25
"Condor" Java	.....	0 30
" " Mocha	.....	0 30

15-year-old Mandheling Java and hand-picked Mocha	.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	.....	0 20
Madam Huot's coffee, 1-lb. tins	.....	0 31
" " " " " " " " " " " "	.....	0 60

100 lb. delivered in Ontario and Quebec.		
Rio No. 1	.....	0 15
Condor I, 40-lb. boxes	.....	45c.
" " II, 40-lb. boxes	.....	42c.
" " III, 40-lb. boxes	.....	37c.
" " IV, 40-lb. boxes	.....	35c.

S. H. & A. S. SWING'S.		Per lb.
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	.....	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	.....	29

CHEESE.		Per doz.
Imperial—Large size jars	.....	\$8 25
Medium size jars	.....	4 50
Small size jars	.....	2 40
Individual size jars	.....	1 00
Imperial holder—Large size	.....	18 00
Medium size	.....	17 00
Small size	.....	12 00
Roquefort—Large size	.....	2 40
Small size	.....	1 40

COUPON BOOKS—ALLISON'S.		Per lb.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.		
\$1, \$2, \$3, \$5, \$10 and \$20 books.		
Un- Covers and num Coupons bersed. numbered.		
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

RECKITT'S BLUE and ZEBRA PASTE

Always gives your Customers Satisfaction.

Buy
The
BEST
Syrup

"Crown"



Brand

TABLE SYRUP

it is your customers' due as well as your own that you exercise the greatest care in selecting pure food products; their due on *the score of health* — your due on account *of profit*.

For Sale by all Jobbers.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 " "	Kegs and Pails.
10 " " "	½ " "	
20 " " "	¼ " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 " "	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 96



Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart	3 75
Gallon	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Food.

Robinson's patent barley	1-lb. tins	\$1 25
" " "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" " "	1-lb. tins	2 25
" " "	5 doz., at	\$1 40
" " "	1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06½
7 and 14-lb. wood pails	per lb. 0 06½
30-lb. wood pails	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06½
30-lb. wood pails	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (38 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case, 5 cases.
Imperial	\$5 75 \$5 50
Best	3 75 3 50
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur—	
Club	3 90 3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Conдор," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	8 23
1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 cas. lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE REY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass quart gem jars	\$1 50 3 40
---	-------------

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07½
Golden-shred marmalade, 2 doz. case	per doz. 1 75

Pickles.

STEPHENS.

A. F. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$2 30
Corked	" " "

Soda.

COOW BRAND.



Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box)	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.)	per box \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	per case \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	15 30
" " 16 oz., cases, 60 pkgs.	\$2 75

Soap and Soap Powders.

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	13 00
Straw hat polish	10 20

Many Books Sold at \$1.00 are worth ten times their price to those using them.

\$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at \$1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man. Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

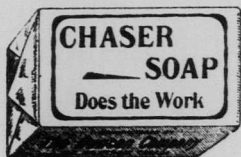
RABBITT'S.



Babbitt's "1776" 6-oz. pkgs \$3.50 per box. 5 boxes as freight paid and half box free.

each doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP Does the Work

CHASER SOAP.

case \$2 40 Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb. No. 1 White or blue, 4-lb. carton. \$ 0 05 1/2 No. 1 " " 3-lb. " " 0 05 1/2 Canada laundry " " 0 04 1/2 Silver gloss, 6-lb. draw-lid boxes. " " 0 07 1/2 Silver gloss, 6-lb. tin canisters. " " 0 07 1/2 Edward's silver gloss, 1-lb. pkg. " " 0 06 1/2 Kegs silver gloss, large crystal. " " 0 06 1/2 Benson's satin, 1-lb. cartons " " 0 07 1/2 No. 1 white, bbls. and kegs. " " 0 05 1/2 Canada White Gloss, 1-lb. pkgs. " " 0 05 1/2 Benson's enamel. " per box 1 25 to 2 50

Culinary Starch— Benson & Co.'s Prepared Corn. " 0 06 1/2 Canada Pure Corn " " 0 05 1/2

Rice Starch— Edwardsburg No. 1 white, 1-lb. car. 0 10 Edwardsburg No. 1 white or blue, 4-lb. lumps. " 0 06 1/2

"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 " borated starch, 40-16 oz. pk. per case. " 3 00 " horated starch, 50 box 100 lb. keg 0 06 1/2 " laundry " 50 " " 0 05 1/2 " Gem " 100 & 200 lb. kegs 0 05 1/2

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches— Canada Laundry, boxes of 40-lb. \$0 04 1/2 1-lb. cartons, boxes of 40 lb. " 0 02 1/2 Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb. " 0 05 1/2 Barrels, 200 lb. " 0 05 1/2 Kegs, 100 lb. " 0 05 1/2

Lily White Gloss— 1-lb. fancy cartons, cases 30 lb. 0 07 1/2 6-lb. toy trunks, 8 in case. " 0 07 1/2 6-lb. enameled tin canisters, 8 in case. " 0 07 1/2 Kegs, ex. crystals, 100 lb. " 0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb. " \$0 07 1/2 Canadian Electric Starch— Boxes of 40 fancy pkgs., per case 2 50 Celluloid Starch— Boxes of 45 cartons, per case. " 3 50

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb. " 0 06 1/2 No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb. " 0 06 1/2 Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb. " 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb. " 0 06 1/2 Durham corn starch, 40 lb. " 0 06 1/2

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb. " 0 05 1/2 " 3-lb. cartons, 36 lb. " 0 05 1/2 " 200-lb. bbl. " 0 06 " 100-lb. kegs. " 0 06 Canada Laundry, 40 to 46 lb. " 0 04 1/2 Ivory Gloss, 8-8 family, pkgs., 48 lb " 0 07 1/2 " 1-lb. fancy, 30 lb. " 0 07 1/2 " large lumps, 100-lb kegs " 0 07 1/2 Patent starch, 1-lb. fancy, 28 lb. " 0 07 1/2 Akron Gloss, 1-lb. packages, 40-lb. " 0 07 1/2



CHINESE STARCH WORKS TO WEIGH IN GOLD

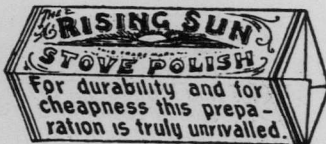
OCEAN MILLS.

Chinese starch per case of 4 doz., \$4. less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case. " 4 75

Stove Polish.



For durability and for cheapness this preparation is truly unrivalled.



DUSTLESS, LABOR SAVING. BEST IN THE WORLD.

W. H. DUNN, AGENT.



Enameline stove dressing, per doz. " 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP. Per case. 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 " 1 " " 2 25 " 20 " 1 " " 2 10 (10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can. " 4 40 " per case. " 4 90 " " " 5 45 " " " 5 70



Teas.

SALADA CEYLON.

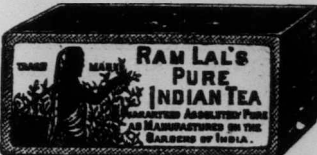
Wholesale. Retail.

Brown Label, 1's. " \$0 20 \$0 25 " 1/2's. " 0 21 0 26 Green Label, 1's and 1/2's " 0 22 0 30 Blue Label, 1's, 1/2's, 3/4's and 1's " 0 30 0 40 Red Label, 1's and 1/2's. " 0 36 0 50 Gold Label, 1'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 " 1/2-lb. " 0 20 Blue Label, retail at 30c. " 0 23 Green Label, " 40c. " 0 28 Red Label, " 50c. " 0 35 Orange Label, " 60c. " 0 42 Gold Label, " 80c. " 0 55



Cases, each 60 1-lb. " \$0 36 " 30 1-lb. " 0 31 " 120 1-lb. " 0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's. " \$0 18 1/2 \$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's " 0 30 0 40 Green Label, 1's and 1/2's " 0 35 0 50 Red Label, 1's. " 0 40 0 60

"CROWN" BRAND

Wholesale. Retail.

Red Label, 1-lb. and 1/2's. " \$0 35 \$0 50 Blue Label, 1-lb. and 1/2's. " 0 28 0 40 Green Label, 1-lb. " 0 19 0 25 Green Label, 1/2 " 0 20 0 25 Japan, 1s " 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 1/2 Blue Jay, basket fired Japan, 70 lbs. " 0 27 1/2 " "Condor" IV 80-lb. " " 0 26 1/2 " V 80-lb. " " 0 26 1/2 " XXXX 80-lb. boxes. " 0 23 1/2 " XXXX 30-lb. " " 0 13 1/2 " XXX 80-lb. " " 0 20 " XXX 30-lb. " " 0 21 " XX 80-lb. " " 0 18 1/2 " X 80-lb. " " 0 19 1/2 LX 80-lb. per case, lead packets (25 1's and 70 1/2's) 27 1/2

"Condor" Ceylon black tea in lead packets Green Label, 1's, 1/2 and 1/4 80-lb. cases, retail " 0 25 at 0 20 Grey Label, 1's, 1/2 and 1/4 60-lb. cases, retail " 0 30 at 0 23 Yellow Label, 1's and 1/2 60-lb. cases, retail " 0 35 at 0 26 Blue Label, 1's, 1/2 and 1/4 50-lb. cases, retail " 0 40 at 0 30 Red Label, 1's, 1/2 and 1/4 50-lb. cases, retail " 0 50 at 0 34 White Label, 1's, 1/2 and 1/4 50-lb. cases, retail " 0 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 30 No. 5 " " 0 17 1/2

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's, and 10's. " \$0 29 " Amber, 8's, and 3's. " 0 30 Chewing—Stag, bars, 10oz. " 0 43 " Bob's, 5/4's, and 1's " 0 44 " Currency, 12 oz. bars, 12's. " 0 47 " " 6's, and 1 1/2's. " 0 47 " Old Fox, narrow, 12's. " 0 47 " Snowhake, 1 1/2oz b'rs, sp'd'd 6's " 0 51 " Pay Roll, 7's and 6's. " 0 53 " Fair Play, 8's, and 12's. " 0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. " \$0 32 1/2 Condor, pure distilled. " 0 27 1/2 Old Crow " " 0 13 1/2 Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages. " \$4 65 100 10c. " 7 80 100 5c. " 3 90 1 case 50 5c. packages free with 5-case lots Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor " Per doz \$1 30 " Crown " 1 35 " Improved Globe " 1 50 " Standard Globe " 1 60 " Original Solid Globe " 1 80 " Superior Sld. Bk. Globa. " 1 85 " Jubilee " 1 90 " Pony " 0 90 Diamond King (glass) " 2 30 Tubs, No. 0 " 11 35 " 1 " 9 00 " 2 " 7 00 " 3 " 7 00 Pails, No. 1, 3 hoops. " 1 85 " No. 3, " 2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. " \$1 05 Gillett's cream yeast, 3 doz. " 1 05 Jersey cream yeast cake, 3 doz. 5c. " 1 00 Victoria " 3 doz. 10c. " 1 00

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

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LONDON
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CIDER VINEGAR

GOLDEN RUSSET BRAND

WE hope before we have finished our story to have every grocer in Canada persuaded concerning two things:—

The noxiousness of Chemically-Prepared Vinegars.

The Wholesomeness of Nature's Vinegar---the pure fruit of the apple.

THIS IS LITERALLY A VITAL SUBJECT. WE CRAVE YOUR ATTENTION.

THE W. H. WILSON CO.
TILLSONBURG, ONT. LIMITED

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For Retailing
By JOHN H. BLAKE

PART I.

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Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Markets of the Orient.

PART II.

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Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

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Limited
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Patent Strawboard Berry Box
Grain and Root Baskets,
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Butcher Baskets,

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

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Oakville, Ont.

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500 "	22.00
1,000 "	40.00

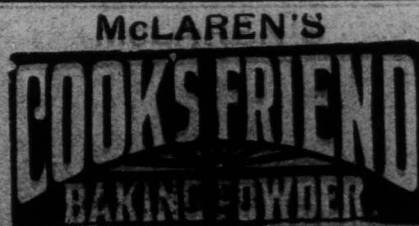
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We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU

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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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APR 22 1905

To Owner
cut Book 33
page 77



These are
merchant's who
wrote us
for sample
packages of



"DAZZLER"
"NORTH STAR"
"OLD COLONY"

and other GLASS assortments.

Why don't YOU write for particulars?

We sell
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APR 20 1905
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Cheap:

Gowans,
Kent & Co.
Toronto



IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's
Mince Meat

"ONE TRY SATISFIES."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors
by Warrante Royale



Established
in ye yeare 1706

Crosse and Blackwell
Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names



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C. E. COLSON & SON, MONTREAL, Agents.