

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

The
Old
Reliable
Laundry
Blue

Whiter than snow,
Linen, when

KEEN'S
OXFORD **BLUE**

has been used
in the Laundry.

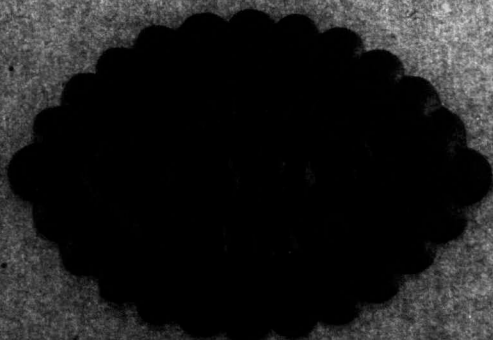
Made by the proprietors
of Keen's Mustard.



MALTA

A Coffee-Flavored, Sugar-Coated
Biscuit

MALTA

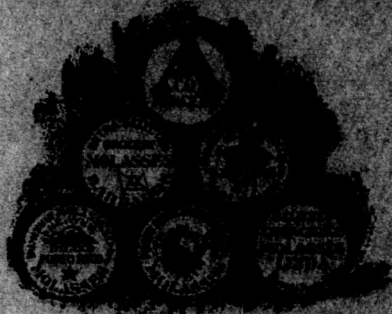


MALTA

A Good Thing for Your
Trade

MALTA

THE DOMINION MOLASSES CO. LIMITED



HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is guaranteed to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - - NOVA SCOTIA

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS - LOWER PRICES

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



Do you want the Agency for R. I.

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1075 NOTRE DAME ST., MONTREAL.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

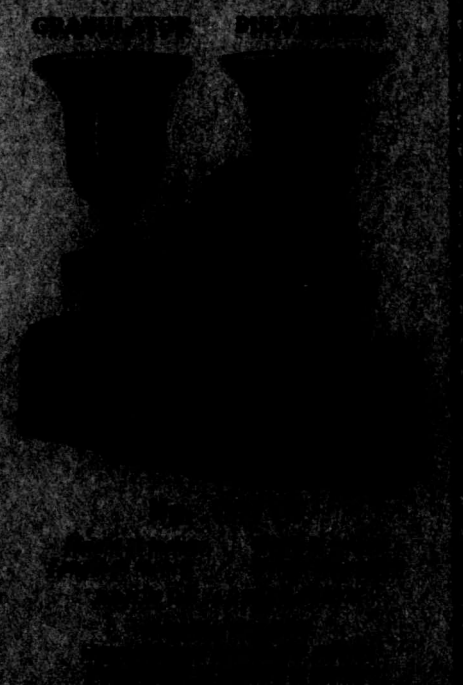
25 to 50 lbs. of Coffee

CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Sales. I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIALS SENT FREE

The Enterprise Mill Co. of V.





CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrok Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Catsups

are popular.

This brand of Catsup is popular because it is good. Advertising and pushing will sell poor Catsups but they won't satisfy the consumer. Our Catsup is of that pleasing, appetizing flavor that more than satisfies the epicure.

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

Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

GOOD COFFEE.

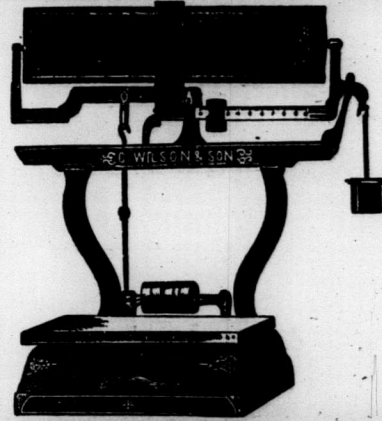
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

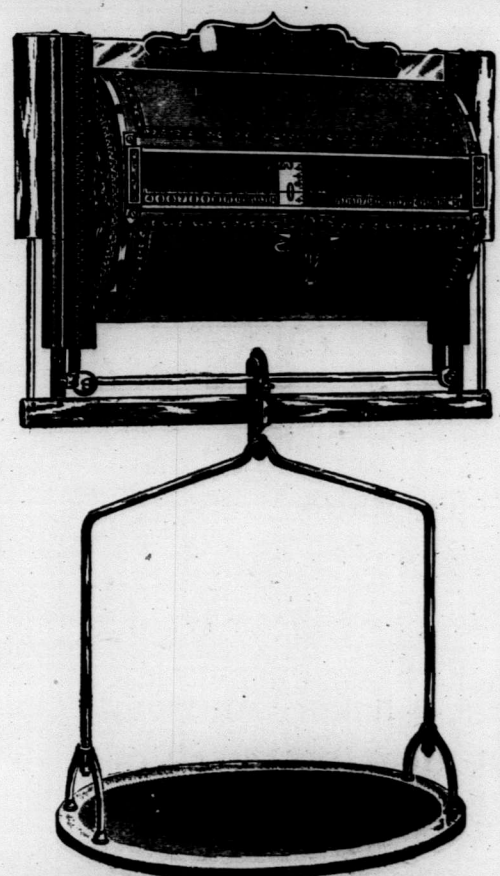
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

A MONEY SAVER.

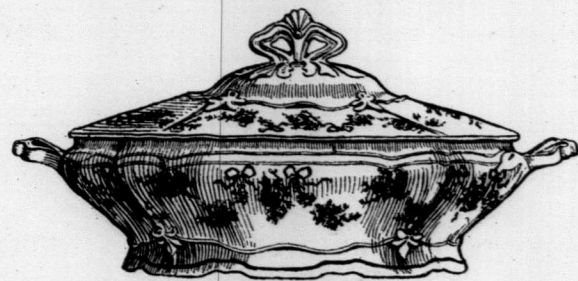


SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING WEST, TORONTO, CAN.

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



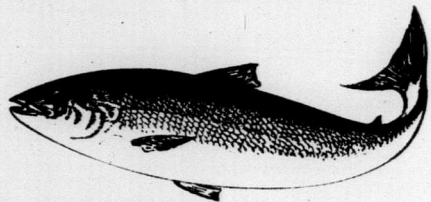
"Rosegarland"

A fine quality open stock pattern in German China.
WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO
MONTREAL, 301 St. James St.,

SOCKEYE SALMON

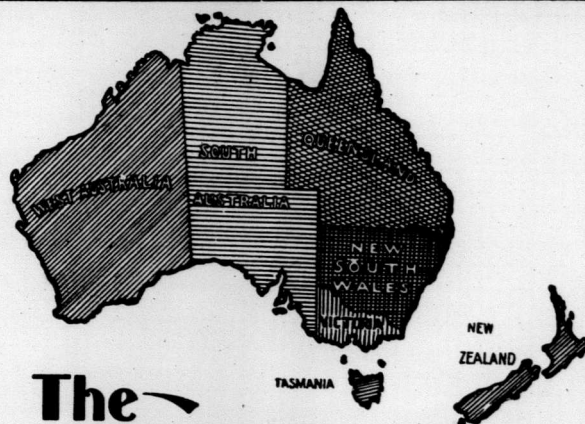


**“Sovereign” and “Lynx”
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



The Australasian Grocer

The Organ of the Grocery, Provision
and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt
attention if addressed to the **LONDON OFFICE, 42 CANNON
STREET, E.C.**

Specimen Copies Free on Application.

—“everyone to his taste”

but the taste
for

JAPAN TEAS

Why ?

once acquired,
can never be satisfied by the
teas of any other country.

Because there is a freshness, a flavor, an aroma, and a
delicious healthfulness about them, possessed by
no other Teas in the world.

How is Your Coffee Trade ?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

THE
MOST PROFITABLE to the **GROCER**
and
MOST SATISFACTORY to the **LAUNDRESS**

is **Cold**
Water

STARCH IVORINE

**ASK
TRAVELLERS
THE PRICE**

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

**Some one said
of Lord Byron**

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling quality, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents.
MONTREAL.



PATERSON'S CAMP COFFEE ESSENCE

is an article often wanted in a hurry, it is wise to keep it in stock.

ROSE & LAFLAMME,
Agents, Montreal.

War

with all its attendant horrors, has not, even in the remotest degree, disturbed the serenity of Ceylon's Happy Isle.

There PEACE hovers over an industrious people, busily engaged in producing the finest tea in the world.

If you would have PEACE with your customers, deserve and secure their confidence. Sell only

Ceylon Teas

BLACK OR GREEN,
THEY ARE UNEXCELLED.

Ceylon Teas

will make you friends.

Ceylon Teas

will make you rich.

WANT TO SELL OUT ?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocermen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL. TORONTO.

Use Live Bait.

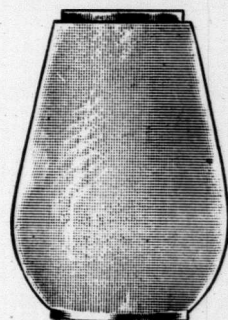
**R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G**

Catches Trade
and Holds all it catches.
Let your customers know you recommend
the BEST.

It will make you money.
ROYAL SALAD DRESSING is making
new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



**Cold Blast
or Jubilee
Globes**

**Aetna or
Quaker Flint
Chimneys?**

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

**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. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

\$3.00 for \$1.00

That's what it means. Tomatoes prepared by "The Burlington Way," with Skins, Seeds and Fibre all removed, makes a can equal to 3 cans of ordinary Tomatoes. Excellent for Soup. Sell Tomato Pulp.

\$1.00 per doz. f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

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.

Do you use FOSTER'S POTS?

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

You needn't worry about your parcels when they are wrapped in our brown or manilla

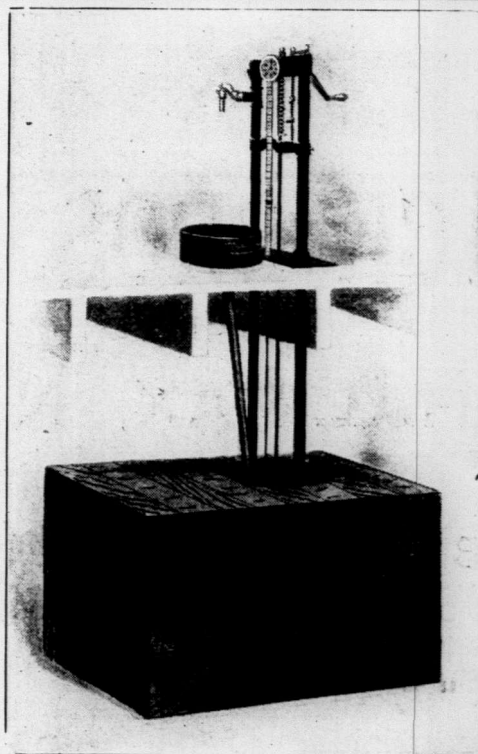
Wrapping Papers

because they will arrive at their destination in a respectable condition. Full count, full weight in in every order we send out.

CANADA PAPER CO.

Limited
Toronto Montreal and Windsor Mills, Que.

Waste Means Loss of Profits



BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING OIL OR GASOLINE IN THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

**BOWSER 3 MEASURE
--SELF--
MEASURING OIL TANK**

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

**No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors**

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE.

S. F. BOWSER & CO., FORT WAYNE, INDIANA.

ACADIA PURE CODFISH.

This is the brand to push during the Lenten Season. It is guaranteed to be a pure Nova Scotia Cod, nothing more nor less. It is selected from the very choicest parts of the fish, and is absolutely sure to be liked by those who eat it. It is cleaned and packed with the utmost care, and its appearance will at once commend it to consumers. If you have not tried a sample lot, please do so at once. It is sold in 20-lb. cases of 1-lb. wrapped tablets, and in 2-lb. wooden boxes, 12 boxes to the crate.

All Wholesale Grocers Sell It.

BLACK BROS. & CO.

LIMITED

HALIFAX, N. S.

A. H. BRITTAIN & CO., Selling Agents,
Board of Trade Building, MONTREAL.

SNOW BLOCKADES

are in the air and delays in shipping of daily occurrence.

DOMESTIC BLACK LEAD

is not a heavy article but it is well to keep your stock well sorted and order a little ahead of requirements.

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

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Co.,** and all wholesale grocers.

AGENTS IN TORONTO—**Canada Grocers, Limited,** and all wholesale grocers

THOMAS J. LIPTON, 39 Pearl Street, New York City.



A Message by the Little Bird

As to Sauces—There is one sauce among the many that possesses the faults of none and the good points of all. It is **Dr. Laing's Cream Sauce.**

And About Coffees—A coffee extract is not exactly a coffee substitute. For afternoon teas, for emergency needs, for the sick room, we commend **Bromley's Coffee Essences.** They are unexcelled.

On the Question of Salt—**Cerebos Salt** is in a class by itself. It does not rank with ordinary table salts. The Royal Household of England uses **Cerebos Salt.**

**FOR GROCERY SPECIALTIES OF THE HIGHEST QUALITY, COMMUNICATE WITH US.
CORRESPONDENCE SOLICITED.**

Sole Agents
for Canada

W. G. PATRICK & CO., MERCHANTS,
29 MELINDA STREET, Toronto.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, \$1.90 per case.

5	"	"	12	"	2.35	"
10	"	"	6	"	2.25	"
20	"	"	3	"	2.10	"

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

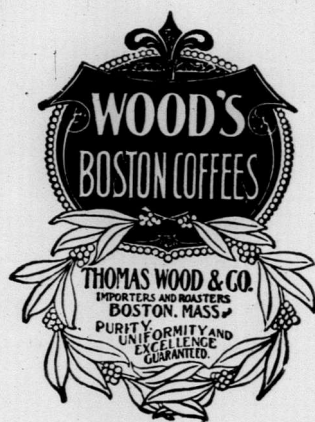


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

Prestige



Means everything in business.

It is not a little thing to be overlooked or lightly treated.

The public is serious in all that effects the pocket, and demands the best.

Goods of established reputation have the selling power.

They require neither apology nor excuse.

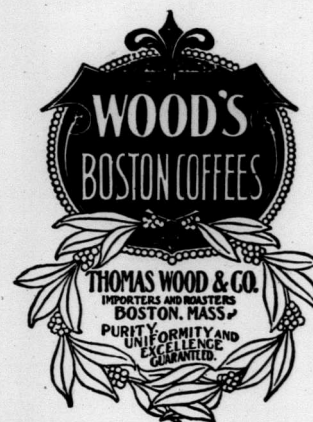
WOOD'S COFFEES have the prestige and the worth.

They bring trade to the Grocer and retain it.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



Keep your  on



"BLUEOL"

COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Manufacturers,

MONTREAL.

Established 1857

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by 

BALFOUR & COMPANY,

Branch Canada Grocers, Limited,

HAMILTON.

Canadian Trade with Japan and China

Conditions to be Met by Canadians Seeking to Establish Trade Relations in the Orient,
Graphically Described by a Canadian Business Man now in Shanghai.

READERS of The Grocer will remember an extremely interesting letter in our Fall special issue from Mr. Andrew R. Tufts, formerly of St. Marys, Ontario, laterly of Vancouver, B. C., and now representing a number of Canadian firms in China and Japan, dealing with Canadian trade openings in the Orient.

The Grocer has been favored with another letter from Mr. Tufts, which is of equal interest both as throwing out valuable hints to business men who wish to cultivate these Asiatic markets and as affording an illuminating insight into the life of a people of whom we are unfortunately but too ignorant. It is to be hoped that the disadvantage Canada labors under owing to the lack of a commercial treaty with Japan will soon



Mr. King Chong and Mr. A. R. Tufts, guests at a Chinese Mandarines' Marriage Feast, Chu-San, China. Decorations in rear are over entrance to the Courtyard, which was the Banqueting Hall.

be made right. The Hon. Mr. Fisher must know the whole circumstances, the business world will look to him to see that Canada is placed on the most favored basis in our trade relations with the Island Empire of the Pacific.

Mr. Tuft's letter, which has arrived at a particularly interesting juncture, in view of the outbreak of the war, is as follows:

Shanghai Club, Shanghai,

January 15, 1904.

Colonel J. B. MacLean,

The Canadian Grocer:

Dear Sir: In the interests of Canadian manufacturers exporting to the Orient, I would suggest they protect their brands by registration, even though they think imitation or infringement unlikely.

The following instances will illustrate this necessity:

The representative of an Italian firm, manufacturers of a Vermuth which possesses a world-wide reputation, discovered in a Hong Kong cafe recently that the contents of a bottle served him which bore his firm's trade-mark, etc., was not genuine. Calling upon the wholesale dealer who had supplied the brand he was surprised to learn that it was imported from Japan. Carefully examining label, color of the glass, capsule, the name burnt in the cork, etc., he found all details exactly comparing with his samples, except the quality of the liquor.

He bought a case of the Japanese article and took it with him to Japan, and arriving in the city where the imitation article was manufactured, instituted legal proceedings against the manufacturers. Though his able counsel made out a strong case for the Italian firm, and expected to obtain heavy damages and an injunction, they found the Japanese judges did not rule for them; but furthermore ordered that the Italian manufacturers pay a penalty of 20,000 yen (or \$10,000 gold) for infringing the trade mark of the Japanese firm, which had been previously registered. The matter is now being taken up diplomatically, I understand, but so far the Japanese have the law on their side.

A European firm representing a California Wine Company, in Yokahama, ordered some \$350 worth of bottle labels for a new brand they were bottling in that city, and in the interval of waiting for their labels to be delivered some enterprising native firm registered the trade-mark, then in the printer's hands, and when the foreign firm filled its first orders they were served with an injunction restraining them from using the brand or labels they had themselves designed.

Owing to Canada not having signed the Japanese commercial treaty we are debarred from registering brands, except through British residents or in the names of Japanese. The application of the Japanese conventional tariff to many lines which Canada could otherwise sell to Japan, is a matter calling for the attention of Canadian business men. I am told by well informed Japanese that no country which has refused to sign their commercial treaty will ever again be invited to do so. But I trust that in the interests of Canadian commerce the Hon. Mr. Fisher's visit to Japan, during the International Exhibition, will have been the means of securing for Canada the advantages of the treaty of 1894, though the two years during which the stipulations of the treaty might have been applicable to the colonies or foreign possessions of Great Britain have elapsed. This treaty did

not take effect until 5 years after its ratification, i. e., until 1899.

In consequence of the new government insurance regulations, one million dollars gold having to be deposited with Japan, I understand the Manufacturers' Life and the Sun Life of Canada, together with all the other great life insurance companies doing business in Japan (except one, the New York Life) will cease to issue new policies in that country after 31st inst.

I am sometimes asked by Canadian manufacturers of food products, "Should we print labels in Japanese or Chinese for our export brands?" For the benefit of those whom it may interest I would say no. If it be a worthy article, put on "made in Canada," even if you have to leave off your city and street number to do so. But please, oh please, enclose or provide directions in Japanese or Chinese for the use of an article little known to the Orient. If the foreign language appears on the lab-



Mr. King Chong's hong (store) and staff Chu-San, China. Mr. Chong on the right end of the front row, was the first Chinese Wholesaler to handle Canadian Flour in China.

el itself, it will be suspected that it is of native manufacture and treated accordingly.

Last week a wealthy Chinese merchant who has bought largely from me, invited me to take a trip with him in his steamer to his home town, Chu-San, about 150 miles from Shanghai. It is quite unusual for a Chinaman who lives in a Europeanized sea port to refer to his native city, they do not wish to be identified with it among European business men. Consequently I felt honored by this invitation. I was advised by a foreigner to take my own "chow" or I would have only Chinese food, etc. I bought an assortment of tinned goods, bread, butter, etc., which my "boy" packed up with cutlery, plates, etc., borrowed from the hotel, and delivered at the steamer. I found, when Mr. King Chong and I reached the wharf in our rickshaws, that it was a huge pass-

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES **IN**
TINS
 WELL KNOWN AND RELIABLE. **DURABLE** **3000 TONS SOLD YEARLY**
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD. **GUARANTEED TO THE TRADE**

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

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

MORSE BROS., Proprietors, Canton, Mass.

Sole by all Wholesale Grocers; also the McGlary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

enger steamer plying on the coast. It was owned entirely by my customer. It was crowded with passengers. Many wealthy men among the cabin passengers were introduced to me, and I was given an entire stateroom. I felt ashamed for bringing foreign "chow" on board that boat. I had already told Mr. King Chong I had done so, and he had turned my packages over to the cooks to prepare for my meals for three days.

When we got clear of the sam-pans and other small boats in the river—we crushed one up against a wharf, its passengers scrambling ashore in fright and abusing the poor coolie who poled it, but who nevertheless stayed by his craft till the last piece of luggage was thrown out—we steamed majestically down to the mouth and shoved a heavy old Chinese junk out of our course to the terror of yours truly and the Chinese crews and passengers.

The dinner table was nicely served and when my special supplies were brought on I felt that I had to invite my new acquaintances to partake of them. But for those three days I was at each meal surprised by at least one of the dishes served. I supposed they were Chinese courses. What my friends thought they were, they were too polite to say.

A MYSTERIOUS MENU

The soup I called in my ignorance "Bird's nest soup," and pretended I liked it. When we had a foreign tasting fritter I supposed it to be some Chinese bean paste, or perhaps a fried oyster, so I said to myself I'll be a "Dowieite" and not eat the scavengers of the ocean. The jelly glace was not so bad, for I ate the jelly from around the sides of the Oriental fruit it held, as soon as I tasted the dry mealy morsel. I devoted more attention to the rice-curry, but the following day perceived that even Chinese rice-curry might be improved on by a careful Canadian housewife.

I had often wished for some home-like breakfast food in this country where oatmeal is served without salt. Well, I had a breakfast food that would make the fortune of an undertaker, if he could get enough people to use it. After the first day I was the only one at the table—the Chinese gentlemen were eating with chop sticks in the captain's cabin. European meals were at a discount with them.

When I returned to Shanghai, the cabin boy brought to me the remainder of the tins, etc., I had provided so needlessly for my comfort and health. I opened the package to distribute to the servants, and found some two dozen empty sample packets of Gillett's Royal Yeast Cake. The room boy at my hotel had wrapped them up with my provisions thinking they were good to eat. So they are, when properly done up in flour and baked. But, oh! George McFarlane! Why did you not put Chinese directions in those yeast cake samples?

CHINESE HOSPITALITY

At Chu-San, which is where the English first landed 61 years ago, a fortified walled city, now with no European population, I was splendidly entertained by Mr. King Chong, who is styled the "Emperor of Chu-San." He took me to his friends' houses, to two Chinese marriage festivals, which reminded me of the stories in the Arabian Nights, where I sat at the upper table with officials and guests of honor and wore my Chinese hat with a red stone in the top of it. The bride, gorgeously attired, with thousands of dollars worth of jewellery and embroidered robes, and a head-dress of marvellous fashion, and feet small enough to go into a 5 o'clock tea cup, was introduced to me. But I doubt if she ever saw me, for Chinese brides are so modest they never raise their eyes from the ground.

Then my friend provided in his magnificent house a foreign dinner, inviting his chief friends. That tin course dinner, with its handsome china, brilliant cut glass, English cutlery, modern lamps, magnificent Oriental furniture, the delicacy of the viands; five richly dressed gentlemen in silk Chinese clothes lined with expensive furs, wearing their round caps at table, one having a pea cock's feather trailing from the mandarin button, each man with left hand finger nails several inches long and encased in gold thimbles; the whispering of the three wives, women servants and children who were gazing at us from behind the silk curtains of the doorways, made a scene I am not likely to forget. When I consider how I was situated, the only European in an immense walled pagan Chinese city, being entertained as hospitably and as lavishly as I had ever been by Canadian customers; and that, too, by a Chinese merchant who desired to do honor to the representative of the

Canadian firm he was trading with, forgetting that England had landed, and fought and buried her dead a stone's throw from his home side, I was both proud of the merchant who was wise enough to profit by England's commercialism and of the country which could batter down a stranger's door and then step inside, eat and drink with him and sell him her country's goods.

Yours sincerely,

ANDREW R. TUFTS.

P. S.—I enclose you a snap-shot of Mr. King Chong and self taken in Chu-San, and one of his "Hong" or offices with his staff.

OFF FOR BERMUDA.

Albert Allard, of Provost & Allard, wholesale grocers, Ottawa, leaves on the 22nd inst. for his first holiday in six years. Mr. Allard has chosen a West Indian trip for his outing, and will during the six weeks of his absence visit the principal islands, going as far as Demerara. A keen observer, Mr. Allard will no doubt bring back with him an intimate knowledge of many of the West Indian lines handled by the grocery trade in Canada, and the experience and knowledge gained will be put to practical use in his company's business. The Grocer wishes him a "bon voyage" and safe return.

SHERRY WINE IN SPAIN.

The production of sherry wine in Spain writes M. M. Price, U. S. commercial agent, Jeres de la Frontera, Spain, is confined to the district of Jeres. Since 1890 the vintage has decreased so enormously that unless the new vineyards planted with American vines in the last few years shall be a success in the growth of grapes, the existence of this great industry is near its end. In 1890 there were produced 6,000,000 gallons in the district of Jeres. The vintage has fallen off from year to year, until the product of 1903 only amounted to 445,848 gallons.

Some of our **LENTEN SEASON** arrivals :

Barrels Labrador Herrings.
Half-barrels Labrador Herrings.
Half-barrels No. 1 Split Herrings.
Kegs No. 1 Trout.
Kegs No. 1 Herrings.
Boxes Imperial Fish, 24 lb.

Boxes Quail on Toast, 24 lb.
Boxes Cod Steak, 24 lb.
Boxes Duchess Cod, 24 lb.
Boxes Blue Nose Cod, 20/1 lb.
Boxes Acadia Cod, 20/1 lb.
Boxes Halifax Fish Cake, 24/1 lb.

Boxes Shredded Cod, 2-do. each.
Boxes Smoked Herrings.
Quintals Finnan Haddies, 15 and 30 lb.
Cases B. & S. Cod.
Quintals Hard-Cured Cod.

Mermaid Kipperd Herring in Cartoons. Marshall's Herrings in Shrimp and Anchovy Sauce.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

The connoisseurs of drinks,
Were invited to dine,
And the bill of fare
Did not call for Wine
But for cups that cheer,
Rangnugger Tea,
Bensdorp's Cocoa,
Mecca Coffee,
Were on the bill of fare,
And the guests at the table
Were heard to say,
"What beautiful drinks
Are coming our way."



James Turner & Co.

Branch Canada Grocers, Limited.

HAMILTON, ONT.



The Most Critical

are pleased with

Reindeer Brand Condensed Milk.

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

CANADIAN HONEY AND THE BRITISH MARKET.

By Mr. W. W. Moore, Chief Markets Division Department of Agriculture, Ottawa.

FOR the benefit of your readers interested in the production and sale of honey, I venture to submit herewith a few facts relative to the honey trade in Great Britain, with special reference to the position of Canadian honey in that market.

In the calendar year 1902 Great Britain imported honey to the value of £27,126 sterling, of which Canada supplied £316 worth. In 1901 the British imports were valued at £13,138, in which Canada participated to the extent of only £222. The British West Indies, Chili, and the United States were the chief sources of supply; but I do not know of any good reason why Canadian honey should not successfully compete with those countries if an export trade along proper lines were initiated from Canada.

In the census year 1901, there was produced in Canada 3,569,567 pounds of honey, of which Ontario and Quebec produced 3,456,743 pounds, leaving 112,824 pounds from the rest of Canada. Last year Ontario produced a good crop of honey; but I understand that large quantities are still in the hands of the producers, for want of a remunerative market.

I have had some correspondence with a number of our honey producers, and they do not appear enamoured with the methods of doing business as practiced by British commission firms, claiming that the expenses charged in the returns eliminate any chance of profit to the shippers.

Not long ago I wrote the agents of the Department of Agriculture in Great Britain, asking them to investigate the possibilities of the British markets for our honey, and to inform me as fully as possible regarding the way in which our competitors conduct their export trade, the kind of packages most in demand for extracted honey, whether the foreign honey is handled by commission firm or not, and the difficulties that appear to stand in the way of developing a Canadian trade. Following are replies that I have received:

From Mr. A. W. Grindley, Liverpool.

In reply to your letter of January 7th, with reference to the export trade in honey, I have gone into the matter carefully, but there is little to be added to the report which I sent you August 22nd, 1903.

The greatest difficulty appears to be in getting the Canadian exporters and British importers to agree. Canadian shippers wish to sell outright, as they claim that the expenses charged by British commission firms eliminate all profits. The British importer objects to buying goods in Canada by sample, as it has been found that the bulk when shipped has not been up to sample.

The most satisfactory way would be for the Canadian honey shippers to have a representative in Great Britain. He could then effect sales by sample, and when the goods were delivered; if not up to sample, disputes could be settled on the spot.

Californian honey is chiefly sold through New York houses who have long established connections with British importers. South American honey is chiefly sold through representatives in Great Britain. West Indian (British) honey has in the past been sold through a representative sent to Great Britain by the Association of Bee Keepers.

The lack of uniformity in quality of Canadian honey is what the trade here object to. White clover honey is well liked, but the trade object to buckwheat or basswood honey. Californian honey is more uniform, being chiefly sage. There is only a very limited demand for honey in the comb. Choice white clover honey (strained) should be shipped in well-made tins holding 56 lbs. net. Place two tins (1 cwt. net) together in a strongly made crate in order to prevent the tins being damaged during transportation.

I do not know of any journal which regularly publishes quotations on honey. Prices are quoted in daily papers when sales are made.

From Mr. John Brown, Glasgow.

With reference to the export trade in honey I have obtained the following particulars which, though perhaps meagre, may be of some little use to the Department. The kind of package most in demand for extracted honey is the 56-lb. tin (with screw stopper), protected by sparrred wooden case. Most of this is handled by commission houses who prefer to buy outright if color and quality is right. The difficulties in the way of developing a trade in Canadian honey seem to be the fact that it sets very quickly and gets tallowy in color; some of it also has a pungent, strong flavor, which is very objectionable. It would take much better if in a more liquid form and free from any strong taste. As one man described it to me, what is wanted is "a grainy honey with a sparkle in it." This same man informs me that Jamaica honey has come very much to the front during the last year, it being cheap and good, present price being 21s. to 23s. He considers it will prove a keen competitor in the future with Californian honey, the present price of which is 30s. to 32s. 5d.

As regards the way the export trade is conducted with other countries, this is entirely a matter of arrangement; the trade is a small one and the market very narrow.

I can hear of no paper giving quotations for honey, although sales of same are sometimes published in The Public Ledger, London.

From Mr. Thos. F. Davis, London.

The Canadian honey imported here is practically nil, the imports being chiefly from California, Jamaica, France, and some from New Zealand; the price varying according to quality—the whiter the honey the more money it will fetch. Honey from California and Jamaica is chiefly shipped in tins of 28, 50 and 56 lbs. It is chiefly sold through brokers on commission, but merchants also buy direct.

The names of reliable British firms who handle honey on commission can be obtained from Mr. Moore, also the names of a few firms who are prepared to buy Canadian honey outright, provided the quality is guaranteed to be regular and up to sample.

Business Changes

ONTARIO.

FX. LAFRAMBOISE & Co., general merchants, South Indian, have assigned. Meeting of creditors 19th inst.

W. Barrett, potato dealer, Toronto, is dead.

W. Bradley, grocer and crockery dealer, Listowel, has sold out.

Mrs. W. A. Hart, confectioner, Essex, has assigned to W. M. Church.

The Keewatin Flour Mills Co., Keewatin, have been incorporated.

H. A. Settingington, general merchant, Olinda, has sold out to W. N. Ames.

A. Meehan, of A. Meehan & Son, general merchants, Pembroke, is dead.

Smith & Van Allan, feed dealers, Cornwall, have sold out to Filton & Graham.

The premises of Bate & Co., grocers and liquor dealers, Ottawa, have been damaged by fire.

The premises of the estate of J. Harrison, miller, Parkhill, have been damaged by explosion.

A meeting of creditors of W. C. Curtis, general merchant, Sombra, was announced for 16th inst.

A meeting of creditors of Sanderson & Mitchell, general merchants, Wroxeter, is announced for 22nd inst.

E. Beardsley, general merchant, Moorefield and Darnoch, has assigned to E. R. C. Clarkson, Toronto.

The American Cereal Co., Peterboro, have had their plant destroyed by fire; loss partially covered by insurance.

J. B. Martyn, grocer, hardware merchant and proprietor of a livery, Bowmanville, has sold out his livery business to W. J. Knight.

QUEBEC.

J. Poisson & Co., grocers, Gentilly, have sold out.

M. Desilets, grocer, Grand Mere, has compromised.

W. Smith, tobacconist, etc., Montreal, has registered.

H. Deslauriers, grocer and dry goods merchant, Lachine, is dead.

G. S. Walsh, general merchant, Stanbridge East, has sold out.

The assets of A. S. Beaune, grocer, Huntingdon, have been sold.

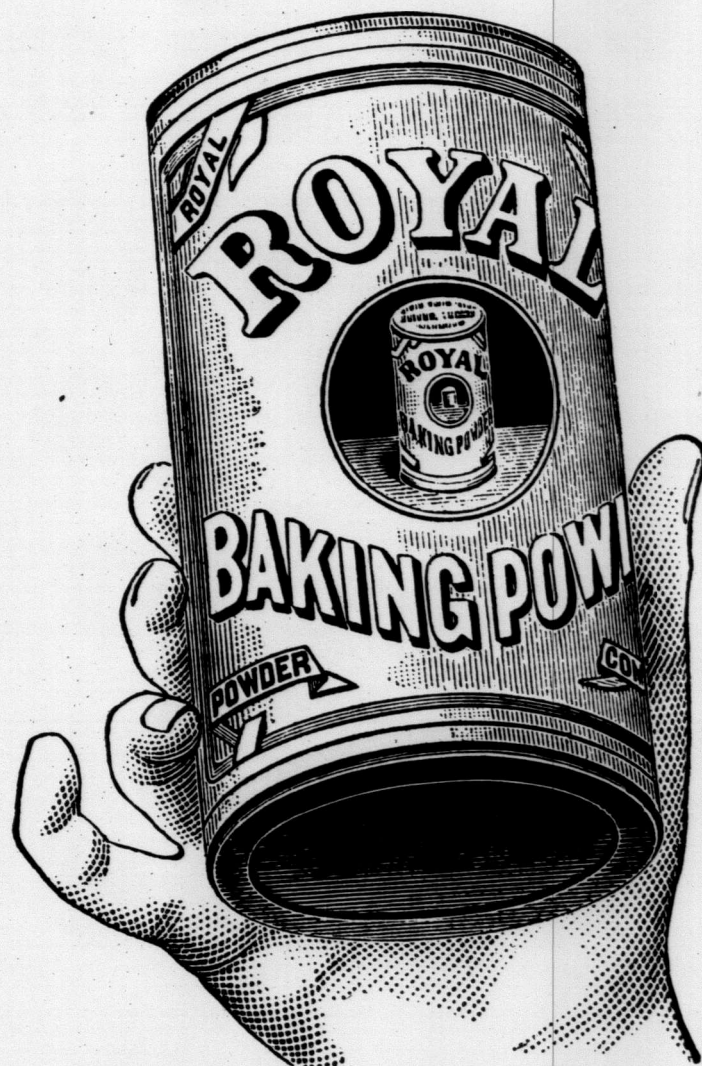
Demers & Gingras, grocers, Levis, have dissolved partnership.

J. Allan, confectioner, Montreal, is offering his business for sale.

R. C. Ducharme, grocer and grain dealer, Magog, has assigned.

O. Varin, grocer, Hull, has compromised at 40c. on the dollar cash.

THE OLD RELIABLE



Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. 49 Front St. E., Toronto >

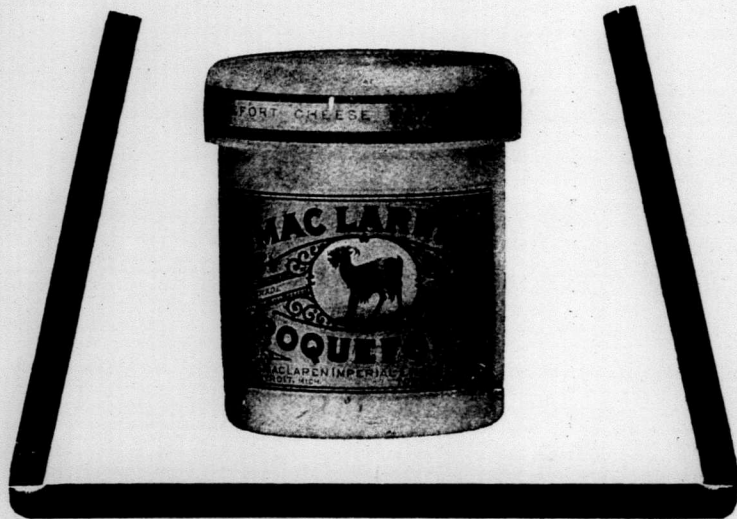


We don't advertise MacLaren's Imperial and MacLaren's Roquefort to convince you of their merit. We don't need to, for you know them already as the best in the market.

So does your customer.

We advertise them so that you won't forget to keep them always in stock. It is for your sake as well as for our own. Don't be fooled by "just as good" cheeses. Your customer will know the difference.

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
TORONTO, ONT.



H. A. Riopelle, general merchant, Ville Marie, has made an assignment.

The assets of E. Roy, grocer, Quebec, were advertised to be sold 15th inst.

D. J. Presseau, tobacconist, confectioner, etc., Montreal, has registered.

The assets of A. Forgues, grocer, Pointe A Pic, are advertised to be sold.

The assets of C. Brault, general merchant, La Moca, are advertised to be sold.

The assets of F. X. Braesard, general merchant, Amqui, were advertised to be sold 12th inst.

W. Woolley, confectioner, Montreal, who registered recently, has since compromised.

A. Demers, grocer, Montreal, (St. Henry), has assigned; meeting of creditors 15th inst.

P. Turcotte, grocer, Quebec, was advertised to be sold out by bailiff's sale 15th inst.

N. Blinet, grocer and liquor dealer, Quebec, is offering to compromise at 50c. on the dollar.

Genin, Trudeau & Cie., wholesale importers of tobacco sundries, Montreal, have registered.

A meeting to appoint a curator for M. J. Sirois, general merchant, Cacouna, was called for 11th inst.

The assets of Rabinowitz Bros., general merchants, St. Guillaume D'Upton, are advertised to be sold.

F. A. Thompson & Co., general merchants, Buckingham, have compromised at 40c. on the dollar.

Sieyes, Genin & Co., wholesale importers of tobacco sundries, Montreal, have dissolved partnership.

The assets of B. Beaulieu, general merchant, St. Helene (Kamouraska Co.) were advertised to be sold 18th inst.

N. Tremblay, general merchant, St. Irene, has assigned; V. E. Paradis has been appointed provisional guardian.

H. Drouin, general merchant, Beauce Junction, has assigned, and A. Lemieux has been appointed provisional guardian.

THE CANADIAN GROCER

A meeting to appoint a curator for J. A. Renault, general merchant, St. Eprem De Tring, was called for 16th inst.

The premises of L. L. Manning, general merchant, Johnville, have been destroyed by fire, loss partially covered by insurance.

Lecker Bros., general merchants, New Carlisle, have assigned. Lefavre & Taschereau have been appointed provisional guardians.

The premises of J. E. Lefebvre, tea merchant, and of E. Quenneville, tobacconist, both of Valleyfield, have been destroyed by fire.

J. Parent & Co., general merchants, Rimouski, have assigned; Lefavre & Taschereau have been appointed provisional guardians.

A meeting of creditors of J. R. Dube, general merchant, Becancour, was announced for 15th inst. Mr. Dube is offering to compromise at 10c. on the dollar.

Demand of the assignment of the New York Canning and Pickle Manufacturing Company, Montreal, has been made. The demand is being contested and contestation of the demand of assignment has been filed.

NEW BRUNSWICK.

J. L. Saunders, general merchant, Florenceville, is dead.

R. Young, general merchant and fish dealer, Carouquet, is dead.

MANITOBA AND N.W.T.

W. & M. Olsen, grocers, Stratheona, have assigned.

The Alberta Mercantile Co., general merchants, Calgary, have been incorporated.

H. Finesilver, general merchant, Grunthal, has sold out to Madore & L'Leureux.

A. R. Friesen, general merchant, Steinbach, has been granted an extension.

C. M. Coote, general merchant, Nipinka, has been succeeded by Coote & Kaiser.

R. C. Heatherington, confectioner and fruit dealer, Souris, is offering to compromise.

A meeting of creditors of J. Buckwold & Co., general merchants, Dauphin, has been held.

The premises of J. L. Stewart, general merchant, Prince Albert, have been damaged by fire.

Chance & Rose, grocers and dealers in agricultural implements, Raymond, have dissolved partnership.

The G. F. Bryon Mig. Co., manufacturers of cigars and brooms, Winnipeg, have been incorporated.

Revillon Freres, general merchants, carriers, etc., Edmonton, are opening a branch store at Athabaska Landing.

McLachlan & McCombs, general merchants, Rothwell, have dissolved partnership. P. R. McLachlan continues in business.

BRITISH COLUMBIA.

The Burrard Inlet Canning Co., Vancouver, N., have assigned to H. A. Jones.

Hewton Bros., bakers and confectioners, Vancouver, have sold their bakery to W. D. Muir.

The M. & D. Cigar Company, Vancouver, have dissolved. R. A. Dodd retires from business.

L. Carosella, grocer, liquor dealer, etc., Fernie, has sold his stock to the Frites-Wood Company.

H. Waller, of Waller & Partridge, general merchants, Cumberland, is contemplating the sale of his firm interest to R. Napier.

The business of B. Wilson & Co., commission merchants, etc., Victoria, has been taken over by the B. C. Cold Storage Company.

The chattel mortgagee of G. B. Batho & Co., general merchants, Ferguson, is in possession of their premises. Their assignment is reported.

TEAS

No better values
obtainable than
our travellers can
show you


THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.



Upton's
HOME-MADE JAMS
AND
ORANGE
MARMALADE
ARE GUARANTEED FINEST
QUALITY.
EACH JAR HOLDS A FULL POUND.

A. F. MacLAREN IMPERIAL CHEESE
CO., Limited, SELLING AGENTS.
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Leeds Wants Our Cheese.

MR. J. B. JACKSON, Canadian Commercial Agent at Leeds, writes the Department of Trade and Commerce as follows:

There is a good market here for Canadian cheese, a very large quantity being shipped to Leeds either direct or bought at Liverpool from general commission houses there who import from Canada, and it is spoken of in the highest terms, except that this year on account of the small stocks in hand last Spring, the cheese was sent here much too new, and it would be very much better in the long run for the Canadian producer and for the Canadian commission merchant, if the cheese was at least a month old before it left the factory, and a regulation to that effect would, I think, be desirable. The men who understand the business here say that the Canadian cheese would be very much improved and would bring a much higher price if it were not so solid, but more open in the grain. They say it is much too close. If this can be rectified by the Canadian makers it would be a great advantage.

As far as I have been able to learn, there are no Canadian cheese shipped here put up in pots or jars such as the Paragon or Imperial cheese in Canada, the only substitute being cream cheese, put up in small parcels in paper. There should be a very large trade done in Leeds and in the surrounding cities in cheese such as I have named if it be put up in neat jars or pots.

Butter and Cheese in West Indies.

THE first weekly report of the Trade and Commerce Department, Ottawa, just come to hand, gives some very interesting information as to the Canadian butter and cheese trade in the British West Indies.

Canada seems to have but a small share of the trade in these articles in Trinidad. The demand there, however, is chiefly for cheap grades, which should be put up in 66 or 33 lb. firkins. The better class trade is largely in Danish butter put up in 1 lb. tins, selling at from 32c. to 36c. per lb. as against 28c. to 30c. for Canadian. A specific duty of 2 cents per lb. is charged on importations of butter and cheese.

Canadian butter and cheese are both favorably received in Jamaica, the difficulty being in inducing Canadian factories to comply with the market's requirements.

Cheese should be packed in single, strong boxes of from 20 to 30 lbs. each. Also 1 in a box of about 9 lbs. each and of the highest grade. Butter, in tight kegs of about 30 lbs., and in tins of ½, 1, 5, 10 and 25 lbs. each (100 lbs. to the case). Both dairy and creamery description are in demand; they both, however, must be of high grade.

A uniform duty of (2d.) two pence per lb., equal 1 cent, is levied on all imports of butter and cheese; oleomargarine and what is known as American potatoe cheese, being similarly dealt with.

At St. Kitts, Nevis, and Virgin Islands, Canadian butter and cheese are steadily growing in favor. For table use the chief competition lies with the Danish and Lombardy brands, put up in ½-lb. and 1 lb. tins, but the imports of these have considerably decreased since the introduction of Canadian. Little or no table butter is imported from the United States, but a large quantity of oleomargarine comes here, and this being cheap, is extensively used for cooking purposes, and with the poorer classes it takes the place of butter altogether. Butter in iron-hooped wooden kegs of 30 to 36 lbs., and in tins of 1 lb. each; and cheese in boxes of about 30 lbs., find most ready sale. Kegs and boxes with butter and cheese being too frail to stand the rough handling in shipping, these should be packed in wooden outer cases, to contain about 120 to 130 lbs.

The new tariff ordinance has come into operation and fixes the duty on butter at \$2.10 per 100 lbs., and on cheese at two cents per lb.

New Brunswick Dairymen.

The annual meeting of the Farmers' and Dairymen's Association of New Brunswick will be held this year at Fredericton on the 22nd, 23rd and 24th March. Among the speakers will be his honor the lieutenant governor, Hon. L. P. Farris, F. W. Hodson, Dominion live stock commissioner; W. S. Sparks of Canterbury, England; W. A. Mackinnon, chief fruit division, Ottawa; George H. Clark, chief seed division, Ottawa, and

other prominent agriculturists. Programmes and all information may be obtained on application to the secretary, Thos. A. Peters, Fredericton, N. B.

Delivery of Butter to Railway Stations.

EVERY precaution should be taken to see that butter is delivered to the stations at such an hour as to make the closest possible connection with the refrigerator cars, urges a bulletin just issued from the Department of Agriculture. An hour's exposure to the heat of a warm summer day means positive injury to the butter and shortens its life. It would be better to have all the butter carried to the station by contract, so that some man would have a properly equipped wagon with a cover for protection against sun and rain. It would be possible to insist on having such a wagon always clean. The manager would have authority and control over a contractor, but he has very little over the independent patron, who takes the load when it suits his convenience, very often in an unsuitable wagon, dumps it down at the station without any consideration except that of getting rid of it as quickly as possible. The cost of hauling the butter to the station should be considered a part of the operating expenses in all creameries.

Western Ontario Dairymen.

The directors of the Dairymen's Association of Western Ontario met at the Windsor hotel, Stratford, on Saturday last, with the following present: J. N. Paget, president; Robert Johnston, A. F. MacLaren, M. P., I. W. Steinhoff, T. Ballantyne, W. K. McLeod, John Brodie, W. A. Bothwell, John McQuaker, George Hately, secretary. The secretary was re-appointed and an executive committee to act as a committee on instructions named as follows: The president, Thos. Ballantyne, Jr., I. W. Steinhoff, Robt. Johnston and W. K. McLeod. A committee to look after the dairy exhibition to be held in Toronto next January was elected as follows: W. Steinhoff, W. A. Bothwell, John McQuaker and President Paget. Arrangements are nearly completed for the formation of cheese factories into groups of seven, each group under one inspector, and one inspector over all. The Summer creameries will also be looked after by two instructors, as last year.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

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Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control the product of

**"The Charlottetown
Preserving Co."**

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.

Potted and Deviled Meats, sizes, ½'s and ¼'s.

Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.

Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.

Lunch Sausage, size, ½'s, 4 doz. to case.

Vienna Sausage, size, ½'s, 4 doz. to case.

Soups, Ox-Tail, size, 2's, 2 doz. to case

Kidney Stew,

Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

HAMS

Small
Medium
Large
Pickled, Smoked
or Cooked.

We have a very fine stock of these just now and can give your order prompt shipment.

F. W. FEARMAN CO., Limited
PORK PACKERS and LARD REFINERS.
HAMILTON, ONTARIO.

Our Hams and . . Breakfast Bacon

are Sugar-Cured, Delicious and
Full-Flavored, Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

**WE ARE BOOKING EASTER
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

The Park, Blackwell Co.,
PORK AND BEEF PACKERS,
TORONTO, ONT.

Matthews' Rose Brand Boiled Ham

is mild and sweet in cure, tender in cutting, faultless in flavour.
Fresh every day at **Peterborough, Hull and Brantford.**


- Surplus fat, and all bone removed.
- Always shipped by express.
- If our travellers do not see you, write us.

The George Matthews Company, Limited.

Established 1868.



IMPERIAL
CREAM TARTAR
BAKING POWDER
PUREST, STRONGEST, BEST.
Contains no Alum, Ammonia, Lime, Phosphates, or any injurious.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of 

**Poultry,
Butter
AND Eggs.**

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Local provision men report some improvement in the situation this week although the severe weather interferes very greatly both with receipts and deliveries. Smoked and cured meats are firm at prices given last week which we repeat unchanged. Lard which is excessively low, selling for much less say the packers than it can be made for at present prices of dressed hogs, has been advanced 1-4 cent all round. Heretofore retailers have been buying only from hand to mouth, fearing as usual to enter a weak market. Dressed hogs are worth a little more locally because they have not been received. There is, however, no difference outside. In fresh meats prices remain unchanged with the exception of a wider range in mutton. We quote:

Long clear bacon, per lb.	\$ 0 08	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 00	14 50
Lard, tierces, per lb.	0 07½	0 07¾
" tubs	0 07½	0 08
" pails	0 08	0 08½
" compounds, per lb.	0 07½	0 07¾
Dressed hogs, light weights, per 100 lb.	6 00	6 25
" heavy	5 75	6 00
Plate beef, per 200-lb. bbl.		10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	6 75
Mutton	8 00	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—The butter market is unchanged, the large receipts which were beginning to be received a short time ago have been curtailed, but it is expected that with a change in the weather a great deal of butter will be received. Creamery prints are not coming in in large quantities. Dairy is a little better, but much of it is not of the best quality. There is too much butter of under qualities, but all stocks have been reduced during this cold snap. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—There is no change to report in the cheese market. A fair seasonable demand continues to be met at prices which have prevailed for some time. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11½

St. John, N.B.

Provisions—As is natural the war has made prices firmer in these lines. Pork

is quoted about one dollar higher, though the local market does not yet show the full advance. Beef, though higher, is as yet little changed. In pure lard several packers have withdrawn prices. It is felt at present prices this is particularly good stock. In fresh meat prices are unchanged. Beef is rather more freely offered. Lamb is firm and supply limited. Mutton is dull at low figures. Veal is freely offered and sells freely at even figures. Pork is held firmer.

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	18 00	20 00
Plate beef	11 00	12 00
Mess beef	10 00	11 00
Domestic beef, per lb.	0 05	0 06
Western beef	0 07	0 08
Mutton	0 05½	0 06
Veal	0 03	0 09
Lamb	0 07	0 08
Pork	0 06½	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08	0 08½
" pails	0 08½	0 09

Butter—Some Western creamery and best dairy stock is offered. Supply of poorer grades quite large.

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair	0 14	0 15

Eggs—Very high prices still rule. In case goods the market is being supplied with Western stock.

Eggs, henery	0 40	0 45
" case stock	0 30	0 35

Cheese—Stocks are light and prices firm.

Cheese, per lb.	0 12½	0 13
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Montreal.

For Montreal dairy and provision markets this week see general Quebec markets.

London Provision Markets.

Thomas Nesbitt & Co. report as follows in their prices current dated London, February 1st:

Weather finer after much rain. Business generally unsatisfactory.

Butter—Supplies of colonial are still heavy. Market fairly good.

Bacon—Slow trade, and heavy arrivals cause general reductions in values.

Hams—Irish quiet. Canadian, etc., dull.

Lard—In slow demand.

Eggs—Supplies moderate. Marked steady.

Cheese—Meets with only a quiet sale.

Provision Notes.

The Victoria B. C. Creamery Association will build a new factory. It will be entirely of brick with an iron roof, and will then be fire proof.

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

A Wide-awake Grocer

will promote the sale of lines that do not interfere with the sale of other lines.

He will promote the sale of Macaroni, and in particular of

NAPOLI MACARONI.

Napoli Macaroni is put up in a thoroughly modern style, in attractive white packages. The old, time-worn blue package is a back number.

Napoli Macaroni is better made and cleaner than the imported article.

SEND FOR SAMPLES AND PRICES.

When ordering, give your wholesaler's name.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.

CHATHAM, ONT.

Brooms Brushes Baskets

Butter Ware Butter Paper Butter Tubs

Wooden are Willow are

Walter Woods & Co.

Hamilton and Winnipeg.

REPRESENTATIVE MEN OF AFFAIRS

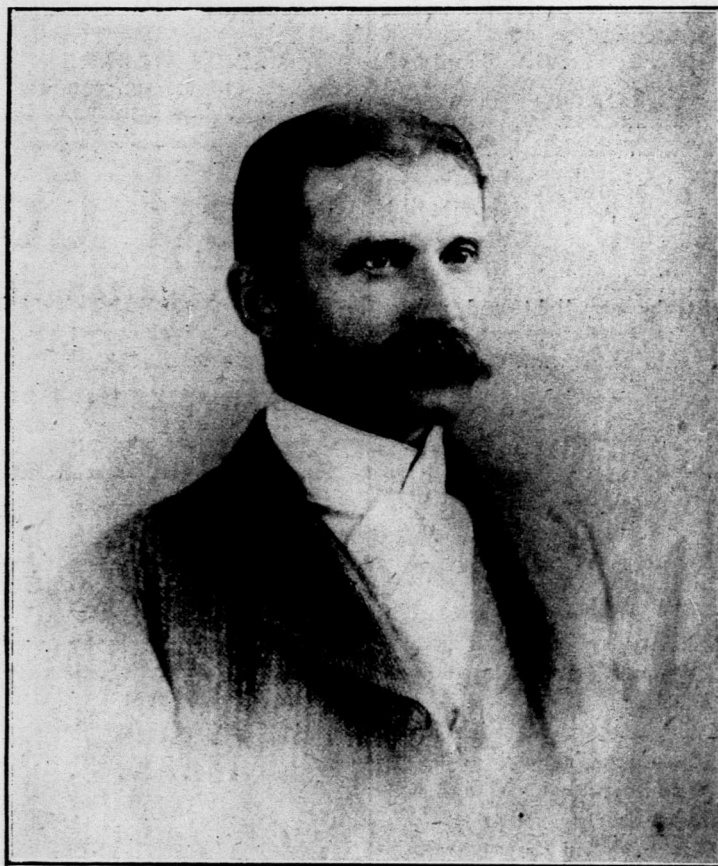
MR. H. MONTAGU ALLAN.

A TYPE of the Old Country business man, of the Old Country squire, in fact, is Mr. H. Montagu Allan, the eldest living son of the late Sir Hugh Allan, and to-day one of the chiefs of the great Allan Line of Steamships.

Mr. Allan is the type of man who would have succeeded in business if he had been started in the world without a dollar. His life has been one of con-

ly modestly dressed. Considerably less than half a century of years, more than half of them filled with active efforts toward higher ends, have printed their mark on a broad, well-shaped head, have stamped it with reflectiveness, but kept its serenity. The rest of the face might be owned by an English lad—smooth, rose, as if its owner had never had a care, never lost a night's sleep, or a day's enjoyment.

Mr. Allan inherited position from his father, but he never has for a moment



Mr. H. Montagu Allan, Montreal, of the Allan Line of Steamships.

stant activity and work, yet with all he has scarcely been in the public eye until the last year or two, when his influence has been more in evidence in big financial and industrial concerns, and quite recently when he was urged to run for the Presidency of the Board of Trade. His love of fair play prevented his opposing Mr. Drummond, who rightly earned the place.

A glance at the man himself would see a tall, erect, full-chested man usual-

ly modestly dressed. Considerably less than half a century of years, more than half of them filled with active efforts toward higher ends, have printed their mark on a broad, well-shaped head, have stamped it with reflectiveness, but kept its serenity. The rest of the face might be owned by an English lad—smooth, rose, as if its owner had never had a care, never lost a night's sleep, or a day's enjoyment.

Mr. Allan inherited position from his father, but he never has for a moment

traded upon the position in which he was born. He was educated partly in England and Scotland, and at Bishop's College, Montreal, in fact the larger portion of his life has been spent in Montreal, where he resides to-day in one of the most beautiful ancestral residences that we have in this new country. "Ravenscrag" is the name of the old Allan home, and has been for nearly a century the centre of magnificent social and intellectual gatherings. Royalty

has, on many occasions, been entertained here. It is so unpretentious as a family house that one seldom sees anything in the public press regarding the doings of this home.

Mr. Allan, notwithstanding the man-made conditions that opened life easily for him, entered into work early under the keen tuition of capable managers of the Allan Line, where he built up a strong knowledge of the steamship business. He has never neglected the smallest detail of his business, and while he has capable heads in each department, he is said to be in complete control of all transportation matters.

The world of politics has never held any fancy for Mr. Allan, although many inducements have been made for him to enter the turmoil. He has other tastes. Notwithstanding the multiplicity of business calls upon him, he finds time to be president of the Merchants' Bank of Canada, president of the Canada Paper Co., director of several large milling, metal and other industrial companies, and a devoted worker for charity; he is also an enthusiastic sportsman and a great lover of music and art. At one time he was treasurer of the Board of Trade during 1891-2. He has frequently held the highest honors the Hunt Club could bestow upon him, and is a great lover of fine horses and dogs.

In addition to this, his conservatory is one of the most beautiful in Montreal. He is possessed of a very retiring disposition, yet is a brilliant conversationalist when the subject interests him, and his extensive travels abroad enliven his companionship, which only a select few enjoy. In the business community he is esteemed for his judgment, open-handed generosity and unassuming character at all times. Mr. Allan is a representative Canadian business man, but merges all the English solidity with the nervous vitality of the modern West.

C. D. C.

TORONTO GROCERY CLERKS.

AT the last regular meeting of the Grocery Clerks' Benefit Association, of Toronto, held on Tuesday, Feb. 9th, in the Temple building, the following officers were elected for the ensuing year:

President—R. Helstrop.
Vice-President—E. Matthews.
Corresponding Secretary—M. J. H. Anderson.
Recording Secretary—W. Bail.
Treasurer—R. H. Hudson.

There were a large number present, and after all the business was transacted the association was entertained by about 30 gramophone selections. A pleasant evening was spent. All grocery clerks are invited to come into the association.

FISH

LENT IS AGAIN WITH US ...

and for the wide-awake merchant this means largely increased fish sales, with their corresponding profits.

LET US HELP YOU TO GET YOUR SHARE.

HOW
IS
YOUR
STOCK
?

Our stock is all new and of the finest quality. Our prices are right.
WE GUARANTEE EVERY PACKAGE WE SHIP.

CODFISH

PURE COD STEAKS
1 lb. blocks.

"BLUENOSE" COD
1 and 2-lb. blocks.

"HALIFAX" PURE
1-lb. pkgs., 3-lb. wood boxes

BONELESS FISH
Bulk, 6-lb. blocks.

SKINLESS COD
100-lb. cases.

HERRINGS

SCALED—Bundles 5 boxes.
LABRADOR—bbls. and half bbls.

TROUT

PRIME No. 1—Fall caught.
Special Price — f.o.b. Midland, Ont.

CANNED FISH

CLAMS,

LOBSTERS,

HADDIE,

MACKEREL,

HERRINGS,

SHRIMPS.

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

CAREER OF SIR THOMAS LIPTON.

FROM the time when he was ten years old and earning sixty cents a week as an errand boy in Glasgow, Sir Thomas Lipton has fought his way to success by tireless energy, working, as he says, "twenty-five hours a day."

His school days ending at ten, he continued his education at night school. At sixteen he took steerage passage to America, and landed in New York with but a few shillings. He wandered South, worked on a plantation in South Carolina, drove a street car in New Orleans, took orders for crayon portraits, and after two years returned to Glasgow with only a few dollars, but much experience and wisdom. His poor father had saved four hundred dollars and loaned it to Thomas to start him in a little bacon and provision store. The bulk of the capital was put into advertising, and two of his father's finest hogs he scraped and scrubbed and polished till they shone. Then he harnessed them to a little red wagon on which was painted "Go to Lipton's," and had them driven through town.

The little business grew rapidly, one store after another was added, until to-day he has over five hundred and twenty stores all over the world and employs over ten thousand people. He is the largest individual land-owner in Ceylon, pays more money in duty than any other firm in the Empire, has cocoa, tea and coffee plantations, fruit farms in Kent, bakeries in Glasgow, canning factories in Liverpool, kills thousands of hogs a day in his Chicago packing house, and handles every variety of food product except beef.

Lipton's recipe for success, "Work hard, deal honestly, be enterprising, exercise careful judgment, and advertise freely," condenses the business biography of this prince of business men, who has carried the same creed into his yachting.

Needs
only to be
seen
to be
appreciated—

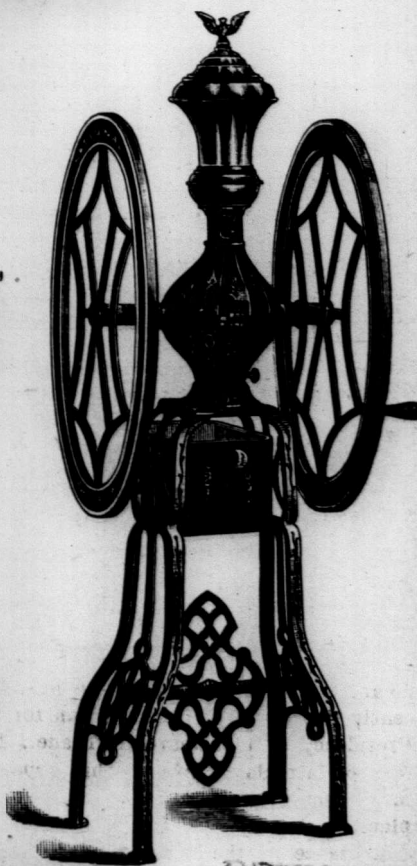
THE

"National"

No. 18.

SOLD
ONLY
IN
CANADA
BY

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



RETURNED
FEB 24 1904

at 11
Page 16

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

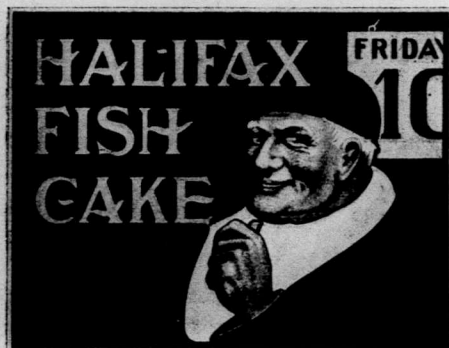
John C. Kirkwood,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

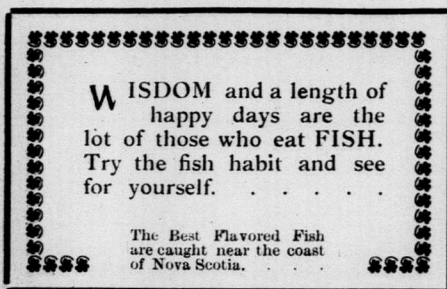
Silent Salesmen.

A CORRESPONDENT sends me some samples of advertising cards put out by Black & Co., Halifax, whose advertisement to the trade is running in "The Grocer." My correspondent says: "These cards struck me as being very fine. The wording is to the



point, not too much of it, and of such a character as to make the readers think.

"These cards, it will be noticed, have no advertising or brand of any description and are apparently sent out in a sort of missionary way in the interest of fish trade generally. The small memorandum at the foot, 'The best flavored fish are caught near the coast of Nova Scotia,' seems to be intended to draw attention to Nova Scotia fish as against New Brunswick and Prince Edward



Island. The large colored card (reproduced by us herewith in half-tone) gives the brand and as the cards are distributed to retail merchants for display in the stores and go together, the advertisement of course will be drawn to the brand. If these cards were placed,

for example, in a merchant's window, nine out of every ten passers-by would stop to read them.

"I may state that in my rounds among the trade I have run across these cards in stores all over, and you can readily understand what a lot of advertising Black & Co. get in this way."

I am sure the readers of this department will appreciate the above estimate of an example of advertising somewhat out of the ordinary. My correspondent reveals himself to be a close student of advertising, with a fine judgment, and further contributions from him will be gladly welcomed.

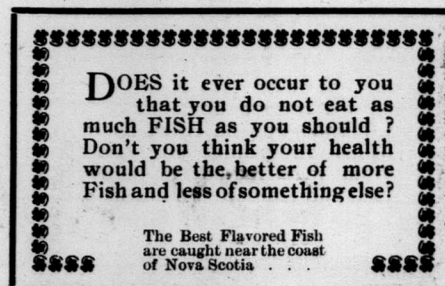
It is unnecessary for me to take up these cards sent out by Black & Co., for additional review, except to add that I quite agree with the comment already made. They constitute good advertising and it is to be hoped that the retail grocery trade everywhere will give them prominent display. Cured fish as an article of grocery merchandise is not "pushed" over-much, and there is provided in this circumstance an opportunity for adding to sales,—sales which carry with them a very nice profit.

Display cards such as are herewith illustrated are particularly good for the manufacturer and packer, and in one form and other are much used. It is their adaptation to the retailer's use that interests me at this time, and accordingly I wish to devote the remainder of this week's article to a consideration of store cards for the retailer.

The written or printed card conveys its message with a directness and conviction not attained by the spoken word. It leaves a distinct impression because of its brevity, an impression that endures. These silent appeals for more business are received by the buyer with no resentment, such as might result from a salesman's over-solicitous attentions. They do not fret the customer; indeed, they are almost sure to interest him. These mute suggestions influence the mind, create desire, lead to decision, and are a selling force of first-class value. Their display in the windows, on the counters, on the shelves, on tables or stands, is a con-

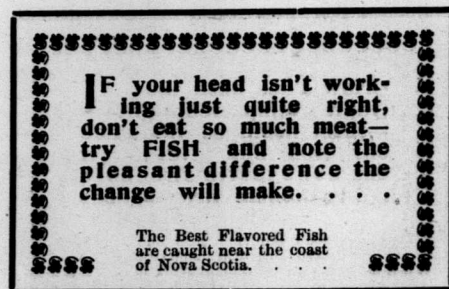
tinual appeal for business, an appeal that meets with a profitable response.

John Wanamaker, according to an article in the Advertising World, is called the pioneer of the extensive use of show cards as adopted to modern methods of business. He says they save talking, and at the same time are the most effective salesmen. No one gets tired of their talk, as they talk only when asked.



Another leading merchant declares that show card advertising is the cheapest and most profitable advertising the retail merchant can do. These cards take the place of salesmen in so much as they inform the public of the price of the goods they accompany.

The writing and preparation of show cards for use by retailers has developed into a distinct business. There are firms in Toronto, in Montreal, and other Canadian cities, that make card-writing and card-illustration their peculiar



work. If any grocer prefers cards more elaborately prepared than he can execute himself, they can be procured, and at no exorbitant cost. The editor of this department will be glad to furnish upon application the names of firms and individuals who do this class of work.

IF YOU spent a year of your life in growing tulips, you would know more about tulips than most gardeners. If you spent a dozen years you would be a tulip specialist; if you spent a quarter of a century you would be horticulturally famous. Now we have spent all these periods combined in growing and testing coffee. One year made us know Coffee, twelve years more made us Coffee specialists, a quarter of a century added to that produced

Chase & Sanborn's Seal Brand.

TRY IT.

Chase & Sanborn,

The Growers and Importers,

MONTREAL, P. Q.

Take a Look

AT THE LIST OF GOODS WE PACK

then **Try them.**

We are packers of the well-known

"Brunswick" brand of

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¼s.

HERRINGS

In Tomatoe Sauce
Kippered

Clams, Scallops,

**Finnan Haddies,
Boneless Fish.**

**Clam Chowder,
Boneless Codfish.**

We offer in season:—**FRESH FROZEN HERRING and CODFISH.**

If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address,

Connors Bros., Limited,

PACKERS OF SEA FOODS. BLACK'S HARBOUR, N.B.

AN OPPORTUNITY

MANUFACTURERS We Want Business

**Canned Goods, Evaporated Apples,
Chops, Waste, Butter, Cheese,
Bacon and Lard.**

Our business is getting you business.

Let's talk it over.

Dominion Brokerage Co.

43 SCOTT STREET.

Give Us Your Offerings. **TORONTO.**

CONNECTIONS: New York, London, Liverpool, Cape Town, South Africa

Mrs. Dooley

is young, perhaps handsome, but that doesn't enter into the business in hand. She has started on a business career to earn her living and a little extra. Her discovery was

Mrs. Dooley's Laundry Soap

---a Soap that is as good as any other and a little better, for it contains borax, a great cleanser. Mrs. Dooley is no Carrie Nation smasher; she goes about her business quietly. The grocery trade are beginning to take a very great interest in her work.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots	- - \$3.70	
5 " "	- - 3.60	2.15
10 " "	- - 3.50	2.10
25 " "	- - 3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

Difficulties of Oystermen.

THE Virginia oystermen continue to obtain stock, notwithstanding the difficulties encountered, remarks the Fishing Gazette. The Choptank river is closed to both scrapers and dredgers, but dredging on the ice has been carried on with good results. A hole is cut in the ice large enough to admit of the dredge being let down through it. Then a trench about four inches across is cut for a distance of some 50 or 60 yards, and by means of this the dredge is drawn to the edge of the ditch, where a second hole is cut, and it is drawn, with the oysters, to the surface. Four men work together, and from 75 to 100 are thus engaged. The work is done on the tongers' grounds, where oysters are fairly plentiful, and this fact, coupled with the high prices prevailing, makes the work remunerative, as much so as tonging would probably be. The men thus engaged can average \$3 a day each, but it is hard-earned money.

From all points come the same story of adverse conditions. The Long Island oystermen are great sufferers. The recent drop of the mercury has frozen the Great South Bay for the fourth time this winter. The oystermen are again idle, and are suffering severe losses by the continued cold weather. A number of dealers report that anchor frosts have touched their beds, and they would not be able to get at them if the bay opened.

Fishstuffs in Trinidad.

GORDON GRANT & CO., Port of Spain, Trinidad, in their commercial review of January 28th, thus report on the condition of fishstuffs: Our market is quiet and the liberal receipts since the beginning of the year are moving off but slowly. There have been no recent direct arrivals, but regular supplies continue to come forward via New York and Halifax and the steamers Ocamo and Grenada are now landing some 350 casks of various descriptions. Stocks of prime well cured N. S. cod are moderate and for such quotations to-day ranged between \$23.00 to \$24.00 casks small, \$25.00 to \$26.00 medium, \$27.00 to \$28.00 large and \$5.50 to \$5.75 boxes, and \$20.00 casks scalefish. With moderate arrivals these rates should be maintained, as although demand is light at present, our Lenten season is approach-

ing when consumption is invariably at its best. There is some enquiry for Newfoundland cure. We are now offering 50 casks prime large "Gooderidge's" ex S. S. Grenada. Good split herring and pickled salmon are saleable.

Fishermen's Supplies Free.

Mr. C. E. Kaulback, Conservative M. P. for Lunenburg, N. S., is reported as favoring a revision of the tariff placing on the free list cotton duck for sails, rope, all cordage, nets, lines, twines, chains, hawsers, in fact all articles used by fishermen engaged in fishing.

Scotch Fishery Trust.

Mr. Van Laun, London, who is promoting the Scotch Fishery Trust, recently had special meetings in Aberdeen with representatives of the various trawling companies, says the Scottish Trader. He proposes to amalgamate 50 of the modern trawling companies in Scotland, whereby a saving of £20,000 annually will be effected in working costs. Mr. Laun emphasizes the point that if fish is of a good quality the market in England is unlimited. The trust has already had the offer of an important curing business in Scotland, and would erect its own preserving factories for packing and tinning fish.

Missed a Chance.

A Newfoundland schooner nearing Oporto, fish laden to that port, was forced to several times alter her course consequent on the vagaries of a huge balloon which was drifting wildly about in the vicinity. The chagrin of the skipper was great when, on making port, he found a standard reward of £20,000 was offering for the recovery of the derelict and its occupants.

Russian Sturgeon.

A striking feature incident to the New Year festivities in Russia, is the advent into St. Petersburg of the wild Cossack warriors of the Ural mountains with offerings of frozen sturgeon and caviar from the Volga, and also the epicurean relish prepared from the egg of the sterlet. The mammoth frozen fish and shining round tin boxes are presented individually to the Czar and distinguished people at the capital.

TO THE TRADE.

We are pleased to state that an arrangement has at length been come to for a comparison of the Blue Ribbon and Salada sales for 1903 as appears by the following:

Winnipeg, February 6, 1904.

TO THE TRADE.

All those who read the Salada advertisement that recently appeared in THE GROCER know that it was intended to convey the idea that the sale of Salada tea was so enormous that the increase alone was greater than the entire tea business of any other firm in Canada.

To permit such a statement to go unchallenged was neither fair to the merchants handling Blue Ribbon Tea or to ourselves. We believe that the quantity of Blue Ribbon Tea sold in Canada exceeds the quantity of Salada Tea sold in Canada, and consequently proposed that a comparison be made by a chartered accountant, and suggested that Mr. Ince act as referee.

If the Salada Tea Company wish also to compare their increase in Canada and United States (we believe they do a large Green Tea business in U.S.) with our entire business, including The Blue Ribbon Tea Company of Toronto, controlled by us, we are quite willing to accommodate them, and have already mailed a second check for five hundred dollars to Mr. Ince for this purpose.

It now appears that Mr. Ince is unwilling to act unless the parties agree upon the interpretation of certain clauses in Salada's ingeniously-worded challenge, and as this would indefinitely postpone a decision, we have endeavored to state plainly the conditions upon which, according to our understanding, the investigation is to proceed.

If The Salada Company are agreeable, the matter may be taken up by Mr. Clarkson at once.
(Sgd.) G. F. & J. GALT.

February 13, 1904.

Messrs. G. F. & J. Galt, Winnipeg.

In your letter dated February 6 in this week's GROCER you state you believe the quantity of Blue Ribbon sold in Canada in 1903 exceeds quantity of Salada sold in Canada 1903. If this is a challenge from you and you will submit matter to Clarkson & Cross for investigation we accept, losing party to forfeit five hundred dollars and all expenses. We await reply by wire.
(Sgd.) P. C. LARKIN & CO.

February 15, 1904.

Messrs. P. C. Larkin & Co., Toronto.

Our proposition perfectly clear. The question is whether quantity of Blue Ribbon Tea sold for consumption in Canada during 1903 exceeded quantity of Salada sold for consumption in Canada during the same period.

(Sgd.) G. F. & J. GALT.

The terms of the competition being clearly and definitely set forth, there is no reason why Messrs. Clarkson & Cross should not enter upon their duties at once. Our deposit of \$500 is in the hands of Mr. Ince, with whom The Salada Company may either lodge their deposit, or both deposits may be handed over to Messrs. Clarkson & Cross. It is understood that the party losing shall pay the expenses of the investigation and donate the amount of his deposit to any charity the other may name.

(Sgd.) G. F. & J. GALT.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { **TODHUNTER, MITCHELL & CO.,** Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA

It is a mighty big advantage to have your customers satisfied. You can always have them that way if you supply them with

Lilly White Gloss Starch.

It is a strong, white, pure starch. Put up in attractive packets. Try a sample order.

THE BRANTFORD STARCH WORKS, LIMITED,

BRANTFORD, CANADA.

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.

- Barber, Henry, & Co., Toronto.
 Fahey, Wm., Toronto.
 Hoskins, David, Toronto.
 Jenkins & Hardy, Toronto.
 Kidd, F. H., Toronto.
 Merson, Geo. O., Toronto.
 Williamson, T. G., Toronto.

Ammonia.

- Harvey, John G., Todmorden Ont.

Baking Powder.

- Capstan Mfg. Co., Toronto.
 Eagle Mfg. Co., Montreal.
 Gillett, E. W. Co., Toronto.
 Royal Baking Powder Co., New York.
 McLaren, W. D., Montreal.

Barristers, Solicitors, etc.

- Atwater, Du-los & Chauvin, Montreal.
 Beatty, Blackstock, Fasken & Riddell, Toronto.
 Burritt, Jas. H., K.C., Pembroke, Ont.
 Cameron, D. O., Toronto.
 Hamilton, J. C., Toronto.
 Tupper, Phippen & Tupper, Winnipeg.
 Vidal, I. L. O., Montmagny and Quebec.

Baskets.

- Oakville Basket Co., Oakville, Ont.
 Woods, Walter, & Co., Hamilton.

Bird Seed.

- Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

- Brown & Wells, Toronto.
 Canada Biscuit Co., Toronto.
 Christie, Brown & Co., Toronto.
 Lowney, Walter M., Co., Boston, Mass.
 McGregor-Harris Co., Toronto.
 Mooney Biscuit & Candy Co., Stratford.
 Mott & Co., John P., Halifax, N.S.
 National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.

- Douglas, J. M. & Co., Montreal.
 James Dome—W. G. A. Lamb & Co., Toronto.
 Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.

- Woods, Walter, & Co., Hamilton.

Canned Goods.

- Anglo-British Columbia Packing Co., Vancouver, B.C.
 Black Bros. & Co., Halifax, N.S.
 Burlington Canning Co., Burlington, Ont.
 Gardiner & Co., Vancouver, B.C.
 Tippet, A. P. & Co., Montreal.

Cash Registers.

- Hallwood Cash Register Co., Toronto.
 National Cash Register Co., Dayton, O.

Cheese Cutter.

- Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.

- American Tobacco Co., Montreal.
 Empire Tobacco Co., Montreal.
 Erie Tobacco Co., Windsor, Ont.
 Fortier, J. M., Montreal.
 Horrocks, T. J., Toronto.
 McAlpin Consumers Tobacco Co., Toronto.
 McDougall, D. & Co., Glasgow, Scot.
 Payne, J. Bruce, Granby, Que.
 Reid, W. B. & Co., Toronto.
 Steele, W. H., Co., Toronto.
 Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.

- Hamilton Cotton Co., Hamilton.

Cocunut.

- Davidson & Hay, Toronto.
 Greig, Robt., Co., Toronto.

Cocoas and Chocolates.

- Baker, Walter, & Co., Dorchester, Mass.
 Cowan Co., Toronto.

- Epps, James, Co., London, Eng.
 Lowney, Walter M., Co., Boston, Mass.
 VanHouten's—J. L. Watt & Scott, Toronto.
Coffee Cleaver.
 Lucas, Steele & Bristol, Hamilton.
Coffee Essence.
 Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.

- Cameron, Gordon & Co., Winnipeg.
 Clark, R. W. & Co., Victoria, B.C.
 Davidson & Hay, Toronto.
 Dawson Commission Co., Toronto.
 Dominion Brokerage Co., Toronto.
 Dunn, Wm. H., Montreal and Toronto.
 Lambe, W. G. A., & Co., Toronto.
 Nicholson, E., Winnipeg.
 Patrick, W. G., & Co., Toronto.
 Rutherford, Marshall Co., Toronto.
 Ryan, Wm. Co., Toronto.
 Thomas, J. P., Quebec, P.Q.
 Watt, J. L., & Scott, Toronto.

Computing Scales.

- Computing Scale Co. of Canada, Toronto.
 Wilson, C., & Son, Toronto.

Concentrated Lye.

- Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.

- Borden's—Wm. H. Dunn, Montreal and Toronto.
 Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.

- Gowans, Kent & Co., Toronto.
 Nerlich & Co., Toronto.
 Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions

- Clark, Wm., Montreal.
 Dominion Packing Co., Charlottetown, P.E.I.
 Fearman, F. W., Co., Hamilton.
 Matthews, Geo. Co., Brantford.
 MacLaren, A. F., Imperial Cheese Co., Toronto.
 McLean, J. A., Produce Co., Toronto.
 Park, Blackwell Co., Toronto.

Delivery Wagons.

- Ewart, James, Toronto.

Educational.

- Belleville Business College, Belleville.
 Canadian Corr. College, Toronto.
 Central Business College, Stratford.
 St. Margaret's College, Toronto.
 Western Business College, Toronto.
 Willis Business College, Ottawa.

Engravers.

- Smith, Geo. J., New York.

Financial Institutions.

- Bradstreet Co.

Fish.

- Black Bros. & Co., Halifax.
 Connors Bros., Ltd., Black Harbor, N.B.
 Eby, Blain Co., Toronto.
 James, F. T., Co., Toronto.
 Johnson, C., Gardiner & Co., Vancouver, B.C.
 Kinnear, T. & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 White & Co., Toronto.

Flours and Cereals.

- Carter, G., Son & Co., St. Mary's, Ont.
 Castle, F. J., Co., Ottawa.
 Greig, Robt., Toronto.
 MacKay, John, Bowmanville, Ont.
 McCann, Wm., & Co., Toronto.
 Napoli Macaroni Co., Toronto.
 Tillson Co., Tillsonburg, Ont.

Fruits—Dried, Green and Nuts.

- Balfour & Co., Hamilton.

- Davidson & Hay, Toronto.
 Eby, Blain & Co., Toronto.
 Gibb, W. A., & Co., Hamilton.
 Gillard, W. H., & Co., Hamilton.
 Goodwillie's—Rose & Laflamme, Montreal.
 Husband Bros. & Co., Toronto.
 Kinnear, T., & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 McWilliam & Everist, Toronto.
 Tippet, A. P. & Co., Montreal.
 Walker, Hugh, & Son, Guelph.
 White & Co., Toronto.

Gelatine.

- Canadian Gelatine Co., Toronto.
 Cox, G. & J.

Grocers—Wholesale.

- Balfour & Co., Hamilton.
 Davidson & Hay, Toronto.
 Eby, Blain Co., Toronto.
 Kinnear, T., & Co., Toronto.
 Laporte, Martin & Cie, Montreal.
 Lucas, Steele & Bristol, Hamilton.
 Simpson, R. & J. H., Co., Guelph.
 Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.

- Adamson, J. T. & Co., Montreal.
 Coles Mfg. Co., Philadelphia, Pa.
 Eby, Blain Co., Toronto.
 Enterprise Mfg. Co., Philadelphia, Pa.
 Grocers' Engineering Co., London, Eng.

Hides.

- Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.

- Auer Light Co., Montreal.
 Dominion Show Case Co., Toronto.
 Slingsby, H. C., Montreal.

Jams, Jellies, Etc.

- Canada Biscuit Co., Toronto.
 Greig Mfg. Co., Montreal.
 McGregor-Harris Co., Toronto.
 Pure Gold Mfg. Co., Toronto.
 Southwell's—Frank Magor & Co., Montreal.
 Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

Ledgers, Office Systems, Stationery, etc.

- Briggs Ledger System Co., Toronto.
 Weese, G. A., & Son, Toronto.

Macaroni

- MacLaren, A. F., Imperial Cheese Co., Toronto.
 Napoli Macaroni Co., Toronto.
 Tippet, A. P., & Co., Montreal.

Mince Meat

- Capstan Mfg. Co., Toronto.
 Clark, Wm., Montreal.
 Lytle, T. A., Co., Toronto.
 Wethey, J. H., St. Catharines.

Oils.

- Queen City Oil Co., Toronto.

Oil Tanks.

- Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.

- Allison Coupon Co., Indianapolis, Ind.

Peanut

- Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.

- American Coffee & Spice Co., Toronto.
 Batty & Co., London, Eng.
 Canadian Cannerns' Consolidated Cos., Hamilton.
 Colson, C. E., & Son, Montreal.
 Douglas, J. M., & Co., Montreal.
 Ewing, S. H., & Sons, Montreal.
 Horton-Catto Mfg. Co., Windsor, Ont.
 Laing's, Dr.—W. G. Patrick & Co., Toronto.
 Lytle, T. A., Co., Toronto.
 Patterson's—Rose & Laflamme, Montreal.
 Stretton & Co., Worcester, Eng.

- Polishes—Metal.**
 Oakey, John, & Sons, Montreal.
Polishes—Stove.
 Morse Bros., Canton, Mass.
 Prescott's—W. H. Dunn, Montreal and Toronto.
Pottery.
 Foster Pottery Co., Hamilton, Ont.

Poultry Food.

- Greig, Robert, Co., Toronto.

Safes.

- Ford & Featherstone, Hamilton.
 Taylor, J. & J., Toronto.

Salt.

- Patrick, W. G. & Co., Toronto.
 Toronto Salt Works, Toronto.

Seed Corn.

- Stevens, Fred B., Chatham, Ont.

Soap.

- Duncan Company, Montreal.
 Metropolitan Soap Co., Toronto.

Soap Powder.

- Babbitt's—W. H. Dunn, Montreal and Toronto.

Sodas—All Kinds.

- Winn & Holland, Montreal.

Soda—Baking.

- Dwight, John, & Co., Toronto.

Starch.

- Brantford Starch Works, Brantford.
 Edwardsburg Starch Co., Cardinal, Ont.
 St. Lawrence Starch Co., Port Credit.

Steel Shingles.

- Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.

- Canada Biscuit Co., Toronto.
 Dominion Molasses Co., Halifax, N.S.
 Edwardsburg Starch Co., Cardinal, Ont.
 Tea Rose Drips—Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.

- Balfour & Co., Hamilton.
 Blue Ribbon Tea Co., Toronto.
 Ceylon Tea Traders' Ass'n.
 Chase & Sanborn, Montreal.
 "Commissioner" Tea, London, England.
 Davidson & Hay, Toronto.
 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.
 Kinnear, T., & Co., Toronto.
 Lipton, Thomas J., New York.
 Lucas, Steele & Bristol, Hamilton.
 Pure Gold Mfg. Co., Toronto.
 Rutherford, Jas. & Co., Montreal.
 Salada Tea Co., Montreal and Toronto.
 Simpson, R. & J. H., Co., Guelph, Ont.
 Turner, James, & Co., Hamilton.
 Warren Bros. & Co., Toronto.
 Wood, Thos., & Co., Montreal.

Telephones.

- Bell Telephone Co. of Canada.

Vinegars.

- Grimble & Co., London, Eng.

Warehousing.

- Cameron, Gordon & Co., Winnipeg.

Washing Compound.

- Fairbanks, N. K., Co., Montreal.

Wines, Liquors and Beer.

- Laporte, Martin & Cie, Montreal.

Woodenware.

- Woods, Walter, & Co., Hamilton.

Wrapping Paper.

- Canada Paper Co., Toronto.

Yeast.

- Gillett, E. W., Co., Toronto.

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WM. H. DUNN, Agent, MONTREAL



WHEN YOU
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Paste, Cake or Liquid

ENAMELINE STOVE POLISH

you assume no risk. The manufacturers create the demand and guarantee the goods.

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HAS NO EQUAL.

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I handle, as agent, the following
Food Products. They are among
the most reliable articles in the
grocery line.

LIBBY McNEILL & LIBBY'S CANNED MEATS,
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MELROSE'S FAMOUS TEAS, NO. 1 CANISTERS,
BENS DORP'S ROYAL DUTCH COCOA,
PURE GOLD BLENDS OF COFFEE,
ST. CHARLES EVAPORATED CREAM,
C. B. KNOX'S SPARKLING GELATINE,
MILLER'S ROYAL PARAGON CHEESE,
MIDDLEMASS' ORIGINAL ALBERT BISCUITS,
COURTENAY'S GENUINE WORCESTER SAUCE,
GILLARD'S DELICIOUS PICKLES,
ALART & McGUIRE'S FINE OLIVES.

WM. H. DUNN,

AGENT.

MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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A HINT FOR THE DULL DAYS.

A GROCER in an Eastern Ontario town is turning the dull days to good advantage. Being ambitious and realizing the limitations of business in a comparatively small place, particularly when bad roads were reducing to a minimum the country trade, he resolved some weeks ago to exert himself to secure a wider share of attention and trade than might be won in the ordinary course of business.

Remembering the success in his store of a demonstration of jellies by the travelling representative of a manufacturer some time before, he decided to give demonstrations himself twice a week. Tuesday and Friday afternoons, from 3 to 5 o'clock, were the chosen hours.

The first day he served a somewhat varied menu, including a brand of jelly, some canned fruit and some package cheese and biscuits. Since then he has devoted attention to various goods in his store. Recognizing the danger of giving a bad impression unless the goods

EDITORIAL

were most skilfully served, he secured the assistance of a young lady in the town who knew both how to prepare and to serve the various dishes. She was not expected to solicit orders for the goods but in the natural course of events she was asked many questions by the ladies who came to test the foods prepared for them. Her accurate knowledge of the goods and of how to prepare them proved of great value, proving that there is nothing so effective in forwarding the sale of any article as a personal testimonial or recommendation.

The effect of these "At Homes," for such was the dignified name given to the demonstrations, has been interesting. In the first place they brought many people to his store who had never been there before. They also induced some of his regular customers to buy lines they had never heretofore thought of. Apart from these two valuable results the expense was practically offset by the increased business in many lines. A considerable proportion of those who tested the goods opened for them stayed long enough in the store to think of something they wanted and to give an order.

Realizing that the influence of his invitation would be increased greatly, if he added to the attractiveness of his store, the merchant secured a quantity of bunting and some evergreens and while not making a lavish display succeeded in making his store quite attractive. All this took time, so that January and February, instead of being dull months, have been about as busy as in the Fall. And each week has seen a bigger total of business than that of the corresponding week last year.

FLOUR NOT CONTRABAND.

A RUMOR is being given publicity by the daily press to the effect that flour is likely soon to be put on the list as contraband of war, Russia having made application to the powers in this direction.

The rumor is one that will scarcely gain credence in well informed circles. The Russian Government is unlikely to

The Canadian Grocer

make such a request, and the request, if made, would have not the slightest chance of being granted by either of the two great powers whose rights would be most affected, Great Britain and the United States. Britain's position on this point was made quite clear when in the Franco-Chinese war France attempted to make rice contraband. The whole spirit of modern international law, would be violated by any such action.

The present tendency of the doctrines and practice of international law is toward the fullest recognition of the rights of neutrals and non-combatants, not to be interfered with in so far as this is compatible with the co-ordinate right of the belligerent to bring his best force to bear on his enemy unmolested by any outside power. But this force must be directed against the public forces of the opposing belligerent not against non-combatants.

Neutrals are nominally equally friendly with both belligerents. They retain their right to carry on ordinary trade except in munitions of war, articles directly contributory to warlike operations, or with ports actually and effectively blockaded. Provisions including flour, are not munitions of war, as recognized by international law. To make them so would be an unjustifiable exercise of warfare, in interfering with the legitimate commerce of a neutral country, to strike a blow directed not so much against the regular public forces of the enemy as against the great body of non-combatants, and likely to produce an amount of suffering disproportionate to any military effect it might be expected to have. Were the provisions consigned to the enemy's fleet or to a naval base or a port or city actually beleaguered a different aspect would be given the question, but prima facie flour or provisions are not contraband, and there is little likelihood of Russia declaring them so to be.

In any event should the Japanese maintain the lead they have already secured on the waters of the Pacific, there would be still less likelihood of Russia being able to enforce such a declaration.

TRADE OPENINGS IN AUSTRALIA.

THE second weekly report of Canadian commercial agents abroad, issued by the Department of Trade and Commerce contains some interesting suggestions from Mr. D. H. Ross, the commercial agent for Victoria, South Australia, Western Australia and Tasmania. Mr. Ross reviews the trade conditions in the antipodes and directs attention to the enormous wheat crop which has recently been harvested. He estimates the Australian crop at 73,000,000 bushels, which will leave from 48,000,000 to 40,000,000 bushels available for export. This large wheat crop, the increased exports of dairy produce, the brisk and buoyant state of the wool market and the satisfactory increase in the output of gold combine, in the agent's opinion, to ensure a period of prosperity for the island colony. Australia is in a position to be a good customer.

What can Canadian manufacturers do to increase their business in Australia? To this question the agent devotes some attention and he mentions several lines of manufactures in which he considers that there is an opening for Canadian trade. Among others, he mentions the demand for Canadian cut tobacco which has already made its appearance in Melbourne and which will meet with a better sale when Canadian manufacturers are better acquainted with the class in most demand. The cut tobacco should always be enclosed in air tight packages.

In the agent's opinion, there is a good opening for Canadian made calcium carbide. Acetylene gas is now being used very extensively as an illuminant in small rural towns and country districts, halls, churches, hotels and residences. The demand for calcium carbide is growing rapidly and large quantities are imported from England, Sweden, and the United States. Importers want to be certain of regular supplies and would probably transfer their business if they could receive assurances on that point. This would be a very important factor in securing new business.

The agent further reports that some fair orders have been forwarded recently from Adelaide to Canadian manufacturers. This result, he says, has been obtained by the persistent efforts of the representative of a Toronto exporting concern. That there is a good market in Australia to be developed by Canadian manufacturers seems evident. Australian importers are anxious to increase their purchases in Canada, but as is always the case, seller must seek buyer. A closer mutual acquaintance would undoubtedly result in an increased trade between the two countries.

This latest move of the Department of Trade and Commerce is to be commended. The weekly reports should result in an increased export trade.

KEEPING UP-TO-DATE.

SOME merchants believe they cannot afford to take trips once or twice a year to larger centres; others in practically similar circumstances believe they cannot afford to stay at home.

The difference of opinion is almost absolute and one would almost decide without a second thought that either one class or the other must be quite in error as to what they can afford. Yet a knowledge of the men and the conditions might lead to the conclusion that both classes are right in their opinion.

To one merchant a visit to a city like New York for instance, would be a waste, should be chargeable to "personal account," while to another such a trip would constitute an investment, and could reasonably be charged against the business because of the returns it would yield in the days to come.

One merchant would have a gay time in the city but would see little else than the "Bowery," Coney Island, etc., while another would have just as good an outing and at the same time would come home full of suggestions and hints for his business. He would have noticed new methods of window dressing, store arrangement and in a score or more of ways would have added to his store of knowledge of his business.

Both these men would be wise to take such a trip once at least, but the former

could afford to take it but seldom whereas the latter would get such returns from his first trip that he would soon be in a position to take a trip more frequently than his rival who "drops business when away on a holiday."

MAYOR LAPORTE'S INAUGURAL.

AS might have been expected Montreal's new mayor has wasted no time before initiating an energetic and forward policy for 1904. From his inaugural address on Monday the citizens can readily realize that a business man is now at the helm and that business methods will be pursued throughout the coming year. There appears to be plenty of work for the new administration and Mayor Laporte takes hold with a spirit that presages success.

Attention was drawn in his inaugural address to the fact that the gas company's contract expires in 1904, and the expediency of learning the views of the company as to renewal in time for the city to protect its interests, was pointed out. Readjustment of the water rates, improvement of the police force, reduction of insurance rates, regulation of electric wires, inspection of public buildings, a Montreal exhibition, inspection of wall posters and pictures were among the things mentioned by the mayor as likely to engage the attention of the new Council.

Under Mayor Laporte's vigorous regime Montreal should experience a prosperous 1904.

CANNED VEGETABLES UP.

SINCE the first of the year The Canadian Grocer has been predicting in its market columns a rise in canned vegetables. The condition of stocks made an advance inevitable so soon as the steady consumptive demand drove the retailers into the market again.

The tone has been decidedly firm all along and anticipating a more vigorous demand shortly the Cannery Consolidated have this week issued a new price list that has materially advanced vegetables. Tomatoes are now listed at \$1.12 1-2, corn at \$1.15, and no peas are in stock at less than \$1.05.

The grocer who profited by the intimations made through this paper and secured his requirements before the rise will now be on good terms with himself.

MONTREAL GROCERS' ASSOCIATION.

THE last monthly meeting of the Montreal Retail Grocers' Association was held Wednesday last, 10th inst., at Monument Nationale. A very large number of members was present and great interest was taken in the business of the association. President N. Chartrand was in the chair.

Among the members present were: Messrs. E. Limoges, vice-president, J. A. Maynard, 2nd vice-president, J. A. Beaudry, secretary, Arthur Bastien, treasurer, J. A. Labonte, E. Masse, Jos. Chartier, A. Dionne, L. O. d'Argencourt, T. O. Pigeon, H. Poirier, P. D. Boileau, J. O. Deziel, Arthur Trudeau, E. Guillemette, J. B. Deschamps, J. H. Lamarche, Antoine Chartrand, J. W. Guenette, J. A. Seguin, M. Beauvais, J. Gendron, etc.

It was moved by J. A. Beaudry, seconded by L. O. d'Argencourt, that paragraph 24 of the constitution be amended as follows: The monthly meeting of this association shall be held on the first Wednesday of each month and the officers and directors shall have the right to hold a meeting of the board of management also once a month, and such business and transactions are to be considered legal and binding on the association. The date of this assembly is to be left to the choice of the officers.

The following were accepted as active members of the association: E. Masse, T. S. Michaud, and J. E. Jodoin and J. B. R. Carrignan as auxiliary members.

Proposed by Mr. Labonte, seconded by Mr. L. O. d'Argencourt, that the report of the treasurer be accepted. Adopted.

Proposed by L. O. d'Argencourt, seconded by Mr. Dionne, that two grocers from each section of the city be appointed to call upon grocers in their respective districts to secure early closing once a week, and Wednesday as the day. Adopted.

The following gentlemen have been named in the several districts:

Ward St. Louis—L. O. d'Argencourt and Jos. Chartier.

Ward St. Jacques—J. A. Labonte and A. Brien.

Ward St. Jean Baptiste—J. A. Maynard and Jos. Sanche.

Ward St. Marie—T. S. Michaud and T. O. Pigeon.

Ward Papineau—J. O. Deziel and N. Prevost.

Ward Lafontaine—Arthur Trudeau and A. Gervais.

Ward St. Antoine—E. Masse and M. Beauvais.

Proposed by L. O. d'Argencourt, seconded by E. Masse, as follows: Consid-

ering that it is the duty of the Montreal Grocers' Association to prevent the wholesale grocers from selling directly to consumers; be it Resolved: That the president and secretary of this association be instructed to call upon the retail grocers and to engage them to bind themselves not to buy any goods from any wholesaler or jobber who will not be willing to sell their goods to the retail trade only, and to this effect the president and secretary be authorized to make the following agreement for signature by each retail grocer:

"We, the undersigned retail grocers of the City of Montreal, hereby agree not to buy any goods from any wholesaler that will sell directly to the consumer and as a sanction of our agreement we bind ourselves, every one for himself, to pay to the Retail Grocers' Association of Montreal the sum of \$100 as penalty every time we break the above mentioned agreement. This agreement to be binding on the undersigned until such time as we are relieved by resolution of the Montreal Retail Grocers' Association to that effect. We, the undersigned retail grocers, hereby bind ourselves to the above."

Proposed by J. A. Labonte, seconded by Mr. E. Masse, that all bills presently on the table be paid. Adopted.

A discussion took place on the question of establishing a bureau of inquiry and collection by the association, and all present backed the subject up favorably.

The next meeting will be held Wednesday, March 2nd.

PERSONAL MENTION.

L. J. Levy, representing the United Factories, was in Ottawa this week. Boeckh's brushes and his company's woodenware interests were closely looked after.

Mr. Archibald J. Rankin, representing S. H. & A. S. Ewing the Montreal coffee and spice manufacturers, was a visitor to the trade in Ottawa during the week. Trade reports are very satisfactory though not as good as might be on account of the general quietness of country trade, the heavy storms and impassable roads making orders to the jobbers light from country merchants.

The death occurred at the home of her daughter in Montreal on Monday last of Mrs. Elie Geoffrion, mother of Mr. L. E. Geoffrion, of the firm of L. Chaput, Fils & Cie. Mrs. Geoffrion, who had been ill but a short time was 71 years of age. The funeral was held on Thursday to Varennes, Que. Mr. Geoffrion has

the sympathy of the trade in the bereavement that has befallen him.

JAPANESE TEA MERCHANT.

A VISITOR to Montreal during the past week, was Mr. Hikonojo Komada, managing director of the Japan Tea Exporting Co., Limited, Kobe, Japan. Mr. Komada has been visiting this country for the past fifteen years in the interests of his company, and is not a stranger to the tea merchants of Canada. His trip includes visits to his different agencies in the United States and Canada, he being represented in Montreal by Mr. Shaw T. Nishimura, of the Central Japan Tea Traders' Association. His company ships about 40,000 half chests of Japan tea to the American market yearly.

Mr. Komada's visits to the States and Canada are made during the Winter season in order to observe the condition of



Mr. Hikonojo Komada, Managing Director of The Japan Tea Exporting Co., Kobe, Japan.

the market, and to form an opinion as to next year's prospects.

In an interview with the representative of The Grocer, on being asked as to the condition of affairs in his country at the present moment, Mr. Komada expressed the opinion that Japan was thoroughly prepared to maintain its rights as against Russia. The whole nation was a unit on this question, and a thoroughly loyal and patriotic feeling prevailed to back up the government in any action it might take to this end.

Mr. Komada left for New York on Thursday, and will probably return to Japan about the end of March. The Grocer has pleasure in presenting a portrait of the distinguished Japanese tea merchant and exporter.

At last we can report progress,

and Messrs. Clarkson & Cross are likely to commence an examination of the books of both firms on the one side, and the "**SALADA**" books on the other, and we hope to be able to report the result to the readers of **THE GROCER** in a short time.

As to the new challenge issued by Messrs. Galt in last week's **GROCER**. It reads as follows :

"If The 'SALADA' Tea Co. wish also to compare **their increase** in Canada "and the United States **with our entire business, including The Blue Ribbon Tea Co., of Toronto**, we are quite willing to accomodate them and "have already mailed a second cheque for \$500.00 to Mr. Ince."

Messrs. Galt are dealing in **wines, liquors, tobaccos, cigars, sugars, coffees, fruits, groceries, bulk and packet** teas, and also have some connection with The Blue Ribbon Tea Co. of Toronto, who deal in **bulk and packet** teas ; and they wish to put the **ENTIRE TRADE** of these **TWO concerns** against **THE INCREASE** made by "**SALADA**" in **ONE YEAR ONLY**, and they offer to risk \$500.00 on this.

The risk they are taking is evidently tremendous in **THEIR opinion** and is the greatest compliment to the progress made by "**SALADA**" in 1903.

Thanks, but Tea is the only issue at present.

We will first get through with Messrs. Galt's challenge, and then with our challenge accepted in the **GROCER** of Jan. 29th, by The Blue Ribbon Tea Co., in a three-quarter page advertisement, and we will then consider the latest offer of Messrs. Galt.

"SALADA," Toronto and Montreal.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Feb. 18, 1904.
Groceries.

THERE is more complaint heard this week over the weather than heretofore. The congestion in transportation has been most exasperating and extremely inconvenient. But despite all trade keeps up to a fair average and the unanimous opinion seems to be that once the weather moderates a thriving trade will be done. January started off well and the country seems to be in pretty good shape. In some instances complaints have been made as to collections, retailers wanting extension of time, but less than might have been expected. The tone of the trade is decidedly optimistic. Canned goods are of considerable interest this week, the consolidation having advanced corn, peas and tomatoes. Canned meats have also been advanced. Coffee is still unsettled, New York having partially recovered and again reacted since last week. Spices are not showing much of interest this week with the exception of indications of a weakness in pepper. Syrups and molasses are meeting a good demand. Rice and tapioca are in better demand owing to the war. Japan teas are firmer and lower grades higher. Other teas are not much changed. Stocks of Valencia shelled almonds are reported to be very much reduced. Grenobles are also low, and prices correspondingly firm. Prunes are selling well. Sugar shows little change since last week. Raws developed an easier feeling during the week but refined has remained unchanged both in the United States and here.

CANNED GOODS.

As predicted in these columns there has come an advance in canned vegetables. The Cannery Consolidated have issued a new list advancing tomatoes to \$1.12 1-2, corn to \$1.15 and peas to \$1.05. In reference to the latter it should be stated that low grade peas are all out of the canners hands and they have therefore none to offer less than above. Wholesalers still have some stocks and they have not been advanced to the limit. It was also intimated recently that canned meats would likely be advanced, this has come about and Clarkes announce the following advances: Corned beef, 1-lbs., per dozen. 5 cents; 2-lbs., 10 cents; 7-lbs., 65 cents; 14-lbs., 65 cents; boiled beef, 1-lbs., 5 cents; 2-lbs., 10 cents; 6-lbs., 30 cents. Deviled chicken and turkey have also been advanced 10 cents per dozen. The

demand is quite up to the average. We quote:

Apples, 3s.....	0 90
gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 85
Corn, 2s.....	1 15
Cherries, red, pitted, 2s.....	2 20
white.....	2 40
Peas, 2s.....	0 97 1/2
Pears, 2s.....	1 45
3s.....	1 90
Pineapples, 1 1/2s.....	1 50
2s.....	2 25
3s.....	2 40
Peaches, 2s.....	1 55
3s.....	2 45
Plums, green gages, 2s.....	1 10
Lombard.....	1 00
Damson, blue.....	0 95
Pumpkins, 3s.....	0 95
gallon.....	2 50
Rhubarb, 3s.....	1 30
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 40
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12 1/2
Lobster, talls.....	3 35
1-lb. flats.....	3 50
1/2-lb. flats.....	1 90
Mackerel.....	1 00
Salmon, sockeye, Fraser.....	1 65
Northern.....	1 65
Horseshoe.....	1 65
Cohoos.....	1 15
Chums.....	1 25
Sardines, Albert, 1/2s.....	0 24
Sportsman 1/2s.....	0 15
Portugese 1/2s.....	0 23
P. & C. 1/2s.....	0 08
P. & C. 3/4s.....	0 25
Domestic, 1/2s.....	0 35
Domestic, 3/4s.....	0 03
Mustard, 1/2 size, cases 50 tins per 100.....	8 00
Haddies.....	1 00
Kipper herrings, domestic.....	1 00
imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
imported.....	1 45

SUGAR

A rather easier feeling has developed in the raw market during the past week and at the close the tone is quiet with refiners indifferent buyers of centrifugals on basis of 131-32c. for February shipment. At this price there are no sellers and it is doubtful if any sugars can be brought out except for March shipment for which it is believed refiners would pay 2c. c. and f. if any considerable quantity could be secured. We hear of a forced sale of 1,400 bags muscovado sugar on spot at 213-16 duty paid landed terms for 89 test, this shading values 1-32 on this grade for the week. This is the only transaction that has transpired this week, business being interfered with by the holiday in American markets on Friday, 12th inst. The immediate outlook is uncertain though some seem to hold the opinion that the bottom in prices has been touched and that improvement will follow though slowly. For the present refiners have no inclination to anticipate their requirements to any considerable extent, having about a month's supply on hand, and having bought rather freely lately for both February and March shipment. However, their requirements are evidently increasing every week now, meltings for week ending Wednesday, 10th inst. being 30,000 tons, an increase of 1,000 tons over previous week, and of 100,000 tons as compared with the first

week of the year. In this respect, this year differs entirely from 1903 when meltings for first week were 31,000 tons and were gradually decreased to about half that amount for week corresponding with week under review. Receipts at United States Atlantic ports for week ending February 10th were 45,872 tons; stocks in all hands 111,337 tons, being 15,848 tons less than corresponding week last year. Combined stocks of United States and Cuba are 223,337 tons, a decrease of 48,630 tons from last year. Combined stocks of Europe and America at latest uneven dates were 3,550,337 tons, being 118,860 tons increase against same period 1903. The number of central factories grinding in Cuba is increased by 7 for the week, say to 162, which is 10 factories more than were operating at same time last year. European advices are rather firmer and we have to record an advance of 21-4c. per cwt. for the week, nominal quotations for February beet being 7s. 11 1/4d. basis f.o.b. Hamburg, which is fully 5-16c. above the parity of cane sugars in the New York market. While these conditions prevail United States refiners will remain out of Continental markets, and it is significant to note that there have been no imports from Europe so far, nor are there any sugars afloat from there at present time. There are no changes to note in United States refined and business there is on the hand to mouth basis at present, with some improvement noticeable in consumption. Similar conditions prevail here, the entire list remaining unchanged, and owing to the continuance of the snow blockade, purchasing has been restricted within narrow limits. There has been little new buying between wholesalers and refiners, while deliveries on recent contracts have been only fair. There are no special indications for the immediate future. We quote:

Paris lumps, in 50-lb. boxes.....	4 73
in 100-lb. ".....	4 63
St. Lawrence granulated.....	4 05
Redpath's granulated.....	4 08
Acadia granulated.....	3 98
Berlin granulated.....	3 98
Off granulated (Dresden), 1902.....	3 83
Phoenix.....	3 98
Bright coffee.....	3 83
No. 3 yellow.....	3 78
No. 2 ".....	3 73
No. 1 ".....	3 53
Granulated and yellow, 100-lb. bags, 7/8c. less than bbis	3 43

COFFEES.

The coffee market is still unsteady, by the end of last week there was a rally of 1 cent from the lowest point in the slump, but on Monday there was a further reaction owing to forced liquidation and weakness in Europe. Locally trade is very unsettled and little movements at present time. We quote:

	Per lb.
Green Elos, No. 7.....	0 08 1/2
" No. 6.....	0 09 1/2
" No. 5.....	0 10
" No. 4.....	0 10 1/2
" No. 3.....	0 10 1/2

are considerable. First-class lemons are scarce at the present time, although large stocks are reported to be on the way, they are firmer in price. The local demand for lemons is good and improving steadily. Bananas are scarce. Jersey cranberries are scarce, one or two dealers being out of stock. Pineapples are firmer in price. Stocks of large Valencia oranges were seen this week for the first time. Messina bitter oranges also make their first appearance in the market. Almeria grapes are scarce. Our quotations are:

Florida oranges, per box	3 00	3 25
Florida tangerines, in straps	5 00	5 50
" " in 1-1/2 straps	2 50	2 25
Japan " per bundle (2 boxes)	1 25	1 25
" " per box	0 65	0 65
California navels, per box	2 50	3 00
Mexican oranges	2 00	2 25
Seville oranges, bitter, chests	2 50	5 00
Seville oranges, bitter, per box	2 50	3 00
Messina oranges, bitter, 106, 200 and 240 boxes, per box	2 50	3 00
Bitter oranges, Palermo, 200 and 240 boxes, per box	3 00	3 75
Jamaica oranges, per bbl.	2 50	3 00
Messina lemons, new, per box	1 50	2 00
Messina lemons, frosted stock, per box	4 50	5 00
Valencia oranges, 714 case	4 00	4 25
" " 420 case	5 00	5 00
Valencias, large, per case	5 00	5 00
Bahama grape fruit, per box	3 50	3 50
Bahama grape fruit, per crate	5 00	5 50
California grape fruit, per box	1 50	2 50
Florida pineapples, per crate	1 00	1 25
Bananas, large bunches	1 50	2 50
" " small bunches	1 00	1 25
Apples, per bbl.	6 75	7 50
Almeria grapes, per keg	4 50	5 00
Florida tomatoes, per crate	0 25	0 30
Tomatoes, green house, per lb.	8 00	9 00
Cranberries, Jersey, per bbl	9 50	1 25
" " Budd's longkeepers	1 25	2 25
Limes, per case	1 25	2 25
Limes, in 1-1/2 straps	2 25	2 25

Vegetables.

The demand for roots and vegetables continues brisk with almost every variety becoming scarcer. There is an especially big demand for cabbage and parsnips. Potatoes are scarce and have advanced 10c. in price. Cabbage is 10c. firmer. Onions are 50c. firmer. Mushroom, beets, carrots and parsnips have advanced in price. Vegetable marrows and Hubbard squash are out of the market, and Canadian celery is almost impossible to obtain. Rhubarb is easier in price and California celery has advanced 75c. Our quotations are:

Cabbage, per doz.	0 50	1 00
" " red, per doz.	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bbl.	5 00	5 00
Onions, per peck	0 50	0 50
Onions white, per bag	2 60	2 25
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	1 25	1 25
Spanish (Valencia) onions, large cases	3 50	4 00
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	0 50	0 50
Mushrooms, per lb.	0 75	0 75
Mint, per doz bunches	0 30	0 30
Parsley, " "	0 20	0 20
Sage, per doz.	0 10	0 10
Savoury, per doz.	0 10	0 10
Beets, per bush	0 50	0 60
Beets, per bag	0 75	0 75
Carrots, per bag	0 85	0 85
Parsnips, per bag	1 00	1 00
Artichokes, per bush	0 75	0 75
Yellow turnips, per bag	0 35	0 40
White turnips, per bag	0 50	0 50
Oyster plants, per doz.	0 30	0 30
Leeks, per doz.	0 40	0 40
Celery, per doz.	0 40	0 75
California celery, large case	5 00	5 50
" " small case	2 40	2 40
Rhubarb, per doz.	1 00	1 25
" " per bundle	0 15	0 15
Green onions, per doz.	0 15	0 15

Seeds.

The market continues quiet with last week's prices unaltered. Owing to the tie-up of traffic buyers are indifferent. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike	4 75	5 75
Timothy, per " "	1 15	1 75
" " flail threshed	2 00	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is brisk and prices continue to climb. The Russo-Japanese war has undoubtedly influenced wheat; it also moves in sympathy with the American market where considerable manipulation is going on. The foreign demand is for Manitoba wheat, No. 2 Northern having already reached expert level. Wheat from the Argentine Republic and elsewhere supplies foreign demand for Winter wheat. Manitoba wheat No. 1 hard, is 31-2c. firmer; Northern No. 1 is 3c. firmer and Northern No. 2 4 c. firmer. Red and white wheat are 3c. firmer respectively. Oats have advanced 1-2c. and peas 1c. Rye is 1c. firmer. Our quotations are:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 01	1 01 1/2
" " Northern No. 1 " "	0 99	1 00
" " No. 2 " "	0 97 1/2	0 98
Red, per bushel, on track Toronto	0 93	0 93 1/2
White " " " "	0 93	0 93 1/2
Barley " " " "	0 47	0 50
Oats " " " "	0 35 1/2	0 36
Peas " " " "	0 69	0 70
Buckwheat " " " "	0 54	0 54
Rye, per bushel, " " " "	0 57	0 58

FLOUR.

The flour market is firm and there has been an advance of 10c. on last week's prices all around. The future of the flour market will be largely determined by the wheat market with which it moves in sympathy. Some millers complain that grain is difficult to obtain. Our quotations are:

Ontario patents, per bbl.	4 05	4 25
Hungarian patents " "	4 65	4 75
Manitoba bakers " "	4 70	4 85
Straight roller, " "	4 40	4 55

BREAKFAST FOODS.

The demand this week for breakfast foods is brisk, and the prospects for a good Spring season's trade bright. Last week's prices continue unchanged. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 70	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10	4 35
" " " " in wood	4 35	4 50
" " " " for broken lots	4 50	4 50
Rolled wheat, per 100-lb. bbl.	2 50	2 50
Cornmeal	3 50	3 50
Split peas	4 75	4 75
Pot-barley in bags	3 75	3 75
" " in wood	4 00	4 00
Swiss food, per case	2 88	2 88
Aunt Sally's Pancake Flour, per case	2 00	2 00

Hides, Skins and Wool.

There is a fair demand for these goods this week. Lamb and sheepskins have risen from 5 to 10c., being now 95c. to \$1. No other changes are noted. We quote:

HIDES.		
No. 1 green, per lb.	0 07 1/2	0 07 1/2
" " " " " "	0 06 1/2	0 06 1/2
" " 1 " steers, per lb.	0 08	0 08
" " 2 " " " " "	0 08	0 08
Cured, per lb.	0 08 1/2	0 08 1/2

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09	0 09
" " " " " "	0 07	0 07
" " " " " "	0 08	0 08
" " " " " "	0 08	0 08
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 95	1 00

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool, " "	0 17	0 18
Pulled wools, super, per lb.	0 19	0 22
" " " " extra " "	0 23	0 24
Tallow, per lb.	0 04 1/2	0 05

QUEBEC MARKETS.

Montreal, February 11, 1904.

Groceries.

THE movement in general groceries this week has been satisfactory, although the wholesale trade are doubtless hampered considerably by the continued severity of the weather, and their representatives on the road have the greatest difficulty in visiting some points, even when it is possible to do so. Then, too, there are many orders on hand which cannot be despatched, the railways having refused to accept large lots of freight. Remittances have, as might have been expected, been rather slow, though, all things considered, payments were met as promptly as was possible under the circumstances. Several advances have been made in canned goods, including a rise of 10c. in corn and 7 1/2c. in tomatoes. Jobbers prices of rolled oats are now considerably higher, being \$1.85 to \$5 in barrels and \$2.30 to \$2.10 in bags. Cotton twine is up 2c. per lb., the selling price being now 22 to 26c. Japan teas show an advance of from 1 to 2c. and the market is firm and tending higher. There has been a big advance in camphor due to the war, (China being the principal exporter of that commodity). The advance is 10c. per lb. in 1 lb. and 1/2 lb. blocks, making the present selling price 90c. Barbadoes molasses are 5c. lower. Pure lard is higher by 1/2c., and pails are now quoted at \$1.70. Green codfish is very scarce, but though it is in good demand no advance is quoted. Self-rising flour is 10 to 20c. per dozen higher, according to the size of the package. 3-lb. packages are now worth \$1.15 to \$1.35, and 6-lb. packages \$2.20 to \$2.60.

SUGAR.

There is some demand for sugar this week, but as a whole the market is quiet, and no better demand is expected until weather conditions moderate. The price seems fairly steady here at the moment of writing, though a slightly lower quotation was given in New York on Monday on raw sugar. There is at least no quotable change, and prices remain as follows:

Granulated, bbls.	\$4 00	\$4 00
" " 1-bbls	4 15	4 15
" " 3-bags	3 92 1/2	3 92 1/2
Paris lump, boxes and bbls.	4 55	4 55
" " 3-boxes and 1 1/2-bbls.	4 65	4 65
Extra ground, bbls.	4 40	4 40
" " 50-lb. boxes	4 60	4 60
" " 25-lb. boxes	4 70	4 70
Powdered, bbls.	4 20	4 20
" " 50 lb. boxes	4 40	4 40
Domino lumps, boxes and bbls.	4 45	4 45
" " 1/2-boxes and 1/2-bbls.	4 55	4 55
Phoenix	3 90	3 90
Cream	3 75	3 75
Bright coffee	3 75	3 75
" " yellow	3 75	3 75
No. 3 yellow	3 65	3 65
No. 2 " " "	3 50	3 50
No. 1 " " bbls.	3 30	3 35
No. 1 " " bags	3 27 1/2	3 32 1/2
Raw Trinidad	3 10	3 10
Trinidad crystals	3 15	3 20

SYRUPS AND MOLASSES.

Barbadoes molasses are again down 5c. per gallon, making the price now in puncheons 33c. The price has been influenced considerably by the bright prospects for a large crop the coming season, coupled with the fact that owing to the high prices prevailing the consumption has been comparatively small, and indications are that a good deal of the present stocks will be left on the market by the time the new crop arrives. The con-

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A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto; Quaker Marmalade, \$1.70 per doz.

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SWISS MILK CHOCOLATE

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CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

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BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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

sumption of Barbadoes molasses has been falling off quite materially of late, people taking other goods, syrups, canned goods, etc., in its place. Syrups are at present in good demand at the prices quoted below. It is rumored that the price list of new Barbadoes has been purchased for Montreal account at 17c. first cost, which would equal about 32c. laid down here, cost and freight. We quote as follows:

Barbadoes, in puncheons.....	0 33
" in barrels.....	0 35
" in half-barrels.....	0 36
New Orleans.....	0 22 0 35
Antigua.....	0 37
Porto Rico.....	0 45 0 48
Corn syrups, bbls.....	0 02 0 02
" bbls.....	0 03
" bbls.....	0 03
" 25-lb. pails.....	1 30
" 5-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
4-bbls.....	2 75
Kegs.....	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz.....	2 35
" 10-lb. " 1 doz.....	2 25
" 20-lb. " 1 doz.....	2 10

TEA.

The interest this week centres round Japan teas, which are stiffening in price, and are quoted by various houses at 1 to 2c. higher. It seems certain that no Japans of good to medium grades can be had under 18c. Fine to choice kinds are quoted at 24 to 40c. The tea market is very firm all round, influenced already no doubt by the outbreak of war in the Far East. Ceylon and Indian greens are also higher and firm, Ceylon and Indian blacks are about stationary, and appear steady, and gunpowders are a little higher. No doubt the scarcity of Japan teas, should the war be prolonged, will bring on an increased demand for Ceylons and Indians, but it is likely that prices of all kinds of teas will be advanced. Contracts are said to have been placed for early Japans, but whether these can be filled or not, on account of the probable scarcity of labor is doubtful. At any rate, the price would be higher owing to the war freight rates being in force. We quote this week from the lowest to some of the highest grades on the market, instead of, as heretofore, confining prices to those teas most generally used in Canada. Prices are:

Good to medium Japans.....	0 18	0 20
Fine to choice Japans.....	0 23	0 26
Ceylon greens.....	0 16	0 20
Indian greens.....	0 18	0 20
Japan style China congoes.....	0 08	0 10
Pealeaf and Pinhead Gunpowders.....	0 22	0 40
Common.....	0 15	0 20
Ceylon blacks.....	0 14	0 30
Indian.....	0 12	0 20

COFFEE.

The market is unsettled for strong grades. Maracaibos are rather firm, but no advance is reported locally this week. Our quotations are as follows:

Good cucutas.....	0 10	0 10 1/2
Choice.....	0 11 1/2	0 12 1/2
Jamaica coffee.....	0 09	0 11
Java.....	0 17 1/2	0 22

SPICES.

There is very little doing at present in spices. The market keeps firm, however. Cloves are strong with something of an upward tendency. Ginger is quiet and steady. We quote:

Nutmegs, per lb., as to size.....	0 40	0 60
Penang mace, per lb., as to quality.....	0 70	1 00
Pimento, ground.....	0 18	0 20
Cloves.....	0 20	0 25
Pepper, ground, black (according to grade).....	0 18	0 24
" white.....	0 27	0 29
Ginger, whole Cochin.....	0 17	0 19
" Japan.....	0 13	0 14
" Jamaica.....	0 12	0 18
" African.....	0 12	0 13

Ginger, ground, Japan.....	0 15
" Cochin.....	0 19 0 20
" Jamaica.....	0 18 0 20
" African.....	0 13 0 14
Cassin.....	0 15 0 16

RICE AND TAPIOCA.

Tapioca is quoted 1/2c. higher this week, and still exhibits a tendency upward. There has been an improvement in the demand, and at present a good trade is being done. Rice is unchanged, quiet and steady. We quote:

B rice, in bags.....	3 40
" 1-bags.....	3 40
" 2-bags.....	3 50
" pockets.....	3 50
In 10-lb bag lots an allowance of 10c. is made.	
OC rice, in bags.....	3 30
" 1-bags.....	3 30
" 2-bags.....	3 40
" pockets.....	3 40
Imported Patna rice, in bags.....	4 62 1/2
" in 1-bags.....	4 75
" in 2-bags.....	4 87 1/2
In the open territory prices are about 10c. less	
"MOUNT ROYAL" FANCY RICES.	
Mandarin Patna.....	4 25
Imp. Glace Patna.....	4 25
Polished Patna.....	3 62 1/2
Indian Bright.....	3 60
Java Caroline.....	3 50
Lustre.....	3 75
Tapioca, medium pearl.....	0 33 0 03 1/2
" seed pearl.....	0 03 0 03 1/2
" flake.....	4 00
Imported Italian.....	0 09
Fancy Head Carolina.....	0 10

NUTS

There is little trade in this line this week. The most important feature is the advance in shelled almonds and shelled walnuts. It is thought that the latter may still go higher. Grenoble walnuts have also advanced slightly. Peanuts are now quoted as high as 12c., and pecans at 10 to 12c., according to size. We quote:

Grenoble walnuts.....	0 11	0 12
Marbots.....	10	
Tarragona almonds.....	0 11	
Filberts.....	0 07 1/2	0 08
Brazils.....	0 11	0 12
Pecans, as to size.....	0 10	0 12
Peanuts.....	0 07 1/2	0 12
Shelled Walnuts.....	0 21	0 23
" Almonds.....	0 21	0 25

CANNED GOODS.

Canned corn continues to stiffen day by day, the short crop of last year and steady demand having much reduced stocks. Jobbers have now been advised by the canners that prices have been advanced to \$1.15 per dozen, which becomes the price this week. Tomatoes are also higher by 7 1/2c. per dozen, the canners having notified the wholesale trade of this change a few days ago. Stocks on hand with both the jobbers and canners are very light, and may not last, under a fair demand, till the new crop is marketed. The outlook at present is for higher prices. Peas of the best grade are 10c. per dozen higher, and firmly held at that price. As to the low grades reports are to the effect that there are now left in canners' hands, and what the jobbers hold may be advanced shortly. Other grades between the lowest and highest have risen in price by 7 1/2 to 10c. per dozen. String beans are 2 1/2 to 5c. higher, and firmer. We now quote:

Tomatoes.....	1 12 1/2
Corn.....	1 15
Peas.....	0 87 1/2 1 50
String beans.....	0 85 0 90
Strawberries, preserved.....	1 40 1 60
Succotash.....	1 00
Blueberries.....	1 40
Raspberries.....	1 50
Lawtberries, 2s.....	1 35
Raspberries, black.....	1 55
Gooseberries.....	1 35
Pears, 2s.....	1 45 1 60
" 3s.....	2 10
Peaches, 2s.....	1 55 1 67 1/2
" 3s.....	2 40 2 60
Plums, Lombard 2s.....	1 50
" Green Gage, 2s.....	1 40
Cherries, red pitted, 2s.....	2 20
Baked beans, 3s.....	0 90

graduations for other packages. We quote:

Canadian short cut mess pork.....	\$17 00	\$17 50
American short cut clear.....	16 50	17 00
American fat back.....	0 12	0 12 1/2
Bacon, Wiltshire, per lb.....	11 50	12 00
Extra plate beef, per bbl.....	0 07 1/2	0 07 1/2
Lard—"Boar's Head" brand, tierce basis.....	0 00 1/2	0 00 1/2
Carloads, less.....	0 00 1/2	0 00 1/2
20-lb. tin pails, tierce basis.....	0 00 1/2	0 00 1/2
Half-bbls., over tierce.....	0 00 1/2	0 00 1/2
60-lb. tubs.....	0 00 1/2	0 00 1/2
20-lb. wood pails.....	0 00 1/2	0 00 1/2
10-lb. tins.....	0 00 1/2	0 00 1/2
5-lb. tins.....	0 00 1/2	0 00 1/2
3-lb. tins.....	0 01	0 01
Wood net, tin gross weight—		
1 to 25 pails.....	1 58	1 48
26 to 49 pails.....	1 55	1 45
50 pails and over.....	1 53	1 43
Pure lard, pails.....	1 70	

BUTTER

All things considered stocks of butter are not too large. Prices are steady under a quiet local demand. Some export inquiry is reported and this with the prospect of a better local demand when the Lenten season is in full swing keeps prices steady. As regards the export demand one dealer asked 22c. on Monday for his goods, and, as he said to The Grocer man, "the fellow just smiled at me." The export turnover is said to include some excellent Fall and Winter made. We quote:

Fancy Winter creamery.....	0 20	0 21
Summer goods.....	0 19	0 19 1/2
Dairy rolls.....	0 16 1/2	0 17
" tubs.....	0 14	0 16
Finest Fall made.....	0 22	0 22
" fresh prints.....	0 21	0 22

CHEESE.

A few cheese are moving forward for export but it is evidently stock that has been held here, and the price quoted is not at all indicative of the actual state of the market. Holders here are still firm, quoting September make at 11c. and October 10 1/2c. It is merely now a matter of holding off and waiting for buyers or sellers to give in. Possibly English buyers have enough stock to tide them over a time, during which buying there is reported to be of a hand to mouth character. At present stocks in retail hands in the Old Country are much reduced, January having made a big difference in them. Should the present month show as great a depletion of English stocks buyers there may quickly meet Canadian prices.

BRITISH COLUMBIA MARKETS.

Vancouver, Feb. 12, 1901.

WITH the exception of a slight advance of 1/4 per cent in marine insurance, there does not appear to have been any direct influence on trade here by reason of the commencement of belligerent operations in the Orient. The arrival and departure of steamers for China and Japan is scheduled without any change. The Empress of China is the next vessel to leave this port for Yokohama and Hong Kong, her sailing date being the 22nd inst. The steamers of the Blue Funnel line, which come to this coast from England via the Suez, India and China and Japan ports, are continuing. The only difference marked is that the rates of freight have not been quoted for some weeks. Of course all cargo consignments offering in the Old Country, or in the Orient, are still accepted for transportation by these steamers, and the rates are given before the freight is delivered here. It

is anticipated that a ten per cent. raise in freight rates will be announced.

So far there has not been any announcement of a great movement in stocks which can be supplied from this coast to Japan. It is well known that during the past few months the anticipation of war has caused the shipment of a great deal of flour from Puget Sound, B. C., and California ports to the Orient. Such quantities are held in store there, in fact, that the price was down and the market in a state of stagnation for some time past.

That there was need for more in case of hostilities is evidenced by the placing of large orders recently for further shipments. These orders were placed direct by the Japanese government. Most of the flour is from Oregon and Washington. One exporter, at Pendleton, Ore., received an order the other day for 17,000 bbls., for immediate shipment, and two or three weeks ago the same dealer shipped 12,000 bbls., both orders having been from the same source, the Japanese Government. From Canada there are likely to be large numbers of Western horses shipped. Some orders for feed, grain and chop, have been placed with local dealers during the past few months, and it is expected that larger orders will be received ere long.

Discussing the possibilities of trade with the Orient recently, Mr. R. W. Clarke, a wholesale merchant of Victoria, said that last year he had sent a traveller to China and Japan. In June last he had received his first order which totaled \$100,000, mainly for staples such as flour, condensed milk, yeast cakes, etc., etc. He is now figuring with a Chinese commission house to supply 250,000 lbs. of butter. Canada is somewhat handicapped in trade with Japan because she is not under the favored nation clauses of the Japanese tariff. As a consequence on many classes of goods, such as soap, condensed milk, hops, hides, etc., the duty collected on Canadian exports to Japan is double that on goods from U. S. or Great Britain. Mr. Clarke has written the Canadian Minister of Trade and Commerce on this subject.

Speaking of the market in the Orient Mr. Clarke says the orders coming to Canada show a steady increase. There is a splendid field if the merchants will go out and canvass it. In Shanghai alone, Mr. Clarke is told by his traveller, there are three firms whose yearly importations of butter total 1,000,000 lbs., most of which is bought in Denmark. Japan imports over 100,000 cases of condensed milk per year already, a trade, which under equitable conditions, Canada could secure. Mr. Clarke instances a Seattle brokerage firm which during 1902 exported to the Orient produce to the value of \$1,250,000.

The price of salmon is likely to be materially affected by the demand created while the Russo-Japanese war is on. In the export of lower grades of salmon, principally dog salmon, the market which has hitherto been trifling because limited to Japanese consumption, has already stiffened as orders have been placed here for 300,000 cases. The Japanese have always purchased the dog salmon, both dried and canned, and last season there was an increase in the

quantity packed by various canneries. This will all find ready market now, as the Japanese favor it as a nutritious and cheap article of food. The order referred to comes direct from the Japanese Government. The finer varieties of salmon, sockeye and springs, are not likely to be in much demand, but dog salmon, humpbacks, etc., will be bought for the Japs are great fish eaters. There has always been a good deal of trade in salt salmon from this coast to Japan, since the industry of salting salmon for export began several years ago.

The wholesale men and jobbers of Nelson are taking steps to have a readjustment of freight rates in the Kootenays which they say discriminate against them to such an extent that they are shut out of some of the local points for doing business. A special committee of the wholesale men of the city has been appointed to get together some data and prepare a statement showing what the average rates should be so that Nelson would not be discriminated against as a distributing point. One merchant says he used to sell goods in Fernie where he had a good trade. Owing to the changed rates he was shut out of that town altogether.

The situation in regard to through commodity rates from the east to the coast has not changed, nor has there been any further development in the matter of rates generally, such as are being looked into by the committee of the Vancouver Board of Trade.

British Columbia hops are getting a good foot-hold in the English market where recent sales were effected at top prices of \$50 per cwt. of 112 lbs. In the past, shipments were sent from B. C. via Tacoma by skilled English hop growers from Kent. Indeed, a rural municipality on the lower Fraser is named Kent, partly from the fact that these Englishmen settled there and began hop growing. For some years the hop gardens which were set out were badly neglected and many ran wild, but the past year or so the movement has been back to the hop gardens, and cultivation is extending.

At Chilliwack, Agassiz, Squamish and in the Okanagan district are many acres of hop gardens, all yielding handsome profits. The class of hops grown is in the main excellent.

It is reported that the condensed milk factory erected at New Westminster three or four years ago and never operated is to be taken over by Mr. Robt. Hill of Elgin, Ill., who has gone East to secure some skilled hands for the place and also to gain from his brother who is in the same industry at Elgin some insight into the business. The factory is situated on the banks of the Fraser river close to the new bridge. It is a separate institution entirely from that at Mission, owned by the Western Condensed Milk Co., which was bought last Fall by the Reindeer people.

Local market conditions are very steady. The wholesale grocers are pleased with a steady continuance of fairly large orders from White Horse, a trade at this season they were not an-

Cognac "Couturier"

We have secured sole control of this famous brand, and, as its quality is of the highest, it has secured the favor of the trade.

The price is right.

We quote :

COGNAC "COUTURIER"

	PER CASE.		PER CASE.
12s.....qts.	\$7.00	24s.....flasks.	\$8.00
24s.....pts.	8.00	48s..... $\frac{1}{2}$ flasks	9.00
48s..... $\frac{1}{2}$ pts.	9.00	180s.....1/15	13.50
Per gallon.....\$3.80 to \$4.00			

Cognac "Marion"

Its demand proves its quality. Its popularity is increasing year by year.

Examine the prices :

COGNAC "MARION"

	PER CASE.		PER CASE.
12s.....qts.	\$6.00	24s.....flasks.	\$7.00
24s.....pts.	7.00	48s..... $\frac{1}{2}$ flasks.	8.00
48s..... $\frac{1}{2}$ pts.	8.00	180s.....1/15	12.50
Per gallon.....\$3.40 to \$3.75			

We are Agents in Canada for both these brands.

LAPORTE, MARTIN & CIE.

WHOLESALE GROCERS, WINE AND SPIRIT MERCHANTS,
MONTREAL, P.Q.

icipating until it began to come in. It promises to keep up and increase as the open season approaches. Every steamer which has sailed recently has taken out large shipments of staples for White Horse merchants from the wholesale houses here.

The only market changes noted as a result of the war are the 10c rise per bbl. in flour, in sympathy with eastern increase and a rise of 30c. in the quotations on tapioca and sago. These latter articles are imported chiefly from Singapore, the Blue Funnel steamers bringing the goods. Flour quotation is now \$5.60 here.

Cured meats are apparently strong and inclined to rise. The latest reports on lard, which has been cheap, indicate an advance likely before long.

Butter is confined to local creameries for fresh stock, and to rather limited stocks of held goods for the rest. The choice held stock both dairy and creamery is out, there being but little really fine goods yet in hand. Local creameries have held their price down to 30c. to keep out the California goods. On Vancouver Island the creameries are selling at 35c. with the result that they have had some California goods arrive there. At 30c. for local fresh, the California article cannot come in and compete at present figures.

The scarcity of fresh eggs, indeed of egg stocks of any kind, is the real feature of the market this week. Snow and cold weather has shut off the supply, the hens having given up the task of believing it was Spring. The supplies from Oregon and Washington, which are really all that can be got now, are short also. California eggs are scarcer and have gone up sharply in sympathy. A week or so ago they could be laid down for less than 30c. from Frisco. Now the best that can be done is 34c. for the next shipments to arrive. Other stocks have been wholesaling this week at 36c. and not to be had at the price.

NOVA SCOTIA MARKETS.

Halifax, Feb. 15, 1904.

BUSINESS has been a little on the quiet side during the last week.

The weather improved somewhat and travellers were able to make their trips and secure a number of moderate sized orders, but trade shows the usual mid-Winter conditions and no great activity is expected before next month. There has been a better demand for fish stuffs consequent upon the Lenten season and enquiry has been brisk for certain grades of fish suited to the grocery trade. Flat mackerel are ruling high extras bringing from \$10 to \$20 a barrel at first hands. The Nova Scotia mackerel are very large this year and therefore there are less to the barrel, a point of some importance to the dealer who buys to sell out by the dozen. Grocery cod-fish have ruled high and are practically out of the market. Smoked herring also

are scarce and the fish market generally presents a strong position.

Flour has been advanced during the last week on the local market, but still the Halifax quotations are lower than are justified by present mill prices. With the high price of wheat and the advanced cost of flour at the mills, one would suppose dealers would be inclined to hold spot stocks in this city at a premium, especially in view of the fact that under the present traffic conditions on the railways it would take a month to get further supplies here from Ontario. The delays in the delivery of freight by the railways lately have been unprecedented. A firm of packers in Pietou had to buy a thousand barrels of flour on this market last week because they could not get supplies from the west that had been en route for some weeks. Cornmeal has advanced slightly since last week and is now selling at \$2.85. Oatmeal and rolled oats maintain their high position. They have advanced 20 cents since January 1st and are jobbing here at \$5.20 per barrel.

Middlings are steady at \$23.50. Bran is higher at \$22.50, which is an advance of \$1.50 per ton over the January prices. Ontario oats went up about 4 cents since the first of the year. P.E. Island oats are held at 43 cents bagged. Eggs are scarcer than ever and there is no regular market price, as high as 40 cents in some cases having been paid. Butter and cheese are dull and unchanged.

The provision market has been quiet for the past month or more but hogs have advanced in Chicago and are to-day one cent higher than in November. The opening of the Spring trade and the consequently enlarged buying demand points to higher prices. In fact this is usually the case around Easter when the market for hams and bacon is active. The only present change to note is a decline in hams to 131-2 cents.

There has been a good deal of complaint from the Prince Edward Island and other merchants regarding the Winter mail and passenger service between Prince Edward Island and the mainland. The Government steamers on two occasions have been caught in the ice for three or four days. The transportation of the mails was transferred to the Capes ice boat route, but this was no improvement as the N.B. & P.E. Island Railway became snowbound with ten feet of snow in the highways and the railway tied up the mails were forwarded at intervals by team service. In the meantime the steamers were freed and making trips with fair regularity. It is no doubt very annoying to merchants on the Island to have the mail service interrupted but at the same time it should be remembered that during the present severe weather the Island steamboats have given a much more satisfactory service than a number of railroads in the Province of Ontario.

MANITOBA MARKETS.

Winnipeg, Feb. 13, 1904.

THE bonspiel has been in full swing since Wednesday and good progress has been made in the big events. The attendance is very large there being some 140 rinks in all. Of course the curlers have been too busy so far to do anything but move from rink to rink, indeed the last draw Friday was at midnight and the last game concluded at 3 a. m. Saturday. Next week the visitors will have time to look about them and some buying will be done. It will be Saturday, the 20th, before the 'spiel is really over.

The war is absorbing the major portion of interest and although it has not materially affected prices so far some advances have taken place and others are contemplated.

Flour—Flour has been advanced 5c. per sack, making the current price for No. 1 patent \$2.60.

The latest rumor is to the effect that flour is contraband of war and C. P. R. steamers will not accept shipments of flour for Japan unless Japanese furnish escort for the vessels. This is not confirmed.

Tea—Japan teas have advanced about 2c. per lb., making the scale of prices 20 to 35 against 18 to 32 formerly. This is a small item in this market as the consumption of Japan tea is small.

Rice—Japan rice has advanced 1/2 and is quoted at 5 1/2 against 5c. previously and is very firm.

Coffee—The decline reported in New York has not been sufficient to materially alter prices here and No. 5 Rio is still quoted at 11c. by some houses and 10 1/2 by others. No. 7 is quoted at 9 1/2 to 10c. There is an active market for coffee at the present time.

Evaporated and Dried Fruits—Apricots have again advanced and the price here is 13c. for choice and 12 1/2c. for standard. Evaporated apples are very firm at 6 1/2 and dried at 6 1/2. The high price of these fruits is having the usual effect of decreasing consumption and there is a heavy demand for prunes, prices for which range at 4 to 8c., according to size. Raisins are steady at \$1.85 for fine off stock and \$1.95 for selects and \$2.00 for layers.

Canned Goods—The only canned goods that have changed prices this week are salmon which are higher and firmer owing to the demand of the Japanese for large supplies of cheaper grades. The advance at the coast is 25c. per case and the higher grades, the ones principally used here, are higher, though no definite advance is quoted. Canned vegetables are firm and in good demand with tomatoes at \$2.65; peas \$2.10 to \$2.20, and corn \$2.40 to \$2.50.

Cured Meats—The anticipated advance in cured meats has not come but lard is higher, the 20-lb. pail of lard being quoted at \$1.90 against \$1.80. Hogs are plentiful just at present and packers are paying 5c. for standard bacon hogs live weight off cars Winnipeg.

Butchers' Cattle—In spite of cold weather the receipts have been ample for the market and the cattle are arriving in good shape. 3 to 3 1/2 off cars Winnipeg are prices offered for good cattle.

Butter—The dairy situation certainly does not improve and the receipts of

JAPAN TEAS.

Anticipating the recent heavy advances in the market we are in the fortunate position of holding a large stock. For the present we will not advance our prices but offer teas of exceptional cup quality at

18 1/2 CENTS.

WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders,

35 and 37 Front Street East,

- TORONTO.

fresh table butter are almost nil. Fancy prices are obtained for the small lots coming in that can be classed as strictly fresh and sweet so that these prices are not fair bases of quotation.

There have been no increases in the egg supply and probably will not be until we get a spell of mild weather. Dealers offer 23 to 24c. for freshly gathered case eggs but the receipts of the week have been limited to a few cases.

New laid eggs retail at 45 to 50c. and are extremely scarce.

Vegetables—Potatoes have advanced 5c. and farmers' loads are quoted at 75c. The retail price is still \$1.00 per bushel.

HINTS TO BUYERS.

L. Chaput, Fils & Cie., Montreal, are offering choice Barbadoes molasses, in puncheons, barrels and half barrels. This shipment is imported direct from the islands, and offered at satisfactory prices.

W. H. Gillard & Co. are offering for sale a very fine quality of corn syrup in several sized tins—something decidedly different and better than the ordinary syrup in flavor and merit.

H. P. Eckardt & Co. are selling canned salmon at low prices.

Just received into store by the F. J. Castle Co., Ottawa, Lowney's and Peters' chocolates, Maccormothies' jams, jellies and marmalades.

W. H. Dunn, Montreal, calls the trade's attention to the string of agencies controlled by him for Montreal. Reference to ad. in another part of this issue will show a list of goods whose qualities have been recognized throughout Canada as in the first rank.

McWilliam & Everist, fruit and commission merchants, Toronto, report the arrival of a car of Valencia onions also a consignment of very fine Messina bitter oranges which they are offering to the trade at record prices.

The Montreal branch of Salada Tea

Co. report good sales during the past few weeks and Ceylon greens in increased demand.

L. Chaput, Fils & Cie., Montreal, are offering a large assorted stock of canned fruits, vegetables and fish, at very attractive prices, samples and prices submitted on application.

Provost & Allard, wholesale grocers, Ottawa, are sole agents for Ottawa and district of Dr. J. O. Lambert's cod liver oil and tar syrup, and they report good business in same.

S. J. Major, Ottawa, are offering French shore and Labrador herrings, barrels and half barrels, at close prices. Two carloads are just at hand. Buyers should find them interesting during Lent.

A very good demand for Ceylon green teas is reported by L. Chaput, Fils & Cie., Montreal, who advise arrival lately of about a thousand half chests of Noland brand.

Dawson & Co., fruit and commission merchants, Toronto, have received a car of lemons 360's, free of frost and offer the same at a low figure.

The F. J. Castle Co., Ottawa, have received into stock 1,000 30-lb. caddies of Japan tea, a line unobtainable now, which is claimed to be excellent value and offered at interesting prices.

Buyers of Valencia raisins should communicate with H. P. Eckardt & Co.

Armour's "Glenwood Brand" condensed mince meat may be had from H. P. Eckardt & Co.

McWilliam & Everist have just received a shipment of Havana pines. They are particularly fine stock.

The Eby, Blain Co. report, despite the competition of lower priced syrups, a very satisfactory increase in the sales of their "Anchor" brand of pure maple syrup. They have added a new size in

quart bottles, which is selling very freely.

A feature with Provost & Allard, Ottawa, is a full stock, all varieties and shapes, of French and Austrian briar pipes, and as they have a very large stock same are offered at specially low prices.

White & Co. sent their representative to Boston this week to look after the arrival and transportation in heated cars of shipments of fruit from Mediterranean ports, thereby landing the goods here in prime condition.

"Wee Macgregor" Breakfast Food sales are increasing with the F. J. Castle Co., Ottawa. Some very large orders have been received from Montreal, Quebec and Halifax during the week.

The Eby, Blain Co. report a large trade in the various lines of "Napoli" macaroni, vermicelli and spaghetto.

A carload of Montreal Canning and Preserving Co.'s catsup has just been received into store by S. J. Major, Ottawa. Quarts are offered at 80c. doz., and small pints at 42 1-2c. dozen.

The R. & J. H. Simpson Co., have a snap to offer in 1903 pack standard quality Sultana raisins.

Grocers handling cigars would do well to write the Eby, Blain Co. for the special offer of a handsome cigar cutter given with "Chamberlain" and "La Fayette" cigars.

Very fine quality of American short cut back pork of which a carload just to hand, with S. J. Major, Ottawa, is offered to the trade at tempting prices.

White & Co. received another car Spanish onions also a car marmalade oranges this week.

If interested in hand-picked white beans it will pay you to communicate with the R. & J. H. Simpson Co., wholesale grocers, Guelph, Ontario.

THE GROCER AS OTHERS SEE HIM.

I HAVE a friend up on Walnut street who is about as pleasant a man to spend an evening with as anyone I know, says a writer in the Modern Grocer. He is a genial sort of a soul and he is as good a lawyer as he is clever and entertaining.

I dropped in to smoke with him last week and found a young doctor from over on the avenue in my favorite seat. In some way we got to talking about grocers.

"I am a crank about my food, I suppose," said the lawyer, "and I simply cannot stand for a grocer who is not neat and tidy in his shop. It may be all fancy, for most of the stuff has to be cooked before we eat it, and I suppose that the cooking will sterilize it so that it makes no difference whether it was dirty before cooking or not."

The doctor assured him that this was the case, but added that he too was a trifle particular about the way things looked in the grocery shop.

"Near my flat," said the doctor, "there is a grocer who can have my money any day. He is a nice looking fellow and he seems to have better stuff than the rest of them. Every morning his face shines from close contact with the razor and he is always immaculately fresh and clean in a white duck coat and apron. His green stuff is in a sort of metal bin, over which a fountain flows all day long, and the stuff looks so green and tempting that one cannot get away from buying. Every clerk is as clean and tidy as the boss, and I'll tell you that I am ready to pay the extra price he sticks on to everything just to have things look so nice and neat."

"I venture that his goods are no cleaner than those of any other grocer in the block," I suggested.

"Maybe not," answered the doctor. "You may be right in that, but when you walk into that market the whole thing strikes you. The woodwork is all in white enamel paint and it is washed often enough to be like a river steamboat. The floor is covered with fresh sawdust with no dirt or scraps about it. In the Summer time folds of white mosquito netting cover the shelving and the canned goods do not remind you of promenades of the ever present house fly. His green stuff is fine and crisp."

"It is crisp on account of the sprinkling," I ventured. "The next door grocer has stuff equally as fresh, and when you get it home a little water will make it as nice as that of your star grocer."

"That may be all right," remarked the lawyer, "but the stuff does not look so nice. Why I quit a grocer a short

time ago simply because he did not put up this clean front. His stuff was always good and my housekeeper had gotten to trade with him. One day I walked in myself to do some marketing. The proprietor was smoking a stinking corn-cob, his coat was greased with escaped particles of butter and lard of many weeks' accumulation, his green stuff looked wilted and the woodwork was capable of producing on vigorous scraping enough dirt to fertilize an acre of ground. The man had several days' growth of beard on his face, and before waiting on me he wiped his hands with a pocket handkerchief which looked as though it belonged to the buggy oiling section of a livery stable. I cut the place out."

"I have always thought that the man who sells us his food ought to be as neat as a bartender," remarked the doctor. "The bartender has to crack ice, wash glasses and do all manner of wet and dirty work and yet in a good place he is always neat as a pin."

"But," I suggested, "the grocer who keeps himself and his clerks immaculate in white duck would have a big laundry bill each week. The profits are not those of the saloon."

"Then increase the prices," remarked the lawyer. "We will pay for appearances, and those who don't want to pay need not go to the grocer who keeps up so nice a front."

"Then white paint, sprinkled green stuff and white duck clothes are essentials to business success for the grocer and market man?" I asked.

"Well, godliness is certainly a virtue," answered the lawyer, "and you know what comes after godliness in the code of morals. I like a grocer who has a front window that is so clean you appreciate that there is nothing to hide."

LEMONS FROZEN.

The extreme cold weather has been particularly hard on imported green fruit. No less than 1,000 boxes of lemons arrived in Toronto during the week of February 8 so badly frostbitten that they were absolutely valueless.

PURE GOLD'S MONTREAL AGENCY

W. H. Dunn, Montreal and eastern agent for the Pure Gold Mfg. Co., Toronto, advises The Grocer that he now carries in stock at 394 St. Paul street, a full assortment of all Pure Gold goods. Through this arrangement the trade will be accommodated and no difficulty experienced in securing prompt delivery and complete supplies of the many grocery sundries manufactured by the Pure Gold Mfg. Co.

APPOINTED AGENT.

J. H. Maiden, Montreal, has been appointed agent for "Mrs. Dooley's Laundry Soap," for the cities of Montreal and Quebec. The merits of this laundry soap are enlarged upon weekly in the advertising columns of The Grocer. The manufacturers are the Metropolitan Soap Co., Toronto.

OTTAWA ITEMS.

C. H. Cochrane & Co., Ottawa, spice, coffees and grocers' sundries, reports trade satisfactory. Mr. Cochrane in an interview with a Grocer representative gives it as his opinion that trade outlook is good, and as far as his firm's business is concerned he anticipates that the increase of last year will be exceeded during the current year. Mr. Cochrane is a thoroughly practical spice and coffee judge and thoroughly posted on the requirements of the trade.

A visit to the office and mills of the High Grade Coffee and Specialty Co., Ottawa, this week by a representative of The Grocer, found them busy with orders. Their plant is modern and every convenience for the careful preparation of their specialties was noted. Mr. Mackenzie, the manager, expressed himself as very much encouraged with the amount of business done so far and the outlook for the future is bright. He reported satisfactory trade from Toronto in which city and district the company is represented by R. J. Laughlin, Princess Theatre Building.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N. B., Feb. 15, 1904.

BUSINESS continues rather quiet except in some of the staple lines, particularly provisions, caused by the higher prices owing to the war. As is no doubt the case all over Canada, sympathy is altogether with the Japs. In fact to a considerable extent it is thought they are fighting England's battle. Naturally flour has shown the quickest response to the present conditions. However, in cornmeal, oatmeal, pork, beef and lard, firmer, if not higher, prices rule. The election which has caused more than usual interest here, will be over before this is published. One thing is evident, our port is receiving more attention than ever before. The government are taking particular interest and it is generally believed that the time is not far distant when St. John will be made a national port. Letters have been received from the promoters of the Grand Trunk Pacific looking to facilities here. There is a mixed opinion however, in regard to these. There continues to be a feeling that Western Canadian importers are not as particular as they should be to have all imports via Canadian ports. This means a great deal to Canadian transport interests.

Oil—In burning oil prices are unchanged. As the season advances there is less demand. Attention is more given to lubricatings, which are firmly held. In this line it is more a question

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of quality. Paint oils are also receiving attention. Owing to local conditions linseeds are rather lower than market warrants. Turpentine keeps high. In fish oil prices are firm and stock light.

Salt—The stock of Liverpool coarse salt held is quite large. Prices are firm not only because of cost, but storage charges and carrying expense quickly adds to the price. Fine salt has but a light sale.

Hops—Owing to the high price of Canadian quite a quantity of American pressed hops have been sold. The price of these has lately been advanced. The outlook is for very firm prices. Sales are not large owing to light demand.

Canned Goods—Meats have more attention and the trade have placed quite large orders, the outlook being for higher prices. So far as the wholesale trade is concerned, the demand is for Canadian goods. Corn is very firm. Tomatoes are holding at full figures, but few American have as yet been received. Oysters are very firm, and shipments from Baltimore are very slow coming forward. Salmon are in quite full stock. Fruits are unchanged. Lobsters are high. Clams and finnan haddies are in very light supply. Some domestic sardines and kippered herring are still offered.

Green Fruit—This must needs be a rather quiet business at this season. In apples there is a steady sale but prices remain about as last Fall. Oranges sell freely chiefly Valencias. Jamaicas are still offered. Floridas are high. California stock is not largely sold though prices are low. Lemons have a fair demand at quite easy figures. Bananas meet a very light sale. Some nice cranberries are offered at full figures.

Dried Fruit—Sales are light. Dealers are rather overstocked in Valencias, though quantity held is not particularly large. In seeded there is a wide range of quality. We understand some twelve ounce goods are being sold. In comparing prices this should be remembered. Prunes have improved sale. The high price of apricots means little business. Dates are low. Evaporated apples are firmer. Onions show quite an advance. The higher price of peanuts is leading to lower grades being offered.

Sugar—While prices continue low, there is a general feeling favoring higher values and full stocks are being carried.

Molasses—New Barbadoes is being freely offered. In Porto Rico there is quite a range in price. Quite a large stock of old goods is still held.

Fish—The sale is for fresh fish. Quite a quantity of frozen herring continue to be received. Supplies of cod, haddock and smelt are not heavy. In dry fish prices are firmer. Pickled fish are rather easier. Sales are not large. Smoked herring are in very light supply and higher. Large shipments of finnan haddies continue to go West.

Flour, Feed and Meal—Flour has been the line of particular interest. Late advances of about fifty cents have taken place. Manitobas show firmest market. Dealers have bought freely. Oatmeal and cornmeal are both higher. There is a fair sale for feed. Beans are offered easier than a few weeks ago. It is thought they will at least not go lower. Peas are scarce and high. Barley is firm. In seeds dealers are now booking orders. Prices are lower than last season.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.

See the Goods—Wholesome—cleanly prepared—quick selling.

See the Prices—Absolutely the lowest, quality and quantity considered.



CAPSTAN BRAND Pure Baking Powder.

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.

Guaranteed to give perfect satisfaction.

If our travellers do not reach you, write for quotations.

The Capstan Mfg. Co., Toronto, Ont., Can.

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

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

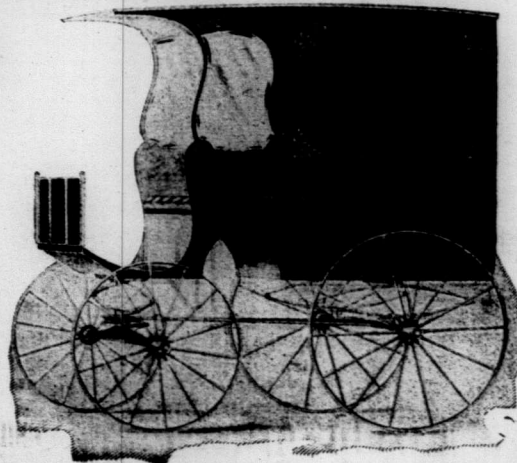
MANUFACTURER OF
High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188



Window and Interior Displays

Timely Hints
and Suggestions

A CORNER of the grocery store of Mowat & Wallace, Victoria, B. C., is shown in the illustration, and is a good example of the neatness and pleasing appearance that can be obtained in the arrangement of the grocery stock. Everything seems to have a place, and everything is in its place. The shelves are conveniently divided off as to height and width, and the space

though dry goods stores and men's furnishing stores have for some time found it the most satisfactory kind. A good feature is the avoidance of the stacking on counters so commonly seen. Only the ends are here filled, leaving plenty of clear space on which to serve the customer. Seats are too seldom found in any kind of store, and it is very seldom a grocery store has them. Two appear in this small section, showing that the

way by using a basket designed for such a service, but still the boxes are in sight. The building up of the space above the shelving with board is a matter of taste, very many preferring a plain, white surface, as more business-like, and as drawing the attention in no way from the goods themselves. In this case much of this space is covered with pictures that go with certain soaps and other articles.



A Corner in the Grocery Store of Mowat & Wallace, Victoria, B. C.

between the top of the shelf fixture and the ceiling is carefully filled in such a way as to present no haphazard arrangement.

The counter with a glass front is a form of the silent salesman, and as such has a great value both as a place in which to store stock and in which to display it. This form of counter is rather unusual in a grocery store, al-

though the comfort of customers is well considered. A branch of an orange tree, with oranges, is an interesting novelty.

Although nothing perfectly satisfactory has been found to take the place of orange boxes for displaying the goods, such a fixture in a grocery store is greatly needed, as the rough boxes do not add to the appearance. This firm has overcome the difficulty in a small

If the whole of Mowat & Wallace's store is on a par with this corner, they exercise great care in their interior arrangement. A photograph of their Christmas window, recently received, shows that the same attention is paid their windows. With a tasty interior and well-dressed windows, a merchant's success is almost assured.

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The Popular Goods For Progressive People

suitable to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and countless designs to select among.

It will pay you to use them.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

Butchers, Merchants, and Hide Buyers

Should write to CARROL S. PAGE, HYDE PARK, VT., 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.

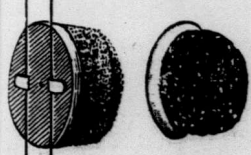
The Dollars You're After

will come to you without much trouble if you will watch the dollars you already have, and spend them wisely.

The book entitled **One Hundred Good Ads.** for a grocery store shows you how to get the most value out of money spent in advertising. It is full of suggestions for writing catchy up-to-date ads. It costs only one dollar. Address,

The Canadian Grocer
TORONTO OFFICE: 10 Front St. East.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding

the advance. 2. The quality, which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

WALL ST. DOES NOT KNOW ALL.

A FEATURE of the situation in cotton is that a number of Wall street houses that had never before dealt in the staple and were unfamiliar with the machinery of the cotton market, which is altogether different from that of the stock market, went in to it because it was the only thing in which the public appeared to be taking any speculative interest. Later they went into coffee for the same reason, knowing even less about the coffee market than they knew about cotton market. They found by experience that trading in these commodity markets is rather a dubious business unless one is prepared to tie up a lot of money. The Wall street confusion in coffee has been greater, perhaps, than that in cotton. Houses found to their great surprise that although their clients could treat coffee purely as a speculation, getting into it and out of it with the same facility as in stocks, the brokers could not, but, on the contrary, that they would be hung up with the commodity long after their clients had got out, and that the transactions tied up money in a way that was simply amazing. Cotton does, too, but the speculative interests in cotton being so much greater than that in coffee, cotton is much the easier to turn over.—New York Sun.

EXPORT APPLE TRADE.

The following estimate of the apples exported from Atlantic ports for the week and season ending February 13th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	3,261	1,160	9,427	18,154	3,261
New York	4,849	2,718	4,114	20,957	18,154
Boston	14,755	2,088	4,114	20,957	20,957
Halifax	2,763	4,312	1,437	8,512	8,512
St. John, N.B.	1,096	1,669	2,765	2,765	2,765
Week's total	23,463	12,379	8,380	9,427	53,649
Same week, 1903 ..	20,441	16,900	7,735	195	45,271
Season to date 1,404,961	666,759	419,978	481,399	2,973,088	
Last " " 1,234,774	368,024	356,997	200,137	2,159,932	

Mr. Barker is in receipt of the following cable from Liverpool re apple market Wednesday 17th inst.

"30,000 bbls. selling; Canada, Cretic and Canadian selling; quality very irregular; market continues active; Baldwins, 15s. to 22s.; Ben Davis, 15s. to 21s.; Spies, 14s. to 22s.; Russets, 14s. to 22s."

"To have thy choice among
The toys of life's bazaar;
The deuce take them all,
So I have my cigar."

—Tom Hood.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

AGENCIES WANTED.

AGENCIES wanted for Montreal and Province of Quebec by gentleman with established connection—grocers' specialties and sundries. Close attention paid to all lines. Box 104, Montreal. (10)

SITUATIONS VACANT

WANTED FOR MONTREAL—Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S, care CANADIAN GROCER, Montreal. (8)

GROCERY salesman—To carry paying side lines on liberal commission basis; specialties with established sale throughout Canada. Apply Box 23, CANADIAN GROCER, Toronto. (f)

ASSISTANT cheesemaker—With or without experience. Box 24, CANADIAN GROCER, Toronto. (f)

BREAD baker wanted—First-class second hand and spinner; state wages, give references. Apply Box 25, CANADIAN GROCER, Toronto. (f)

BUTCHER—First-class shop man. Apply Box 27, CANADIAN GROCER, Toronto. (f)

HEAD miller in 100 to 500 barrel mill; correspondence solicited. Box 31, CANADIAN GROCER, Toronto. (f)

SITUATIONS WANTED.

AS traveller or salesman in grain, flour or cereals; good references. Box 30, CANADIAN GROCER, Toronto. (f)

BUSINESS CHANCES.

WANTED—Corner store with dwelling; suitable for grocery; west end preferred; rent about \$50 per month. Box 26, CANADIAN GROCER, Toronto. (f)

FOR SALE.

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixture; about \$3,000; property to be sold with business; four cosy living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

REFRIGERATOR—Large grocers'; in good repair; will be sold cheap; 11 Jarvis street, Toronto. (f)

CANADIAN CORN—Carlots or less; write or wire for prices to Canadian Flour Mills Co., Limited, Chatham. (f)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital, to invest in well-established business subject to great expansion; highest references exchanged; only acceptable parties need apply. Box 101, CANADIAN GROCER, Montreal. (10)


Only Those Who Use VAN HOUTEN'S COCOA

KNOW HOW *GOOD* IT IS TO *DRINK*
AND HOW *ECONOMICAL* IT IS IN *USE*
BEST AND GOES FARTHEST

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

ADOLPHE E. SMYLIE President HENRY ROWLEY Vice-Pres't H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.

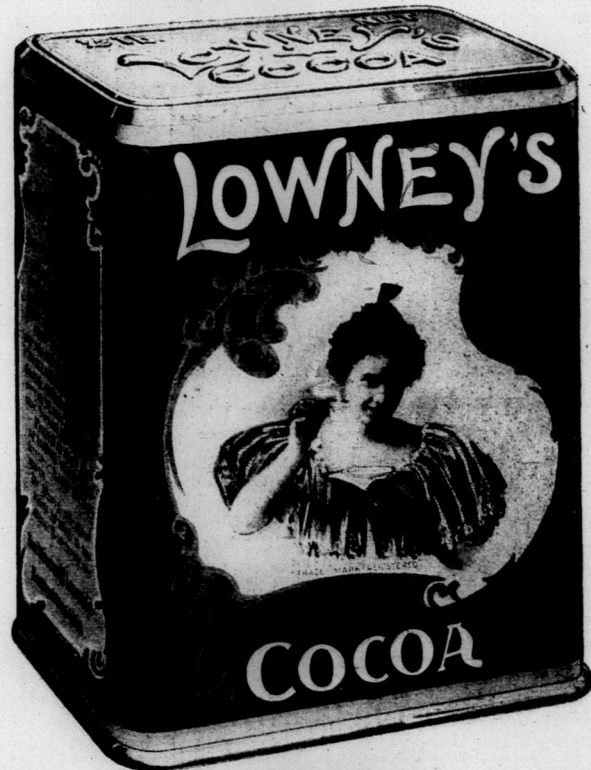


YOUNG & SMYLIE'S
PURE
"ACME"
LICORICE
PELLETS
STICK LICORICE.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & E. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & E. 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.

OFFICE—106 JOHN ST.
106-116 John St., } Brooklyn, N.Y.
227-237 Plymouth St., }
Illustrated Catalogue on request.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

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

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

WE KNOW

our travellers are behind time but it is not their fault.
Kindly mail your order, it will be shipped promptly.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

A Confectionery Counter.

IN the grocery store of Michie & Co., Toronto, there is a well maintained confectionery department that receives just as much attention as any other part of the store, and has the advantage of a position just inside the door.

The glimpse of this department presented herewith gives some idea of the

kept in fancy bottles which are tastily arranged around the department. These bottles keep the contents fresh, and occupy little space, or space that would not be of any use for anything else. The monotony of a straight line of shelving is broken by the mirrors, which occur every ten or twelve feet. In the glass-fronted counters are displayed candle shades, fancy candy boxes and crackers.

The store is a very small one, but has the reputation and appearance of doing a very large business. Its space was valuable. The Grocer representative made it a point to enquire as to the volume of the trade that was being done in this department. The proprietor, who is a particularly shrewd and energetic young man, was enthusiastic over the success of his confectionery depart-



The Confectionery Department in the Grocery Store of Michie. & Co., Toronto.

ittings which help to make it so important. The better class of confectionery is kept in a show case on a glass-fronted counter, thus preventing dust from reaching them and providing a place where a good display can be made. The cheaper kinds are set out in tins on the counter, making them easy of access, an important characteristic in the placing of lines that sell quickly. Candy drops and all small hard varieties are

Small But Profitable.

THE GROCER'S young man dropped into a city grocery stand the other evening and the first thing that met his view was a handsome little showcase in which were temptingly displayed a few lines of high grade chocolates, around the base of the showcase and counter high, were arranged tins of fancy biscuits, the goods appearing through the glass fronts.

ment. The goods were so well displayed and of such good quality that they practically sold themselves, the showcase for the chocolates and the glass-faced tins for the biscuits acting as silent salesmen.

This is an instance of what the Grocer has been contending from time to time that a neat and tasty confectionery department will pay in any store, no matter how crowded for space it may be.

PURE GOLD TALK.

No. 5.

On the subject of Marmalade and Preserves we have the same enthusiasm that possesses us whenever we get talking on Pure Gold goods.

The Pure Gold guarantee applies to everything bearing the name Pure Gold. That guarantee is—All goods bearing the name Pure Gold are guaranteed as to attractiveness, saleability and quality. If they fail at any point, the goods can be returned, and the price paid for them will be refunded.

Not many goods the grocer sells have a "money-back" agreement. Why?

PURE GOLD MARMALADE AND PRESERVES are made solely from pure fruit and best granulated sugar. No filler of any sort—not even apple juice—is used in their making. Pure Gold Marmalade is purchased, for example by both The Grand Trunk and The Canadian Pacific Railways for use in their dining cars. This, the manufacturers think, is tribute of the highest value.

Why buy foreign made goods when equal or better quality is produced in Canada, and at less price?

We ask—Why?

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A firm of flour merchants in Liverpool is desirous of establishing a connection with some first-class Canadian mills able to give large and regular supplies.
2. The agency for a reliable Canadian firm of provision exporters is desired by a London agent with experience of the trade.
3. A London firm having a branch in South Africa is desirous of opening up business with Canadian houses for the export of goods to South Africa.
4. Inquiry is made for names of Canadian furniture manufacturers in a position to export office furniture, roll-top desks, chairs, etc., for English and Scotch markets.
5. A London agent with a knowledge of the hardware, novelty and woodenware trades, is seeking a few good Canadian agencies for the United Kingdom.
6. A German firm is desirous of entering into correspondence with a good Canadian house with a view to importing Canadian products, more especially fruit (apples, applechop and evaporated apples).

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

7. The manufacturers of gelatine oil suitable for lubricating and harness purposes, and also veterinary use, is desirous of introducing the oil into Canada and invites correspondence from firms interested.
8. A Manchester house asks to be placed into communication with Canadian producers of fruit pulps.
9. A firm manufacturing paints, oils, colors, varnishes and greases, wishes to do business in Canada and is prepared to appoint suitable Canadian resident agent.
10. An import and export house, more especially interested in chemicals, oils, drysalteries, wishes to hear from Canadian firms seeking either buying or selling agents in the United Kingdom.
11. A gentleman possessing a connection in South America would like to get into touch with Canadian manufacturers of cotton goods of all kinds who may wish to endeavor to develop trade. He is about to return to South America. Good references.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

WRITE FOR ONE OF THESE.

A very handsome and useful souvenir is being given out by Mr. J. Hewitt, agent for the Natural Food Company, 32 Church street, Toronto, in the form of a black Morocco bound card and ticket holder. The holder is just the proper size to be kept in the vest pocket and bears on the inside in letters of gold Mr. Hewitt's compliments. Subscribers of The Canadian Grocer may get one of these very novel and acceptable souvenirs by writing Mr. Hewitt and mentioning The Canadian Grocer.

A Good Factory Good Work-People Good Material—

we might have said "best" instead of "good"—

contribute to making

Perfection Cream Sodas

the foremost for quality, crispness and flavor of any made in America.

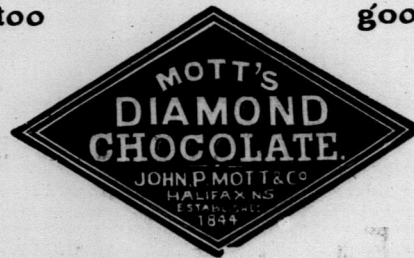
What we want is that all Canada should know what we know. You will know if you will but send us an order.

3-lb. Cards or Tins.

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

The Best is not

too good



for your Customers.

The Price is Interesting.

You can save money

by asking for our sample when open to buy—

TRY US.

We have a large stock of all kinds always on hand.

CEYLON GREEN SIFTINGS, - - - from 5c. up.	CONGOUS, - - - - - from 10c. up.
JAPAN FANNINGS, - - - - - " 6½c. up.	JAPANS, - - - - - " 15c. up.
CEYLON AND INDIAN GREENS, - " 12½c. up.	CEYLON AND INDIAN BLACKS, " 14c. up.

James Rutherford & Co.

27 St. Sacramento St.

IMPORTERS

MONTREAL.

Teas and Coffees

O! Gel-O

"The New Dessert. Yes Madam we have it. It jells quicker and firmer than any other kind. We have it in 8 flavors. Try it? Thank you, Madam."

Grocers, have we your order? Cases hold 4 or 12 dozen. Gel-O is a gelatine powder, 4-oz. package. Send sample order for 4-dozen case.

THE CANADIAN GELATINE CO.

528-530 Front St. W.,

TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White

**Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.**

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO

ATTRACTIVENESS AND MERIT.

An attractive package helps the sale of an article, but back of this the article must have merit.

Eagle Baking Powder

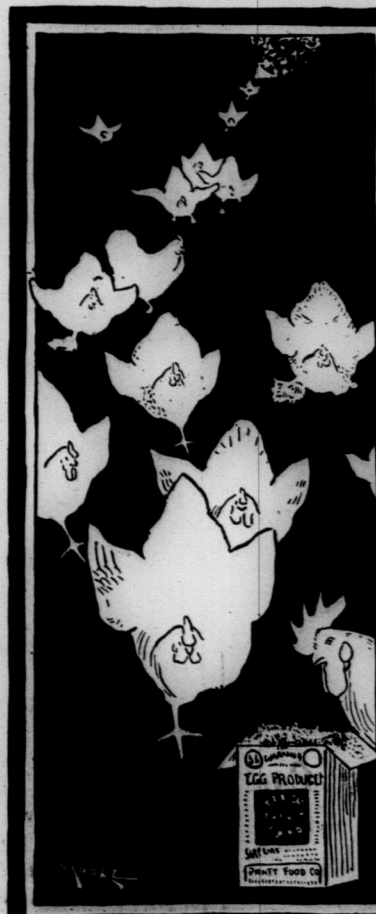
has both attractiveness and merit. A splendidly colored label, and a quality of powder that will hold your present trade and create new, such as

"EAGLE" BRAND.



Eagle Manufacturing Co.

MONTREAL.



EGGS IN PLENTY

..if..

**Pratt's
Poultry
Food**

is regularly
used.

Thousands of . .
merchants all . .
over Canada are
making money . .
by making this
fact known.

Ask for our illus-
trated booklet on
the subject.

**THE ROBERT
GREIG CO.**

Limited

White Swan
Mills

TORONTO

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645 - TORONTO

WE
HANDLE
"A No. 1"
FRUIT.

Have us fill an
Order for you.
Our Prices are away down.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Fancy Navel Oranges, all sizes, \$3.00 bx.

Messina Lemons, 300's, 300's, \$2.25 to 2.50 "

Fresh Sea Herring, in barrels and casks.

ORDER QUICK.

HUSBAND Bros. &
Co.

Wholesale Fruit and Commission Merchants,
82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

GREEN FRUITS

The Outlook.

THE green fruit trade has been hit rather hard by the extreme weather and congestion of transportation. It has been unsafe to attempt to send fruit far from the centres of distribution and consequently trade has suffered accordingly. However, the demand locally has been particularly good and the fine quality of the fruit this year, oranges especially, has stimulated demand wherever it has been possible to place the goods. Pineapples are also beginning to arrive in greater volume and when the weather eventually moderates, and that must be soon now, there should be a decided impetus given to the fruit trade. The outside stocks must be pretty low by this time and numerous country orders may soon be expected.

In confirmation of this view may be quoted the New York Journal of Commerce, which in its issue of Tuesday says: Weather conditions, locally at least, were decidedly more favorable than for a week past and were promptly taken advantage of by the distributing trade to replenish badly depleted stocks. The result was an active movement, particularly in oranges, both Florida and California fruit going out freely. It was still too cold in the interior to risk shipments to any distance, particularly as the cold wave was reported to be advancing from the West. The California orange sale was the largest for the season by ten cars, the total quantity sold being 53 cars. There was an active demand for the good fruit, especially the large sizes, and better prices were realized on this, though about the same general average as recent sales was maintained by reason of the lower prices brought by the poorer stock. There were no developments in the lemon market apart from the increased demand. Prices were unchanged pending the result of the sale of the Monzibello's cargo, which is scheduled for to-day. Coconuts are in good demand, particularly from the confectionery trade, and with stocks well concentrated the market is firm. In the balance of the list there were no special features and no price changes.

The sugar beet industries in Ontario received \$74,997 in bounties from the Provincial Government last year.

Britain's Fruit Bill.

THE orange shipments to Britain in 1903 were immense. They exceeded 6,000,000 cwts., valued at over two and a quarter millions sterling. Huge quantities of these fruits reach Glasgow each year. Spain is the largest sender, and the exports to the United Kingdom last year exceeded 500,000 cwts. Turkey and Italy come second and third respectively, although far behind Spain. An important feature of the orange trade of 1903 was the arrival of large quantities of choice Florida and Jamaica fruits. Onions are included in the list, because they are dealt with by the wholesale trade under the title of "green fruits." In 1903 the onion imports surpassed all previous records. They were 8,266,913 cwts., valued at £1,007,408. There was paid more than a million pounds sterling for onions last year. Ten years ago the imports were about half what they are to-day. The Spanish shippers send the bulk of these "green fruits." Three countries consign to British ports over a million bushels annually. They are: Spain, with 3,050,000; Holland, with 1,500,000; and Egypt, with 1,200,000.

Apricots and peaches were imported to the extent of 9,575 cwts.; cherries, 110,192; currants, 76,419; and gooseberries, 34,312 cwts. The first two show a decline compared with the arrivals of previous years, but gooseberries and currants were consigned in increased quantities. The largest imports of gooseberries arrive from Holland, and London obtains a fair share of them. A few come from Belgium, while the earliest supplies of all are the French, shipped when green as "first fruits." The strawberry arrivals were short, and below the average. Their total weight was only 32,644 cwts. They come from France and Holland. The French fruit made a poor show in the markets in 1903. Tomatoes were imported in larger quantities than ever last year. The total was 1,065,502 cwts., valued at £916,277. It was over 250,000 cwts. in excess of 1902. Ten years ago tomatoes were not considered sufficiently important to be tabulated separately. The bulk of the fruit arrives from Spain and the Canaries, both sending us about 250,000 cwts. France contributes 100,000 cwts. The Channel Islands send 135,000 cwts. The import tomato trade of Britain has again taken a new lease of life.

Strawberries to be Plentiful.

THE prospect for a liberal yield of strawberries the coming season is said to be good. Last year was notably bad, probably the worst in some localities in a long time, and many growers closed the season discouraged and decided they wouldn't undertake to grow them again. Reflection convinced them, however, that where their fields were already planted it would be folly to uproot them. Consequently acreage will be substantially the same as it was last year. In some localities it will be larger, because others will grow them for the first time.

According to estimates made by large handlers, about 12,000,000 boxes are received in New York in a year. It is impossible to estimate accurately because they are put up in different form and different sizes, but the receipts are probably not far from that figure. The loss on berries is very large, which accounts for some of the millions of boxes, and consumption during the season is also very large. Formerly it was not unusual for 75 to 100 cars a day to come to New York, but since the Californians introduced the plan of sending cars to all shipping points, New York receipts have decreased and now they rarely go over 50 cars a day. The largest receipts in any one day last season were 70 cars.

All the Southern states are producing berries now. Georgia, Virginia, the Carolinas, Tennessee, Delaware, Maryland, and many Northern states, including New York and New Jersey, both of which ship large quantities annually. Much depends upon the season regarding quality.

German Imports of Fresh Fruits.

United States Consul B. H. Warner, of Leipzig, Germany, under date of December 19, 1903, reports the following statistics on German imports of green or fresh fruits during the past four years:

Description.	1899.	1900.	1901.	1902.
Apples	\$3,762,730	\$1,893,670	\$3,862,026	\$3,155,642
Pears	805,630	815,150	1,099,560	1,158,108
Peaches plums apricots, etc.	3,179,918	963,662	845,376	1,210,468
Oranges, figs, lemons, etc.	3,056,872	3,328,430	3,299,394	3,300,786
Grapes	2,549,694	1,735,734	2,103,206	3,039,498
Total	\$13,354,894	\$8,738,646	\$11,209,562	\$11,934,502

The consul states that American apples, pears, oranges, etc., should be sold in Germany in large quantities, and that in subsequent reports in the near future he will deal with some of the reasons why they are not.

The Watermelon.

If 95 per cent. of the watermelon is actually water, says the Kansas City

Spanish Onions

Marmalade Oranges

Two seasonable lines just to hand, also

Two Cars Lemons, Two Cars Navel Oranges

We guarantee goods free from Frost.
Prices Low. Order Quick.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONES Main 4108
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Wholesale Fruit and Produce.

Dealers in Butter, Eggs and other Country Produce on commission.

Prompt

**1904
SAME OLD STORY.**

Reliable

Selling best goods obtainable at lowest possible prices.

That's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Star, what concentrated excellence must be crowded into that remaining five per cent.; what rare elixir must be wrought out in that fractional ingredient by the alchemy of the golden sunshine; what a marvelous laboratory, indeed, must be folded up within the compass of the watermelon, for the extraction of sweetness and ambrosia from the soil. Tender as the human heart chastened by sacred sorrow or sanctified by the power of unselfish love, is the rosy, melting core of the watermelon, incarnadined by all of the passion with which nature warms and enriches the material world.

TRADE WITH JAMAICA.

Canada's commercial agent in Jamaica writes to the department at Ottawa under date of Jan. 26, stating that within the next three or four months there is expected to be a marked revival of trade, on account of banana shipments. The effects of the hurricane of August last were severely felt. The report says that with the ratification of the United States Cuban reciprocity treaty, everything pointed to Canada being the marketing zone for British West Indies sugar, at least for the immediate future. The Dominion, however, cannot take the whole output, but most of it will go to Dominion centres. He is more firmly convinced than ever of the remunerative business that would follow closer trade relations between Canada and Jamaica. The sentiment in favor of Canadian products is strong on the island. The tourist traffic is good.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

TRICK UNDER WATER.

It looks very strange to see a man go under water with a lighted cigar in his mouth, smoke calmly at the bottom, and come to the surface with the cigar burning as nicely as if he were smoking in his easy chair, remarks an expert swimmer. Apparently he defies all natural laws, but of course he doesn't.

It is a simple trick, but it requires practice. Just as I throw myself backward to go down, I flip the cigar end for end with my tongue and upper lip, and get the lighted end in my mouth, closing my lips water tight around it. A little slippery elm juice gargled before going in prevents any accidental burning of the mouth. Going slowly down backward, I lie at full length on the bottom of the tank, and blow smoke through the cut end of the cigar. Just as I reach the surface again, another flip reverses the cigar, and there I am smoking calmly. The reversing is done so that nobody notices it.

FLOUR AND CEREAL FOODS

Australia's Great Harvest.

MR. D. H. ROSS, Canada's commercial agent at Melbourne, reports to the Department of Trade and Commerce as follows:

The chief traffic manager of the Victorian railways has supplied a return, compiled from estimates furnished by the station masters throughout the State of Victoria, showing the quantity of wheat it is anticipated the railways will have to handle this season. This return shows an estimate of 25,152,192 bushels which, if realized, will exceed the best previous record of 1898-99, by over 8,329,556 bushels. Independent authorities state that the returns for Victoria will be nearer 26,500,000 bushels. It will require nearly 6,400,000 bags to hold the wheat, as there are no other facilities as yet, available for its transport. Owing to former estimates of the yield in the other states having been much lower than the actual, results are now fairly well assured of, previous advices have been greatly under-estimated. The latest official estimates for Australia are a yield of 73,000,000 bushels, which will leave about 48 to 50 million bushels of wheat available for over-sea exportation.

Elevator Company Fined.

JUDGE DESNOYERS, of Montreal, gave judgment last week in the case of the Harbor Commissioners vs. the Montreal Grain Elevating Company. The defendants were charged with neglecting to remove the wreck of an elevator which sank opposite one of the wharves in the river. His honor held that they were guilty and imposed a fine of \$40 and costs.

The company alleged that the sinking of the elevator was the fault of the harbor commissioners, owing to a submerged wharf, upon which they claimed no signal was placed. The harbor commissioners, on the other hand, claimed that the fault lay entirely with the Montreal Grain Elevating Company, and that they were in no way responsible. A dispute arose as to the lifting of this elevator from the bottom of the river, where it lay a menace to navigation. The Elevator Company claimed that they had done all they could, and had failed to lift it, calling upon the harbor

board to do the work. This the latter, for various reasons, refused to do, and served the company with notice that they would expect them to pay a fine of forty dollars per day for every day that their elevator obstructed the harbor. This led to the suit, which was decided last week.

Is There a Shortage in Wheat?

AT present there is not any more good milling wheat in Canada than will be required for the Canadian market, said F. W. Thompson, vice-president and general manager of the Ogilvie Flour Mill Company, in an interview this week.

"In my opinion," continued Mr. Thompson, "independent of war conditions, prices for sound milling wheat will see much higher levels. Any exports that are now made will have to be at further advanced prices to protect the home market. The scarcity of good milling wheat must be attributed to the inferior quality of the last crop. This is shown by the inspections made at Winnipeg in January. Of the 1,939 cars of wheat inspected it was found that 938 cars were unfit for milling. Then, again, we have had to face the fact that the crop in the Canadian Northwest this season has turned out from 15,000,000 to 20,000,000 bushels less than the previous crop, and we estimate that the supply of milling wheat in Canada to-day is approximately 15,000,000 bushels less than at the same period last year. I have no doubt that similar conditions will be found to exist in the American Northwest, and as we have still eight months to go before another crop will be available the situation will become more acute daily. A further rise in prices is therefore imminent. Independent of all speculative conditions, it is evident that the legitimate conditions with regard to supply and demand warrant an advance. "That we are trying to protect the home market may be gathered from the fact that during the last few days we have increased our price to Great Britain 2s. 6d."

Dominion Millers Meet.

At a special meeting of the Dominion Millers' Association in Toronto last week, a resolution was passed calling on the Minister of Trade and Commerce to

appoint official weighers at the different elevators at all lake ports to prevent shortages in car wheat. The delay of the government in fixing the flour standards was also discussed, but no definite action was taken. It was reported that the railways would permit country millers in future to put in peas and beans with carloads of flour and charge only the carload rate. About thirty millers were present at the meeting.

Russia's Cereal Crop 1903.

According to statistics of the central statistical committee, the crop of cereals in the 72 governments and districts of European and Asiatic Russia is estimated at 2,196,907,700 poods (1,720,448,392 bushels), against 2,294,667,100 poods (1,832,590,755 bushels) in 1902, as follows:

Cereals.	1903 Bushels.	1902 Bushels.
Wheat.....	413,305,837	369,034,932
Rye.....	19,717,457	13,982,336
Oats.....	710,143,540	827,771,637
Barley.....	371,994,623	353,189,263
Indian Corn.....	51,670,514	48,497,470
Buckwheat.....	39,689,025	61,103,775
Millet.....	9,211,696	131,318,712
Pease.....	22,715,700	27,652,700
Total.....	1,720,448,392	1,832,590,755

The potato crop is estimated at 931,009,626 bushels, against 1,041,098,243 bushels in 1902.

Sending Flour to Sweden.

Mr. Sontum, Canada's trade agent for Sweden and Norway, writing to the Department of Trade and Commerce, Ottawa, says that there is a remarkable increase in the importation of Canadian flour. One broker handled 30,000 sacks. Attempts have been made to bring in wheat, but there is a scarcity of milling facilities.

Cereal Notes.

The large plant of the Corn Products Company, Oswego, N. Y., was destroyed by fire last week, with loss estimated at \$1,000,000.

The following notice to visitors has been posted at the office entrance of the Napoli Macaroni Co.'s factory at Toronto: "The manager regrets that owing to the rush of business, he will be unable to show visitors through the factory during the months of February, March and April."

Tillson's Pan-Dried Oats has a quality all its own. Its army of users will not take any other breakfast food. They know. It's a food, not a fad. If it is not in your stock it should be.

Tillson's Pan - dried Oats



The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257
" 4675

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR

FEED

CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)

" Barley, Oatmeal,

" Wheat, Pot and Pearl Barley

Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARVS. ONTARIO.

In character, in manner, in style, in all things, the supreme excellence is simplicity. - Longfellow

"Wee McGregor's" Breakfast Food

A simple diet containing all the elements necessary to sustain life.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE
GROCERS
OTTAWA, ——— CANADA.

GREIG'S



WHITESWAN

Buckwheat Flour
(SELF-RISING)

High-grade in every particular
Put up in attractive packages—three dozen in a case—
and is a great seller.

This is the Pancake Season.
The ROBERT GREIG CO. Limited,
White Swan Mills, TORONTO.

ALL PURE AND GOOD

O Yes!

Know all men by these presents
that **Batty's Nabob Sauce** has
never been surpassed.

We received the Gold Medal in
1851. We received the Gold
Medal in 1903, and we were not
idle all the time in between.

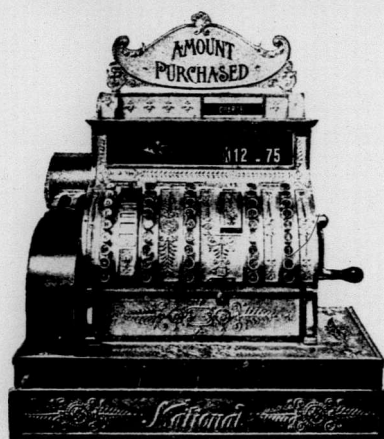
No store is complete without it.

In witness thereof we have
affixed our name :



Batty & Co.
LIMITED
Sauce and Pickle Specialists.
LONDON, S.E.

ESTABLISHED 1824



The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales.
2. Credit Sales.
3. Money Received on Account.
4. Money Paid Out.
5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

National Cash Register Company
Dayton, Ohio, U. S. A.

Our 1904 models are now
ready. Prices, \$25 to \$650

N. C. R.
COMPANY,
Dayton, O.

Please have
your agent call
when next in my
vicinity. This puts me
under no obligation to
buy. I saw your ad in
CANADIAN GROCER.

Name _____

Address _____

POSITION OF COFFEE.

WILLETT & GRAY, in their weekly statistical report of February 11th, say:

The speculative position of coffee remains in a very unsatisfactory state. It is partly due to the continued liquidation of outside speculators and partly due to the feeling that coffee after a two-cent break should be low enough. When looking at the fact that last Summer option prices between July and September, moved around 3.50c. for the spot month, it must also be considered that the market price for September delivery now is 3.50c. higher than it sold at last year, which is to be borne in mind equally as much as the fact that the market has declined 2 cents from the top.

Receipts at Rio are much larger than was expected, while at Santos the movement is about on the basis of predictions. The fact that New York market became the highest in the world, naturally attracted the merchandise, not only from Brazil, but also from Europe, a condition of affairs that becomes sensitive with the American Visible Supply at 3½ million bags of Brazil coffee. It is favorable for the coffee position in this country that the European markets have improved, so that they will have to take the balance of the current crop in Brazil as well as part of the stocks in the ports of Rio and Santos.

It is entirely too early to say how the market will act later on, but for the time being it is well enough to know that of our heavy supplies of 3,250,000 bags, about two and a half million (2,500,000) bags are carried by outside speculators who have no conception of what the stocks mean, or of coffee itself, or any details in connection with the business. Under such circumstances conservative coffee merchants will do well to stand aloof. After the very heavy deliveries of the first seven months of the current crop it is quite uncertain to what extent the country needs coffee or will continue buying, and this must remain the only factor of importance, more so now than at any previous time, and large supplies are always felt most in the Spring months than at any other time.

Quotations are entirely nominal without any transactions being recorded, but possibly 7½ cents for Rio No. 7 and 8½ cents for good selections Santos No. 4 are the proper prices to be considered just now.

February options, week ending February 11: Highest, 6.20 to 6.30; lowest, 5.40 to 5.45; closing 6.20 to 6.30,

against last year closing 4.50 to 4.60. No. 7 last year 5½c.

	1904. Feb. 1st.	1904. Jan. 1st.	1903. Feb. 1st.
Visible supply of world in bags.	13,312,404	13,757,746	12,769,414
Stock U.S., all kinds, in bags.	2,916,361	2,911,207	2,500,241

Stock Brazil: in New York, February 10; 2,508,115 bags. Total Brazils in the United States, 2,621,219 bags. Total in U.S. other kinds, February 8; 328,976 bags. Deliveries for the week ending Feb. 6, 174,252 bags, against 99,484 bags last year. Receipts of Brazils for week ending February 10, 181,015 bags.

MRS. DOOLEY'S LAUNDRY SOAP.

A REPRESENTATIVE of The Grocer found an example of a successful business in a visit to the Metropolitan Soap Co., Limited of Toronto, whose factory is situated on At-

capital sufficient to meet the needs of the expanding trade. At the beginning the factory had one tank with a capacity of 20,000 lbs. Soon a second tank was added with a capacity of 75,000 lbs. Since then a third tank with a capacity of 100,000 lbs. has been put in. The main business of the company has been the manufacture of textile soaps, with which they have had remarkable success. It has been stated to The Grocer's representative that his company is doing 70 per cent. of the entire soap trade of the textile manufacturers of the Dominion.

In July of last year the company began making a laundry soap, to which they have given the happy name of "Mrs. Dooley's Laundry Soap." This



Factory of Metropolitan Soap Co., Limited, Toronto.

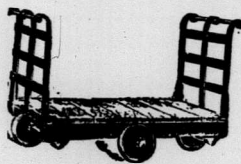
lantie avenue in the suburb of Parkdale. A year ago last November two young men with small financial resources but with the bountiful courage and faith of youth, joined forces and began the manufacture of soap. Their success even in the first month was beyond their expectations, and every succeeding month has seen an increase in their trade. It soon became apparent that they would have to enlarge the capacity of their plant. This meant the reorganization of their affairs and an ordinary partnership became a joint stock company with strong men as shareholders and directors, and with a paid-in

soap is made after the best formula known, and includes borax as a distinctive feature. The makers have determined to go after the laundry soap trade of Canada, and their faith in the goods they make and the methods they plan to employ should lead to large business.

The company has a capital of \$40,000. Its board of directors are Jas. Watt, Sr., long associated with the Toronto Globe; Peter Ryan, and F. M. Purdy, prominent Toronto business men; F. T. Weir and Jas. Watt, Jr. Mr. Weir is manager of the company and Jas. Watt, Jr., secretary-treasurer.

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building,
MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

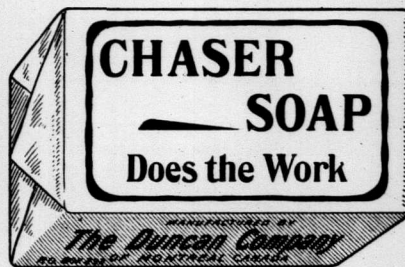
— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers
See that you get them.

YOU MAY HAVE LOTS OF SOAP
ON HAND, BUT—HAVE YOU
GOT THE BEST?



P. O. Box 292. Bell Tel. M. 4375.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their
manufacture.
Their **Breakfast Cocoa** is ab-
solutely pure, delicious, nutritious,
and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue
Wrappers and Yellow Labels**, is the best plain
chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and
good to drink. It is palatable, nutritious, and healthful;
a great favorite with children.

Buyers should ask for and make sure that they get the
genuine goods. The above **trade-mark** is on every
package.

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

WASHINGTON SALMON PACK.

ACCORDING to the report of the
Washington State Fish Commis-
sioner, which has just been filed,
the total output of the fishing industry
of that state last year fell far below that
of 1902. The principal falling off was
in the Puget Sound district, there hav-
ing been a poor season. —On the Colum-
bia River, however, the output shows
a material increase over the previous
year. The following is a comparative
statement for the two years of the value
of the output:

	1903.	1902.
Puget Sound . . .	\$3,945,579 50	\$5,528,590
Columbia River 1,104,495 00		951,932
Willapa Harbor 205,225 00		286,343
Grays Harbor . . .	81,560 00	165,000
Total	\$5,336,859 50	\$6,931,870

The salmon pack for the Puget Sound
district aggregated 478,481 cases, as
against 600,659 cases of the previous
year. The salmon pack on the Colum-
bia River was 95,440 cases, a decrease
of about 1,000 cases from the preceding
year. The Puget Sound output of crabs,
herring and clams amounted to 22,000
cases. The Puget Sound district ship-
ped and consumed 41,948,800 lbs. of
fresh, salt and smoked fish, and the Col-
umbia River district 6,283,000 lbs.

APPRECIATED BY UP-TO-DATE GROCER.

Mr. Fred. Cox, 119 Elgin street,
Hamilton, in renewing his subscription
to The Grocer, adds: "In doing so I
must say that it (The Grocer) is worth
more than the price to any up-to-date
grocer."

COTTON TO REPLACE SUGAR.

A number of the leading cottonseed oil
mill companies have instituted a move-
ment to induce Louisiana sugar planters
to transform their cane fields into cot-
ton plantations next season, says an
American exchange. High-priced cotton
and low-priced sugar is the argument.
The companies have offered to erect a
number of ginneries in Louisiana and
highest prices for cotton and seed
or gin at market rates. Acreage data
is being compiled and a big boom is ex-
pected in Louisiana cotton growing. The
companies identified with the movement
are the Southern Cotton Oil Company,
Standard Cotton Seed Oil Company, the
Union Oil Company, Columbia Cotton
Oil Refining and Manufacturing Com-
pany, New Orleans Cotton Seed Oil and
Manufacturing Company and Delta De-
linting and Refining Company.

DELAYS ARE DANGEROUS

Owing to disorganization of freight traffic, we advise our customers to order their
supplies a week or ten days in advance of requirements.

JAPAN TEAS have advanced in price, and from present indications are likely to be
considerably higher. We have a good assortment on hand purchased previous to the advance,
which we are offering at former quotations.

CEYLON and BLACK TEAS in Half-Chests: We have something particularly nice
in these lines at 16½ to 18½c. per pound.

Samples of the Teas referred to upon application. If you are interested in Teas of any
description it will pay you to communicate with us before purchasing elsewhere.

COFFEES, ROASTED and GREEN RIO: We contracted for a large quantity
sometime ago, and can give our customers extra value in these lines. Have no hesitation in
asking us for samples and price of same.

The R. & J. H Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

**SNOW and ICE
EVERYWHERE**

BUT

there was a time some months ago when this grand country of ours was clothed in brighter tints, and "Mother Earth" gave forth her best.

THEN

**H. Goodwillie & Son
WELLAND, ONT.**

put up **IN GLASS** the **BEST FRUITS** that could be obtained.

HAVE YOU A SUPPLY ?

Agents :
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

**IN THE GOOD OLD DAYS
OF KING GEORGE II.**

the people of England ate

MARMALADE made by **BATGER & CO.**

TO-DAY

the people of the British Empire are eating
BATGER'S MARMALADES.

**TIME HAS PROVEN THEM
TO BE AS GOOD AS THE BEST.**

YOUR WHOLESALE GROCER CAN SUPPLY YOU.

Agents :
ROSE & LAFLAMME,
MONTREAL.

RED SEAL

**Tomato Mustard
Tomato Chutney
Chili Sauce
Worcestershire Sauce**

RED SEAL

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader**: Let your competitor **follow**. You will **have** to have them sooner or later—better, **sooner.**

**CANADIAN CANNERS' CONSOLIDATED COMPANIES
HAMILTON, ONTARIO. LIMITED**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

The Pleasures of Smoking.

PROBABLY no deity of ancient or modern times has been the object of such devoted and consistent worship as the Goddess Nicotine. Of all who bow before her shrine, the wanderers—humble or otherwise—in the fields of literature have especially delighted to do her honor. Kingsley pays her an eloquent tribute; Jerome K. Jerome fervently dedicates one of his books to his dearly loved pipe; J. M. Barrie's homage to the delightful goddess has won universal admiration, though he scarcely deserves it, seeing how basely he deserted her. But none of these go into the innermost heart of the matter; they have not analyzed and examined the motives which impel mankind almost universally to recognize the delights of her service. Nowadays the overwhelming majority of the male population, and a no longer insignificant proportion of the gentler sex, admit her claims, but few could accurately state wherein the delights of nicotine worship lie, says the Cigar and Tobacco World.

Why does such a large proportion of the human race smoke? To what senses does the fragrant herb appeal? The habitual smoker will admit that four of his five senses share in the pleasure.

To begin with there is the sense of taste, and to the connoisseur it contributes most to his delight. As he smokes his favorite brand, whether it be of tobacco, cigar or cigarette, he luxuriously yields himself to the full enjoyment of every draw. And how particular he is about always getting his special brand! Nothing else will do—the flavor of no other kind is equal to that of his own.

With a very large body of smokers the chief enjoyment of smoking lies in the sense of smell. Of course, all sane people in full possession of their senses like the scent of a good cigar. Cigarettes, too, appeal very largely to the olfactory nerve. If anyone doubt the part played by the nose, let him try a smoke when he has a bad cold in the head and can smell nothing, and he will probably soon admit that his pipe was not so satisfactory as usual.

Strange as it may seem to some, the sight takes its share of the general enjoyment. If the smoker can not see the

clouds issuing from his mouth and the wreaths curling gently upward from his pipe his pleasure is incomplete. Most smokers find that smoking in the dark—I mean in absolute darkness—is not worth doing. To prove this just light your pipe, then lean back in your chair, shut your eyes and continue smoking. You will give it up, or your pipe will go out before many minutes are over.

Lastly, the touch adds its quota to the gratification. This is due to habit. If the inveterate smoker can feel something between his lips, even a straw or stem of grass, he will find it better than nothing. Plenty of men will sit contentedly working or reading with an empty pipe stuck in their mouths. Why is this? Simply because through force of habit they feel they must have something there. These, however, are not all the delights experienced by the offerers of incense to the sensuous goddess; rather are they the grosser ones.

Who can adequately describe the soothing effect of tobacco on the nerves, and the feeling of peacefulness and contentment that it engenders? My friend, if your temper has been ruffled, go light your pipe, and in solitude give yourself up completely to its enjoyment.

Concentrate your whole thoughts on the enjoyment of that pipe and in a few moments your anger will subside—your feelings recover their customary evenness. It's an excellent prescription.

And what an aid, too, is a good cigar to meditation? Would you wander in thought through the infinity of the universe, would you mentally explore the world of science, would you attain the dizzy heights of Parnassus, go, make your sacrifice to the Goddess Nicotine!

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

A Flat-Footed Stand.

Our business is making cigars. Our business end is to make money. We have a little money in the bank—to take the edge of worry. Just because of the way we are made, and because we are not starving, we will not gamble with our good name as cigar manufacturers by making poor goods. We are widely known as the makers of Pharoah (10-center) and Pebble (5-center), and we rely on these brands to make for us a very large business among the best class of grocers.

Our Standing Offer to Grocers: Give us an order for 1,000 Cigars (send for list of lines), and if at the end of three months you want to return the unsold stock and get your money back, you have only to tell us so. Our money is yours, if you want it.

J. BRUCE PAYNE, Limited, Manufacturers, GRANBY, QUE.



“Gentlemen,

I have something to say to you concerning **T. & B.** Tobacco. In a word it is—Sell it. It does you more good than you know.”

What our friend says to the grocery trade we heartily endorse, of course.

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

<p>\$6.00 $\frac{2}{12.00}$</p>
<p>We send, charges prepaid, 3-dozen assorted pipes for \$6.00. These pipes will retail at from 25c. to 75c. If the average retail price be no more than 35c. each, you double your money, —and the stock never gets bad. Send for a sample assortment. Return if not satisfactory.</p>
<p>W. B. REID & CO. Wholesale Tobacconists, 58 Yonge St., Toronto</p>

QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company
 WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

The best that money can produce.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist

176 King St. East, TORONTO

The Chamberlain Cigar

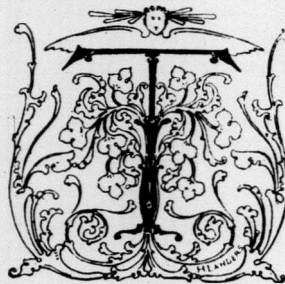
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
 MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



THE GROCER'S FAVOR

has been diligently cultivated by us ever since, years ago, we began making McALPIN'S TOBACCOS. First of all we made a good Tobacco. Next we made the selling of our Tobaccos a more profitable thing for the grocer than tobacco-selling had been before. We retain the favor of the grocery trade to this day, and are adding to it.

SMOKING—

TONKA,
 SOLID COMFORT,
 PINCHIN'S
 HAND MADE.

CHEWING—

BRITISH NAVY,
 KING'S NAVY,
 BEAVER,
 APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

Mineral Water on Tobacco.

A LONDON tobacco manufacturer has found, what he believes, to be a cure for the deterioration in aroma, which experts say that tobacco suffers in the course of a sea voyage, says a London cablegram to the Chicago Inter-Ocean.

At a private demonstration the discoverer told the story of his find. He had long been testing the properties of certain waters of mineral springs, which he used to moisten the leaf tobacco before cutting. This is a necessary process to prevent the dry leaf crumbling into dust.

While recently taking the waters at Marlock, he was struck by a revivifying influence of the well known petrifying spring which turns fruit into stone after a prolonged immersion. He resolved to try it on tobacco in conjunction with another mineral water famous for the amount of ozone it contains. The treated leaf proved so agreeably flavored that he has decided to apply the process to every cigarette that he makes.

Several days ago a parcel of Virginia leaf was divided in half, and one portion was sprayed with the mineral waters and the rest with ordinary water after the old method. The leaf was cut and made into cigarettes. When smoked there was a marked difference. The treated cigarettes had a softer and peculiarly fresher flavor, which the demonstrator attributed to the ozone. This treatment improves Turkish tobacco as well as Virginia. The discoverer does not believe that the treatment alters the flavor of the tobacco, but that it restores the original aroma lost during the sea voyage to England.

Some Deadly Smokes.

IT is a curious fact that while cigarettes made of the leaves of the coffee trees are declared to produce an unconquerable aversion for tobacco, says a writer in Pearson's Weekly, yet the smoking of the coffee bean is extremely harmful. It produces a peculiar kind of sore throat, which may actually prove dangerous if the practice of coffee smoking is persisted in.

Tobacco is without doubt the most wholesome of vegetable substances used for smoking, but it is by no means the only one so employed.

One of the chief of these substitutes is Indian hemp, or "bhang," the use of which has increased of late years in the East even more rapidly than that of opium.

The leaf is prepared by drying and powdering, and is then mixed with ordinary tobacco and smoked in a common tobacco pipe. Or sometimes it is

made into balls with tragacanth gum, and smoked like opium in a very small pipe.

Indian hemp is literally a tobacco of death, for it has been used from time immemorial to excite the passions of fanatical murderers. The Indian sepoy were made mad with bhang before taking part in the awful scenes of the Indian mutiny.

Another name for bhang is "hasheesh," whence comes the word "assassin." A third name for Indian hemp is ganjah, which is the term that Indian coolies use.

A petition has recently been circulated in Jamaica that the government will forbid the sale of ganjah to the East Indian coolies who work on the banana and sugar plantations in that island. Habitual users of the drug become maniacs with homicidal tendencies, and are given to running "amok" and killing all in their path.

The physical effects of the smoking of Indian hemp are varied and terrible. Sometimes the smoker giggles insanely, at other times he goes balancing along first on one foot and then the other, rubbing his hands and talking to himself. His appetite becomes furious, and he will eat even clay and grass.

Catalepsy is a frequent result of indulgence in this horrible drug; in other cases dropsy supervenes, and the inevitable end is death.

The Poets and The Weed.

"Yes, social friend, I love thee well,
In learned doctors' spite;
Thy clouds all other clouds dispel
And lap me in delight."

—Charles Sprague.

"Tobacco, sacred herb, though lowly,
Baffles old Time, the tyrant, wholly,
And makes him turn his hour-glass
slowly."

—James Russell Lowell.

"Give a man a pipe he can smoke,
Give a man a book he can read;
And his home is bright with a calm
delight.

Though the room be poor indeed."

—James Thompson.

"Hast thou a love that pouts, a wife
that wrangles,
A mother-in-law whose art thy belfry
jangles,
An ancient debt, a sudden yoke of
twins,

Oh, try the weed."

—W. E. Henley.

FREE

**THE SILENT DRUMMER
Illustrated Catalogue**

1904

NOW READY, WRITE FOR COPY.

**THE
W. H. STEELE CO.,
LIMITED**

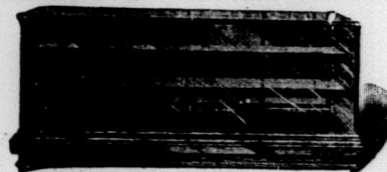
Wholesale Tobacconists,
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

"One who has suffered Fortune's hardest
knocks,
Poor, and with none to tend on his
gray hairs,
Yet has a friend in his tobacco box,
And while he rolls his quid, forgets
his cares."


—Robert Southey.

Tobacco Notes.

About £14,000,000, it is estimated, is annually spent on tobacco and pipes in the United Kingdom.

R. Durocher, representing J. U. Gervais & Cie, Joliette, leaf tobacco dealers, was making his rounds among the Ottawa jobbing trade last week.

Fred. Oberndorfer, representing S. Oberndorfer, Kingston, was a visitor to the Ottawa trade last week. Fred's genial countenance suggested good business.



FORD & FEATHERSTONE
Importers and dealers in
**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

YOUR SIGNATURE **50c.**
Engraved Fac-simile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.
GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

ESTABLISHED 1855
TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145 & 147 FRONT ST. EAST, TORONTO.

PRINTING

1,000 Envelopes, good white paper,	\$1.00
1,000 Letter Heads, Note size,	\$1.00
1,000 Letter Heads, Letter size,	\$2.50
1,000 Statements,	\$1.50
1,000 Bill Heads,	\$1.50
1,000 Dodgers,	\$1.25

Send for Samples.
G. A. Weese & Son, 44 Yonge St., Toronto.

Trade With England
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

The Hallwood

Have You a Cash Register?

Study the Hallwood.
It is made to stand a thorough examination.
It tells at every turn why its use is to be commended.
The Hallwood is the perfection of mechanism.
The Hallwood system is the most perfect devised for handling business transactions.

Send for descriptive literature We rely on the buyer's good judgment for our sales.

THE
Hallwood Cash Register Co. of Canada
78-80 King St. E., TORONTO. 1782 Notre Dame St., MONTREAL.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	- -	50c.
VICTORIA	- -	40c.

The Bell Telephone Co. of Canada

SAVE TIME
BY
KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co., Limited
75 York St., TORONTO, ONT.
Write for Catalogue.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

A SIMPLE METHOD OF BOOKKEEPING FOR RETAIL MERCHANTS.

By C. T. Inman, Denver, Colo.

THE books to be used are as follows: Ledger and two common manila two-column sales books (journal ruling). On the first page of the ledger enter a statement of assets and liabilities containing at least the following data:

Assets. Cash. Stock (Mdse.). Accounts Receivable. Other Assets.	Liabilities. Accounts Payable. (Other Indebtedness).
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The difference between the assets and liabilities will be the dealer's net worth.

Head the last eight pages in the ledger as follows:

1. Goods sold for cash.
2. Goods sold on credit.
3. Goods bought on credit.
4. Goods bought for cash.
5. Cash received on account.
6. Cash paid on account.
7. Expense.
8. Goods returned from customers.

Take one of the sales books, head columns as in form (A).

As credit sales are made, enter customer's name and items bought, but carry only the total of the purchase into the first column. Any goods returned by the customer should be entered as above, except that the total would be entered in the second column. As the page fills up, foot each column separately and carry to corresponding column on next page until the end of the month, when the total of the first column is entered on the page in the ledger marked "Goods sold on credit," and the footing of the second column is entered on the page headed "Goods returned by customers."

If duplicate sales tickets are used, simply enter the customer's name, date and amount of sale or return in its proper column and file the sales ticket in shape for convenient reference. Now, at such time in the day as

JANUARY, 1903

Day.	L. F.	Sales.	Total of Each Sale.	Total of Each Return
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Form A.

is most convenient the sales are entered in the ledger as charges to the customer's account and the returns as credits, and checked in the sales book to show that they have been so entered.

Now turn to the last page of the sales book and head columns as in form (B).

As goods are received from the wholesaler the invoice is, of course, checked for quantities, prices and exten-

sions. Any returns or deductions are noted on invoice and deducted from its footing. Now, on this last page enter the name of the house the goods were bought from, the date of the invoice, and the amount after making all deductions. Treat all invoices in this manner until the page is full, then carry footing over to the preceding page, and so on to end of month, when footing is carried

JANUARY, 1903.

Day.	L. F.	Purchase.	Amt. of Invoice.
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Form B.

to ledger page marked "Goods purchased on credit." After so entering the invoice, file alphabetically.

No ledger account is necessary with the people of whom the retailer buys goods, as they have to keep his account in shape for convenient reference and will send him statements periodically, at which time he should check with invoices on his file and notify them at once of any difference. If retailer discounts his bill, the discount should be taken from invoice when it is checked up and net amount of invoice entered.

Freight is considered as expense and so entered through cash book.

For the cash transaction the retailer will use his other manila sales book.

Skip the first page and commence work on the second. On the right-hand page rule an extra column beside the two already there, as in form (C). On the left-hand page mark first column "Cash on account," and second "Cash sales." As customers pay on account, their names are entered and the amount placed in the first column from which it is placed to the credit of the customer's account in the ledger. As cash sales are made, the amounts are placed in the second column.

On the right-hand page head the extra column "Cash paid on account," the next "Goods bought for cash," and the last "Expense." As money is paid out on account, or in settlement in full, enter amount in first column opposite the name of person to whom paid. All cash purchases are entered in second column, and all cash paid for running expenses, freight, rent, clerk hire, etc., placed in the third column.

As soon as either page is full, foot each column separately and carry to proper column on next corresponding page, always remembering that "Cash receipts" are on the left-hand page and "Cash disbursements" are on the right. At the end of the month, carry the footing of each column to its proper page in the ledger. The difference at any time between the footing of the left and right side of the cash book is the amount of cash there should be on hand. The bank account is considered as so much cash. As checks are drawn, the dealer considers them exactly as he does the money he pays out, and makes his entries accordingly. When making his deposits,

he should consider that he is taking money out of one pocket (the cash drawer) and placing it in another (the bank), hence no book entry is necessary; his check stubs show at any time his balance in bank.

Now, if the dealer's cash balances, the cash book entries are correct; if it does not, the difference must be located and adjusted. If the dealer so wishes, he can prove his customers' accounts in the following manner:

Add to "Accounts receivable," as shown in statement of assets and liabilities, the footing of ledger pages marked "Credit sales," and deduct the footing of ledger pages marked "Goods returned from customers" and "Cash received on account." If his work is correctly done, the footings of each amount due from his customers, as shown by their ledger accounts, will equal this amount exactly.

The comparison shown by the eight pages in the ledger will be of a highly interesting and instructive nature to the dealer, and will aid greatly in determining his

The injury the dishonest tradesman inflicts is not confined to the creditor he thus defrauds. In fact, his is probably the least. One example. By systematically cutting prices, say down to a point that shuts out his honest neighbors, he demoralizes trade conditions at every point within the sphere of his influence. Indeed, if he obtained his goods by out and out burglary to put on the market, the conditions would be the same for the honest competitor, who has to pay for his goods and sell them at a profit. What's to be done?

Getting Lukewarm.

Sometimes it looks as if we were growing amiable towards corrupt practices in every direction. Common old-fashioned honesty is too dull for our new-fashioned wits and we are apt to wink at the "clever" men who "do" one another, if only it be within the law and wear a look of respectability—for this is the criterion.

JANUARY, 1903.

Day.	L. F.	Cash Received.	On Account.	Cash Sales.	Day.	L. F.	Cash Paid.	On Account.	Goods bought for Cash.	Expense.
Form C.					Form C.					

future operations and help in a great measure to stop leakages, by keeping him thoroughly conversant with the principal features of his business.

DEALING WITH DISHONEST DEBTORS.

By J. E. W.

WHAT to do with dishonest debtors has always been a perplexing question. The law is not favorable to incarceration for the offence and, on the whole, it is no doubt well that this is so. Otherwise, there might be abuses of the privilege that would quickly unbalance its salutary results. There are, however, from time to time, debtors whose transactions reveal such systematic and premeditated dishonesty, that some more adequate punishment seems absolutely necessary as a public safeguard; and, that creditors are not armed with some such weapon to meet—or rather prevent—this class of offenders, is at times exasperating.

Some Instances.

For instance, a meeting of creditors is called. The usual vague explanations follow, with fictitious accounts of losses, etc. Unheard of relatives and sundry persons make their appearance as creditors, and finally, on calls for an "offer," the debtor produces his wife or brother or sundry other person who is "willing" for disinterested reasons, to buy the stock and outfit if the creditors will accept, say 25c. on the dollar. This is the ordinary "hold up," and it is quite complete. The offer is accepted because it is the only thing in sight.

Prompted by Shrewd Lawyers.

This farce has invariably for prompter a shrewd if briefless lawyer, and, so far, there seems to have been invented no iniquity for the fathering of which his services are not available. Not that we find fault or rail against the profession in particular. Indeed, we should all of us, no doubt, find the laws rather irksome and tedious if we had no one to help us break them.

But we are not going too deeply into the psychology of the matter nor yet to usurp the province of the pulpit. We are interested just now in the business aspect of the matter purely, and feel that something ought to be done along these lines for the protection of the honest traders scattered all in this broad country.

Lists of Dishonest Debtors.

Associations exist now in practically all classes of trade to maintain parity of prices and in other ways promote equilibrium, and prevent trade fratricide. Could these associations post the names of dishonest debtors in the same way that names are listed by them for other purposes and privileges? The decision of the creditors meeting on the point might be taken to determine whether or not the debtor has placed himself in this category. Mercantile reports of course, confine themselves to the fact, that a compromise was effected, but honest men, also are sometimes unfortunate and obliged to compromise. The trade report dare not classify if it could. A trade journal, too, might be a convenient plan, but would at once give the debtor the advantage of the "legal aspect" in the libel proceedings that would inevitably follow. The judgment of a creditor's meeting would not avail in law, unfortunately, nor protect a journal without special legislative enactment. The association, therefore, seems to have the best appliance, at present, within its own reach.

But (and here the whole question is reopened), we are reckoning without the cupidity of the merchant. The dishonest debtor may be posted and blacklisted, but is the merchant born who can refuse good money, even if dishonestly made. And supplies will therefore continue in proportion to risk only.

There is the loss of the past to overtake and the profit on present transactions both to tempt. He knows that if he refused, the merchant across the street would not, and there we have it. So that until the merchant, himself, in the interest of the honest tradesman, put his foot down firmly, the question will probably remain there, or be relegated to that other, last melancholy old-fashioned day of reckoning when honesty will not be at a disadvantage.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. Room 50, 77 York St., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Trustee, Assignee, Liquidator, Auditor, Etc. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15½ Toronto Street, Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>	<p>WILLIAM FAHEY, Accountant and Auditor. 462 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwag." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>		<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>	

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>	
<p>BEATTY, BLACKSTOCK, FASKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 3813. Toronto, Ont.</p>	<p>JAS. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>I. L. O. VIDAL. Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, Canada.</p>
		<p>ATWATER, DUCLOS & CHAUVIN. Advocates. Montreal. Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>			

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>	
<p>More Knowledge, More Money. If you had a better knowledge of BOOK-KEEPING, SHORT-HAND, COMMERCIAL LAW, JOINT STOCK COMPANY LAW, BUSINESS CORRESPONDENCE, wouldn't you be able to earn more money? We teach these BY MAIL at a very small expense. Anyone who can read and write can learn these things. Write for our free booklet and state the subject or subjects you would like to study.</p> <p>Canadian Correspondence College, Limited, 42-46 King St. W., - TORONTO, ONT.</p>		<p style="text-align: center;">Western Business College</p> <p>Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>	
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<p style="text-align: center;"><i>Typewriting.</i> THE WILLIS BUSINESS COLLEGE. A school of genuine merit. Send for our beautiful catalogue. S. T. Willis, Principal, Cor, Bank and Albert Sts., OTTAWA.</p>		<p style="text-align: center;">The Belleville Business College, Limited. BELLEVILLE, ONTARIO. Send for handsome catalogue describing fully all courses J. Frith Jeffers, M.A., Principal</p> <p style="text-align: center;">This space \$45 per year.</p>	

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TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET.
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us. Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

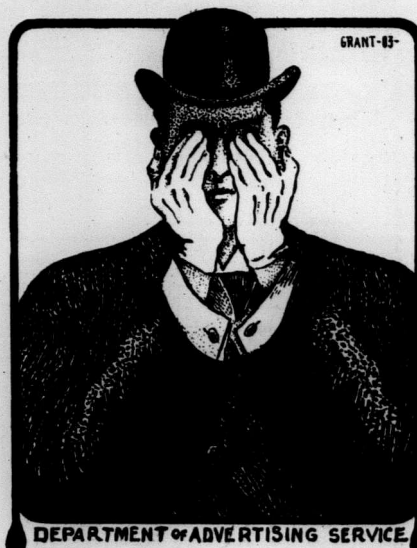
"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.



DEPARTMENT OF ADVERTISING SERVICE.

Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments, in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

We solicit your orders for Spring Trade, for

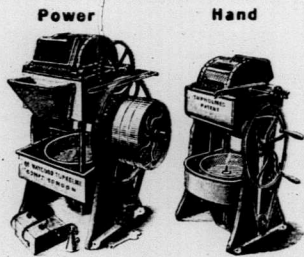
Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, MONTREAL.
ESTABLISHED 1857.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

Patent Fruit Washing Machines



LATEST AND MOST UP-TO-DATE TYPES.
Patent Automatic **TEA MILLING, SIFTING, BLENDING** and **PACKING MACHINERY.**
SAMPLE TEA MILLS AND MIXERS:

- Gas-Heated Roaster—External Flame with Air Pump.
- Gas-Heated Roaster—Internal Flame and Automatic Sampler.
- Coke, Wood, Etc., Roasters.
- Sample and Window Roasters.
- Grinding Mills, Plain or Ornamental.
- Patent Chicory Nibber.
- Air Propellers. Air Compressors.
- Dressing Machinery.
- Patent Fruit Washers.
- Dry Fruit Cleaners.
- Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO. } **ILLUSTRATED CATALOGUE MAILED FREE.**
COLE STREET, LONDON, S.E., ENG.

Chocolates and Cocoas.
THE COWAN CO., LIMITED.

Cocoa

Hygienic, 1-lb. tins per doz.	\$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	

Chocolate— per lb.

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

FRY'S

Chocolate— per lb.

Caracas, 1/2s, 6-lb. boxes	\$0 42
Vanilla, 1/2s	0 42
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24

Cocoa— Per doz.

Concentrated, 1/2s, 1 doz. in box	2 40
" 1-lb.	4 50
" 1-lb.	8 25
Homeopathic, 1/2s, 14-lb. boxes	
" 1/2s, 12-lb. boxes	

Epp Cocoa, case of 14 lb., per lb. 0 35
S 1/2 quantities 0 37 1/2

BENSCH'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1-lb. tins, 1/2 doz. to case per doz.	\$ 90
" 4	2 40
" 2	1 75
" 1	9 00

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

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.

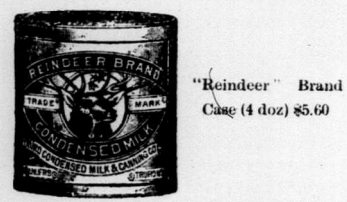
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2 lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5s, per box	3 00
Soluble chocolate (hot or cold soda)	
" 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.
Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " 4 65



Borden's Condensed Milk Co.

Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb.

Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 28
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 18

JAMES TURNER & CO. Per lb.

Mecca	\$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 22 1/2
"Condor" Mocha	0 22 1/2
"Mocha"	0 27 1/2
"Mocha"	0 27 1/2
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
" 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLSON'S TURKEY COFFEE. Per lb.

1-lb. tins, 48-lb. cases	30
------------------------------------	----

S. H. & A. S. EWING'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.

Imperial—Large size jars per doz.	\$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	15 00
" Small size	12 00
Roquefort—Large size	2 40
" Small size	1 40

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and num Coupons bered. 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.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 " "
10 00 "	5 1/2 " "
15 00 "	6 1/2 " "
20 00 "	7 1/2 " "
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
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.
BRUNSWICK'S EASYBRIGHT
CLEANER
CLEANS EVERYTHING.
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.

THE CANADIAN GROCER

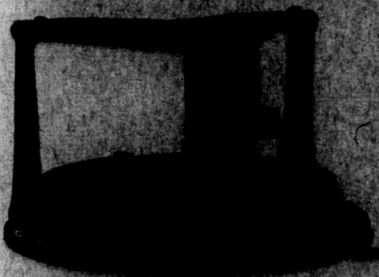
BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited,

164 King St. West, Toronto

COX'S GELATINE

Established 1796
Agents for Canada:
C. E. COLSON & SON, Montreal.
D. WARRON & CO., Montreal.
ARTHUR H. TIPPETT & CO.,
Toronto, St. John, N.S., and Montreal.

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. Order write for value to
I. G. STEWART, Kingston.

BASKETS

We make them in all shapes and sizes. We have

Patent Improved Berry Box
Grain or Root Baskets,
Clothes Baskets,
Butcher Baskets,

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

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, societies, etc. and we are prepared to add your and mail addresses or letters to those of our lists.

CANADIAN PRESS CLIPPING BUREAU,

27 McGill Street, MONTREAL, QUE.
Telephone Main 1245.
14 Front St. E., Toronto. Telephone Main 221.

is Honest Goods and just
the Thing on which to
Make or Expand a Busi-
ness.



The Best Grocers make
a point of Keeping it
always in Stock.

"After Stock Taking"

Decorated Opal

RETURNED

MAR 16 1904

W. H. Book 16

Page 46

Ad.



We are making
some close - out
prices on some left-
over lines of opal.

It will pay you to write for particulars.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.



"Perfectly clean from our kitchen to your customer's."

Such delicious pies can be made with

Wethey's Mince Meat

that everyone who knows it uses it and tells their friends. This is the kind of mouth-to-mouth advertising that has made the sales of Wethey's Mince Meat so large—of course the merit was there in the first place.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1840...

BRADSTREET'S

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

Office throughout the Civilized World.

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

THE BRADSTREET COMPANY... OFFICES IN CANADA...

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

HAMILTON, ONT.
SUDBURY, ONT.

WINDSOR, ONT.
WHEATBURY, ONT.

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

DAKEY'S
'WELLINGTON'
KNIFE BRUSH

DAKEY & CO. LIMITED

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