

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, FEBRUARY 24, 1905.

NO. 8.



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

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada

is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

BANGO

This is the name of a new sweet biscuit which we are just putting
on the market. Its characteristic flavor is lemon. A high quality
biscuit at a low price. Send for a sample.

Christie, Brown & Co., Limited
Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 37.

There is Satisfaction
in knowing, that when you buy
Mathieu's Syrup
of Tar and Cod Liver Oil

You get the best preparation of its kind on the market. One that has stood the test of time and has a sale that isn't going to collapse and leave you with a lot of dead stock on your hands.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, **SHERBROOKE, P.Q.**

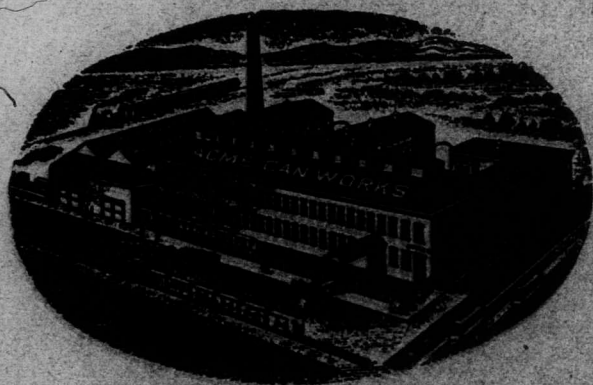
MATHIEU'S NERVINE POWDERS for headaches and feverish colds are winning great favor, on merit alone. It will pay you to handle them. Retail 18 for 25c.

**National
Licorice Co.**



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

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



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

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

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

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

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

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

Brunner Mond & Co.'s
**WASHING
SODA**

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda
Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

Protect Your Capital!

"A small leak will sink a big ship."—

Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

Griffin & Skelley's Dried Fruits

Picked and packed in the largest vineyards on the Pacific Coast—
"The pick of the pack," always.

Apricots, Peaches, Pears,
Nectarines, Dried Plums, Prunes
and Raisins.

Look for the "Griffin" brand
and you see the highest grade
there is or can be. Buy it and
you're absolutely safe.

"Shell" Brand Castile Soap

the leading brand because con-
taining 7 per cent. more pure oil
than others. Highest quality at
a fair price.

In one pound bars and
pressed cakes.

Buy it and your invested
money will bring sure returns.

"Protect your Capital."

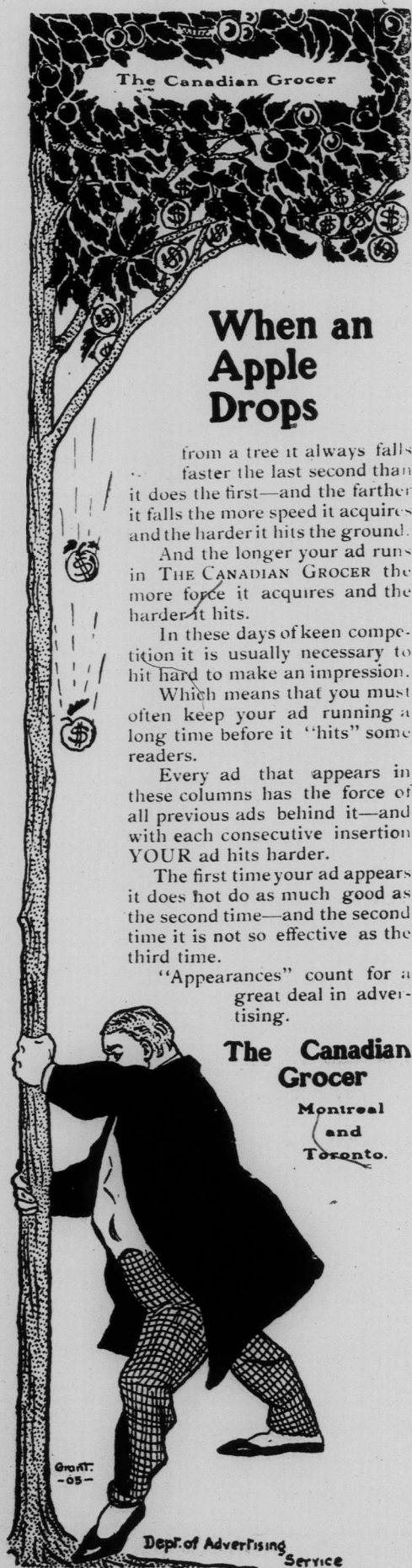
SOLD BY LEADING WHOLESALERS.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.

Grant. -05-

Dept. of Advertising Service

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERS' BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., TORONTO
Highest references. Commissions solicited.

W. H. Millman & Sons

Grocery Brokers

27 Front St. E.,

TORONTO, CANADA.

You are getting low on Canadian Tomatoes.

Let us quote you Americans

MONTREAL

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

VANCOUVER.

THE GROCERY
Write or Wire **CHAS. MILNE** BROKER

VANCOUVER, B.C.

BRANDON.

WE ARE HERE

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.

WILSON COMMISSION CO., Limited

Wholesale Commission Brokers, BRANDON, MAN.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Sought

WINNIPEG, MAN.

EASTERN MANUFACTURERS

AND SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

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

CALGARY.

Start the New Year Right

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

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

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.



CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

Montreal:
D. H. Rennoldson.

Toronto:
W. G. Patrick & Co.

Winnipeg:
Kenneth Mackenzie & Co.

Victoria:
R. P. Rithet & Co., Limited.

Vancouver:
Kelly, Douglas & Co.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.

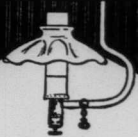
1/4 " 1/2 " " "

25-lb. Pails. 75-lb. Tubs.

1/2-Barrels and Barrels.

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

**100
CANDLE
POWER**



**1/2 ¢
PER
HOUR**

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE
LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no
dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**



"Sterling" Brand

Pickles

AND

Relishes

are in a class by themselves—a
pickle so generally appetizing that
they have set the pace in the trade
as the pickle of the epicure — of
all who want something that is
a decided relish.

- The wise grocer keeps up
- his assortment of Sterling
- Brand goods.

MADE IN CANADA by

THE T. A. LYTTLE CO., LIMITED

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

Two
Lines
That
Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.,** Botolph House, Eastcheap
London, England.

TEAS

that
are
absolutely
inimitable

are
the

Teas of **Japan**

“The rose by any other name may smell
as sweet”

but there are no teas in the
world so sweet,

so pure,
so clean,
so healthy,
so invigorating,

or

so profitable to handle
as

JAPAN TEAS.

"Nectar"
Black Tea, in lead packets and
fancy tins only.

1 lb tins 31c.
2 " " 60c.



It is pure, rich,
delicious.

"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

IN MADAM

HUOT'S COFFEE

you have the **acme** of purity, richness of liquor and aroma. It is a selection of the finest coffees grown, blended so as to produce a cup of coffee appreciated by connoisseurs.

No other will give you as much satisfaction.
It pleases the most fastidious.



THE CONDOR JAPAN TEA is an early picked tea of sweet flavor and fine, clear, bright liquor.

It wins customers. In lead packets, 60-lb. cases of lbs. and 1/2-lbs. assorted, at **27 1/2c.** It retails at **40c.**



THE CONDOR CEYLON BLACK TEA is a hill grown tea of exceedingly rich liquor selected by experts and always the same. It brings trade.

In lead packets at **20c., 23c., 26c., 30c., 34c., 40c.**
retails at **25c., 30c., 35c., 40c., 50c., 60c.**

JUST IN EX. STR. ATHENIAN FROM CHINA.

29	catties choice Pin Head Gun Powder	at 30c.	50	catties choice Imperial Gun Powder	at 16 1/2c.
90	" Medium Pin Head "	at 25c.	36	" Nice Small Imperial "	at 12 1/2c.
88	" Pea Leaf "	at 22 1/2c.	250	catties good common Ping Suey Yg. Hyson	at 9 1/2c.

543 total—Stock complete in all lines and all sorts.

ASK FOR SAMPLES. IT PAYS!

Specialty of High-Grade Goods in
Teas, Coffees, Spices and Vinegars.

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

"Old Crow"
Baking Powder, Mustard,
Vinegar, Black Tea.

"QME"
Baking Powder, Vinegar,
Epices, Coffee

ONE THING ABOVE OTHERS

the grocer should keep in mind
in connection with his tea trade
—that is, the very large place
that

CEYLON TEAS

have in his business, and the
very much smaller place compar-
atively that the teas of other
countries hold. The conclusion
is that the grocer should promote
the sale of Ceylon Teas.

February 24, 1905

THE CANADIAN GROCER

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

OFFICES IN CANADA

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

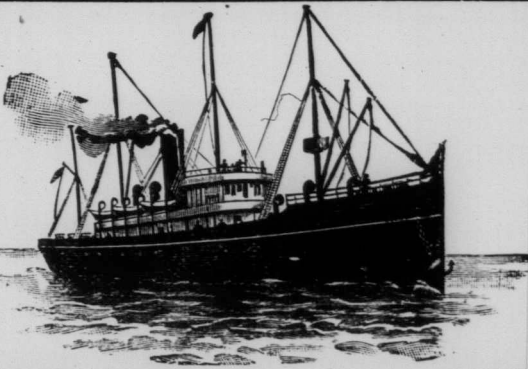
I. C. STEWART, Halifax.

THE EXPORT MERCHANT SHIPPERS'

of British America, Great Britain and Ireland

FORTIETH YEAR OF PUBLICATION.

LONDON: DEAN AND SON, Ltd., 160a, FLEET STREET, E.C.



1. Alphabetical List of Exporters, giving Places of Shipment and class of goods shipped.
2. Index to Export Section, giving alphabetical list of goods with names of shippers.
3. List of Trade Marks.
4. Alphabetical list of Manufacturers, according to their trades and towns.

Price :

15s. 6d. Nett.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

What is More Delicious?



IN THESE WINTER MONTHS THAN GOODWILLIE'S FRUITS? THEY RETAIN THEIR FLAVOR.

ROSE & LAFLAMME MONTREAL

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,
88 Fleet Street E.C. London, Eng.

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.

STOCK NOW.



*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**
King's Cross
London, Eng.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



2-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

REFRIGERATORS

WE GUARANTEE THE "EUREKA"



TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

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

OAKEY'S

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

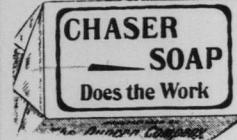


YOUR JOBBER WILL SUPPLY

YORK

Metal Polish if you specify it. 10, 25, 40 75 cent sizes, also 1/2 gals and gallons. Liquid or paste. Sample free. Samples and Circulars with every order.

ANGLO-CANADIAN SUPPLY CO
29 Church St., - TORONTO.



Do You Sell It?

Remember, we give larger profit than any other Premium Soap, and you give your customers Better Premiums. Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company of Montreal
P. O. Box 292.

You'll sell more Mops if you sell our kind.

The Tarbox Self-Wringing Mop

is really the only sensible mop made.



THE TOP THAT THE SUN NEVER SETS ON

Think of what self-wringing means—no soiled hands, no scalded hands, no necessity to go round like a scrub-woman. Your customers will appreciate this. Your jobber supplies them—if you order them.

TARBOX BROS., - TORONTO

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG

GILLETT'S ABSOLUTELY PURE CREAM TARTAR.

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

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

REFUSE SUBSTITUTES.

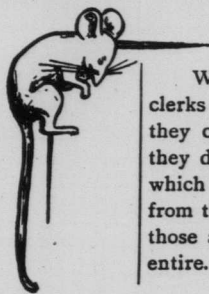
GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

A National Protects Profits AGAINST PILFERING MICE AND CARELESS MEN



When Mr. Lensink and some of his clerks were cleaning up under the counters they came across a mouse nest in which they discovered a five and a ten dollar bill which the little fellows had abstracted from the till. Contrary to the custom of those animals the bills were still almost entire.—Orange City (Iowa) Herald.



The point of this odd little incident of the mice and the money is that \$15 was taken from the merchant's till without being missed. Had a National Cash Register been in use in the store, the money would have been missed at once.

A NATIONAL IS INDISPENSABLE

In every retail store because it detects and prevents losses.

In writing please mention this paper.

National Cash Register Company
DAYTON, OHIO

Jos. Hyink Bernard J. Hyink
Jos. Hyink & Son
General Merchandise

ALTON, IOWA, Oct. 22, 1904.
N. C. R. Co., Dayton, Ohio.

GENTLEMEN: We enclose a clipping taken from the Hull correspondence of the Orange City (Iowa) Herald—one of our local papers. It is the story of a mouse and an open cash-drawer in which you probably will be interested.

It occurs to us to wonder, if the firm in this case missed the money, which of its clerks was blamed for the loss. If a National had been on guard the bills would not have been lost, of course, but even if they were lost no clerk would have been unjustly suspected. If the merchants did not miss the bills the mice borrowed, they certainly were in need of a National to protect their cash.

Such things as this can't happen to us. We use a National Cash Register. It is mouse-proof and gives absolute protection to our clerks. We would not be without it. The good it has done for us would fill many pages if we tried to write it.

You may use this letter as you wish.

Yours truly,
JOS. HYINK & SON.

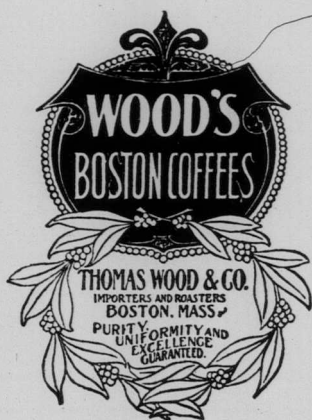
==QUALITY IN FISH.==

There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
 Labrador Herrings, Bbls. and Half Bbls.
 Fresh Water Herring, in Kegs.
 Fresh Water Trout, in Kegs. Quintals Codfish.
 Boned and Skinned Cod, in 100 lb. Cases.
 Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

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



In the Domain of Fad-dom.

There are fads and fads in the eating and drinking line. A new one seems to pop up about every day. We, too, have a fad. It has stood by us for 25 years. Our special fad is to furnish the very best **pure** Coffees, rightly selected, rightly culled, rightly roasted, that this planet affords. **WOOD'S COFFEES** are natural products brought to the highest state of perfection.

CANADIAN FACTORY AND SALESROOM,
 No. 428 St. Paul St., **MONTREAL.**

To all Buyers of Salt:

Acting as Sales Agents for the principal Canadian Salt Manufacturers, we beg to notify you that we have opened an office in London, Ont., considering that locality to be most favorably situated for the prompt receipt and despatch of mails. You are respectfully invited to correspond with us and obtain our prices before ordering elsewhere. We sell all grades of Salt—finest Vacuum, medium fine Grainer, Table, Dairy, Packers, Tanners, Land or Refuse. Handling the output of various works, our facilities are unexcelled, and we can ship promptly by any line of railroad, and by water during navigation.

ADDRESS

THE DOMINION SALT AGENCY
 LONDON, ONT.

Telephone No.
 1971

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

PRESERVATIVES IN FOODS

Written specially for The Canadian Grocer by W. P. Kaufmann, Chemical Analyst and Consulting Chemist, and assistant to Professor Long, University of Toronto.

BY way of introduction, I may say that a thorough grasp of the underlying principles is necessary for the successful preparation of foodstuffs intended for consumption at some more or less remote period.

I do not intend to give any historical sketch of the subject, but rather to bring to your notice certain facts in as familiar and practical a way as possible. We must, first of all, get to have a definite idea of the meaning of the word Food, and I would suggest that any substance which is taken into our organism for its nourishment and for the upkeep of its general state of well-being, may be strictly considered to be a food.

There are, of course, certain accessories—condiments, and relishes, for instance, which are taken with our meals, and which, though they are of little or no intrinsic nutritive value, nevertheless serve a useful and important office in sharpening the appetite and affording to us, through our senses, a transcendent glow of contentment and pleasure so necessary for the maintenance of a good digestion and buoyant spirits.

On account of our staple articles of diet coming and going with the seasons, their storage for use at some future period becomes a matter of great importance. Not only must they be stored, but they must be kept under such circumstances as will tend to keep them palatable and wholesome for more or less protracted periods, so that they may be drawn upon as necessity or caprice demands.

WHAT CAUSES FERMENTATION.

Closely associated with this question are the phenomena dependent upon fermentation and putrefaction, and in order to avoid these contingencies, which may end in serious pecuniary loss, we must have a clear-cut idea of their causation. It is a matter of common experience to us that many articles of diet, if exposed to the ordinarily prevailing atmospheric conditions, sour, ferment, or become tainted. In fact, such profound changes may ensue that we characterize them as decomposition, rotting, or putrescence. In point of fact, these changes are in but varying degrees attributable to a common generic cause: germs and bacteria. Again, we know that by taking precautions, varying from the refrigeration of articles of diet to vigorous

sterilization, we may more or less indefinitely suspend the inception of these changes. To effect this sterilization we may use antiseptics known as "Preservatives," or we may subject our materials to more or less relatively high temperatures, so killing any germs which may be present; and, this effected, by surrounding them by a similarly sterilized atmosphere, they may be made to keep indefinitely.

Germs or bacteria are minute, unicellular living organisms; in fact, they are plants. They are classified in accordance with their physical characteristics—shape, size, and manner in which they occur relatively to one another:

1. Micro-coccus.
2. Macro-coccus.
3. Strepto-coccus.
4. Spirillum.
5. Diplo-coccus.
6. Staptylo-coccus.
7. Yeast.
8. Bacilli.

Again, these organisms are classified accordingly as they—

(1) Live in air (aerobes), or in the absence of it (anaerobes). They may become "facultative," as, for instance, if an aerobe is grown under such circumstances as do not admit of access of air, or vice versa.

(2) Parasites—organisms, for the most part, producing their effects in living tissue, thereby causing its destruction. Such, for instance, as the consumption bacillus, and other pathogenic or disease-producing germs.

(3) Saprophytes—those organisms which, for the most part, live upon the products of living tissue, which, in themselves, are not endowed with life, or upon dead tissues through their "juices," such, for instance, as the organisms which produce fermentation and putrefaction.

Our attention will be chiefly directed to the effects of this class of organisms. Before leaving this classification, however (which I may again say is by no means a complete one, but merely provisional for our purpose), let me remind you, that just as an anaerobe may live as an aerobe and vice versa, so may a parasite, under certain conditions, live a saprophytic life or vice versa. The class of ferment germs, which we have just discussed, is known as the organized ferments, and for obvious reasons, viz., their shape, size, color, etc.

Following upon this, you may ask yourselves, Are there such things as "unorganized" ferments, and if so, what is their nature?

Rennet, for instance, is such a substance, and is used for curdling milk. It is a "chemical" ferment, and is not endowed with life, though it is the product of living tissue and of animal origin. Belonging to this category are ptylin, found in the saliva; pepsin, found in the gastric juice, and trypsin, amylase, and steapsin of pancreatic origin. These unorganized or chemical ferments all produce their characteristic effects under propitious circumstances.

It may be a matter of interest here to mention papayin, a vegetable enzyme, or unorganized, of chemical ferment, found in the papaw tree. It is well known through the West Indies, that if a bit of tough meat be wrapped in a papaw leaf for a few hours prior to cooking, it will become tender and succulent.

In conclusion of these prefatory remarks, the theory of the nature of ferments is that all fermentative action is due to enzymes and not to germs or bacteria "per se."

During their process of life and growth these organized ferments produce their characteristic effects upon substances susceptible to their action. This theory has been substantiated in connection with the disease known to us as "lock-jaw" or tetanus. From pure cultures of the bacillus in question, a crystalline substance resembling strychnine has been isolated, and has been found to produce the identical effects of the germ in question, which are very similar to those of strychnine, which, as we all know, is also of vegetable origin.

ALCOHOLIC FERMENTATION OF SUGAR.

If a series of sugar solutions be left exposed to the air, in a day or two it may be seen to be "working," and frothing more or less vigorously. We say that it is fermenting. If our experiment is so arranged as to carry out our observations upon solutions of different strengths and subjected to different temperatures, other things being equal, we shall notice the results obtained will invariably differ in degree in accordance with governing circumstances.

The more dilute solutions, kept at a temperature of from 77 to 95 degrees F., will first of all ferment, and will do so

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

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MORSE BROS., Proprietors, Canton, Mass.

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most vigorously. Those at higher or lower temperatures will show a diminishing degree of the change according to the elevation or depression of the temperature to which they are subjected, until in each case a point will be arrived at, at which none of these phenomena are evidenced.

Similarly with the increasing strengths of the solutions, the stronger the solution the less actively will it ferment, and at a point of concentration of about 30 per cent. to 35 per cent. its disposition towards fermentation will have, generally speaking, ceased. From 2 to 4 per cent. is the optimum point of concentration, and 77 to 95 deg. F., the best temperature for fermentation. If we continue to investigate, we should find that the essential features of the chemical changes induced are:

(1) The solution is becoming turbid and aerated.

(2) The percentage of sugar originally present is gradually disappearing.

(3) Carbon dioxide is being evolved.

(4) Alcohol is being formed, and also smaller quantities of glycerin and succinic acid, and also some of the higher homologues of alcohol and ethers, in smaller proportion yet, imparting a flavor and aroma to the spirit.

These changes will not proceed indefinitely, neither will they continue to the end with unabated intensity, but will gradually slacken down and afterward cease, because—

The fermenting agent by its growth and activity in the solution is becoming weakened—

(1) Because the substance (sugar) upon which it is reacting is disappearing as such.

(2) Because substances are being concomitantly produced which are inimical to the growth action of the ferment, i. e., alcohol, etc.

When 12 per cent of alcohol is present in the solution, the fermentation is extremely slow, and when its percentage reaches fourteen, fermentative action

ceases, even though there is sugar remaining yet to be broken up. This, then, is briefly the picture which we see when sugar solutions are fermented by the agency of yeast, which is always present in the atmosphere being wafted hither and thither to find a favorable soil wherein it may live, reproducing its kind, and causing its characteristic changes. Were we to contrast as above depicted, the behavior of cane sugar and glucose solutions, we should find that the latter will ferment more readily than the former; in fact, before cane sugar is fermented it must be changed into glucose. This is effected by an inverse ferment, produced by the yeast, and affords to us a striking instance of the germ in question first causing a species of digestion in a material which is not readily available to it as food, and then decomposing the resulting substances into other complex substances. These changes continue side by side; as soon as enough cane sugar is hydrolyzed into glucose to allow of the fermentative action of the yeast, this process is begun, while the further inversion of the cane sugar residuum is being carried on in advance.

These, then, are the main features to be observed in alcoholic fermentation. This change often occurs in fruit preserved in sugar solutions, especially those in the weaker solutions. However, in jams, or in fruit in a thick syrup, this circumstance is less prone to ensue on account of the fact that the strong, sugary syrups are markedly antiseptic, and do not easily yield to decomposition under these circumstances. From what I have said regarding the relative greater disposition of glucose to ferment as compared with cane sugar, you must not misconstrue the fact by hastily concluding that fruit preserved in glucose under similarly favorable antiseptic or aseptic conditions is any more prone to ferment than that prepared in "a pure cane sugar" syrup.

Even though cane sugar and only pure

cane sugar be used, the mere act of converting it into a syrup by boiling, and that, too, in the presence of fruit acid, will cause a greater or lesser quantity of it to be hydrolyzed into glucose, which will afford to the yeast as favorable a start as that given in the glucose syrup.

GLUCOSE NOT AN ADULTERATIVE.

I believe that the presence of glucose in jams and preserves is considered by the Pure Food Law of Canada to be an adulteration. I see no reason why this should be so. From this standpoint, samples of fruits preserved by pure cane sugar only, which were recently submitted to me, would have been returned as adulterated had they been submitted to analysis under the food law, though during their manufacture not a thimbleful of glucose to the ton had been added; except, perhaps, that which is invariably and unavoidably present in a proportion of less than one per cent. in ordinarily well-prepared pure cane sugar.

Arguing from the standpoint of their food value, that of glucose is identical with an equal weight of cane sugar, and as far as I can see, the only objection which can be raised against the use of the former is the fact that occasionally it contains traces of arsenic derived from a poor quality of sulphuric acid which is used to convert the starch, from which glucose is made, into glucose, and this is truly a serious consideration.

HOW NATIONAL DRINK OF BRITISH GUIANA IS PREPARED

Before finally leaving the question of alcoholic fermentation, I must ask your indulgence to permit me for a while to refer to a somewhat crude, but in no way irrelevant, phase of this branch of bio-chemistry as practised by the aboriginal Indians of British Guiana. I shall tell you of the method adopted by them in the preparation of their national drink, "cassirrie," as I saw it prepared myself, during one of the trips on

COFFEE CLEARER

BURNETT'S is a combination of codfish skin and white of egg---there are 50 strips in a packet, four of them clears a cup of ground coffee. We sell at \$1.00 doz. packets. Try 2 doz. or so.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoos."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

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FOR THE FISH SEASON

One Car Behring Sea Fish.

The Finest in the World

ALSO

SMOKED SOCKEYE SALMON, 30-lb. boxes
 " HALIBUT, 30-lb. boxes
 PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes
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ALL GUARANTEED NOT TO SPOIL

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs
 BONED and SKINNED WHOLE COD, 50-lb. and 100-lb. boxes
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 HALF BARRELS No. 1 SPLITS
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 " HOLLAND HERRING
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"FORCE" FOOD—Special Deal

Here is a chance to make **extra profits**. Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to \$4.10 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

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

And this is only one of a hundred ways to serve the Imperial Cheese. Delightful in whatever form it comes to the table. Refreshingly different from ordinary cheese. MacLaren's Imperial Cheese is sold in opal jars at all grocers; prices from 20 cents up. It never becomes hard or dry.

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



MR. GROCER, THERE IS "NOTHING BETTER" THAN THESE GOODS.

which I accompanied a geological survey party through our hinterland.

A large earthenware crock (a "conaree") of at least thirty gallons' capacity, sitting upon three or four stones over a slow fire, formed the centre of attraction. Around it, squatting on their haunches, was a heterogeneous collection of squaws—old squaws, young squaws, middle-aged squaws, half-dozen grown boys and girls—about a dozen or more in all, each of them with their little pile of vegetables—sweet potatoes, yams, cassava, sugar cane, and such like—chewing them and ejecting the resulting bolus with wonderful skill and precision into the conaree, which was half filled with blood-warm water. Near by the crock stood the forewoman, a very old, gaunt soul, baking cassava cakes on a hot stone disc, and every now and then throwing them as they were finished into the conaree, and, following this contribution, she grovelled elbow deep in its contents, stirring them completely. The chewing and mixing operation being complete, the crock was covered by a wicker lid and allowed to ferment for two or three days, after which the resulting brew was eagerly demolished.

A moment's reflection cannot fail to bring to your notice the eminent scientific manner in which this operation was conducted. The water in the crock was kept at blood-heat—the optimum temperature for fermentation, cakes were baked from cassava meal or farine—thus the coverings of the starch cells were ruptured, their contents were more exposed and were also partially converted by the process of cooking into dextrine. The insalivation of the vegetables by chewing and their relegation to the crock carried with each quota a supply of ptylin, a chemical, unorganized ferment which conspired to convert the starch and dextrines present through the various intermediate stages into dextrose. Meanwhile, yeast cells were gaining access from the air to the melange, and they, together with the prolific crop of bacteria from each individual's mouth,

PIE PEACHES

3 lb. Cans.

== WE CAN INTEREST YOU. ==

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

were trending towards the much-desired end—alcohol.

MILK AS A FOOD

Let us now, for awhile, pass on to a brief consideration of milk. First of all we shall tersely consider it from the standpoint of a food. The use to which milk is primarily destined is the nourishment of the infant animal, and "en passant," it may be mentioned, that the milk of each species is specially adapted for nourishment of its offspring. Upon contemplating the proximate constituents of this substance, it will be seen that all the ingredients necessary for the nourishment of the body are present, and on this account, milk affords to us the example of a perfect food. On account of its extensive use and great commercial importance in this as well as other dairying countries, cows' milk is to us the only milk.

PROBLEM OF PRESERVING MILK.

The storage of this article and its preservation in a wholesome condition for longer or shorter periods is a problem, in order that the demand may be supplied to the taste of the customer, which has to be faced daily by the dairyman. By far the most frequent and undesirable change undergone by it is that phase of fermentation popularly known as "souring," and a consequent clotting.

In the udder, milk is normally a sterile liquid. However, during the milking process, bacteria are unavoidably introduced into it, and they, finding a suitable nidus, multiply rapidly, and, if unchecked, will in a relatively short period produce undesirable changes therein, culminating, as we have said before, in "souring." During this process, by the action of the lactic acid organism, the milk is converted into lactic acid—a sour taste being imparted to the article, and meanwhile, the caseinogen is converted into casein.

VARIOUS METHODS EMPLOYED

To discuss in extenso the various changes which occur in this connection

would be obviously beyond the scope of this paper, but a consideration and discussion of the means and methods adopted and their relative merits will, I think, prove interesting. Milk freshly obtained from the cow is either chilled rapidly, as in this country, or raised to the boiling point rapidly, as in the West Indies, and then allowed to cool to the prevailing atmospheric temperature—about 85 deg. F. By each of the operations the required desideratum is attained, viz.: the souring period is postponed, but, through different channels. In the former case—chilling in a stream of cold water or by ice—the temperature of the liquid is so depressed that the contained bacterial flora are placed at a great disadvantage, and not being able, on account of the climatic influence induced, to multiply, they remain dormant and go, for the most part, into a resting condition,—they form spores. In the spore condition they are more able to resist adverse surroundings and may lie latent for an almost indefinite period to develop again with surprising rapidity when a more propitious environment is given them. No degree of cold will exterminate these spores. Be the liquid frozen or even cooled down to the lowest temperatures attainable—as that of liquid air—they will develop again when a more genial climate is afforded them. It will thus be seen that the effect of this method is to retard the multiplication of the existing germs. In the latter case, raising rapidly to the boiling point, a temperature is attained at which the mature germs are for the most part killed, so that their future influence upon the milk does not again come into the count. Any spores, however, which may have been present—and they always are—are unaffected. It is only by prolonged boiling that they may be killed. To resort to this means in a single operation would result in the scorching of the milk and the imparting to it of a disagreeable flavor. In fact, the mere heating to near the boiling point without allowing ebullition to continue for any length of time, is sufficient to materially alter the flavor of the article.

(Continued in our next issue.)



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Upton's

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"The Finest Flavored Cod in the world are caught off the Coast of
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LENT is near at hand, and when it comes there will be no trouble
to sell fish. The nicer the fish the easier it will be to make sales.
Have you thought of the possibilities in this line of handling

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you could desire; because they possess so many nice qualities. Fine
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to eat fish the whole year round, provided they could always get
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CODFISH during the Lenten Season. **How are your stocks
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FRESH AND CURED FISH

FEATURE FISH DURING LENT.

THE wide-awake grocer on the look out for practical suggestions which will enable him to infuse new life into trade during the quiet season between late winter and the opening of spring, the approaching Lenten season presents an opportunity of which he cannot afford to lose sight. For forty days beginning March 8, good Churchmen will be substituting fish for meat, and when it is remembered what a large percentage of the population of Canada falls within this class, and what a large number will be influenced to follow their example, the possibilities of the Lenten fish trade cannot but loom up big in the eyes of the grocer. No one in the trade needs to be told of the advantage of handling fresh, frozen, salt and dried fish in season, and nothing more than the suggestion ought to be necessary to induce him to make extensive preparations for capturing his share of what is bound to be a big item in trade during the next few weeks.

For the benefit of intending buyers the "Canadian Grocer" offers the following suggestions, as well as a prospective report on the fish situation, which is likely to rule until the end of Lent.

Oysters are high at the present time on account of a freeze up on the Atlantic coast, Baltimore's bringing \$1.50 per gal. As soon as the weather moderates, supplies will become more plentiful, and it is not thought the trade will experience difficulty in obtaining supplies at about the present level of prices. For the country trade an excellent line to stock is Labrador herrings in 1-2 barrels, costing \$2.90 per 100 lbs., and retailing at 25 cents per dozen. Frozen trout from Georgian Bay will also be in great demand, and are to be had at 7 1-2 cents, to retail at from 10 to 12 cents per lb. It is not out of place to comment here upon the wide swath frozen fish are cutting in the Canadian fish trade as a whole. During the past two years a large number of freezers have been built in proximity to the Upper Lakes for this trade exclusively, and during the present winter another extensive one has been erected on Lake Superior.

Supplies of white fish are diminishing, and will be so low within a fortnight

that prices will have to be advanced appreciably. By that time it is thought the only kind of white fish available will be winter-caught, fancy stock, which will bring a fancy price. Frozen sea herring are also scarce and high in price, on account of the fishing vessels having been caught in the ice; the last car from Halifax for the season is due to arrive in Western markets this week. Frozen B.C. halibut and salmon may be had for the Lenten trade at 9c. and 10c. per lb. Steak cod and haddock are in good supply and cheap, selling to the trade at 6½c. and 4½c. respectively. Digby smoked herring are also available at from 50c. to 60c. per bundle (5 boxes in a bundle). Tullibees are in good supply, and on account of their similarity to white fish, will largely take their place owing to the scarcity of the latter.

The trade is recommended to feature shrimps, which have proved so successful in American markets. Supplies may be had at \$1.15 per gal. American wine measure, in 1 and 2 gal. cans, to retail at 60c. per quart. One advantage in handling shrimps is their excellent keeping qualities. Finnan haddie is fairly plentiful, and present prices may be expected to continue for some time. Ciscoes are scarce on account of unfavorable weather conditions, and frozen smelts are higher this season than they have been for years as a result of the light catch and excessive demand from American markets.

A lively trade in Atlantic cod may be expected; dried cod, especially skinless cod in 100-lb. cases, being particularly suited to the country trade.

English Salmon Trade.

IN a review of the salmon trade in the English market for 1904, Henry W. Peabody & Company, London, Eng., say, with particular reference to Puget Sound fish: "The English market received only a small quantity of Puget Sound salmon during last year, and all the salmon that was shipped was disposed of at practically the same prices as were secured for Fraser River sockeyes. The old stocks of Puget Sound salmon were also disposed of. We have been through a very remarkable period in the Alaska salmon market. As is generally known, the two largest packers of Alaska salmon sent

their shipments to England unsold, one firm by steamer from Seattle, and the other by the ordinary sailing ship route from San Francisco. For some unaccountable reason no price was named for these shipments, but these large parcels, which amounted in all close to 600,000 cases, were put into warehouses in London and Liverpool. It was hardly to be expected, in view of these heavy stocks, that the dealer would operate to any great extent, and, therefore, it was not unnatural that we should have a dragging market for Alaska, until some market was established by the naming of a price.

Whaling Industry for British Columbia

A movement is on foot to establish a whaling industry on the Pacific coast, and in this connection an application will shortly be made to the Dominion Government to allow machinery, fit and gear from Norway to be entered free of duty.

The expenditure for the establishment of the industry will amount to between \$100,000 and \$125,000, and skilled labor has been imported from Norway and Newfoundland to manage and carry on the work at its first inception.

Change for Nova Scotia Fisheries.

THERE is talk of a change in the fishing privileges of Nova Scotia favorable to American fishermen. At the present time they are required to take out a license in order to buy bait and other necessaries, and to ship their cargoes to market over Canadian railways. The talk is of reducing the fee or abolishing the license, and bringing more American vessels to the coast for mutual benefit.

Dealers in fishing supplies are said to be favorable to the proposal to allow American fishing vessels free privileges in Canadian ports, and transportation companies have also expressed approval. Some of the owners of fishing vessels, however, are opposed to the proposition on the ground that if American fishing vessels were able to buy bait in Canadian ports without taking out a license, many Canadian vessels would be unable to obtain a sufficient supply of bait to successfully prosecute the deep-sea fisheries. Advocates of the change say that the increased demand for bait would lead shore fishermen to give more attention to the capture of bait fish, and so assure a large and steady supply, and that, as

a consequence, both the deep-sea and shore fishermen would benefit.

Close Season Regulations.

The following is a copy of the order-in-council recently issued by the Dominion Government, establishing a close season for sockeye salmon on the Fraser River, etc., during the years 1906 and 1908:

"It shall be unlawful to take or fish for sockeye salmon in any of the waters of the Fraser River, Strait of Georgia and Juan de Fuca Strait, lying east of the 125th degree of west longitude and south of the 50th degree of north latitude, with any pound-net, trap, seine, gill-net, set-net, purse-net, drag-seine or any other appliance for the catching of fish, or to sell, export, or otherwise dispose of, or to can, pack, salt or otherwise secure any sockeye salmon, whether specifically enumerated in this section or not, on the shores adjacent within the limits above mentioned, between the 10th day of July, 1906, and the 25th day of August, 1906, and between the 10th day of July, 1908, and 25th day of August, 1908."

To Discriminate Against U.S

As a result of the rejection of the Bond-Hay treaty, Newfoundland will

probably enforce the bait act against American vessels as against those of France. Hitherto the United States fishermen have had the privilege of purchasing, but not of catching, bait in Newfoundland, the usual price being \$1.25 per barrel. French fishermen at one time had this privilege also, and its being cut off almost completely ruined the French fisheries on the Newfoundland banks.

Fish Notes.

The smelt fishing closed on Feb. 15.

A salmon curing station is about to be started on Lechart channel, Vancouver Island, B.C.

The Capital City Canning and Packing Co. have leased property fronting on Esquimalt Harbor and will erect thereon their canning buildings for the coming season.

Independent salmon canners on Puget Sound are preparing for a fight against the project for closed seasons in 1906 and 1908.

The balance of the property of the Pacific Packing and Navigation Company was sold last week for \$205,000 to an American syndicate, headed by J. P. Morgan and E. C. Converse.

An advance of 100 per cent. in the price of all kinds of fish has taken place in San Francisco, owing to bad weather and depredations by the Chinese, as claimed by the wholesale trade, and to a combine of wholesale dealers, as claimed by the retailers.

FISH and OYSTERS

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The F. T. JAMES CO., Limited

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All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

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Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

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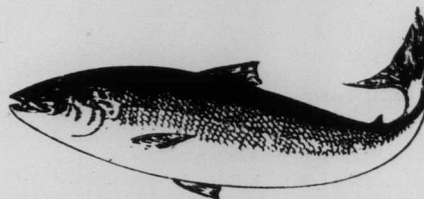
SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO
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1-LB. FLAT TINS ARE PERFECTION AND CAN
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SOCKEYE SALMON



**"Sovereign" and "Lynx"
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ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LARGE FROZEN SEA HERRING

NEW AND BRIGHT, IN CASKS AND BARRELS.

ALL KINDS FRESH FROZEN, PICKLED, SMOKED AND DRIED

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AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St Charles Condensing Co.



"BRUNSWICK" BRAND SARDINES

COVERING

- 1/4 Oil Sardines, 100 Tins to Case
- 1/4 Mustard Sardines, 100 " "
- 1/4 Tomato Sardines, 100 " "
- 3/4 Mustard Sardines, 50 " "

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BLACKS HARBOUR, N.B.

You want the best

Maple Syrup

for your trade.

You can get it from
 us absolutely **PURE.**

We are now booking
 orders for **new** syrup.

Get our prices.

Write.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup
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"Matthew's" Famous Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

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ESTABLISHED 1868.

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BUTTER.

is in good demand. We handle both Dairy in Tubs and in Rolls, and Creamery in Prints and 56 lb. Boxes.

If you want to buy, write us; we can supply you.

If you want to sell, write us. We have excellent facilities for handling both Butter and Eggs, and make good prices for you.

F. W. FEARMAN COMPANY,
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PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,
ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE
GOOD SELLERS AND TRADE-WINNERS.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Meat Situation.

DURING the week under review local trade has been practically demoralized on account of the snow blockade on the railroads. Deliveries of hogs have been exceptionally light and the price quoted in the domestic market to-day is \$5.50.

Export markets earlier in the week were quiet and dull, very little business being reported with Denmark. Later in the week conditions improved and at the close the market is brisk, an advance of 2 shillings on last week's prices being in the air, which were 43 to 47 shillings. Packers are anticipating more favorable conditions for export trade than have ruled for some time.

Trade in fresh meats is quiet and slight advances are recorded in veal and lamb, supplies of the latter being now principally cold storage meat.

Butter Brought Back from Britain.

AN event has occurred in Canadian butter circles during the past few days which is almost without precedent in the history of the trade, namely, a shipment of Canadian butter to Great Britain was returned to this country without discharging at an English port, on account of prices being higher here than there. The butter in question was shipped at 21c. and was brought back to sell for 25c. or upwards, at a small profit, on account of the freight for the round trip not being more than 1c. per lb.

The recent spurt in this market caused in the first place by the entry of United States buyers and in the second place by the comparative bareness of the market, will probably only be temporary, the position in the United States to-day being very much the same as exists at the present time in Canada—supply insufficient to provide for the home demand. When buyers from across the line came on this market the price of creamery was quoted at around 22½ to 23 cents. To-day the market price is almost anything the holder cares to ask, but sales are reported at 30 cents, with every probability of a further advance at an early date. The price on this market has already passed out of reach of United States buyers, as values there are now less than ours when the duty is

added to the original purchase price. It is more than likely that factorymen over the line will concentrate all their energies to turning out butter to meet the increased demand, and it is therefore hardly probable that the recent state of affairs will be repeated during this season at least.

Advancement in Bacon Production.

THE following directors of the Bedford Dairymen's Association have been elected for the ensuing year: H. S. Foster, of Knowlton, president; Directors, Brome, G. H. Boright, J. C. Draper, and the President; Missisquoi, N. Roy, E. E. Spencer and Hy. Beattie, and Shefford, J. A. Hayes, Z. S. Lawrence and Gardiner Stevens.

Among other interesting features of the recent convention at Cowansville was an address by C. W. Bowman, manager of the packing branch of the Lovell & Christmas Co., Montreal, who pointed out that the raising of hogs in Ontario was one of the most profitable branches of farming. Since 1892 exports of hogs from Canada had increased from \$5,000,000 to \$16,000,000 in 1903, and of this amount the great bulk went to western Ontario. His firm were building a thoroughly equipped factory at Point St. Charles, where they hoped to prepare and export weekly 3,000 hogs, and they wanted the farmers of Quebec to supply them with the raw material. The Townships were a great creamery section, and for this reason possessed a decided advantage in the matter of the supply of skim milk, which was an important feature in the production of bacon hogs. In fact, butter manufacture and bacon manufacture almost went hand in hand. The farmers of the district were several days nearer the seaboard than those of Ontario, a great advantage. That the business was profitable for the farmer was shown by the fact that farmers during the last five years had realized \$6.10 per 100 lbs. on the average, delivered at the packing house, as against \$3.50 to \$4.50 fifteen years ago. They had to adopt the right breed, Yorkshires or Tamworth, producing a hog from 180 to 200 lbs.

The advantages of cool-cured cheese were demonstrated by J. A. Ruddick, dairy commissioner, Ottawa. Mr. Ruddick showed that the saving offered was substantial enough to warrant every

cheese factory in the country being equipped with an up-to-date cool-curing room. The average saving in shrinkage in the cool-curing room was about 1½ per cent., or about 1¼ lbs. per cheese. The improvement in quality was also unquestionable. Several lots that had been sent over to England realized on the average ¼c. to ½c. per lb. more than those cured in the ordinary way.

Great Britain's Egg Supply.

The following statistics are interesting as showing the enormous sum which Great Britain pays yearly for her supplies of eggs:

In 1904 19,942,594 "great hundreds" of eggs were imported at a cost of £6,730,574. The "great hundred" is a charitable measure which allows for breakages.

The imports of eggs for the last three years have been:

	Gt. Hund's	Value.
1902.....	18,966,795	£6,308,985
1903.....	19,848,894	6,617,599
1904.....	19,942,594	6,730,574

The chief countries from which last year's supply of eggs was imported were:

Countries	Gt. Hun.	Value.
Russia.....	7,032,906	£2,042,520
Denmark.....	3,602,326	1,461,450
Germany.....	3,554,232	1,191,161
Belgium.....	2,517,073	837,120
France.....	1,698,614	710,057
Canada.....	317,772	129,631

During last year poultry of the value of £1,089,944 was imported, of which Russia sent by far the largest share—viz., 31.56 per cent. of the total. The values of the poultry imports from the chief countries were as follows:

Russia.....	£343,761
Belgium.....	248,552
France.....	225,700
United States.....	219,787

Provision Notes.

Through the courtesy of "Cold Storage and Ice Trades Review," London, Eng., The Canadian Grocer is in receipt of their calendar and directory for 1905, nicely bound in morocco.

J. A. Ruddick, dairy commissioner, is in Northern Alberta visiting the government creameries. A number of new creameries may be established if last year's work proves successful.

CHICORY

FINE IMPORTED ENGLISH,
GERMAN AND BELGIUM
CHICORY, IN CASKS

We offer these goods at prices
that will interest you. Write—

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**
Telephone Bell Main 65.
" Merchants 522. Telephone orders receive prompt attention.



Hallowee Dates

We have just received a shipment of 100 Boxes
of Hallowee Dates—clean, bright fruit. We
are turning these over at **3½c.**

TORONTO JOHN SLOAN & CO. BELLEVILLE

"Don't forget."

WORTH DOING WELL



The refitting of your store is worth doing well.

Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.

There is no way to so effectively display goods as with

"WALKER BINS"

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

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON.

Head Office, TORONTO.

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—There is nothing special to note in provisions markets this week. Meats of all kinds are quiet, as well as lard, and supplies are not much more than sufficient to meet the local demand on account of the recent heavy snow fall which has blocked the country roads. Spring lamb is scarce and slightly higher in price, the market now being supplied with cold storage meat. Veal is also slightly higher than it was last week. Our quotations are as follows:

Long clear bacon, per lb.	0 08 1/2	0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Ham, per lb.	0 09 1/2	0 00
Small hams, per lb.	0 12 1/2	0 13
Medium hams, per lb.	0 12	0 13 1/2
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.		0 09
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 50	16 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07 1/2	0 08
tube	0 08 1/2	0 08 1/2
pails	0 08 1/2	0 08 1/2
compounds, per lb.	0 06 1/2	0 07
Plate beef, per 50-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	9 00
front quarters	4 50	6 00
choice carcasses	7 00	7 25
medium	5 50	6 50
common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	9 00	12 00
Veal	8 00	10 00
Hogs, light, carlots	7 00	7 50
streetlots	7 50	7 75

CHEESE—The cheese market continues quiet but strong, and prices are the same as quoted a week ago. The same remarks apply to the export market where quotations dropped and rose again during the week under review to about the level of last week. We quote the following prices:

Cheese, large	Per lb.	0 11
twins		0 11 1/2

BUTTER—There is almost a famine in the butter market this week owing to lack of supplies from the country, the roads being blocked up and farmers unable to market their produce. Prices are soaring, creamery having gone up to 30c., dairy prints to 25c., dairy in tubs to 20c., and dairy butter in large rolls from 23 to 24c. For the second time in the history of the Canadian export butter trade a shipment sent to Great Britain was brought back this week and sold on the Canadian market at a slight profit, our butter market being much higher than that "across the pond."

It is not thought that these conditions will continue any longer than the roads continue to be blocked in the country, but that supplies will be more plentiful within a fortnight.

We quote the following prices:

Creamery prints	0 25	0 30
solids, fresh	0 22	0 23
Dairy prints		0 25
in tubs	0 18	0 20
large rolls	0 23	0 24

POULTRY—The poultry trade has been quiet during the week under review and though prices are practically nominal a few turkeys and chickens have changed hands, the quotations in each being 1c. higher than last week. Our quotations are as follows:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 07	0 08
Turkeys	0 16	0 17
Ducks	0 12	0 13

Montreal.

PROVISIONS—The general tone of the market is strong and fair amount of

business doing. Demand for pork is fair. Hams and bacon locally quiet with good export demand. Dressed hogs are stronger on account of good prices ruling in live hogs and scarcity of latter. Receipts of dressed poultry are light and tone of market is firmer. Choice turkeys fresh killed, 13 1/2c to 14c., frozen stock, 12 1/2c. to 13c., inferior to common 10c. to 12c., ducks choice 10 1/2c to 11c., medium 8c. to 9c., geese 10c to 11c. chickens 11c. to 12c., for choice 8c. to 9c., medium, fowls, 7c. to 8c. lb.

Canadian short cut mess pork	0 16 50	0 17 50
American short cut clear	17 00	17 50
American fat back	0 07 1/2	0 13
Hams, per lb	0 11 1/2	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.		0 06 1/2
" " " " " " " " " "		0 06 1/2
" " " " " " " " "		0 06 1/2
Cases, 20 3-lb. tins, per lb.		0 07 1/2
" " " " " " " " "		0 07 1/2
" " " " " " " " "		0 07 1/2
20-lb. wood pails, each		1 43
20-lb. tin pails, each		1 33
Wood net, tin gross weight—	Wood. Tin.	
Pure lard, pails	1 57	1 70
" " " " " " " " "	0 07 1/2	0 08 1/2
" " " " " " " " "	0 08	0 09
" " " " " " " " "	0 08 1/2	0 09 1/2
" " " " " " " " "	0 08 1/2	0 09 1/2

EGGS—Supplies are limited and prices are firm. Enquiries from American points resulted in quite a lot of business during the week and this has tended to firm up the market still more. Spot stocks are light and decreasing rapidly and receipts to fill are light. The continued cold weather has retarded laying and should the weather continue hard further advances may be expected. Local demand is good. The quote:

New laid	0 30
Selected Fall fresh	0 23
Montreal limed	0 19 1/2
Cold storage	0 18

CHEESE—Market is dull. February is generally looked upon as about the dullest month of the year. There is little business doing; price of 10 1/2c. is considered outside figure.

BUTTER—The position of the butter market is one of unusual strength and has been an interesting subject on the street. Holders of any of the finest creamery are asking and getting astonishingly high prices. The advance since last week is from 4c. to 5c. per lb., and it is expected that another advance is bound to follow as stocks are practically nil and it will be well on into April before any new makes can be supplied on sufficient quantities to ease off prices.

Finest creamery	0 30	0 31
Fine	0 25	0 28
Medium	0 23	0 25
Fine western dairy	0 22	0 23
Fair to good western	0 21	0 22
Undergrades	0 18	0 19

Winnipeg.

BUTTER—Prices are steady and there are no new features of interest. We quote:

Dairy, assorted pkgs., selected	0 21
" " " " " " " " "	0 17
" " " " " " " " "	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " " " " " " " "	0 26
" " " " " " " " "	0 27
" " " " " " " " "	0 27

CHEESE—No change in prices. We quote:

Finest Manitoba, large	0 11
" " " " " " " " "	0 11 1/2
" " " " " " " " "	0 12
Square cheese	0 12 1/2

LARD—Lard is steady at the recent

The best seed
—bird seed, we mean—
is Brock's.

Birds know it.
So should grocers.

NICHOLSON & BROCK,
TORONTO.



EAGLE
BAKING POWDER

Always gives satisfaction.

Write for prices to

J. H. MAIDEN
MONTREAL.



Bulk
OR
Package

PEACOCK BRAND
Condensed Mince Meat

is sold in package form and in bulk, same high quality in both forms.

Order from your wholesaler.

THE BATES PEACOCK CO., Hamilton, Ontario.

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

WALTER WOODS & CO.
Hamilton and Winnipeg.

advance which is being firmly maintained. We quote:

Lard, 50-lb. pails, per pail	4 90
" 20-lb. " " "	2 00
" 3-lb. tins, per case 60 lbs.	6 30
" 5-lb. " " "	6 15
" 10-lb. " " "	6 00
Pure lard in bbls, per lb.	0 09

CURED MEATS—Prices are firm. We quote:

SMOKED MEATS.	
Hams, sugar cured, assorted sizes	0 13
" heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, " " "	0 08½
Bacon, " breakfast bellies	0 12½
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts, " skinned	0 09½
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.	
Bacon, dry salt long clear	0 08½
" " smoked	0 09½
" " boneless backs	0 09½
Shoulders, " " "	0 08

BARREL PORK.	
Heavy mess pork, boneless, per bbl	18 00
" " " " per ½ bbl	10 50

Standard mess pork, per bbl	16 00
" " " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

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

St. John.

PROVISIONS—In pork, market seems firm at rather advanced prices. Sales are reported better. Beef shows less change. Pure lard is rather higher. Refined is unchanged. Smoked meats are very firm, particularly hams. In fresh meats, beef is freely offered and is quite low. There is improved supply of veal, price quite firm. There is but little lamb. Mutton is dull. Pork rather higher.

Mess pork, per bbl	\$16 00	\$17 00
Clear pork " "	14 50	18 00
Plate beef " "		15 00
Mess beef " "	10 50	12 00
Domestic beef, per lb.	0 04	0 06½
Western beef " "	0 07	0 08
Mutton " "	0 04	0 05

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Butchers, Merchants and Hide Buyers

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

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p> <p>JOHN LETHAM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p> <p>JAMES MARSHALL, ABERDEEN, - SCOTLAND. Cables, Halyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.</p> <p>I want to secure Sole Agency for Britain for Canadian manufacturers of Wooden Ware or similar lines. References A. I. Splendid connections. A. S. DUFFUS, JR., 9-10 St. Mary-at-Hill, LONDON, E. C</p>	<p>DAVID SCOTT & CO., Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A. - Scottish, Liverpool.</p> <p>GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.</p> <p>STOKES BROTHERS, GENERAL MERCHANTS, EXETER, ENGLAND, Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited.</p> <p>This space \$15.00 per year.</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p> <p>E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p> <p>ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.</p> <p>This space \$15.00 per year.</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p> <p>GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A. SPECIALTIES, FRESH, DRIED and CANNED FRUITS. T.A. - Emulate. Codes, A.B.C. and Lieber's.</p> <p>THOS. BOYD & CO., 28 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>
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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**

We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.

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

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

FISH

It is not too early to see about your fish stock for Lenten trade—if you wish to get your share of this profitable business. Our stock is new and well assorted, the two extremes of Canada contributing their best to our stock. We have some lines new to the trade in a car of Pacific Coast fish just received.

From the PACIFIC

WESTERN CANADIAN FISH CO.

Maple Leaf

Pure Cod, 1 & 2-lb. blocks.
Cod Strips, 40-lb. boxes.

Behring Sea Whole Cod

50-lb. boxes.

Smoked Salmon

Halibut Strips, Smoked.

" Cutlets, ½-lb. cartons.

SCALED HERRINGS

—Fine large fish—

LABRADOR HERRINGS

Brls. and half brls.

A SNAP—Fresh Water

TROUT—\$5.00 keg F.O.B. Midland

Gu-ranteed At. Fall caught.

GET OUR QUOTATIONS

—PRICES RIGHT—

From the ATLANTIC

BLACK BRO'S. FAMOUS BRANDS

"HALIFAX"—

Shredded Cod, 10c. pkgs.
Fish Cakes, 1-lb. cartons.
Boneless Cod, 3-lb. boxes.

"ACADIA"—

Boneless Cod, 1-lb. blocks.
" " 2-lb. boxes.

"Bluenose"—Pure Cod, 1-lb. blocks.

Skinless Cod—5c-lb. cases.

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers, - - - TORONTO.

Veal	"	0 06	0 08
Lamb	"	0 06	0 07
Pork	"	0 07	0 07½
Hams	"	0 12½	0 13½
Balls	"	0 10	0 13
Lard, pure, tubs	"	0 08½	0 08½
" pails	"	0 08½	0 09
Refined lard, tubs	"	0 08	0 08½
" pails	"	0 08½	0 09

BUTTER—Price is a matter of quality. Good butter is high. Poor butter has been quite well cleaned up by western buyers.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 21
Good dairy tubs	0 17	0 18
Fair	0 15	0 16

EGGS—Prices are unchanged but firm. For strictly fresh stock high prices rule.

Eggs, hennery	0 28	0 30
case stock	0 23	0 25

CHEESE—There is but a fair demand. Large cheese dull. Twins are wanted. Prices rather higher.

Cheese, per lb.	0 11	0 11½
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New Butter-Making Process.

A new process of making butter has been invented according to which sweet cream is poured into shallow pans, the bottoms of which are covered with absorbent pads. The pads are composed of heavy white blotting paper supported on Turkish toweling, or some similar material, and absorb from the cream nearly all of its fat remains as a layer on the surface of the pads and after several hours' standing may be rolled off. In this condition the product contains rather too much water and milk proteids; on this ac-

count, and because of the absence of salt, it does not keep very well. If, however, the separated butter fat be worked and salted in the same way as the ordinary churned product, the result is a very fine grade of butter.

The process has the advantage of cheapness, since the pads may be used over and over again, lasting, it is said, for six months of daily use. The labor of churning is avoided, and, on account of the use of fresh cream instead of that which has stood to ripen several days, the finished product keeps better than butter made in the ordinary way. The process has been patented in the United States, Canada, England, France and Germany.

Provision Notes.

The Victoria Creamery, Lindsay, Ont., has passed into the hands of M. J. Lewis.

A. & G. Taylor have purchased the old Pembroke creamery from T. Delahaye and already begun operations.

The Western Produce & Commission Co., of British Columbia, has been incorporated with capital stock of \$25,000.

The chilled meat industry is to be introduced into the cattle raising districts of Canada by a company calling itself the Canadian Chilled Meat Co. The

incorporators are: H. E. G. Cook and R. W. Meiklejohn, of Cochrane; A. C. Sparrow, G. H. Johnston and W. H. Manany, of Calgary, and the capital stock is \$500,000.

A NOVELTY

The Wallaceburg Sugar Co., Wallaceburg, are about to start a factory for refining cane sugar. Full particulars will be given later. This departure is almost without precedent in Canadian manufacturing circles.

ANNIVERSARY.

Perkins, Ince & Co., Toronto, will celebrate within the next few months the sixtieth anniversary of their establishment in business at 43 Front Street E.

GOOD ADVERTISING MATTER.

E. D. Marceau, Montreal, is doing some very fine and effective advertising in the Montreal street cars. The handsome cards in the car racks are certainly speaking strongly of the merits of Madame Huot's Coffee and "Condor" brand teas. Mr. Marceau's ads. in The Grocer are always strong and speak to the point and the buyer is never left in doubt as to what he can secure in the way of teas, coffees and grocers' sundries.



RETURNED

FEB 27 1905

To the Pitt Courier

Art Book 30

Page 67

HAMILTON, Feb. 23, 1905.

Good morning, Mister Grocer.

Do I think sugar will go still higher? Really, I can't say. Haven't you made a mistake? I'm selling Aylmer Tomato Soup —not sugar.

Do you know I met a grocer the other day and he said, "Look here, young fellow, didn't you tell me a week or so ago that Aylmer Tomato Soup was as good as mother used to make? Well, I tried a can on your recommendation, and I'll be hanged if it is as good as mother used to make, but I will say this much, that next to mother's it's the best Tomato Soup I ever tasted. It's got the ripe tomatoes, beef stock, cream and butter all right, and I like the fancy wrapper label. You can send me five cases at once."

No, it's not too expensive for you to handle. That's where you are mistaken. While Aylmer Tomato Soup is as good or better than many of the imported soups, it costs less than half the money.

Where can you get a few cases? Why, all the leading Wholesale Grocers carry Aylmer Tomato Soup in stock. If your own jobber cannot supply you, drop a line to the Canadian Cannery, Limited, Hamilton.

Well, goodbye for the present: I will see you again in a week or so.

THE CANNERS' DRUMMER.

THE JOHN L. **CASSIDY** CO. LIMITED
MONTREAL.

OUR EXCLUSIVE LINES

—IN—

Dinner and Toilet Ware

are irresistible, and will appeal to your better class trade—

"With Ample Margin For You."

Our stock also embraces the most saleable lines in

CHINA
GLASS
LAMPS

EARTHENWARE
SILVERWARE
CUTLERY

WITH EVERYTHING IN

CROCKERY

IF YOU WANT A GOOD THING. WE HAVE IT.

**STAPLE
AS SUGAR**



—BUT INFINITELY MORE PROFITABLE FOR
THE GROCER TO HANDLE—
ARE OUR

Allemania

AND **Corker** ASSORTMENTS

OF **Cheap China**

THE FORMER CONTAINING ARTICLES TO
RETAIL AT 5C., 10C., 15C. AND 20C. EACH

AND THE LATTER TO

RETAIL AT 25C. AND 50C. EACH.

NOT OLD STOCK, CHRISTMAS GOODS, BUT
NEW 1905 ASSORTMENTS THAT ARE, AS WE
HAVE SAID, STAPLE AS SUGAR YOU KNOW
WHAT THAT MEANS.

SEND FOR LISTS.

BARNARD & HOLLAND CO.
MONTREAL

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakley, John, & Sons, London, Eng.

Business Brokers.
The Locators, Winnipeg, Man.

Canned Goods.
Canadian Cannery, Hamilton.

Cans.
Acme Can Works, Montreal.

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

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Coccos and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.

Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Products and Provisions.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Black Bros. & Co., Halifax.
Connors Bros., Blacks Harbor, N.B.
Gillard, W. H., & Co., Hamilton.
James, F. T., Co., Toronto.
Laporte, Martin & Cie, Montreal.
Leonard Bros., Montreal.
Lucas, Steele & Bristol, Hamilton.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Turner, James, & Co., Hamilton.
Winnipeg Fish Co., Winnipeg, Man.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Orichton, Alexander, Liverpool, Eng.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Little, Geo., Manchester, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Ladlamme, Montreal.
Husband Bros. & Co., Toronto.
Laporte, Martin & Cie, Montreal.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Rose & Ladlamme, Montreal.
Sloan, John, & Co., Toronto.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Chaput, L. Fils & Cie, Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Kinneer, T., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinneer, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Sloan, John & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.

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

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

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

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Barger—Rose & Ladlamme, Montreal.
Colson, C. E., & Son, Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macarons.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm. Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Wetley J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

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

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

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

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Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Ladlamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Ladlamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
Oakley, John, & Sons, London, Eng.

Polishes—Stone.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.
Prescott's—W. H. Dunn, Montreal.

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

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice.
Orme & Sutton Rice Co., New York.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Dominion Salt Agency, London, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg. Co., Piskering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Ladlamme Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders Ass'n.
Chaput, L. Fils & Cie, Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders Ass'n.
Kinneer, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

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

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

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WINDSOR SALT

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LONDON, ONT.

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LIMITED

WINDSOR, ONT., FEB. 1ST, 1905.

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HEINZ CREAM OF TOMATO SOUP
VEGETARIAN BAKED BEANS

are two varieties which are especially good at this time—the Soup because it is a pure cream of tomato without meat stock; the Beans because they are prepared with Tomato Sauce, but without Pork.

EVERYTHING THAT'S



IS SAFE TO BUY
AND SAFE TO SELL.

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It Surprises Us

—and would you—to see how the makers of

**Wrapping Papers, Twines,
Paper Bags, Parchments**

and such things are continually getting out something better — something that entitles them to the trade on a particular line.

We keep in closest touch with these men, and pass on to you any better thing they turn out.

DOUGLAS & RATCLIFF
LIMITED

30 W. Market Street, TORONTO



President:
JOHN BAYNE MACLEAN,
 Montreal.

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 TORONTO - 10 Front Street East.
 Telephone Main 2701.
 WINNIPEG - Room 515, McIntyre Block
 Telephone 1846.
 F. R. Munro.
 VANCOUVER - Geo. S. B. Perry.
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NEW ADVERTISEMENTS.

Anglo-Canadian Supply Co., Toronto.
 Geo. R. Meeker & Co., London, W.C.
 C. E. Kyle, Toronto,
 Connors Bros., Black's Harbor, N.B.

INFERIOR GOODS.

THE charge which comes from London, England, to the effect that Canadian goods landed in Great Britain are found inferior to sample, should be investigated. It is not the first nor the second time that similar charges have been made. If they are true, the fact should be known beyond all question. When this is done and the cause ascertained, the remedy could be applied and the Dominion Government should see that it is applied. Cables derogatory to Canadian practices have sometimes their source in the correspondents of United States newspapers, but the particular charges which have just been made have their origin with the correspondents of

the Canadian Associated Press. We cannot, therefore, take refuge in the plea that they are actuated by the spleen of American correspondents.

Some of these charges are, no doubt, groundless, but they cannot all be so. There are, no doubt, manufacturers here and there who neither value their own reputation nor that of the Dominion. It behooves the Government to provide the machinery to ferret out manufacturers of this type, and give them that publicity which, as a rule, is a cure for careless and dishonest business methods.

Canada cannot afford to have her reputation sullied by the acts of manufacturers who are either ignorant of what business means or are designedly crooked.

THE CREDIT EVIL.

IN our news columns will be found a full account of the proceedings at the organization meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week. With movements of this character The Canadian Grocer is in hearty sympathy, and it is gratifying to be able to report a very successful convention. In the matter of trade associations Western Canada leads the Dominion, and Western merchants as a class are fully alive to the advantages which may be gained by united action.

Perhaps one of the most important topics discussed was the evils of the credit system as it is established in the country west of the Lakes, and the remedy proposed would seem to be feasible provided united action can be taken at a stated time by the bulk of the retail trade. Speaker after speaker at the convention last week rose in his place to condemn the credit system and all its works of iniquity, and all present agreed that the Western merchant was confronted with a serious situation. Speaking from their own personal experience, prominent country merchants said that they were now giving one dollar credit where formerly they gave only one, and that the proportion of annual sales carried over on the books from one year to another was greater now than ever before. Clearly it is time to call a halt.

A special reason why some action should be taken at the present time afforded by the invasion of Winnipeg and the West by Toronto's largest departmental store. The strength of the departmental store lies in its ability to buy and sell for cash; its weakness consists in its heavy expenses for management, and in its red tape system of sales, and division and sub-division of departments, which, although necessary to its successful management, are nevertheless annoying to customers. Were it not for the handicap of the credit system, with its interest charges and bad debts making necessary a larger profit, the small merchant would have nothing to fear in his competition with the new-comer.

But while the evils of the credit system are apparent and the advantages of a cash system can be seen by all, there are special reasons why Western merchants feel that it is absolutely impossible to change from the one to the other. The whole of the West is dependent upon the wheat crop and until it is marketed the farmer, upon whom all classes depend, has no money. He gets his money only once a year, and in the present stage of the country's development his account must be carried by the Western merchant.

Plainly, this system, although it may be necessary, has grave dangers. As several merchants at the Convention pointed out, a general failure of crops or their destruction in any district by hail, frost, mud or drought would bring disastrous consequences to merchants with so many accounts on their books. For purposes of self-preservation immediate action is required.

The remedy proposed by the Convention is a compromise between the cash and credit systems. Since the average Western farmer gets his money about the first of November, it is proposed that accounts be rendered at that date and concerted measures taken to make collections. It is further proposed that from the first of November until the first of May no credit be allowed. Thus during the six months when the farmer has least money he is allowed credit, and during

the other six, when he should have money in pocket, he must pay cash.

We want the opinions of our readers, particularly in the West, as to whether this scheme is feasible provided a sufficient number of merchants undertake to carry it out. There is no subject in which the Western merchant is more vitally interested, and every reader has an opinion on this subject. Let us hear from you. Address Winnipeg office, 215, Mcintyre Block.

TRAVELING SALESMEN.

COMPLAINTS are frequently heard from heads of firms that travelers are getting scarcer and more scarce every day. By this is not meant scarcity as regards quantity, but scarcity as associated with efficiency in salesmanship. There is no dearth of applicants for any and every position on the road, but there seems to be a lack of good men—men who are conscientious in their work, who make themselves familiar with all that should constitute thorough salesmanship, who study and know the goods they sell, who are posted, not only on what they are offering to their customers, but who are also able to combat claims put forward by their rivals on the road, and to meet on every point facts and figures put against them by their customers. That there is truth in this complaint is, unfortunately, too apparent to anyone having had experience with travelers.

An employer of help with a large traveling staff gave expression the other day to his experience, as follows:

"I find that our traveling men make little, if any, effort to keep posted regarding the details of the business. They do not familiarize themselves with our advertising matter, nor do they even fit themselves to deal effectively with the claims and assertions made by our competitors. For the most part, they are men who have been on the road for years, have become acquainted with the trade, and rely wholly on the old-time methods of talk and bluff to sell the goods. When a prospective customer mentions some claim or argument advanced by a competitor, the salesman is never prepared to meet it. He had obtained no previous knowledge of it, and

is unable to produce any facts and figures disproving it. He is, therefore, compelled to 'bluff it out,' depending entirely on his glibness of tongue to counteract the effect of the competing claims."

It would seem that the conditions of our keen competition nowadays are not fully realized by the average salesman, nor is enough attention paid to details, to a thorough knowledge of the goods offered. As a general thing, travelers are recruited from the house staff, their ambition being to "get on the road," and to higher salary,—both commendable aspirations in themselves, only without a thorough training under good heads of departments, success cannot attend the beginner, unless, as is claimed, the "game of bluff" is worked. In the dry goods, clothing, boot and shoe, and hardware trades, a rather more thorough training seems to obtain, as salesmen in these lines require many years of warehouse experience and a closer personal contact with the goods than seems to be thought necessary by the grocery men. Why this is so does not seem reasonable to us.

In our opinion, the closest study should be made of every line sold by grocery travelers, and we are firmly convinced that a training in the warehouse is the proper step from the sample-room to the road; and not only this, but before the young man goes upon the road he should have a good knowledge of the leading lines at least, should be made familiar with the tea districts, the manner of their culture and preparation, the ports through which teas are handled; should have a knowledge of the class of teas consumed in the principal tea-consuming centres of the world. He should be posted in a general sense on the duties and the application of the same to his own country,—and over and above all, be thoroughly at home with the peculiarities of the various teas used; should watch the changing conditions of the trade, so as to be in a position to place the strongest arguments before his prospective customers. A knowledge of coffees will not be a handicap to him. To know coffee, places of growth, style, color and peculiarity of the bean, something of the manner of roasting and blending, is to every gro-

cery traveler a good aid to sales. Canada is not, generally speaking, a coffee-drinking country, but it is becoming more and more so every day,—and if we digress a moment, we may say it is about time that our coffee trade was improved and our people educated to its proper preparation and use, for a really good cup of coffee in this country is a rarity, and such a thing as uniform quality,—that is almost a chimera. What confidence a salesman could create in his customer's mind and opinion if he could speak "by the book" on coffee.

And so on down the line of staples in groceries. "A little knowledge is a dangerous thing"—it certainly is—for the other fellow, if you have the knowledge of what you are selling; and not only knowledge, but confidence in your knowledge. A little knowledge of what your competitor is selling is dangerous—for your competitor. If you know what your competitors are advertising and pushing, and post yourself on their lines, values and arguments, you need fear no competition. Post yourself, is advice to the salesman; study your goods, know as much about them as you can; read your trade paper, which is always full of information pertaining to your goods; watch your firm's ads., and watch your competitors' ads.; keep in touch with new lines, new ideas, new methods of doing business. Keep your eyes on the world as it whirls around, but don't get dizzy watching it,—move with it.

AT IT AGAIN.

ONCE more that "cute Canadian" advertising solicitor has cropped up in Birmingham. Our readers will remember him and his methods. They have both been pretty freely denounced in these columns in the past.

It is a shame that one man should be undoing the good work that Canadian agents and reputable trade papers have been doing to build up trade between England and Canada. Both he and the paper he represents must be severely condemned. They are a disgrace to Canadian journalism.

Here is the latest story from the columns of the Birmingham Gazette and Express:

* Forty-five Birmingham manufacturers met in the Cosmopolitan Club

and spent an hour in comparing notes concerning a Canadian visitor, whose pilgrimage to Birmingham has left mingled memories. A brilliant bird of passage, the Canadian offered traders a quick way to fortune by advertising in a Canadian journal associated with commercial interests.

He brought a list of firms who were said to be longing to be in communication with Birmingham, and he took away signed contracts for big announcements in the paper from about 200 houses. Many of the latter, on sending catalogues to Canada to the addresses given, received a large percentage of them back through the dead letter office.

Yesterday all were concerned as to where the distinguished looking stranger is to be found.

Announced as "the celebrated Dr. —," the visitor explained that he had come to England to consult a specialist about a kidney trouble, and incidentally hoped to do something while over here to stimulate trade between the Mother Country and the Dominion of Canada. At this point the list of firms was produced, the stranger would produce a blue pencil, and rapidly sketch a map on a piece of blotting paper, showing the places where goods such as those manufactured by the firm he was visiting were urgently wanted.

The visit usually concluded by the doctor taking an order for a year's advertisement, and predicting that the advertiser would be compelled within a few years' time to double the size of his factory.

"You will probably come to look on this visit," he told one gentleman, "as that of a guardian angel, and bless me to the last of your—I hope many—prosperous years."

So far from orders having poured in upon Birmingham in embarrassing quantities, not one of those present was able to trace a single customer to the "guardian angel." A commoner experience had been to receive a postcard from the Canadian firms to whom price lists had been sent on the "angel's" recommendation, somewhat to this effect:

"Thanks for your catalogue, but we have never any need to use the description of goods you specify."

The journal named actually exists, is published in Montreal, and is filed almost solely with Birmingham and West Bromwich business announcements.

The dilemma of those present yesterday was whether they could now resist liability for the contracts given to the swell from across the At-

lantic, who was stated to be the paper's "European editor."

The actual editor of the journal, it seems, has an admirably free and easy way of dunning his Birmingham clients for money. Occasionally the editorial "we" is dropped with delightful naivete, as witness the following specimen:

"We should feel obliged if you would send your promissory note as I am largely engaged in building operations which are taxing my finances to the utmost."

After a long discussion on the legal bearings of the matter the meeting decided on combined resistance to the demands for payment now being presented. It is probable that more will be heard of the matter.

PERSONAL MENTION.

Mr. W. P. Lowney, of Lowney's Chocolates, Boston, is spending a few days in Montreal.

Mr. P. C. Larkin, of the Salada Tea Co., has gone to Florida for a few weeks.

Mr. M. Bull, of the Royal Soap Co., Winnipeg, is in Toronto this week calling upon the trade.

Mr. H. H. Munro, representing Hamilton Coffee & Spice Co., Hamilton, is in Montreal this week.

Mr. F. W. Mason, representing J. D. Bradshaw & Co., Toronto, was a caller on the Montreal trade this week.

Mr. L. C. Van Beaver has resigned the managership of Armour Limited, Toronto, to accept a position with the Wm. Davies Co.

Mr. Geo. D. MacAllister, representing the Dovercourt Twine Mills, Toronto, is calling on the trade in Montreal and Quebec this week.

Mr. Albert Nieghorn, of The Canada Chemical Mfg. Co., London, Ont., was a caller at the Montreal offices of The Grocer this week.

Mr. J. H. Butler, of McMahan, Roadfield & Co., wholesale crockery, Toronto, has been calling on the trade in Montreal during the past ten days.

Mr. W. Ince, jr., of Perkins, Ince & Co., wholesale grocers, Toronto, has left on an extended pleasure trip to Europe, sailing at the week end via New York for Naples.

Mr. Ed. Lowe, manager of the F. J. Castle Co., Ottawa, was in Montreal over Sunday. Mr. Lowe reports business as satisfactory despite the severe storms and heavy country roads.

In the report of interviews on the tea question in last week's Grocer, it was mentioned that Mr. Denis, of Kearney

Bros., Montreal, had been seen on the subject. It should have read Mr. Geo. Leger, of Kearney Bros.

Mr. D. Byron McRae, representing the Wilson-Lytle, Badgerow Co. and T. A. Lytle Co., Toronto, is hustling in Montreal and the Eastern Townships. Must be something doing in vinegar, as D. B. hadn't time to talk on anything else.

Mr. Chas. Farnworth, representing the F. F. Dalley Co., Hamilton, Ont., was a caller at the Montreal offices of The Grocer this week, on his return from Quebec and intermediate points. He reports that "2 in 1" is still as popular as ever, and will shine during the coming season.

VISITOR FROM B.C.

MR. D. MOWAT, of the Western Canadian Fish Co., Barnet, B.C., was a caller at the Toronto offices of The Canadian Grocer this week. It may be news to the trade that the codfish industry has already assumed prominence in British Columbia. Mr. Mowat's firm handle dry, pickled and smoked codfish, halibut and salmon, all of which are being well received on the Canadian market.

JOINED THE E. W. GILLETT TRAVELING STAFF.

Mr. Walter J. Elliott, late manager of The Industrial Co-operative Society of Valleyfield, Que., has severed his connection with that company to join the traveling staff of E. W. Gillett Co., Limited, Toronto. Mr. Elliott has had a long training in the grocery trade, is thoroughly familiar with what he is selling, has a good knowledge of French, and experience on the road, and the interests of E. W. Gillett Co., Limited, should be well looked after by him. Mr. Elliott's headquarters will be in Montreal, his territory including the eastern part of Ontario, the Eastern Townships and the Province of Quebec to the Gaspe coast. Before entering upon his duties, Mr. Elliott spent some weeks in the factory and offices. The Grocer met him in Montreal on his initial trip this week, and he reported that business was most satisfactory.

The annual meeting of the Canada Grocers, Limited, was held in Toronto on Tuesday, Feb. 21.

H. N. Lavoie, general merchant, Bic, has voluntarily assigned to Lefavre & Taschereau.

The business of J. E. Frignon, general merchant, Chicoutimi, was advertised to be sold February 22.

Freeman & Macdonald, general merchant, Deloraine, has been succeeded by Freeman & Morris.

"SALADA"

Awarded
Gold Medal
St. Louis,
1904

Highest
Award
St. Louis,
1904

The total increase in sales for the first six weeks of 1905, as against the corresponding six weeks of last year amounted to

124,420 lbs.

The enormous increase of six weeks over the corresponding six weeks of 1904 amounts to over 1,380 full chests of tea, or over

62 Tons

This is a public endorsement against which there is no appeal.

The increase in Canada alone for the first six weeks over the corresponding six weeks of 1904 amounts to

79,209 lbs.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

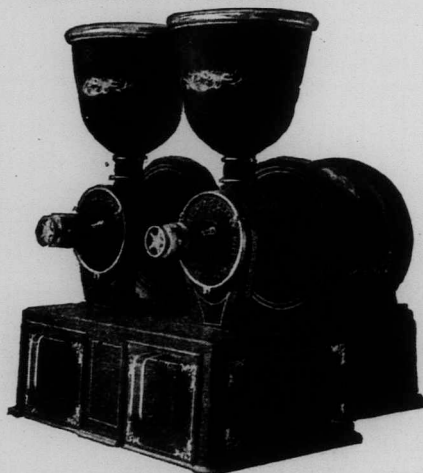
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.

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

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

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

AGENTS:
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

Brantford Prepared Corn Starch

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

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

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with **Brantford Prepared Corn Starch** that is deliciously different.

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

BRANTFORD STARCH WORKS
BRANTFORD, CANADA. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS. Groceries.

Toronto, Feb. 23rd, 1905.

TRADE during the week has been on the quiet order on account of the impassible state of the country roads and the blockup on the railroads, which have kept travelers off the road temporarily. In fact one grocer characterized trade for the week forcibly, if not eloquently, by saying that it had been "rotten." Orders for the opening of navigation continue in fair volume. The starch business since the advance to former prices has been somewhat quiet. For the short period of reduced prices, however, an enormous quantity of starch changed hands, which means that the requirements of the retail trade are pretty well met now for some time to come.

Sugar shows a firmer tendency this week, raws being stronger and increased sales to New York refiners of raws reported. Canned goods are quiet. Large quantities of New Orleans molasses have been moving during the past week and Mocha coffees are fully 1c. higher in primary markets while Rios are firm and short in supply on spot. Teas are moving fairly well, advances in medium and high grade teas being noted.

Currants for importation have been selling better during the last week than for some time past. Beans continue strong; an advance of 5c. over last week is noted, and it is reported that orders will not be taken for the trade except subject to confirmation.

Fresh, frozen, and dried fish may be expected to move freely from now until the close of Lent. Trade is already looking up and the wholesalers are stocking plentifully in expectation of a big harvest.

CANNED GOODS.

Canned goods have tended a little to the quiet side during the week under review, both vegetables and fruits selling in only fair quantities. There is very little to feature in the markets and prices continue unchanged. We quote the following:

Tomatoes, 3's	1 25
Corn, 3's	1 15
Peas, 2's	0 85
Sliced beets, 2's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
gal.	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 85
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 95
Spinach, 2's	1 40
" " 3's	1 20
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 80
Tomato sauce, 1's	0 50
" " 2's	0 75
" " 3's	1 00

Chili sauce same as tomato sauce	0 75
Catsups, tins, 2's	4 50
" " gal.	7 70
" " jugs	2 00
Apples, standard, 3's	1 85
" " preserved, 3's	1 47
" " standard, gal.	1 85
Pears, Flemish Beauty, 2's	1 52
" " 3's	2 00
" " Bartlett, 2's	1 87
" " 3's	2 82
" " whites, 2's	1 72
" " 3's	2 67
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" " English black, pitted, 2's	2 20
" " not pitted, 2's	1 75
" " white wax, pitted, 2's	2 42
" " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57
" " preserved, 2's	1 75
" " standard gal.	4 97
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " 3's	1 85
" " Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " 3's	1 90
" " green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47
" " 3's	2 00
" " egg, heavy syrup, 2's	1 52
" " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" " extra " 2's	2 47
" " grated, " 2's	2 62
Raspberries, red, heavy syrup, 2's	1 40
" " preserved, 2's	1 60
" " black, heavy syrup, 2's	1 35
" " preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" " 3's	1 80
gal.	2 52
Strawberries heavy, syrup, 2's	1 60
" " preserved, 2's	1 75
Lobster, talls	3 50
" " 1-lb. flats	3 75
" " 1-lb. flats	2 00
Mackerel	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf"	1 25
1-lb. talls, 5 cases and over	1 77
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92
1-lb. flats, 5 cases and over	1 17
1-lb. flats, less than 5 cases	1 20
salmon, "Clover Leaf"	1 80
1-lb. talls, 1 to 4 cases	1 87
1-lb. flats, 1 to 4 cases	1 77
1-lb. talls, 5 to 9 cases and over	1 00
Chums	0 85
Sardines, Sportsman	0 14
" " "	0 23
" " Portuguese	0 08
" " P. & C.	0 25
" " P. & C.	0 35
" " Domestic	0 03
" " Mustard, 1/2 size, cases 50 tins, per 100	8 00
Haddies, per doz	1 00
Haddies, per case	4 00
Kipperd herrings, domestic	1 00
" " imported	1 40
Herrings in tomato sauce, domestic	1 00
" " imported	1 40
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" " 2s	2 70
" " 4s	8 00
" " 1s	18 00
Lunch tongues, per doz	3 80
Potted meats, 1s	8 50
" " 1s	1 00

SUGAR.

The decline seems to have run its course, and beet sugar, after going to 14s. 11½d. f.o.b. Hamburg, recovered to 15s. 3¾d., and at the close is quoted at 15s. 3d. This is equal to a parity of 5.26 for 96 test centrifugals, duty paid New York, or about ½ per cent. above present quotations for that description.

The improved feeling has manifested itself on this side by large purchases of Cuban sugar for account of American refiners. The Trust is reported to have secured some 150,000 to 200,000 bags Cubans at 3½ c. and f., equal to 5½ duty paid N.Y., and it is believed that refineries will still buy on this basis. The

sugar has been purchased mostly for March-April shipment, and the price establishes an advance of 3-16 over recent lowest prices. Refiners are indifferent to nearby sugars on account of recent heavy arrivals, but it is believed that they would pay 3 3-16 c. and f., or say a further 1-16 advance, to secure moderate quantities for April shipment. It is more and more evident that Cuban planters are disposed to hold sugars tenaciously for forward shipment, and they are in a position to do so, having already marketed large quantities for Feb.-Mar. shipment.

The improved condition of raws is reflected in the firmer tone of the N. Y. refined market, where a large amount of new business has transpired; and this is not surprising in view of the small margin between raw and refined, which is now reduced to 78c. per 100 lbs., and we understand that one of the leading American refiners is showing little disposition to sell at current quotations, and may withdraw at any time. Present indications point to a further advance.

The Cuban situation is practically unchanged, except that Willet & Gray have increased their estimate of the Cuban crop by 50,000 tons, namely, 1,250,000 tons. This, however, is partially offset by a reduction of some 27,000 tons in the Cuban estimate.

Receipts at U. S. Atlantic ports for the week ending Feb. 15 were 55,904 tons, with meltings 31,000 tons, the same as last week, leaving total stock in all hands of 131,744 tons as against 106,840 tons a week ago. Combined stocks of U. S. and Cuba were 269,244 tons, an increase over last year of 29,942 tons. The total stock of Europe and America at latest uneven dates was 3,634,302 tons, as against 3,634,302 tons at the same uneven date a year ago.

Total stocks and afloats together show a visible supply of 2,916,244 tons, against 3,794,302 tons last year. Receipts in Cuba continue large, being 59,000 tons for the week, with 176 centrals now grinding and stock in the island of 137,500 tons.

The Canadian situation is practically unchanged; buyers appear to be taking more interest, and it would be well to watch developments across the line very closely. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 38
" " in 100-lb.	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Aosdia granulated	5 73

3c. higher than last week. Cold storage fresh 4c. higher, and cold storage pickled 2c. above the level of last week's quotations. We quote the following:

Eggs, strictly new laid.....	0 27	0 30
Cold storage fresh.....	0 22	0 23
pickled.....	0 18	0 20

BEANS.

The bean market continues to exhibit additional firmness, prices having advanced 5c. during the week. The situation has become so strong that it is stated in certain quarters that orders are not taken except subject to confirmation. Hand picked beans are 5c. higher than a week ago and a similar advance rules in No. 1 and No. 2 primes. By one or two dealers lower prices are quoted but these are invariably for lower grade stuff. We quote the following prices:

Beans, handpicked, per bush.....	1 75	1 85
prime, No. 1.....	1 60	1 65
prime, No. 2.....	1 40	1 45
Lima, per lb.....	0 07	0 07 1/2

HONEY.

A fair trade in honey is reported for the week under review with unchanged quotations. We quote the following prices.

Honey, extracted clover, per lb.....	0 03	0 05
sections, No. 1, per doz.....	1 90	2 25
No. 2.....	1 65	
Buckwheat, per lb.....	0 03	
sections per doz.....	0 75	1 60

SEEDS.

The export trade is now at an end and domestic trade well under way. The recent break in the weather has been favorable to the development of the latter and as weather conditions improve an active trade with firm markets is confidently expected. The range of prices on red clover is 15c. wider than last week. Our quotations are as follows:

Alsike clover, per bush.....	3 10	5 00
Red clover.....	5 00	7 60
Mammoth clover, per bush.....	6 00	7 25
Timothy.....	1 00	1 35

MAPLE PRODUCTS.

A brisk trade has already sprung up in maple products and the consumption may be expected to increase steadily as the season advances. We quote the following prices:

Maple sugar, 1 lb cakes, per lb.....	0 09	0 10
large cakes in tubs, per lb.....		0 08

Vegetables.

For green fruit and vegetable markets see fruit department.

Fish and Oysters.

The fish trade shows signs of taking on a new lease of life. As Lent advances wholesalers are stocking up freely in expectation of brisk business during the next few weeks. White fish are scarce and high in price. It is thought that supplies will be exhausted within the next fortnight except for fancy fresh-caught white fish, which will be high in price.

Oysters are temporarily scarce owing to freeze up on the sea coast, but will probably become more plentiful and eas-

ier in price within the next few days. Sea herring and British Columbia salmon are both scarce and firm in price, final shipments of the former being due this week. Bloaters are 25c. firmer than last week, while Labrador herring are down 25c. Shrimps are quoted 10c. lower than last week and smelts generally are easier in price. We quote the following:

Frozen halibut.....	0 10	0 11
British Columbia salmon.....	0 10	0 11
Whitefish, frozen, per lb.....	0 07 1/2	0 08
Haddock " " " ".....		0 08
Cod, steak " " " ".....		0 07
Trout, lake, per lb.....		0 07 1/2
Pike, per lb.....	0 05	0 06
Finnan haddie, per lb.....	0 07	0 07 1/2
Oysters, Long Island natives, per imp. gal.....	1 40	1 70
Baltimores, per wine gal.....	1 40	
>Select.....	4 80	
Ciscoes, per basket.....	1 25	1 40
Bloaters, per box of 100.....	1 25	1 40
Labrador herring, 1/2 bbl.....	3 00	3 25
large bbl.....		6 00
Shrimps, per gal.....	1 15	1 25
Sea herring.....	2 25	
Smelts, No. 1.....	0 10	0 10
No. 2.....	0 06	
extras.....	0 15	
Frozen fresh water herring.....		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

On account of scarcity of grain, Manitoba wheat Northern No. 1 is up 1/2c. Northern No. 2 and No. 3 have each advanced 1c. per bushel during the week. Peas and buckwheat are also firmer by 1c. than they were last week. Oats continue to jump, an advance of 3c. being reported. A further outline of the oat situation will be found on another page of this week's issue.

We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new.....	1 14	1 14 1/2
No. 2.....	1 10 1/2	1 11
No. 3.....	1 05	1 05 1/2
Red, per bushel, new.....	1 11	1 11 1/2
White " " " ".....	1 11	1 11 1/2
Barley " " " ".....	0 48	0 52
Oats, " " " ".....	0 45	0 45 1/2
Peas " " " ".....	0 74	0 75
Buckwheat " " " ".....	0 69	0 61
Rye, per bushel, " " " ".....	0 83	0 84

FLOUR.

A brisk trade in flour is reported for the week at quotations unchanged from last week, notwithstanding the fact that the wheat market is considerably higher. The improvement in the flour trade is principally in the way of export business. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags.....	5 40	5 50
Strong bakers " " " ".....	5 20	5 40
Ontario wheat patents " " " ".....	4 90	5 00
Straight roller " " " ".....	4 85	4 95

BREAKFAST FOODS.

The market for Canadian breakfast food products is very dull at the present time owing to the fact that American manufacturers continue to place their goods on this market at lower prices than Canadian trade can afford to quote. Prices continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 70
Rolled wheat in boxes, 100 lbs.....	2 30
" " " " 50 lbs.....	1 50
Rolled oats, standard, carlots, per bbl. in bags.....	4 15
" " " " in wood.....	4 40
" " " " for broken lots.....	4 45
Rolled wheat, per 100-lb. bbl.....	3 00
Cornmeal.....	2 35
Split peas.....	5 00
Pot barley, in bags.....	4 00
" " " " in wood.....	4 25

Hides, Tallow, Skins and Wool.

Trade continues quiet and prices unchanged. We quote the following:

HIDES.

No. 1 green steers, per lb.....	0 09 1/2
No. 2 " " " ".....	0 08 1/2
No. 1 green, per lb.....	0 08
No. 2 " " " ".....	0 06

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive.....	0 11
" " " " 12 to 15 lb. " ".....	0 09
" " " " 15 to 20 lb " ".....	0 10
" " " " 20 to 25 lb " ".....	0 08
Sheep skins.....	1 25 1 50

TALLOW.

Rendered tallow, per lb.....	0 04	0 04 1/2
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WOOL.

Unwashed wool, per lb.....	0 13	0 14
Flies wool, new clip, per lb.....	0 22	0 23
"Rejections".....	0 16	0 17
Pulled wools, super, per lb.....	0 23	0 25
extra " ".....	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, Feb. 23, 1905

TRADE during the week has been on the quiet side in wholesale circles. The country roads are in such a condition that travelers find difficulty in covering their ground. Collections are good considering the existing trade conditions. Sugars are unchanged and the easier tone of last week still obtain. In some quarters a decline is looked for. Butter is the most interesting subject and the abnormally high prices that are ruling have caused some excitement in the grocery and provision trade. Stocks are short and prices soaring. Beans are advancing and it is reported that farmers in the West are getting \$1.50 to \$1.55 per bushel. The first cargo of new Barbadoes molasses is reported as having arrived at Halifax this week.

SUGAR.

New York has advanced from 5-10 points. Prices here are firm and sales are better. The easier tone of last week still obtains and no advance is looked for.

Granulated, cbls.....	\$5 65
1-bbls.....	5 80
bags.....	5 60
Paris lump, boxes and bbls.....	6 15
1-boxes and 1 1/2-bbls.....	6 25
Extra ground, bbls.....	6 00
50-lb. boxes.....	6 20
25-lb. boxes.....	6 10
Powdered, bbls.....	5 30
50-lb. boxes.....	6 00
Phoenix.....	5 60
Bright coffee.....	5 50
yellow.....	5 45
No. 3 yellow.....	5 40
No. 2 " ".....	5 25
No. 1 " " bbls.....	5 10
No. 1 " " bags.....	5 10
Raw Trinidad.....	4 50 4 50
Trinidad crystals.....	4 85 4 90

TEA.

Ceylon blacks are unchanged. Japans are moving better than last week and prices are firm. Stocks in hands of the country trade are fairly good and the outlook for heavy orders is not bright at the moment.

Japans—Fine.....	0 28	0 28
Medium.....	0 20	0 24
Good common.....	0 18	
Common.....	0 12 1/2	0 15

Toronto, Dec. 3. 1904

The Canadian Grocer,

Toronto, Ont.

Gentlemen,

We shall be glad to have you renew our order for advertising space in THE CANADIAN GROCER for the year 1905. We are convinced of the value of this paper as a sound advertising medium and have been gratified at the response made to special advertisements in our regular space during the past year.

Yours truly,

(Signed) GOWANS, KENT & CO.

EVAPORATED APPLES.

Fair demand at recent advances. Quantity price where any fair sized lots are obtainable is 6½c. to 6¾c. Single case lots 7c. Dried apples 3½c. to 4c. with few selling.

MAPLE PRODUCTS.

Little demand and dull market. Prices unchanged.

Maple syrup, in wood, per lb.	0 07½ 0 08
Maple syrup, in large tins	0 07½ 0 07½
Pure sugar, per lb.	0 07½ 0 07½
Pure Beauce county, per lb.	0 06 0 06½

HONEY.

The market is favoring buyers as supplies are coming in freely. Stocks plentiful and consequently easier tone prevailing. White extracted is particularly plentiful.

White clover, extracted, tins	0 07½ 0 08
" " kags	0 07½ 0 07½
" " comb	0 12½ 0 13½
Buckwheat	0 06 0 07½

HOPS.

Prices declined during the week on account of slow demand.

Choice	0 80 0 32
Fair to good	0 25 0 28

Flour and Feed.

FLOUR.

Market unchanged. Shipments are badly delayed on account of the heavy storms. We quote

Manitoba spring wheat patents	5 80 1
" " strong bakers	5 80 1
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 85 4 60
Straight rollers, bags, 90 per cent.	5 55 5 65

FEED.

Bran is in good demand from both local and country buyers. Choice Ontario white wheat bran is still scarce.

Manitoba bran, in bags, per ton	16 50 17 00
" " shorts	19 00
Ontario bran, in bulk	16 00 19 00
" " shorts	19 00 20 00
Moullie	25 00 28 00

ROLLED OATS.

In sympathy with strong position of oats, prices are gradually being put up. Prices are advanced this week from 5c. to 10c. bag. Demand is improving.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated	2 50
Rolled oats,	2 40 2 50
bbls.	5 10 5 25

HAY.

Receipts have been very light due to the heavy snow storms of the past two weeks. This has produced a better feeling and higher prices are looked for. Fair local demand.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 50

LAST MINUTE QUOTATIONS.

Montreal, Thursday, Feb. 23, 1905.

CHEESE—There is absolutely nothing new to report in this article, in the absence of any trade passing either locally or over the cable. Dullness seems to be the key-note of the situation in the United Kingdom. Some firms over

there are large holders of well-bought cheese, which they keep offering at low prices, and until these are exhausted the real situation as to the small stocks on both sides of the Atlantic will not be realised. It is just possible that the amount of Canadian cheese held will turn out less than will be required for the U.K. consumption before new becomes available, in which case there may be a scramble after cheese, perhaps causing new to open up at high prices. Unless this state of things is realized by the merchants abroad before the middle of March holders on both sides will not make much out of their stocks, and may have to let go at almost present prices, 52s. to 53s.

BUTTER.—There has been a sensational advance in this market, 28 to 30c. having been realized for finest creamery butter. There never was such a scarcity in the article, and until rolls come in freely no lower prices can be expected.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Feb. 23, 12.30 p.m.

CHEESE—No change. Very little doing.

BUTTER—Consumption curtailed by high prices. Supplies light. Range for finest creamery 28 to 30c.

EGGS—Firm market. Supplies light. Montreal lined, 19 to 19½c.; lower grades, 16½ to 18c.; selected Fall fresh, 23 to 24c.; strictly fresh, 30c. per doz.

PROVISIONS—Firm undertone to the market. Business good. Demand fair. Abattoir fresh killed sold to-day at \$8.50 to \$9.; country dressed, from \$7.50 to \$8. and some dealers quoted as high as \$8 to \$8.25.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N. B., Feb., 1905.

BUSINESS is rather quiet. It is many years since we had so much snow. Railways are either tied up as is the case with the small roads or greatly handicapped, as is the case with the big ones. The situation is worse in Nova Scotia than in New Brunswick. The disgraceful condition in regard to winter communication with Prince Edward Island is as bad, if not worse, than usual. Travelers are snowed up all along the line. The people through the country cannot get to the stores. The trade here find it almost impossible to get their goods through from the West and even after the goods arrive, the railway yards are so congested there are long delays in getting delivery. However, a few weeks at most must see a change.

In markets there is little of interest. Rice is very firm this spring and prices will have to be advanced. In about all lines of spice prices are easy. Cream

of tartar is steady. The high price of oats is a feature.

Oil.

Dealers are still busy, the low price now charged by the tank waggons of 15½c. means very cheap burning oil. Lubricating oil has but a limited sale at present for consumption, but Spring business occupies the attention of dealers. In linseed oil the very low prices still rule. Turpentine is firm at full figures. Cod oil, while having light local sale, is held very firm.

Salt.

Quite a large cargo of Liverpool coarse salt has been received. The stock held is not, however, large and prices are very firm. In fine salt it is early for business.

Canned Goods.

Some little American corn continues to arrive. While giving quite good satisfaction, Canadian is preferred. Prices are firm. Tomatoes seem at least sufficient to meet requirements. Prices are held firm at full figures. Peas are in good supply. In fruits there is but a fair sale with prices unchanged. Gallon apples are dull. Salmon is unchanged in price, but is at least no higher. Lobsters are scarce. Meats for spring quoted as last year. Oysters are more freely offered. Domestic sardines, haddies and kippered herring are in light supply.

Dried Fruit.

Trade is quiet. There is a fair stock of seeded raisins held. In this line and in currants the casters have the market. Prices in both lines are low. In Valencia raisings and California loose, stocks are very light. Prunes are low. There is but a fair sale. Small sizes have the demand. Apricots and peaches were never large sellers, and this year the sale is particularly light. Apricots are high. Dates are freely offered with prices low. In peels the outlook is for higher prices this year. Figs are in light demand. Evaporated apples are firm at the higher prices. Onions are higher and sale not large. Peanuts are higher than usual at this season.

Sugar.

There has been no change since the slight decline lately reported. Market seems firm. Present price for granulated in barrels is \$5.80.

Molasses.

Market is firm. Business rather light. In Porto Rico quite a full stock held.

Fish.

Some few fresh herring were received this week. It is many years since smelt were so scarce. There is a fair supply of fresh cod and haddock. In dry cod fish the extreme high price of \$5.00 per 100 lbs. is still held. The fact that boneless fish has shown little change but

sells at quite low figures, has been a great disappointment to dealers. With Lent coming pickled herring are held quite firm. Smoked herring are low. Haddies are being freely shipped west at full figures.

Flour, Meal and Seed.

In flour, while prices are unchanged market is very firm. Feed is high and has little inquiry. Oats are very high, stock is light. Owing to American competition, prices in oatmeal are lower than they would otherwise be. Local prices quite firm. Cornmeal unchanged. Beans have a fair sale. Prices are firm. In seeds a fair quantity have been bought. American timothy is higher. Canadian clover are firm. The high price of clover will restrict sales.

SUGGESTION TO WHOLESALE TRADE.

THE following letter contains a number of suggestions which the Canadian wholesale grocery trade will do well to consider seriously:
Editor "Canadian Grocer":

I think it is time that attention was called to a practice that has become far too common of late with certain wholesale houses of delaying the acceptance of sight drafts made on them by foreign shippers, on the plea of non-arrival of the goods.

As a rule foreign purchases are subject to draft against letter of credit, but in shipments from England, and in some instances in shipments from foreign countries (when a purchase is not large enough to warrant the trouble of opening a letter of credit), shippers sometimes waive this and sell "sight draft against documents." It is in these cases that certain buyers take advantage of the seller, and instead of promptly accepting draft, put off the bank through whom it is presented with the reply "goods not yet arrived"; and in some aggravated cases delay the acceptance even further after arrival of the goods if it does not suit their convenience at the time to take delivery.

The bank, after suffering the annoyance of presenting the documents several times, with the same result, notify the London bankers that the draft is not accepted, and they in turn notify the Continental bankers, thus placing the makers of the draft in a very unenviable, and to them thoroughly inexplicable position. The bad reputation that the houses referred to have thus earned for the Canadian trade has in some instances resulted in the absolute refusal of shippers to sell to Canada under any

conditions except orders are accompanied by letters of credit.

It is only necessary to point out that goods once sold on a l.o.b. or c. and f. basis are at once "for account and risk" of the buyer; and that on presentation of the draft, with the documents representing the property shipped, the draft should be honored, and all the complication and annoyance of reporting its non-acceptance, through the various banking channels, back to the drawer, be thus avoided.

In this particular, Canadian houses have gained an unenviable reputation among foreign merchants.

(Signed) Commerce.

Toronto, Feb. 21, 1905.

STARTED IN THE BROKERAGE BUSINESS

Mr. C. E. Kyle, who for over 27 years has been actively connected with the wholesale and retail grocery trades of



Mr. C. E. Kyle.

Canada, is about to start into business for himself as broker and manufacturers' agent. His office will be at 127 Front St. E., Toronto, and he intends to start business March 1. Mr. Kyle is one of the best-known travelers in Canada, having been during the last 17 years on the road for H. P. Eckardt & Co., of Toronto. Ten years previous to this he was on the road for The Eby, Blain Co., Toronto. Mr. Kyle is a member of the Toronto Board of Trade, and of the Toronto Industrial Exhibition Board. In 1899 and 1901 he was president of the Commercial Travelers' Association of Canada. Like most new brokers, Mr. Kyle is looking for some additional agencies.

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERIES and Crockery—About one hundred and fifty miles from Regina on Prince Albert branch. Stock thirty-five hundred, doing fifteen thousand five hundred a year and clearing two thousand annually at ninety cents. This can be bought with two thousand down, and is an excellent opportunity in a new country. The Locators.

GROCERIES, Crockery and Fruits—About 80 miles from Winnipeg, doing seventeen thousand a year on a stock of twenty-five hundred, and clearing three thousand. This is a snap. Photo is at our office. Write at once. The Locators.

GROCERY—Good Winnipeg business, doing thirty thousand a year and clearing ten per cent. In best locality. Stock four thousand. Enquire at once. The Locators.

GROCERY—This is situated in Winnipeg and doing a nice growing business. Stock about seven hundred. Splendid store, three dwellings, all attached, go with this. Purchase price of buildings seven thousand five hundred, on a small cash payment. There is no better district than where this is located. Enquire at once. The Locators.

GROCERY Stock of One Thousand in good Manitoba town doing nine thousand a year. This is good—you had better write now. The Locators.

GROCERY—About seventy miles from Winnipeg. Stock three thousand doing twelve thousand a year. Splendid opportunity, and business can be doubled. The Locators.

WE want any party with thirty thousand dollars to invest to write us, and if bona fide we will go into particulars of a proposition that will clear him fifteen per cent. for fifteen years on A1 security. The Locators.

If you want a copy of our new book of Business Opportunities in the Great West, write us and we will send you one. Address, The Locators, 63 Merchants' Bank building, Winnipeg.

MAPLE

SYRUP

To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

2 FACTS.—Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all! Product

CANADA MAPLE EXCHANGE, Montreal.

Annual Meeting of Grocers' Guild

THE annual meeting of the Dominion Wholesale Grocers' Guild, which includes practically every wholesale grocery establishment in the Dominion, is in session this week in Toronto, as The Canadian Grocer goes to press.

Mayor Laporte, of Montreal, is president of the Guild, and J. Stanley Cook, of Montreal, secretary.

Among matters of common interest being discussed are several connected with railway freights and transportation generally. These will shortly be brought before the Transportation Commission or the railway companies themselves. Action will also be taken in connection with steamship bills of lading, concerning which there has been a great deal of dissatisfaction among the trade of late.

The uniformity of trade discounts is also being discussed, this being the ideal of the Dominion Guild. The feeling, however, seems to be that Provincial Associations, rather than the Dominion organization, are in the best position to deal with trade discounts. Considerable interest has been shown in a general conference on the sugar situation.

Banquet.

On Wednesday evening, the Toronto Guild entertained the outside members at dinner. Col. J. I. Davidson presided and Mr. Eby and Mr. Kinneer were in the vice-chairs. It was the most important dinner in the 25 years' history of the Guild. It marked an important epoch in the history of Canadian trade. For the first time, every section of the Dominion was represented about the table. The speeches were capital, brief and to the point. Two themes ran through them all, a united Canada and the good work done in the early days by Messrs. Wm. Ince and C. P. Hebert, both of whom were, unfortunately, absent. It was not only the actual work these men did, but it was the high and honorable ideals which they held and practised themselves, and which they instilled in the trade generally.

There were only three toasts. Col. Davidson, in very few words, proposed "The Dominion Guild," to which the president, Mr. Laporte, responded. Mr. Laporte, as probably all readers of The Grocer know, is also mayor of Montreal, and the head of a coterie of keen, able business men, who have lifted the affairs of that city from the disreputable position into which they had fallen in the hands of incompetent—many Montrealers would say something stronger—aldermen. His work for the Guild has been most important. In his response,

he dealt chiefly with the early endeavors to fill up the Guild and the many trials through which they went before they were able to put it on a satisfactory basis. He paid a high tribute to Messrs. Ince, Hebert, and the late Mr. Childs, and Mr. Gillard for the work they had done in organizing and inspiring himself and the other members to bring to the most successful issue the numerous troubles and affairs that the Guild has had to deal with for many years. The Guild has done a great deal to cement a friendship between the French and English-speaking members in the trade.

Mr. Eby proposed "Sister Guild," making humorous references to the various sections represented. The first response came from young Mr. Hebert, chairman of the Price Committee. Mr. Hebert seems to be developing all the good points that made his father one of the most successful business men in Canada, and he seems to command the same respect in his trade as his father has. Mr. Hebert did not anticipate making a speech, but made a good one, nevertheless. One of his points that particularly interested the members from the furthestmost parts of the Dominion, was the reference to the change that had come over the trade in Montreal. When he first went into business, the grocery trade in Montreal was in the hands of English firms. To-day it is nearly all French-Canadian. They had not tried to take this trade away, it was simply forced into their hands.

They did all they could to meet the interests of their English friends, for the proceedings of the Montreal Guild were invariably conducted in the English language.

Mr. McKenzie spoke for Manitoba, and referred to the birth of twins yesterday, but he relieved the gathering very much when he explained that they were two new provinces.

Mr. McMillan represented British Columbia, and said that until quite recently the trade there did not feel they were part of Canada at all. Now, however, that they were working with the Guild, they were becoming enthusiastic Canadians, and they felt more proud than ever that they belonged to a great country and that they realized that a strong bond of sympathy existed among the people of the East, which they had not realized before.

Mr. Billman, of Halifax, responding for Nova Scotia, said that they were inclined to move slowly down there, but their New Brunswick friends had invaded their territory and compelled them to work more together and take an active

interest in the general affairs of the trade.

Mr. Peters, for the New Brunswick Guild, said the grocers in his province were enthusiastic supporters of the Guild, for through it they were enabled to make fair profits, which had not always been possible before.

Mr. Carrier, for the City of Quebec, also spoke of the friendly relations between the French and English, and was most enthusiastic about his reception in the city of Toronto. He wished some of the demagogues who stirred up trouble between the two people could be punished. Although they had only one English-speaking member of the Guild in Quebec,—the Hon. Richard Turner, of whom he spoke most highly,—he said that their members always were a unit on putting Mr. Turner forward on all occasions to represent them. Mr. Carrier made the hit of the evening in urging the Guild to hold its meeting in his city in 1906, and, speaking of the natural beauties of Quebec, said: "If we could live on nature we would all be millionaires in Quebec."

Mr. Craig, of the Kingston Guild, recalled interesting reminiscences of the first meeting in Kingston, about twenty years ago. He regretted that there were some firms in the wholesale trade not yet in the Guild. He said there was no community in Canada doing as much public good without reward as the wholesale grocers, unless it was the retail grocers. He gave a practical turn to his remarks by dealing with several important business subjects.

Colonel Smith spoke for London. Colonel Smith is the society bachelor of the trade in Canada, and also occupies the unique position of having inherited a fortune and a splendid business from his father,—a business which he has maintained and increased without seeming to give himself the least worry about business affairs. He has been a soldier, he rides to hounds, travels abroad, moves in the best society everywhere, and yet never loses touch with his business. He made a formal reply for his Guild.

Mr. James Ince rose to thank the speakers for the many kind things they had said about his father. He regretted that his brother,—who is now on the ocean, crossing for the first time, so active had been his business life,—was not present to speak for his father, who was not well enough to attend.

Mr. James Turner, of Hamilton, who is now the oldest member of the Guild, in speaking for that city, paid a high tribute to Mr. Ince and recalled in the

Java, Mocha, Bogota
Ceylon, Mexican, and Maracaibo

are admittedly the finest coffees in the world. We do not use any other kinds in our

No. 1 BLEND to retail at 40 cts.

If you have any doubt about the superiority over all others of this brand, write for a sample tin and test it at your own table.

Gorman, Eckert & Co., Limited, **London, Ont,**
Winnipeg, Man.,
108 Princess Street.

NEW "FORCE" NEW
DEAL **FORCE** DEAL

1	Case, 36x2s, Packs.	-	-	\$4 50
2	“ “ “	-	-	4.25
5	“ “ “	-	-	4 00

1 Per Cent. 10 Days or 30 Days Net

Freight allowed to competing point on single case. Five cases or more, freight paid from factory.

Send Us Your Orders.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS
MONTREAL.

early days of the Guild, that one of the most active members was a boy whom he always felt would develop into a successful business man. This was the indefatigable Mr. Beckett.

Mr. Geoffrion, Montreal, gave a most interesting account of how the first agreement of price came about. This antedated the Guild many years. Competition was so close in Montreal that they used to sell a barrel of high wines, worth about \$70, at a profit of 20 cents only. In those days beggars were numerous on Commissioners Street, and they used to come in asking for one cent. He happened to overhear several beggars talking among themselves and planning how they should most effectively work the trade, and particularly his firm. It dawned on him then that if beggars would combine to work a cent, why should not common-sense business men do the same. He went over at once to see Mr. Hebert, and the result was an agreement under which they immediately increased the profit on a barrel of whiskey from 20 cents to \$5.

Mr. Kinnear proposed the last toast, "The Guests," who were Messrs. Malcolmson and Innes, of the Cannery Co., and Lt.-Col. Maclean, of The Grocer, and spoke of the tangible evidences they had of the success of the company, and stated he had been informed that they had recently completed plans for manufacturing their own labels, and of making them very much more attractive, which would make them more valuable.

Mr. Malcolmson, of Chatham, who, besides being a canner, is one of the foremost wholesale and retail grocers in Western Ontario, referred particularly to the West, its greatness, and the importance of all business men taking the trip there to realize its possibilities.

Mr. Innes, who is a son of the man who made Simcoe known from one end of Canada to the other, and synonymous with superior quality, also added a few words.

Mr. Stanley Cooke, the secretary, was praised by Colonel Davidson, who said he considered his work more than his pay, and also by Mr. Laporte, and he responded with the wittiest speech of the evening, and left no doubt on the minds of the Guild that he valued his pay very highly.

The following is a list of the delegates: A. Hebert, of Hudon, Hebert & Cie, of Montreal; Mayor Laporte, of Laporte, Martin & Cie, Montreal; L. E. Geoffrion, of L. Chaput, Fils & Cie, Montreal; Alex. Orsali, of Hudon & Orsali, Montreal; H. A. Archambault, of A. Robitaille & Cie, of Montreal; L. O.

Demers, of Demers, Fletcher and Cie, Montreal; A. Desroches, of Lalonde & Desroches, Montreal; J. Billman, of Billman, Chisholm & Co., Halifax; J. Frank Crowe, of J. Frank Crowe & Co., Halifax; R. Murray, of R. McGregor & Son, New Glasgow, N.S.; A. Pyke, secretary Maritime Wholesale Grocers' Guild, Halifax; C. Peters, of Baird & Peters, St. John, N.B.; W. J. McMillan, of W. J. McMillan & Co., Vancouver, B.C.; A. Turner, of Jas. Turner & Co., Hamilton; A. M. Smith, of London; R. T. Steele and G. E. Bristol, of Lucas, Steele & Bristol, Hamilton; J. Ince, of Perkins, Ince & Co., Toronto; T. B. Escott, of T. B. Escott & Co., London; J. Garvey, of London; G. E. Barbour, of G. E. Barbour & Co., St. John, N.B.; W. C. Cross, of Hall & Fairweather, St. John, N.B.; A. G. Olive, and O. E. Truesdale, of Geo. Foster & Sons, Brantford; J. T. Edgett, of F. P. Reid & Co., Moncton, N.B.; A. F. Randolph, of A. F. Randolph & Sons, Fredericton, N.B.; Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, Man.; Col. J. I. Davidson and H. H. Pafford, of Davidson & Hay, Toronto; J. F. Smyth, of J. F. Smyth & Co., Windsor; W. Turnbull, London; F. W. Humphrey, Toronto; Stanley B. Cook, Montreal; Fred. T. Smye and J. Somerville, of Balfour & Co., Hamilton; F. F. Telfer, of Telfer Bros., Collingwood; R. Wells, of Warren Bros. & Co., Toronto; T. Kinnear, Toronto; J. and F. Sloan, Toronto; L. A. Carrier, of A. Carrier & Fils, Levis, Que.; P. J. Bazin, of Nazaire Turcotte & Cie., Quebec, Que.; M. S. Sutherland, of Fenwick, Hendry & Co., Kingston; S. M. Kenney, of Kenney, Walmsley & Co., Belleville; J. R. Gardner, of the F. J. Castle Co., Ottawa; R. J. Carson, Kingston; W. G. Craig, of W. G. Craig & Co., Kingston; J. Nicolle, of Robertson, Nicolle & Co., Kingston; H. C. Beckett, of W. H. Gillard & Co., Hamilton; J. F. Eby, of the Eby, Blain Co., Toronto.

Business Changes

ONTARIO.

THE style of the firm of Cottam, Bart & Co., dealers in bird seed, London, has been changed to Cottam Bird Seed Co.

Wm. Gowdy, grocer, Guelph, has sold his business to W. H. Fielding.

W. C. Smith, general merchant, Nelles Corners, has assigned to Charles S. Scott, Hamilton.

Mutchmore & Co., general mer-

chants, Killaloe Station, have been burnt out; partial insurance.

J. Lanthier & Co., general merchants, Wendover, have assigned. Meeting of creditors, February 21.

J. C. Sherin & Son, general merchants, Lakefield, have sold to F. E. Kine, who is to take possession on April 1.

A meeting of the creditors of W. Dupuis, general merchant, Glen Robertson, was to be held on February 21.

The Robert Hunter Co., Ltd., wholesale produce merchants, Ottawa, have assigned to E. A. Larmouth. Meeting of creditors is to be held February 27.

QUEBEC.

Raby & Frere, grocers, Montreal, have dissolved partnership.

The assets of Jos. Paiement, grocer, Montreal, have been sold.

Charles Winters, general merchant, Grand Mere, has compromised.

The assets of J. L. Bernard, general merchant, Namur, have been sold.

L. P. Forest, grocer and liquor dealer, Montreal, is offering his business for sale.

The business of James E. Manning, grocer, Montreal, is advertised for sale.

C. E. Frechette, general merchant, Grand Mere, has assigned to H. Lamarre.

G. B. Morrison, general merchant, Glen Gyle, has succeeded the McKee Supply Co.

J. M. Gagnon and Arthur Gagnon have registered as Gagnon & Frere, grocers and butchers, Montreal.

The petition of C. Dignard & Co., biscuit manufacturers, Montreal, for liquidation has been granted.

NEW BRUNSWICK.

Wm. Dunlop & Sons, grocers and feed merchants, St. John, are selling their stock by auction.

Pinsey & Harry have closed up their grocery business in Wolfville and will devote their whole attention to their business in Port Williams.

MANITOBA AND N.W.T.

Johnson & Abram, grocers, Winnipeg, have dissolved partnership.

Johnson & Abram, grocers, Winnipeg, have dissolved partnership.

Messrs. Barber have opened up a general store in Indian Head.

Angus McQueen, jr., confectioner, Killarney, has sold out to F. Swanick.

George Freeman, confectioner, Moosomin, has been burnt out; no insurance.

Anderson & Benson, general merchants, Winnipeg Beach, have dissolved partnership.

The stock of Morgan & Mills, grocers, Winnipeg, has been sold at 80c. on the dollar.

R. T. Galbraith, baker and confectioner, Arcola, has sold out to W. M. Connor.

BRITISH COLUMBIA.

The business of M. Charmer, confectioner, White Horse, is advertised for sale.

WHY IS A SOVEREIGN WORTH \$4.86 $\frac{2}{3}$?

Because the gold in the coin will sell for that equivalent in the currency of any nation.

It is worth what it represents.

JUST SO WITH RED ROSE TEA

It is worth what it represents, and has always proved to be *just as represented*. It is without doubt the best tea that has ever been put on the Canadian market, and its great success has been due entirely to the quality of the tea.

There has never been any advertising scheme, such as prizes or premiums of any kind connected with it. People who buy it once are pretty sure to continue buying it for years to come.

If you are selling it, you know all about it. If you are not selling it, I would much like to have the privilege of sending you a sample case.

T. H. ESTABROOKS

Tea Importer and Blender

Branches : TORONTO, WINNIPEG

St. John, N.B.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a. m. Thursday, February 23rd, 1905.

WHOLESALE grocery trade is of average proportions this week. The influx of country merchants during the second week of the Bonspiel to attend the trade conventions, then in session, helped business last week and brought the wholesale and retail branches of the trade into personal touch. Perhaps the subject upon which the most important conferences took place was that of slow collections. The retailer is finding difficulty in getting in his money and many renewals have been asked for. Various remedies have been proposed but perhaps the remedy approved by the Retail Merchants' Association and referred to in another part of this issue is the most feasible.

Throughout almost the entire list prices are steady this week. Sugar is holding its strong position. The decline of 30 cents on all grades of refined sugars announced some little time ago by the B. C. Refinery to apply to all points between Dunmore and the B. C. boundary has been followed a few days ago by an advance of 20 cents and hence the situation in the West is practically the same as before. The sugar market is still strong. The trade are buying freely such dried fruits as apricots, peaches, prunes and nectarines in anticipation of an advance. In doing so they are well advised. The local coffee market is firm and price quoted for Rios is being pretty well maintained. Evaporated apples continue very firm and may be expected to experience another advance very soon. White beans have advanced to \$1.75 per bushel for the grade known as "3 to 4 lb. picker." Bananas are cheaper.

Sugar.

The reduction noted in last issue has not been followed by any further declines at time of writing and the market seems to be firmer than before. An advance was announced last week (a few hours too late to be noticed in last week's issue) by the British Columbia Refinery of 20 cents on all grades of refined sugar to apply to all points between Dunmore and the B. C. boundary. Meanwhile the local sugar market is very firm and no immediate declines are looked for. Dear sugar seems to be assured for some time to come. We quote:

Montreal granulated, in bbls.	6 30
" " in sacks.	6 25
" yellow, in bbls.	5 80
" " in sacks.	5 75
Wallaceburg, in bbls.	6 20
" " in sacks.	6 15
Icing sugar in bbls.	6 90
" " in boxes.	7 10
" " in small quantities.	7 35
Powdered sugar, in bbls.	6 70
" " in boxes.	6 90
" " in small quantities.	7 15
Lump, hard, in bbls.	7 00
" " in 2-bbls.	7 10
" " in 100-lb cases.	7 00

Canned Goods.

Trade is quiet and prices throughout our list seem to be steady. A scarcity in canned finnan haddie is reported by local jobbers. We quote:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case.	3 35	
" black, " "	3 75	
Gooseberries, " "	3 50	
Lawsonberries, 2's, " "	3 35	
Pears (Bartlett's), " "	3 50	
Peaches, 2's, " "	3 75	
" 3's, " "	3 75	
Raspberries, red, " "	2 90	
" black, " "	3 00	
Strawberries, " "	3 50	

Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz. cases.	2 85
Corn, 2's " "	2 60
Peas, 2's " "	1 90
Beans, 2's " "	1 95
Salmon, finest sockeye, per case	7 00
" humpback, " "	3 75
" cohoes, " "	5 25
Boneless chicken, lb. tins, per doz.	3 5
" turkey " "	3 25
" ducks " "	3 25

Baking Powder.

As noted before there has been a recent decline in Price's baking powder. Prices now are as follows:

Price's baking powder, 6 oz. size	1 90
" " 12 oz. size	3 75
" " 2 1/2 lb. size	11 40
" " 4 lb. size	17 25
" " 5 lb. size	21 50

Jam.

The price of Upton's jam is now 50 cents per pail in Winnipeg. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57 cents, and the Edmonton price 60 cents.

Spices.

The local spice market is dull and without features of interest. We quote:

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

Rice, Tapioca, Etc.

We quote unchanged prices as follows:

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

Syrups and Molasses.

Prices are firm and unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1/2 " "	2 50
" " 20-lb tins, per 1/4 " "	2 40
" " 1/2 barrel, per lb.	0 03
" " Sugar syrup, per lb.	0 03
Barbadoes molasses in 1/2-bbls. per lb.	0 04
New Orleans molasses in 1/2-bbls. per lb.	0 02
" " in barrels.	0 02
Porto Rico molasses in 1/2-bbls., per bbl.	0 04

Coffee.

Green Rios are firmer than last week and the local figures are well within the market. They are being pretty firmly maintained. We quote, as before:

Green Rio, per lb.	0 11
Roasted, per lb.	0 14

Nuts.

We quote:

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

Foreign Dried Fruits.

There is little of interest to add to our reports for several weeks on the condition of this market. Merchants have been buying freely California fruits in anticipation of an advance. Consequently the local stocks are pretty well

cleaned up and further advances can not be much longer delayed. We quote:

Valencia raisins, Trenor's, per case f.o.s.	2 00
" selecta, " "	2 20
" layers, " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06
" " choice seeded in 1-lb. packages	0 07
" " per package	0 06
" " choice seeded in 1-lb. packages	0 08
" " per package	0 08
" " fancy seeded, 1-lb. packages,	0 09
" " per package	0 04
Prunes, 90-100 per lb.	0 04
" 80-90 " "	0 04
" 70-80 " "	0 05
" 60-70 " "	0 05
" 50-60 " "	0 06
" 40-50 " "	0 07
" silver " "	0 07
Currants, uncleaned, loose pack, per lb.	0 05
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 06
" Vostizzas, uncleaned.	0 06
Dates, new per lb.	0 05
Figs, cooking in bags, per lb.	0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 13
" standard, " "	0 12
Peaches, choice, " "	0 13
" standard " "	0 13
Pears, (choice halves) " "	0 13
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 05
" Orange " "	0 09
" Citron " "	0 14

Evaporated Apples.

Local stocks are selling freely at present prices. In view of the strong Eastern market, local prices are very low. It is doubtful whether new supplies will be brought from the East until after the opening of navigation. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" 25-lb. cases	0 07

For Manitoba fruit and vegetable markets, see fruit department.

Flour.

Prices are steady. We quote:

No. 1, patent	2 85
" 2, " "	2 75
" 3, " "	2 00
" 4, " "	1 50

Fish and Oysters.

Local market is fairly active. White fish are selling freely, the Slave Lake variety being particularly popular. With the approach of the Lenten season grocers not handling fish should give this profitable line some consideration. We quote:

Lake Winnipeg whitefish, per lb.	0 06
Slave Lake whitefish, " "	0 07
Yellow pike (pickrel), " "	0 05
Lake Superior trout, " "	0 08
Lake Superior loose frozen herring	0 03
Tubbees, loose frozen " "	0 04
Gold eyes, " "	0 03
Blue fish, " "	0 18
Mackerel, " "	0 15
Red snapper, " "	0 15
B. C. salmon (case lots 9c.)	0 09
Halibut, " "	0 03
Jack fish, " "	0 05
Tomocods, " "	0 07
Hake, " "	0 07
Perch, " "	0 04
Eels, " "	0 08
Cod, steak size, " "	0 08
Cod, market size, " "	0 07
Flounders, " "	0 05
Haddock, " "	0 08
Brook trout, " "	0 22



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

Dry Fruits!

Dry Fruits!

Dry Fruits!

Raisins and Prunes

The biggest and most varied stock of fruits in Montreal

VALENCIA RAISINS, ARAUDA, F.O.S.
 VALENCIA RAISINS, ARAUDA, SELECTED.
 VALENCIA RAISINS, ARGUIMBAU, F.O.S.
 VALENCIA RAISINS, JOSE PART, F.O.S.
 VALENCIA RAISINS, JOSE PART, SELECTED.
 VALENCIA RAISINS, JOSE PART, 4 CROWNS.
 VALENCIA RAISINS, P.C.P. 14 LBS. SELECTED.
 VALENCIA RAISINS, MERLE, SELECTED.
 VALENCIA RAISINS, PALARES, 4 CROWNS.
 VALENCIA RAISINS, FLORENS, 4 CROWNS.

In boxes of
 7 lbs.
 14 "
 28 "

PRUNES, CARNATION, 50/60 TO THE LB.
 PRUNES, CARNATION, 60/70 TO THE LB.
 PRUNES, CARNATION, 70/80 TO THE LB.
 PRUNES, GRIFFIN & SKELLEY, 50/60 TO THE LB.
 PRUNES, GRIFFIN & SKELLEY, 60/70 TO THE LB.
 PRUNES, GRIFFIN & SKELLEY, 70/80 TO THE LB.
 PRUNES, GRIFFIN & SKELLEY, 80/90 TO THE LB.
 PRUNES, GRIFFIN & SKELLEY, 90/100 TO THE LB.
 PRUNES, OREGON HUNTER, COMPLETE ASSORTMENT.
 PRUNES, CASTLE BRAND, COMPLETE ASSORTMENT.

Prunes all
 in boxes
 of 25 lbs.

—Also—

CURRENTS, SULTANAS, TABLE RAISINS, FIGS, EVAPORATED APPLES, in considerable quantities, and NUTS of all kinds :

Grenobles, Peanuts, green,
 Filberts, Peanuts, roasted,
 Tarragonas, Shelled Almonds,
 Pecans, new, Shelled Walnuts.

Our assortment of the above-mentioned goods is the best that can be !!

Our prices on them are positively the lowest ever quoted !!!

An actual demand

is made for canned pre-erves—**Strawberries, Pears, Raspberries, Plums, Peaches, Cherries** and **Apples** in their juice or in heavy syrup, all of which our stock is large and our assortment perfect.

For the Lenten Season

With the absence of green cod from the fish market, a careful attention should be paid this year to the buying of what you need for the Lenten period. Our stock, to speak briefly, comprises **Herrings, No. 1 Labrador and Nova Scotia**, in bbls. and ½ bbls ; **Lake Trout, the very finest ; Labrador Red Flesh Trout**, both in kegs of 100 lbs. ; Codfish, half dry, skinless, in boxes of 100 lbs. ; Boneless Codfish, in blocks of 1 and 2 lbs. and in boxes of 20, 30 and 40 lbs. Besides this, we carry the heaviest stock of canned fish that Canadian trade requires. Your kind visit is expected.

Laporte, Martin & Cie., Limited

72, 74, 76, 78 St. Peter Street, Montreal

Blue Ribbon Ceylon Tea

Sometimes people **forget**,
and require to be **reminded**.

And so we would call
your attention to the **stead-
fastness** of Blue Ribbon Tea.

It has endured.

The fight—for it was a
fight—has determined the
victor.

No tea **Sold in Canada** is
so highly esteemed as Blue
Ribbon, and the grocery trade
are friendly.

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FEB 24 1905

*To Montreal
Cut Book 30
Page 60*

OWL CHOP TEAS

**PURE,
DELICIOUS
JAPAN**



**RICH,
WHOLESOME
CEYLON**

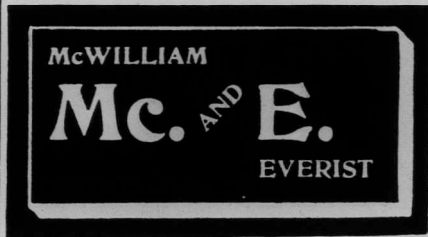
OWL PURE CEYLON BLACK

We have a nice assortment in other grades. Prices right. Quality A 1.
PROMPT SHIPMENT. Freight paid on 5 case lots.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors,
MONTREAL

Tomatoes
Celery
Lettuce
Cabbage, etc.



TORONTO, - - ONTARIO

Lemons
Oranges
Grapes
Nuts
Dates
Figs, etc.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. TORONTO

DRIED APPLES

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

The W. A. GIBB CO.

Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges

Our first shipment of Marmalade
Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

HUSBAND Bros. &
Co.

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

**GREEN FRUITS
AND VEGETABLES**

Fruit and Vegetable Markets.

ONTARIO.

GREEN FRUITS.

THE green fruit market has brightened considerably owing to the milder weather. Shipments to country points are still delayed on account of the heavy snow, but a marked increase in consumption of fruit is shown in the cities. The navel orange situation is better, the over supplies of the last two weeks being pretty well cleaned up. Quality is also improving. Florida oranges have firmed 25c during the week. This fruit is very scarce and in great demand for table use, especially in the United States, which makes it a wonder that Florida oranges are not quicker sellers on this market. Mexican oranges are out of the market. The second direct shipment of bitter oranges is due on Friday of this week. Valencias are scarce, 714's having been crossed from our list. Owing to scarcity in the English market, California navels are largely taking their place this season, selling at from 1 to 4s. per case. Heretofore it has been out of the question for California oranges to compete with Valencias in the English market at this time of year.

Florida grape fruit is 25c stiffer in price, and Havana pines have appeared on the market, being quoted at \$3.50 per case. Bananas are scarce, owing to recent severe weather; several cars having been rejected by the trade owing to poor condition in which they arrived. Sweet potatoes are 50c higher, as well as cranberries. Stocks of the latter article are within very small compass, a very different state of affairs from that prevailing last year at this time; the reason is that buyers this year have been more than cautious about repeating last year's error. We quote the following prices:

Florida oranges, per box.....	2 75	3-00
Florida grape fruit, per box.....	4 75	5 00
Jamaica grape fruit.....	4 50	4 75
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 50	5 00
Havana pines per case.....	3 50	
Marmalade Oranges, per box.....	2 50	
California navel oranges, per box.....	2 50	3 00
Valencias ordinary, 420's.....	3 50	3 75
New Messina lemons, 300's, per box.....	2 50	2 75
" " " 360's, per box.....	2 50	2 75
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	1 50	3 00
Sweet potatoes, kiln dried, per bbl.....	6 00	7 00
" " " bush, crates.....	2 75	3 00
Almeria grapes, per bbl. fancy.....	7 00	8 00
Cranberries, Howes.....	10 00	10 50
Smyrna figs, Elome, four crowns.....		0 07
" " " five ".....		0 08
" " " six ".....		0 09
" " " seven ".....		0 13
" " " glove boxes, 1-lb.....	0 07	0 08
" " " Protoben, four crowns.....	0 09	0 10
" " " five ".....	0 12	0 13
Comadre figs.....	0 03	0 03 1/2

VEGETABLES.

Trade in vegetables continues brisk and
seasonable, especially in domestic stock.

Beets are 15c firmer than last week, and Spanish onions have advanced 25c as a result of large exportations from the United States to the old country. The celery market is strong with supplies arriving freely and of good quality.

It is now thought that the recent frosts in the Southern States will not delay arrivals of early vegetables more than a fortnight. In many districts where the crops were supposed to have been ruined it has been discovered that they were only slightly damaged. Hot house cucumbers are scarce and \$1 higher in price Florida head lettuce is off the market, all supplies being now from domestic sources. California has had excessive rains, which have entirely destroyed the cauliflower crop; this means that there will be no more stuff from California this season. Samples, however, have already arrived from Florida. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches.....	0 35
Greenhouse radishes, per doz. bunches.....	0 40
Dry Mint, per doz bunches.....	0 20
Parsley, ".....	0 20
Sage, per doz.....	0 20
Savory, per doz.....	0 15
Carrots, per bag.....	0 60
Beets, per bu.....	0 75
Beets, per bag.....	0 60
Dry Onions, per bag.....	1 90
Dry Onions, per basket.....	0 50
Spanish onions, per case.....	4 00
Green house water cress, per doz.....	0 25
Canadian celery, per doz.....	1 00
Potatoes, per bag.....	0 50
Parsnips, per bu.....	0 60
Parsnips, per bag.....	0 75
Cabbage, per head.....	0 08
" " " per doz.....	1 00
Furnips, per bag.....	0 30
California celery, per case.....	5 00
Hot house cucumbers, per doz.....	2 00
Artichokes, per bu.....	1 00
Oyster plant, per bu.....	1 25
Greenhouse rhubarb, per doz.....	1 00
" " " onions,.....	0 15
Florida tomatoes, per case.....	4 25
California cauliflower, per case.....	5 00
" " ".....	3 50

QUEBEC.

GREEN FRUITS.

No marked changes are noted. City trade has been more active than during the past week. Country trade is improving. Celery is in good demand, selling freely at \$5 per crate. The sale of navels has improved owing to the low prices, but it is expected within a week that the price will be from 25 to 50c. per crate higher. We quote the following prices:

Cocoonuts, per bag of 100.....	4 00
Pineapples, 24 to case.....	4 50
" " " 30 to case.....	3 50
Cranberries, finest dark.....	11 00
" " " dark.....	9 50
" " " 25 quart boxes.....	2 75
Jamaica oranges, per box.....	2 50
" " " grape fruit, per box.....	5 00
Florida oranges, per box.....	5 00
Florida grape fruit, per box.....	5 50
Mexican oranges, per box.....	1 65
California navel oranges, per box.....	2 75
New Messina lemons 300's.....	2 50
" " " 360's.....	2 25
Bananas, large bunches, crated.....	1 25
Apples Winter varieties.....	2 50
Sweet potatoes, per bbl.....	6 00
Almeria grapes, per bbl.....	7 00
Celery, California golden heart, per case.....	5 00
Tomatoes, Floridas, crate.....	4 50
Lettuce, Boston.....	0 75

VEGETABLES.

Potatoes—Good demand in jobbing way

and the market is firm. Turnips steady at \$9 to \$10 per ton for Quebec swedes. Onions are decidedly firmer and scarce. Other lines are steady, with no changes to note. Our quotations are as follows:

Potatoes, carlots.....	0 68	0 70
Less than carlots.....	0 75	0 80
Bunch lettuce, per doz. bunches.....	0 75	0 75
Radishes, per doz. bunches.....	0 25	0 25
Mushrooms, per lb.....	1 70	1 70
Mint, per doz. bunches.....	0 20	0 20
Parsley, ".....	0 30	0 30
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Beets, new, per doz.....	0 25	0 25
Egg plant, per basket.....	0 75	0 75
Rhubarb, outdoor, per doz.....	0 35	0 35
Green onions, per doz.....	0 15	0 15
Spanish onions, large cases, per case.....	3 75	3 75
" crates, per case.....	1 50	1 50
Red onions, in 75-lb. bags, per bag.....	2 50	2 50
Yellow onions, in 80-lb. bags, per bag.....	1 75	1 75
Green house water cress, per doz.....	0 45	0 45
Green cucumbers, per bush, hamper.....	1 25	1 25
" per half bushel hamper.....	0 60	0 75
" per bbl.....	3 50	3 50
" per doz.....	0 40	0 50
Green cabbage, per doz.....	0 60	0 60
" beans, per bush.....	1 00	1 25
Waxed beans, per bush.....	1 00	1 00
Cauliflowers, home grown, per doz.....	1 50	1 50
Green peppers, per basket.....	0 45	0 45
California celery, per case.....	5 50	5 50
Canadian celery, per doz.....	0 75	0 75

APPLE SHIPMENTS.

Total shipments from all ports week ending February 20, 1905:

	To Liver- pool.	Lon- don.	Glas- gow.	Vari- ous.	Total.
Same week 1904.....	6,682	1,695	1,506	5,910	*15,793
1903.....	24,970	28,608	13,134	12,817	79,529
1903.....	41,851	11,029	7,890	8,607	69,377

*Railways in Nova Scotia being blocked, there were no apple shipments from Halifax last week.

Total shipments since season opened,....	2,013,813
same time 1903-4.....	3,086,317
1902-3.....	2,141,287

MANITOBA.

GREEN VEGETABLES.

Prices are steady. We quote :-

Native onions, per lb.....	0 04
Spanish onions, per case.....	1 75
Carrots, per bush.....	0 40
Beets, ".....	0 70
Turnips ".....	0 40
Potatoes ".....	0 70
Celery per case (7 to 9 doz).....	6 50
(doz.).....	1 00

GREEN FRUITS.

The green fruit market is steady and prices are unchanged except for a decline in bananas, which are now quoted at \$3.50 to \$4.00 per bunch. A car of bitter oranges for marmalade making, which has just arrived, is being offered at \$4.50 per case. We quote:-

ORANGES.

Fancy navel's, 96's to 112's, per case.....	3 00
" 126's to 150's.....	3 50
" 176's to 250's.....	3 75

LEMONS.

Fancy California lemons, 360's.....	4 25
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl.....	6 00
Jersey cranberries (unfrozen) ".....	11 00

BANANAS.

Per express only, per bunch.....	4 00
----------------------------------	------

APPLES.

Fancy XXX apples, Spies, per bbl.....	5 00
Fancy XX apples, Spies, ".....	4 00
Fancy XXX apples, Baldwins, ".....	3 50
Fancy XXX apples, Greenings, ".....	3 25

GRAPES.

Malaga keg grapes, per keg.....	00
---------------------------------	----

NEW BRUNSWICK.

GREEN FRUITS.

Sales are light. In oranges no import prices of Valencias received for some time. Great damage from frost is reported.

MESSINA LEMONS

Notwithstanding that the Lemon Market is higher and is likely to further advance, we are in a position to offer a special this week, having contracted before the rise.

HOME GUARD BRAND

Extra Fancy 300s or 360s.

BLACK WATCH BRAND

Extra Choice 300s or 360s.

CALIFORNIA CELERY

We are receiving now an average of two cars per week of California best celery, packed in crates, 5, 5½, 6 and 6½ doz. crates.

Large, beautiful stock, \$5.00 per crate.

White & Co. WHOLESALE FRUIT, FISH AND PRODUCE Toronto

Send for Weekly Price List.

"ST. NICHOLAS"

J. J. MCCABE

W. B. STRINGER

In Lemons means the first selection from only the finest Groves in Sicily. In a retail way "St Nicholas" brand sells at 25c. to 40c. more per box than any "just-as-good brands." W. B. Stringer & Co., 61 Front St. East, Toronto, are sole Canadian Agents, and are now quoting Fresh Cut Stock for spring shipment to Montreal. They are completely sold out of November Cuts, and have only a limited quantity of Fresh Cuts left for this shipment. They would be pleased to receive your prompt enquiry for a car.

IT Saves Time and Worry By Ordering From us
What you need in

FANCY ORANGES, LEMONS, ETC. Knowing You will get Quick Service and
HUGH WALKER & SON, GUELPH, ONT. QUALITY AND PRICES RIGHT.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

MANUFACTURERS

Evaporated Onions

and other Dried Vegetables.



This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

Local prices not changed. Californias are rather higher. Floridas have little sale. Some nice Jamaicas still sold. Lemons are rather higher. Apples are dull at quite reasonable figures. Cranberries are higher.

Value of Fruit Marks Act.

In a late report received by the Extension of Markets Division, Department of Agriculture, from the department's inspector in London, Eng., covering the out-turn of apples ex the steamer Fremona from Portland, Me., the following reference appears:

"A striking illustration of the value to Canadian shippers of the Fruit Marks Act is shown by the following incident:

"Besides the Canadian apples there were by this steamer 992 barrels of American apples, by different shippers, which on being landed over fifty were found to be without marks of any description: as a consequence the several consignees wanted to pick and choose, thereby causing trouble and delay during which time the apples from the Canadian shippers had been placed on the market.

QUALITY AND MERIT

are the features of

S. H. & A. S. EWING'S

DELICIOUS

HIGH-GRADE

COFFEES and SPICES

ON THE MARKET SINCE 1845, THE PERFECTED PRODUCTS OF THE OLD RELIABLE FIRM.

PLACING an order with the OZO CO. means something more to the buyer than assurance of the delivery of a certain quantity of goods at such and such a price. Our product not only gives the impression of neatness and wholesomeness, which is the token of carefully prepared goods, but has a fitness which attracts the customer and inevitably ends in a sale. The firm controls the planting, the handling and the making of their product, make their own vinegar, and such a vinegar as experience has taught them will go a long way towards making the best pickles. Our goods cost no more than others, their selling ability is double that of the common article. Turning your dollar over twice makes the profit of double that capital and is business.

THE OZO CO., LIMITED
MONTREAL

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

OF INTEREST TO THE TRADE.

We have pleasure in directing the attention of readers of The Canadian Grocer to the firm of Geo. R. Meeker & Co., 11-12 Bedford Hotel Chambers, Covent Garden, London, Eng. The headquarters of this firm are in the Matlage Building, 97 Warren St., corner Greenwich, New York City, through which the London branch imports large quantities of deciduous and citrous fruits as well as canned goods, including the products of the well-known Earl Co.

Geo. R. Meeker & Co. are also large exporters of barreled apples from the United States eastern seaboard ports. The sale of such fruits, no matter at what point in Europe, is superintended by the London firm, which is a "sine qua non" that the interests of shippers are not only strictly safe-guarded but served in the best possible degree.

WIN THE BRISTOL CUP.

The Toronto branches of the Canada Grocers defeated the Hamilton branches of the Canada Grocers at the Thistle Rink, Hamilton, Feb. 18, by the score of 3 to 1. The game was very close and fast, the score at half time being 1 all. This makes the Toronto branches winners of the Bristol cup. Stewart and Warren played the star game for the winners, while Matheson and Dewey were the pick of the losers, the latter making some brilliant stops in goal. Teams:

Toronto branches (3)—Goal, Howard; point, Willie; cover-point, Barnhouse; cover, Stewart; centre, Hortop (capt.); right, Smith; left, Warren.

Hamilton branches (1)—Goal, Dewey; point, Matheson; cover-point, Turnbull; cover, Ramsay; centre, Leith (capt.); right, Hickey; left, Robertson.

Referee, Harry Truesdale.

Photographs of the winning team and of the trophy will be reproduced in next week's issue of the Canadian Grocer.

The Dominion Exhibition will be held in New Westminster, B. C., this year.

"THE MEMORY OF QUALITY LINGERS
WHEN PRICES ARE FORGOTTEN."



PACKED

F.O.B.—TORONTO

15-2 lb. Tins in a case, 30c. per lb.
30-1 lb. " " " 30c. "
3 doz. "Camper's" Tins, 90c. doz.

F.O.B.—WINNIPEG and VANCOUVER

15-2 lb. Tins in a case, 32c. per lb.
30-1 lb. " " " 32c. "
3 doz. "Camper's" Tins, 95c. doz.

TO GIVE AN OPPORTUNITY FOR
YOUR CRITICAL CUSTOMERS* TO
TEST THE QUALITY OF

PURE GOLD BRAND COFFEE

URNED

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*to Montreal
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Page 83

EACH CASE OF ONE AND TWO
POUND TINS CONTAINS (12)
TWELVE CAMPERS' SIZE

FREE OF CHARGE

SO

**PURE GOLD BRAND COFFEE IS NEVER
PACKED IN BULK.**

SAMPLE ON APPLICATION.

**PURE GOLD BRAND COFFEE
HAS QUALITY.**

Coffee is more criticised than any article you sell.

To obtain first-class Coffee that is maintained absolutely uniform
in quality means increased trade with critical and good customers.

We are endeavoring to meet these conditions, and ask your initial
order for

"PURE GOLD BRAND"

guaranteeing satisfaction or accepting return of the Coffee at our
expense, and we feel confident the introduction of this line will re-
sult in a satisfactory increase of your Coffee trade.

PURE GOLD MANUFACTURING CO.,

TORONTO

Limited

The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros, Montreal, used 5 pages
Hobbs Hardware Co., London, 2 pages
Caverhill, Learmont & Co., Montreal, 2 pages
H. S. Howland, Sons & Co., Toronto, 2-page insert
Wood, Vallance & Co., Hamilton, 1 page
Frothingham & Workman, Montreal, 1 page
Rice Lewis & Son, Toronto, 1 page
D. H. Howden, London, 1 page
Kennedy Hardware Co., Toronto, 1 page

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada.

Practically every article sold through the Canadian Hardware Trade will be advertised in it.

It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers.

Our Annual Spring Number will be published March 20—just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA

RATES: Full Page, \$35.00

Half Page, \$20.00

Quarter Page, \$12.00

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

NEW YORK

CHICAGO

622-624 TRIBUNE BLDG.

933-935 MONADOCK BLOCK

**JAMS
PRESERVES
MARMALADE
CONFECTIONERY**

McGREGOR


Get this list firmly planted in
your mind and order accordingly.

McGregor-Harris Co.
Limited
33 Pearl St., - TORONTO.



Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on
every package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in The Canadian Grocer.



**WE HAVE THE BEST
COCOANUT** IN CANADA

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

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

EPPS'S GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS **COCOA**

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the New Sap goods, fresh from the tree.
All jobbers handle it.

SUGARS LIMITED, MONTREAL

A Wise Grocer Counts the Cost

It costs more to sell an unknown brand than it does one with
which the public is familiar.


Chase & Sanborn's Coffees

are known everywhere—they are easy to sell and always give
satisfaction.

CHASE & SANBORN

The Importers, Montreal

CANADA: No better Country



MOTT'S: No better Chocolate

More Chocolate is being consumed in Canada every year. Are you getting your share of this growing trade? You will if you sell

MOTT'S
 "Diamond" Brand
 and
 "Elite"
 Chocolates

For Sale by all Jobbers.

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

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

EASTER is easily in sight for the man who stocks confectionery—i. e., Special Confectionery — for this season.

No other confectionery makers approach us in the variety, quality and exclusiveness of our Easter offerings.

If our salesmen miss you write us, and we'll see you are served to your complete satisfaction.

A. J. STEWART
 LIMITED
 STEWART'S FINE CHOCOLATES
 TORONTO.

JERSEY CREAM YEAST CAKES

The only Yeast with Cream in it.

ALL FALLING INTO LINE

Ontario, Quebec, Manitoba, British Columbia, New Brunswick, Prince Edward Island, Newfoundland, South Africa, Australia, Japan Just received the following letter from South Africa :

WOODSTOCK, S.A., January 25, 1905.

MESSRS. LUMSDEN BROS., Hamilton, Ont., Can.

DEAR SIRS.—We are pleased to report we have made further tests with your Yeast, and have used it for buns, rolls, and various other kinds of bread, and we are very pleased with the results.

There has been much interest shown in the working of this Yeast. We having met nearly all the up-country bakers, who are visiting the Exhibition, and they all express surprise at the quality of bread turned out.

The writer must be brief, as only a few minutes to mail time.

I have just been in to town to arrange with Messrs. Moffatt, Hutchins & Co., Canadian House, Wales street. Much as we would like to have the agency for your Yeast, we feel compelled to make arrangements with the aforementioned firm in your interest. We being bakers ourselves, we possibly would not be in a position to devote the time necessary to thoroughly push it along. We feel sure Messrs. M. H. & Co. will be able with our assistance, in demonstrating to any interested person, and in many other ways, the great advantages of this special yeast.

There is every chance of also doing a domestic trade, by having it put up in smaller packets.

Our future requirements we shall now draw from Messrs. M. H. & Co., who are now writing to you to make arrangements for shipping some by next boat.

A small shipment of 100 lbs. comes very expensive, costing delivered here, 24 cents per pound. This, of course, will be reduced when shipping in larger quantities.

Wishing you every success, we remain,

Yours faithfully,

HUMPHREY & MARTIN.

JERSEY CREAM YEAST CAKES

The only Yeast with Cream in it.

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

Will Feature Easter Trade.

GROCERS are now beginning to stock up for the two breaks in the Lenten season, St. Patrick's Day and Easter. St. Patrick's Day is now recognized as a day set apart from the long severity of Lent, and confectioners have not been slow to seize the chance by putting candy novelties on the market. Boxes of chocolates done up in the shape of a shamrock and decorated with the same leaf, are very attractive. Some of these are worked out very elaborately. Another novelty is in a box the shape of a silk hat, with a couple of pipes crossed on the side and the whole tied with green ribbon. These are just examples of what is being done to force the sale of candy during the usually quiet season. As the public is glad of a little relaxation, the efforts of the candy makers should meet with much favor.

French Candy Sugar Factories on the Wane.

The small sugar factories in France, says the "Chemiker Zeitung," tend to disappear. In the year 1903-4 the number has come down to 292. That is a reduction of 27. The number in 1890-1 was 377, and in 1900-1 it was 344. but whilst the industry becomes concentrated the beet plantations do not seriously decline. They remain about as before, and there is even talk of their being increased in the coming year in consequence of the important rise in the price of sugar abroad, and the increased home consumption through the lowering of the inland tariff.

New Biscuit.

Christie, Brown & Co., Toronto and Montreal, are placing on the market a new biscuit called the "Bango." This biscuit is peculiarly the people's biscuit; it is sweet, with a delicious lemon flavor and has the additional advantage of being moderate in price. Samples will be mailed to any member of the trade so desiring, on condition that the CANADIAN GROCER is mentioned in the application.

English Confectioners up in Arms.

The English confectioners are up in arms against the duty which was placed on sugar three years ago. Their representations show that the business is in a disastrous condition. A large number of men are out of work, and the past year saw more failures in their line of business than in any previous year. Without discussing

the present conditions, which seem to result largely from the high price of sugar, we are reminded of the extremely peculiar conditions of the English confectionery business for years preceding the adoption of the sugar convention. As a result of a desire to cultivate the beet sugar industry, a number of European countries, especially Germany and France, paid heavy export bounties on the raw product. As a consequence, the producers of beet sugar exported their product to England, sold it for less than the cost of production, and still made a handsome profit out of the Government bounties. England, which produced no beet sugar, was buying sugar far cheaper than the countries which actually produced it. Under these artificial conditions England soon was making candy for all Europe. France and Germany could not commence to compete with her, even in their own markets. By the sugar convention, these abnormal conditions ceased to exist. Now all bonused sugar is excluded from the country.

Confectionery Notes.

Mr. Bert Hare, who for the past nine months has been in the grocery department of the R. D. McNaughton Co., Moosomin, Assa., has accepted a position as traveler for Long Bros., biscuit and confectionery dealers, Montreal.

The Gardiner biscuit factory, Kingston, Ont., was destroyed by fire on Feb. 14. Loss estimated at \$8,000 to \$10,000.

A FOREIGN TRADE SCHEME.

IN a report from the British Charge d'Affairs in Nicaragua, he describes a system by which German firms establish themselves in business, which should interest those Canadians who are reaching out for foreign trade.

"It appears that German firms, either singly or several firms, combined, choose some young man in their employment whom they consider suitable, and send him out to the country with which they wish to do business. This man receives a salary for the first few years, as well as a share in any profits that may be made; but in addition to this he is allowed to draw on them at his discretion for a considerable sum of money for advertising, traveling expenses, etc.

"His instructions are to settle himself modestly in the principal town, with the avowed intention of setting up a little general business for himself. If possible, he is to obtain regular employment until

he is able to do so. He is then to give orders to the regular commercial travelers of all nations who frequent the place, for small quantities of the goods they usually supply there. In a year's time he is probably in a position to know what class of each kind of goods sells best, and the reasons for the preference. He has also noticed what improvements could be made, as well as all the details concerning packing, weight, color, quality, size, etc., that play so important a part in the sale of goods in foreign countries. During all this time he is constantly sending home to his employers samples of these goods, and explanations how to make them still more suitable to the market.

"In the first year the little store probably pays its way, and in two or three years it is not only making a profit, but a quantity of really trustworthy information has been obtained concerning the goods in general use in the country.

"During this time the goods are being produced at home, with the improvements recommended, so that the home firms are in a position to compete with any foreigners.

"Their representative then establishes branches in other towns, and the extension of the business simply depends on the capabilities and good fortune of the man employed. Sometimes factories are established.

"Men sent abroad under these conditions have a real incentive to work, as instead of being simply employes, they are working for themselves from the first, with the prospect of gaining a good and independent position.

"A further advantage in this system is that even if the man starts an independent business as soon as he is able, as so many Germans do, the connection still remains, and the knowledge gained, even in a few years, of the actual requirements of the country is worth the money expended.

"In the case of the complete failure of the man sent out, the loss need not be a serious one, if divided among several firms who have allowed a credit of a few hundred pounds each."

BUSINESS CHANGES HANDS.

John E. McCarthy, of St. Catharines, Ont., has sold his grocery business to Garner & Tetty, who will carry on the business at the old stand. Mr. McCarthy was one of the oldest grocers in St. Catharines and has been a subscriber to The Canadian Grocer since 1893.

The Fame
of Mooney's

Perfection
Cream
Sodas

expands
East, West,
North, South
—everywhere
in Canada
you will find
them.

They are
national
sodas—

Distance from
Stratford should
be no barrier to the
grocer.

Send in your order
3-lb. cards or tins.

THE MOONEY
BISCUIT & CANDY
COMPANY,
LIMITED,
STRATFORD, CANADA.

COMPANIES INCORPORATED.

The Dominion of Canada Malt Co., of Toronto, have been incorporated with share capital of \$100,000, to manufacture and deal in malt, and all kinds of malt products. Provisional directors: H. Carson, F. W. May, E. W. Borbridge, J. Bingham and G. Carson, all of Ottawa.

The Peterborough Cereal Co., Limited, Peterborough, with share capital of \$250,000, have been incorporated to manufacture and deal in grain, cereals, fruit, produce, etc. Provisional directors: W. H. Meldrum, W. H. Collier, W. G. Ferguson, A. Hall and R. H. Hall, all of Peterborough.

The Spencer Industrial Co., Limited, Toronto, have been incorporated with share capital of \$15,000 to manufacture and deal in novelties and groceries and general mercantile supplies. Provisional directors: A. E. Spencer and W. Boadway, both of Chicago; and I. Boadway, of the County of Simcoe, Ont.

NEW AGENCY.

Mr. M. Roberts, a well-known manufacturer's agent, 2071 St. Catherine street, Montreal, has secured the agency for that city and district of R. Turner, the well-known manufacturers of fermented wines, bitters, sauces, catsups, lime-fruit juice, vinegars, mustard, and flavoring extracts. Mr. Roberts has a good connection in the trade and should prove a valuable representative.

FACTORIES FOR FORT WILLIAM.

Since Jan. 1, no less than four manufacturing firms have secured options on property in Fort William, Ont. Already two of the largest soap manufacturing firms on the continent, J. J. Case, and Fowler & Co., soap manufacturers, Chicago, have purchased factory sites in Fort William.

Professor G. M. Gowell, poultry specialist at the experiment station, University of Maine, Orono, is the possessor of a Plymouth Rock hen which holds the egg laying record for the world, namely, two hundred and fifty one eggs in a year.



**You have
heard of
Winona
Nurseries**

Well, it is on this property
—630 acres—where the fine
fruit grows that we put into

E. D. S.

**Jams, Jellies and
Sealed Fruits**

(IN GLASS)

See the advantage we have
for making a good article
at the lowest possible cost.

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

COWAN'S COCOA Maple Leaf Label
Our Trade Mark

**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,
and COWAN'S famous MILK CHOCOLATE**
are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

A WONDERFUL CHANGE! IN THE PAST FEW YEARS!!

Have you noticed it in your own business?
People are not now satisfied with anything short of the best.

VAN HOUTEN'S COCOA Obtainable from all Wholesale Grocers from Halifax to Vancouver. : : : :

BEST AND GOES FARTHEST

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

COFFEE

LONG years of experience in Coffee buying and blending have resulted in **Todhunter's Famous Coffee Blends.** They solve effectually the grocer's coffee troubles.

Excelsior. Mocha and Java. Our Own Blend.

TODHUNTER, MITCHELL & CO., TORONTO

Wanted

One of the largest SWISS CHOCOLATE manufacturers, producing highest class goods, with an already established trade, seeks

Sole Agent
for
Canada

- Applications received only
- from first-class, responsible
- Jobbing Houses.

MOST ADVANTAGEOUS TERMS OFFERED.

Address

C. HAUG,
17 St. John Street, - - MONTREAL.



THIS



AND



are all you will require when selling your customers

Condensed Milk and Evaporated Cream.
They are **BORDEN'S** and The Best.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

W. S. CLAWSON & CO.
St. John, N.B.

SHALLCROSS, MACAULAY & CO.,
Victoria and Vancouver, B.C.

"I Am Good For One Car a Month."

Strong Advertising in local newspapers enables the grocer to more than double his sales. A prosperous grocer in Paris, Ontario, writes THE OGILVIE FLOUR MILLS CO., LIMITED, Montreal, as follows:—

PARIS, ONT., February 6th, 1905.

"Your advertising through the local papers is bringing your flours to the front in this section of Ontario, which I think the hardest part of Ontario in which to introduce hard wheat flour. It took me three months to sell my first car, but I think from now on I am good for a car a month."
T. M. NICOL.

This is the way the sales double up when

"Royal Household" Flour

is once introduced. Once the women have given it a trial the work is all over. After that comes a steady demand—and no other flour can take the place of "ROYAL HOUSEHOLD."

If you push "ROYAL HOUSEHOLD" you get the trade.

THE OGILVIE FLOUR MILLS COMPANY, Limited
MONTREAL.



YOU CAN ALWAYS
RECOMMEND THE
WHITE SWAN GOODS

GREIG'S WHITE SWAN
Buckwheat Flour

—Self-Rising—is a dependable line, and in great demand at this pancake season.

ATTRACTIVE PACKAGES—3 DOZ. IN A CASE
GOLD MEDAL AT ST. LOUIS

The Robert Greig Co., Limited
White Swan Mills
TORONTO.

FLOUR AND CEREAL FOODS

Oats and Oatmeal

THE oat and oatmeal situation in Ontario at present is a very interesting one and, in many respects, just the opposite of a year ago. In 1903, Ontario harvested the largest crop of oats, according to the U. S. Government report giving the quantity as 110,000,000 bushels, and the quality was very fine.

The U. S. crop, on the other hand, was a small one, only 784,000,000 bushels, according to the U. S. Government report, and the quality was poor. The oats obtainable by the American Cereal Co. for their mills in the United States only averaged from the 1903 crop 26 lbs. Winchester measure, which is 32 lbs. per bushel; as against 34 lbs. per bushel, Imperial measure, in Canada. This year the U. S. crop averaged 4 pounds heavier, and the yield is estimated at 894,000,000 bushels.

Ontario oats this year, on the other hand, are only of fair quality, and although the Ontario Government gave the yield as 102,000,000 bushels, it is now plainly evident that it was overestimated, and the actual yield would more nearly approach the figures given in the issue of *The Canadian Grocer* of Dec. 2, namely, about 75,000,000 bushels. Even this quantity would appear ample to meet all requirements without prices going too high and it, no doubt would have done so, had it not been for an unusual combination of circumstances which have occurred this year.

Prince Edward Island grows a great many oats, this being its principal grain crop, and generally supplies the Newfoundland market largely, as well as shipping liberal quantities to adjacent points in Nova Scotia and New Brunswick. This year, Prince Edward Island had a short crop, and Ontario was called upon, not only to supply a fair portion of the Newfoundland requirements, but also to make up most of the deficiency in the Nova Scotia and New Brunswick supply, occasioned by the shortage in Prince Edward Island.

In addition to the above, in spite of the relatively high price at which Ontario oats have been selling this year as compared with the price in the United States, a large portion of the oat trade to Bermuda, Jamaica and other West India Islands, which Ontario secured

last year owing to the good quality of her oats, has been retained; sales being made as high as 40½c. and 41c., at Ontario points last week, for both Bermuda and Jamaica.

There has also been a larger demand on Ontario this year to supply the requirements of the lumber camps in Northern Ontario and along the main line of the C.P.R. east of Sudbury, which last year was largely supplied by oats from Manitoba. Several large shipments were also made by boat to Ontario and Quebec points a year ago, but this year, on account of the immense immigration which poured into that country, and the probabilities of very large quantities of oats being required to supply the construction parties, not only on the Grand Trunk Pacific, but also in extending the lines and branches of both the C.P.R. and Canadian Northern, Manitoba requires all her oats to supply this demand.

Last year, and for several years back, the American Cereal Co. manufactured their oatmeal for export to Great Britain and other continental countries, at Peterboro, the good quality and comparatively low price of Ontario oats enabling them to do so to better advantage than they could in the U.S. This year, however, the price of Ontario oats has been relatively so high that for several months the mill at Peterboro has only been running on orders for local consumption, being shut down the greater part of the time. This is not to be wondered at, with Ontario oats selling around 40c. and May oats in Chicago for only 31c., or say, 33c. per 34 pounds, to make the same weight as our bushel. The difference in price would mean about 80c. in cost of manufacturing a barrel of oatmeal, so it is no wonder that the American Cereal Co., and other Ontario oatmeal millers, not only find themselves unable to sell any meal for export, but that the U. S. millers are able to send their oatmeal into various points in Canada and undersell the Canadian oatmeal millers.

Canada is so often spoken of as a "protectionist country" that one would naturally have thought the duty would have been sufficient to have kept American oatmeal out, or that at least Canadian millers could have brought in American oats to as good advantage and have manufactured the oatmeal here,

giving employment to Canadian citizens instead of foreigners getting the benefit of it. While this is what one would naturally expect, we find that the duty on oatmeal is only 20 per cent. ad valorem, or equal to 55c. to 60c. per barrel, while the duty on the quantity of oats required to make a barrel of oatmeal would come to \$1.20. This, of course, throws the manufacture of oatmeal from U. S. oats into the hands of the U. S. miller and, instead of Canadian industries getting the benefit of the protection, it is the miller in the United States who profits.

The duty on oatmeal going into the U.S. is \$1 per 100 lbs., thus shutting out the Canadian miller entirely. The Canadian oatmeal millers have on several occasions, pressed the Government to equalize the duty on oats and oatmeal coming into Canada, so as to give the Canadian mills a chance to manufacture the oatmeal here when conditions warrant it, instead of importing the finished article, but they have so far been unsuccessful. While in a season like last year it would make no difference, the mills here are now suffering so severely from the competition from the U. S. that many mills are already shut down, and indications are that most of them will be closed before very long on account of their inability to sell to jobbers in competition with U. S. prices. The only trade they are able to retain at present is the local trade at their own doors.

They cannot look for lower prices for oats in the immediate future to relieve the situation, as on Feb. 21, sales were made by Toronto dealers at 41½c. f.o.b. cars outside, or equal to about 44½c. on track Toronto for No. 2 white oats for local consumption. While there is a duty of 10c. per bbl. on American oats coming into Canada, the farmers cannot get the benefit of more than half of this as long as oatmeal is allowed to come in at 20 per cent. ad valorem, which is only equal to 5c. or less per bushel, as pointed out above.

Will Drawbacks be Allowed.

ON Feb. 14, American millers were astounded to learn that the U.S. Senate had adopted an amendment to the Agricultural Appropriation Bill, the effect of which, had it been concurred in by the House of Repre-



The Train's Coming!

Bad for the bear if he gets hit.

You see, the right of way belongs to the strongest power. Take breakfast foods, for instance. There's

Orange Meat

It is having a success that makes some makers growl—just a little, you know, so too many won't hear. But we can't help it. We're making, evidently, a better article, and the people have found it out.

The grocers know it by their sales.

The Frontenac Cereal Co.

Limited.

KINGSTON, ONTARIO.

representatives, would have been to abolish the allowance of drawback on exportations of flour from the United States, manufactured wholly from imported wheat or in part from imported and in part from domestic wheat, and all this on the eve of the drawback of the duty being made effective by the decision of the Attorney-General, and application by the Secretary of the U. S. Treasury.

A stream of vigorous protests poured in from leading American flour milling interests, who contended that the result of such an amendment would practically destroy the United States export flour trade, and that the conditions under which the U. S. milling interests were manufacturing imported wheat into flour for the export trade were identical with those under which manufacturers of agricultural implements, woolen goods, canned fruits, etc., received drawback on exportations of such articles. The House of Representatives in turn claimed that the action of the Senate in this regard was unconstitutional. The combined result is that the amendment has been struck out and the Bill passed as received from the House, the whole situation standing where it did a week ago.

Important Decision.

A conference of grain and railway men was held in Winnipeg last week to consider the advisability of making Winnipeg an order point and sample market. The conclusion was arrived at that the time had not arrived for making Winnipeg a sample market, the establishment of which would necessarily involve Winnipeg being also made an order point.

Too Many Mills.

ACCORDING to the London Miller, the time is coming when United States millers will have to acknowledge that their country is over-supplied with mills, and that in order to keep going they will have to import wheat in much the same fashion as Great Britain. They may get a lift now that "food fads" have narrowed down to within reasonable compass, but the broad fact still remains that there are too many mills.

There is a further tendency to increase the number of mills in the United States that are grinding Canadian wheat in bond, and there will, no doubt, be an increased supply of flour available for export from this source. There is no indication, however, at present that such can be produced at a price London can afford to pay, while on the other hand the Scotch and Irish trade may, perhaps, be able to handle it in moderate quantity. It is also among the possibilities of the future that by April or May, if the outlook is then favor-

able for the next crop on the American side, the small surplus which is generally conceded to exist in the States, may begin to come out and possibly for the greater part in the form of flour.

Canada Will Hold Her Own.

THE proposed reciprocity treaty between Newfoundland and the United States has brought the following interesting statement from Mr. Robt. Meighan, of the Lake of the Woods Milling Co., in regard to the passing of flour as a free commodity between the two countries:

"Canada would not be placed at a disadvantage in view of the fact that some time ago the Newfoundland duty against Canadian flour was removed. It seems as if it would be merely another instance of equal competition as the United States will not, in all probability, cease from being flour exporters for many years to come. Canada has shipped a good deal of flour to Newfoundland, especially within the last few years. In 1904 this trade was extraordinarily heavy, owing to light crops in the United States. Even in the event of good crops across the line there is no reason why we ought not to compete successfully with them. Canadian flour has already competed successfully in the markets of the world, and will do the same in Newfoundland as long as it is permitted to enter that country under the same conditions as flour from other countries."

Gossip of the Trade.

The John McNair Co., Glasgow, Scot., the big American flour importers, have failed with liabilities of \$80,000.

The pot and pearl barley mills of John MacKay, Limited, of Bowmanville, Ont., lately destroyed by fire, are being rebuilt, and will resume operations about the middle of August.

The municipal authorities of Peterboro', Ont., have granted a site and fixed assessment on \$1,000 to the Peterboro' Cereal Co., a new industry which will manufacture cereal and shredded vegetable foods.

Judging from the American grocery trade press, U. S. grocers are dissatisfied with the withdrawal merely of the part cash feature of cereal coupons as found in packages of oatmeal and other cereals, and are strenuously exerting themselves to secure the abolishment of all premiums whatsoever.

At a meeting of the grain section of the Toronto Board of Trade last week the following officers were elected for the ensuing year:

D. Plews, jr., chairman.

C. W. Band, vice-chairman.

F. G. Morley, secretary-treasurer.

Executive Committee—F. W. Hay, John Carrick, Hedley Shaw, W. D. Matthews, J. L. Fisher, A. V. Pearce, C. D. Watts.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pockets

\$5.00

or thereabouts is all the money it requires to stock

ONE BALE OF Pocket Rice

a better, cleaner rice than has been, will prove a "find" to the good grocer.

Order a 100 lb. bale (100 1s, 33 3s) from any one of the following distributors:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	
LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,

MILLS: NEW ORLEANS.

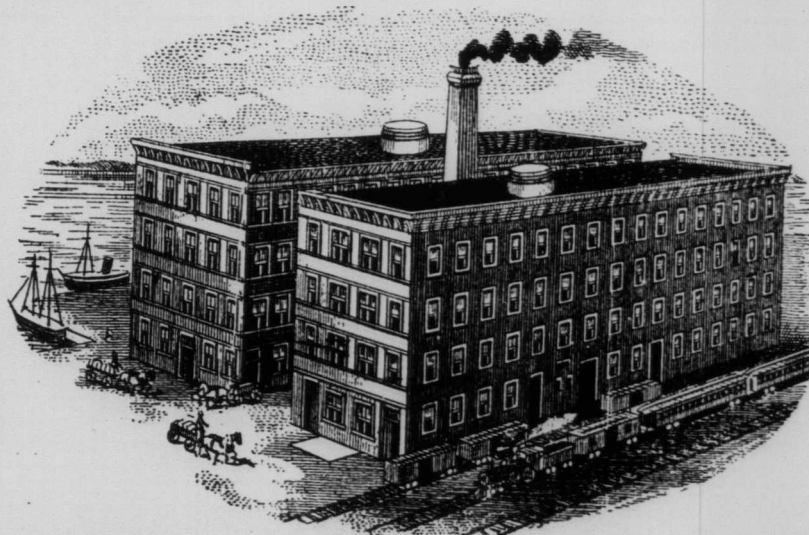
104 WALL STREET
NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.
Toronto, J. S. Donaldson & Co., 50 Front St. E.

We

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

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



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

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US
FOR QUOTATIONS,

PROMPT DELIVERY IN MIXED CAR LOTS
OR OTHERWISE.

LETTER ORDERS
A SPECIALTY.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Grocers and Tobacco.

IN calling upon a number of the large and small cigar manufacturers and soliciting advertising, the constant reply is "grocers have not the time to give to tobacco and cigars." On enquiry the very opposite seems to be the case. Grocers handle nearly all the best known brands of cigars and cigarettes. We come to the conclusion that the cigar men with swollen heads who think the grocer's trade is not worthy of attention have another think coming to them. Instead of the grocer not having time it would appear that the dude travelers sometimes are too fond of sitting around the hotels, and often fail to get after the grocer, who is generally the best tobacco and cigar seller in the town.

The hustler is after the grocer and he gets the business. Any manufacturer who is neglecting the grocer is bound to be thoroughly left in the long run. It might be observed that the big makers who are prosperous, who lead in their respective lines, and who made enough money last year and every year to visit Cuba in person, are each and every one users of the grocery trade for selling their goods. In fact most of the leaders have been using the Canadian Grocer for years, and with profit. The old cry that the local tobaccoist will not handle brands that are sold by the grocer in the same town is absurd. Try him and see.

Tobacco in Ireland.

Even in Ireland the nutritive potato may be compelled to yield some share of popularity to the aromatic weed.

Professor Harper, of Lexington, Ky., who spent some months in Ireland assisting in the curing of the tobacco raised by Col. Nugent Everard, at Navan, has returned home, bringing with him some samples of Irish tobacco, which experts have pronounced first-class. This may open up a rich harvest for the green field of Ireland.

The New Tuckett Factory.

Arrangements are now under way for opening the new factory by the George E. Tuckett Cigar Mfg. Co., to replace the one in Montreal recently destroyed by

fire. The company will fill all orders temporarily from their London and Hamilton factories, so that the trade will be in no way inconvenienced. Premises have been secured at 862 and 864 St. Lawrence street, and at Fraser Bros. warehouse on St. James street, to be used as storehouses for tobacco and cigars. The company are negotiating for further temporary accommodation.

Tobacco Improperly Packed.

According to the Kingsville Reporter, tobacco growers in that section are bringing in their tobacco very poorly packed, and complaints are frequent because buyers object to giving top-notch prices for inferior looking leaf.

Fake Brands.

Smart retailers would do well to watch out for a number of fake brands that are being foisted upon unsuspecting folk. Grocers, especially, should beware of any man who says he can sell you a Manuel Garcia cigar wholesale at less than five cents each. They cost in reality far more than that at wholesale. The fake brands in question are very cleverly put up with a blue band signifying the importers'

guarantee, which may mean, however, that the cigars were made in New York and thus imported into Canada, but not from Havana.

Source of U. S. Cigars.

It may interest the trade to know that only one twenty-eighth—nearly 250,000,000—of the total number of cigars made in the United States are Key West or Florida make. The banner cigar-making state of the Union is Pennsylvania, which manufactures in a year nearly 2,000,000,000 cigars. New York makes 1,500,000,000 in a year, and Ohio 750,000,000. The other states are practically trailers to these, with the exception of Virginia, which manufactures in a year 500,000,000 cigars, and is the only one of the big tobacco producing states which makes cigars in large numbers. Kentucky, which furnishes an enormous amount of tobacco, makes comparatively few cigars, New Jersey makes yearly nearly twice as many as Florida.

News of the Trade.

A unique invention is being displayed in leading tobacco and cigar stores in the shape of a rubber top for tobacco in bags

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Are You this Man?

You bought Cigars from us. You were satisfied. Then some grocery traveller induced you to add lines of Cigars his house sold. Showed you how much more money you could make. You listened. You bought. You found you had bought Cigars your customers never heard of, didn't like, and wouldn't buy again. You became disgusted. Said you would throw out Cigars altogether. Then you woke up in time and returned to our **PEBBLE** for a 5-center; and our **PHARAOH** for a 10-center, which are guaranteed to sell or money back.

J. BRUCE PAYNE, LIMITED, Mfrs., GRANBY, QUE.

Feb. 24, 1905

*Choose that invest-
ment which will best
promote your regu-
lar business.*

GOOD SENSE

that can be applied in lots of ways.

In Tobaccos, for instance, what tobacco should you put your money in other than **T & B**? To do so is surely to promote your regular business. It stamps you as a grocer of quality.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

It facilitates the opening and closing of the bag and should be a boon to those who make their own cigarettes.

The Empire Tobacco Co., Granby, Que., is receiving large shipments of Western Ontario tobacco.

A large stock of leaf tobacco was ruined by a fire in the Padrone Cigar Store, Portage la Prairie, last week.

The Hilda cigar factory, Hamilton, Ont., have opened a branch in Winnipeg under the managership of E. McCoy.

Messrs. Callahan, cigar dealers, Vancouver, are opening up a new stand on Granville street, near their present place of business.

A. E. Myers, a leading Montreal retail tobacco merchant, has just distributed a dainty Russia leather-covered note book. It is a handy and most acceptable present, and has been distributed in large numbers. His name appears in small gold letters at the extreme edge of the cover, where the book opens, and cannot fail to be seen.

The tobacco growers of Chira have risen in their wrath against a new tax recently levied upon them. They were ready to pay the "long squeeze," which is levied upon every kind of trade, but the new tax increased their imposts four-fold.

It will be generally conceded that the "long squeeze," if its name means anything, would exhaust the patience of even a Chinaman.

M. Michaels, owner of the cigar emporium at the Windsor Hotel, Montreal, and Chateau Frontenac, Quebec, has decided to take a rest. He left last week on an extended tour to the Mediterranean and different countries in Europe and Asia. Mr. Michaels has an art department in conjunction with his cigar stands and intends selecting exclusive articles while abroad that will delight the connoisseur. Mr. Michaels is accompanied by his wife and family, and will be absent over three months.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

It's certainly worth an effort. We can give you the names of hundreds upon hundreds of grocers who have done what we are asking you to do—namely, to let your customers find out if our tobaccos—**McAlpin's Tobaccos**—are not more to be desired than any others.

Besides being good, they are the most profitable.

Freights And Charters

WITH the last week of orthodox calendar winter ended, all eyes centre on spring shipping and transportation. It is naturally expected that for a few weeks the means of getting about either by railway or any other method will be hampered by the storm, thaws and frosts. Last Monday, Feb. 20, the Allan R.M.S. Corinthian sailed from Halifax for Liverpool. Her cargo was larger than when five weeks ago she left St. John and Halifax.

This week the well-known R.M.S. Parisian will be the Allan boat and her cargo for departure on Monday, Feb. 27,

pipes, 38 pkgs agricultural implements, 50 pkgs cotton, 17 pkgs mica pipe.

SS. Lake Manitoba for Liverpool from St. John, Feb. 11, 1905—Grain—C.P.R., 8,443 bush. peas, 24,903 bush. wheat, 34,285 bush. corn. Flour, sacks—C.P.R., 12,413. Cheese, boxes—C.P.R. 43 local, 934 through. Hay, bales—C.P.R., 6,274 long, 2,236 cut. Apples, brls.—C.P.R., 504. Provisions—C.P.R., 67 boxes bacon, 2,435 pkgs lard, 100 cases canned meats, 96 boxes meats, 627 pkgs provisions, 166 boxes hams. Lumber—C.P.R., 45,971 pcs deals, 2,73 maple blocks, 1,005 pcs lumber, 1,981 pkgs lumber, 1,900

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage additional.

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake.....	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6					
Sack flour.....	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/					
Canned meats, fish.....	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/					
Provisions.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6					
Tierces lard.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6					
Pail lard.....	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/					
Butter.....	*22/6	*25/	*25/	*25/	*30/	*22/6							
Cheese.....	*17/6	*20/	*20/	*20/	*25/	*17/6							
Eggs in c's (meas't).....	*12/6	*15/	*15/	*15/	*15/	*12/6							
Clover seed.....	*10/	*10/	*15/		*15/	*10/	*15/	*15/					
Cotton.....	†15c					†15c							
Apples, per bbl.....	Fine 2/	2/	† 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/					
Meas't goods.....	†20/	Tariff		†12/6	†12/6	†10/	†12/6	†12/6					
Leather sole.....	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6					
Leather finish.....	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6					
Lumber, hard.....	*10/	†10½c	*15/	*12/6	*14c	*10/	*15/	*15/					
Lumber, soft.....	*12/6	†12c	*17/6	*15/	†16c	*12/6							

* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

promises to be one of the best during the winter season.

It is interesting to compare the cargoes carried by the Allan Liner Ionian and the C.P.R. ss. Lake Manitoba, which were as follows: SS. Ionian for Liverpool, from St. John, N.B., Feb. 5, 1905—Grain, C.P.R., 23,903 bush. wheat; flour, sacks, C.P.R., 210; butter, pkgs, C.P.R., 965 local; cheese, boxes, C.P.R., 254 local. Provisions—C.P.R., 431 boxes bacon, 144 boxes hams, 633 boxes provisions, 4,140 pkgs lard, 142 pkgs meats, 1,231 boxes poultry. Apples, brls.—C.P.R., 332. Miscellaneous—C.P.R., 53 cases typewriters, 5 pkgs rubber hose, etc., 1 case

doors, 63 logs, 517 pcs planks, 4,573 bdls. staves, 4,192 pieces scantlings, 2,400 bundles shooks, 2,154 timber bolts. Leather—C. P. R., 135 bales, 10 cases. Miscellaneous.—C. P. R., 1 case cotton, 300 boxes chrome iron, 50 bbls. dross, 81 pkgs. columns, 535 bdls. washboards, 3 rolls cotton duck, 13 bbls. potash, 28 bales rags, 1 box plows, 35 cases mica covering, 152 pkgs. bds., 27 pkgs. miscellaneous mdse., 3 pkgs. hardware, 33 organs, 3 cases moose heads, 132 cases milk powder, 86 pkgs. tallow, 1,638 bags acetate of lime, 3 boxes advertising matter, 1 box effects.

On Saturday, February 25th, the C. P. R. boat will be the Lake Champlain, which is one of their largest carriers. While touching upon the C.P.R.'s. ability to manage well their immense transportation system, which girdles a large portion of the universe, another stroke, on their part, has just been executed. By the acquisition of the Esquimalt and Nanaimo Railway, the purchase of which is confirmed by Sir Thomas Shaughnessy, the C.P.R. also secures control of the car ferry system operating between Vancouver on the mainland and Victoria on the island.

WELFARE FEATURES.

A PHYSICIAN, two trained nurses, a class in first aid for the injured and beds for emergency cases are some of the many precautions taken by the National Cash Register Company, of Dayton, Ohio, for the health and welfare of its employes.

The company believes in good health for its employes just as it believes in



A physician and trained nurse are in constant attendance at the factory to care for emergency cases.

good materials out of which to make its products. It has followed out such a policy for a number of years, and it is safe to assert that there is not another manufacturing concern in the United States which has healthier or happier employes.

When a person makes application for employment at the factory one of the first requirements is that he shall submit to a physical and medical examination. This is required for two reasons. First, it is the aim of the company to take into its employ only strong and healthy men and women. Second, its employes must be protected from all contagious diseases.

A special study of means to promote the health of its employes is made by



The loom and drill department, showing how welfare features have been applied.

the Welfare Department—one of the most important departments of the factory.

A physician employed by the company is at the call of all employes while in the factory without cost to them. He conducts classes in first aid to the injured, and many of the employes have

become quite proficient in the work. The physician is aided by two trained nurses, who, themselves, are in close touch with the young women employed in the factory. The rest room in which the girls may go when ill in under their charge.

Ventilation and light receive special attention. The factory buildings are models of the builders' art in this respect. They are clean and light and are supplied with pure air. Everywhere are seen unusual sanitary provisions. For instance, in the polishing room, the air is changed every fifteen minutes, and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building.

The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work.

Every building has its bathroom with tubs and shower appliances, and employes are given company's time for bathing.

All employes are given Saturday afternoon as a half holiday the year round. The young women in the factory are permitted to take a recess in the morning of ten minutes, and ten minutes in the afternoon, and leave the factory ten minutes earlier than the men.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the Assembly Hall for all the employes by recognized authorities on these subjects. All the known hygienic laws are observed throughout the factory. In addition to all these precautions, the employes of the factory have a Relief Association in which its members are entitled to sick benefits and the services of a physician when needed.

There is a Men's Welfare League, which is the means of providing outdoor athletics of all kinds for the men employes of the factory. A constant effort is being maintained at all times by the company to do everything in its power for the health of its employes, and the good results of this work are becoming more apparent each year.

CANADIAN TRADE INCREASING

THE trade figures for the past seven months are not as encouraging as one could wish, nevertheless, indications of a revival are not wanting. The total imports for consumption were \$147,916,422, an increase of \$5,768,902, as compared with the same period of the previous year. The schedules in

which the increases are shown are coin and bullion, \$4,085,899, and free goods, \$2,732,674. The increase in the value of free goods brought in denotes that manufacturing is brisk. Imports of dutiable goods show a diminution of \$1,049,674. Taking the figures for the month of January, the imports were \$18,063,708, as against \$17,472,980 for the same four weeks of 1904. Imports



One of the rest rooms for the use of the women employes.

of dutiable goods fell off, but there was a gain of over \$400,000 in free goods. The export of domestic goods for the seven months aggregated \$125,240,493, being a falling off of slightly over \$10,000,000 contrasted with the same period of the year preceding. For the month of January only the decrease of exports is just \$263,147. Business has begun to pick up again. That is shown by the gain of \$343,361 in the exports of manufactures last month. The farmers and fishermen share the increase with the manufacturers. This is evident from the gain of \$316,008 in the value of animals and their produce, and of \$335,900 in the fisheries exports. Lumber and agricultural products exhibit a decrease.



The tool room where all the tools for constructing the parts of a National Cash Register are made.

BRANTFORD GROCERS DINE.

The grocers and butchers of Brantford, Ont., held their fourth annual banquet on Feb. 14, when about 200 members of the trade attended, including a number of guests from Hamilton and near-by towns.

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.*

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

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

February 23, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
"Bee" brand, 48 5c. pkgs., per case	\$1 75
" " " 27 10c. pkgs. "	2 00
" " " 10 25c. pkgs. "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 2 doz. in case	3 00
12-oz. tins, 1 "	3 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	3-lb.	10 50
1 doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 lbs. in a case.	75

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	18 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6-oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$1 00
1 lb.	1 80
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Cleveland's—Dime

Sizes.	Per Doz.
1 lb.	\$1 00
6 oz.	1 50
1 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.	\$2 25
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HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

Cases of 48-5c. tins	Per doz.
48-5c. tins	\$0 45
48-10c. tins	0 75
24-25c. tins	2 25
48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " " 36 10 " "	4 00
" " " 24 16 " "	4 50
"Beaver" brand, 24-16 pkgs.	4 50

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus", in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"Union"—14-lb. boxes, assorted, 1 1/2-lb. pkgs. per lb.	10

Black Lead.

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



JAMES DOME BLACK LEAD.

Per gross	
5a size	\$4 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " " 10 oz., cases, 48 " "	3 25
" " " 16 oz., cases, 48 " "	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz.
5-doz. 5c.	\$0 45
5-doz. 10c.	0 90

Bosch's Brooms.

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

Cereals.

Wheat OS, 3-lb. pkgs., per pkg.	\$ 05
" " " 7-lb. cotton bags, per bag.	0 15

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " " 1-lb. tins	" 3 50
" " " 1-lb. tins	" 2 00
" " " fancy tins	" 0 85
" " " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins	2 55
doz.	

BATGER'S

STRAWBERRY JAM

1.—GOOD JAM.
2.—PUT UP IN A VERY ATTRACTIVE SQUARE JAR, WITH A METAL AND CORK SCREW TOP.
3.—A GOOD SELLER.

ORDER

A TRIAL CASE OF 4 DOZEN.

ROSE & LAFLAMME
MONTREAL.




Paterson's Camp Coffee Essence

was put on the market by the makers with the firm conviction that it was unexcelled.

This conviction has been sustained by the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—		per lb
Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
Mexican Vanilla, 1/2's and 1/4's	.....	0 35
Royal Navy Rock, " "	.....	0 30
Diamond, " "	.....	0 28
Ingredients for cake—		Per doz.
Chocolate, pink, lemon color, lbs.	.....	\$1 75
Orange, white and almond, 1/4-lb.	.....	1 00
Confections—		Per doz.
Cream bars, large boxes	.....	\$2 25
small	.....	1 35
Chocolate ginger, lbs.	.....	3 75
wafters, 1/4-lb. boxes	.....	2 25
1/4-lb. boxes	.....	1 30
FRY'S.		
Chocolate—		per lb.
Caracas, 1/2's, 6-lb. boxes	.....	\$0 42
Vanilla, " "	.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	.....	0 24
Cocoa—		Per doz.
Concentrated, 1/2's, 1 doz. in box	.....	2 40
" "	.....	4 50
1-lb.	.....	8 25
Homoeopathic, 1/2's, 14-lb. boxes	.....	.....
" "
Epps's Cocoa, case of 14 lb., per lb.	.....	0 35
Smaller quantities	.....	0 37 1/2
BENDSOP'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1/2 lb tins, 44 doz. to case.....	per doz.,	\$ 90
" " " " " " " " " "	.....	2 40
" " " " " " " " " "	.....	4 75
" " " " " " " " " "	.....	9 00
JOHN P. MOTT & CO.'S.		
R. S. McIndoe, Agent, Toronto.		
		
Mott's Broms	Per lb.	\$0 30

Mott's Prepared Cocoa, 1/2's and 1/4's boxes	.....	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	.....	0 40
Mott's No. 1 Chocolate	.....	0 30
Mott's Breakfast Chocolate	.....	0 28
Mott's Caracas Chocolate	.....	0 40
Mott's Diamond Chocolate	.....	0 23
Mott's Navy Chocolate, 1/2's in boxes	.....	0 37
Mott's Cocoa Nibbs	.....	0 25
Mott's Cocoa Shells	.....	0 08
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.		
Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 35	
Vanilla chocolate, 6-lb. boxes	.....	0 47
German sweet, 6-lb. boxes	.....	0 25
Breakfast cocoa, 1/2's, 1 and 5-lb. tins	.....	0 40
Cracked cocoa, 1/4-lb. pkgs., 12-lb. boxes	.....	0 33
Caracas sweet chocolate, 6-lb. boxes	.....	0 37
Caracas tablets, 100 bundles, tied 5's, per box	.....	3 00
Soluble chocolate (hot or cold soda), 1-lb. cans	.....	0 42
Vanilla chocolate wafers, 48 to box, per box	.....	1 66
The above quotations are f.o.b. Montreal.		
WALTER M. LOWNEY CO.		
Canadian Branch 530 St. Paul St. Montreal.		
Breakfast cocoa—		
12-lb. boxes, 6 boxes in case, 1-lb. tins	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	.....	44
Sweet chocolate powder—		
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.....	34c.
Premium chocolate—		
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	33c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	33c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	35c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	35c.
Medallion sweet chocolate—		
3-lb. boxes, 24 boxes in case, 1-lb. pkgs.	.....	44c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	44c.
Milk chocolate—		
3-lb. boxes, 24 boxes in case, 1-lb. pkgs.	.....	35c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	35c.
Vanilla sweet chocolate—		
3-lb. boxes, 24 boxes in case, 1-lb. pkgs.	.....	32c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	32c.
Tid-Bit chocolate—		
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	30c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	30c.

Diamond sweet chocolate—		Per lb.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	.....	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	23c.
Condensed Milk.		
Anchor" brand, cases 4 doz., per case	\$5 00	
evap. cream, op. 4d.	.....	4 65
		
		
Borden's Condensed Milk Co.		
Eagle" brand	.....	\$1 50
Gold Seal" brand	.....	1 30
Peerless" brand evaporated cream	.....	1 20
		
		
TRURO CONDENSED MILK & CANNING CO., LIMITED.		
"Jersey" brand evaporated cream, per case (4 doz.)	.....	\$4 65
"Reindeer" brand per case (4 doz.)	.....	5 60
Coffee.		
"Bee" brand, 1 lb. tins, cases, 30 tins	.....	9 00
2 lb. cans, cases, 15 tins	.....	8 70
"Beaver" coffee, 24-1 lb. pkgs.	.....	4 80
"Sun" brand, 25 and 50 lb. tins—		
Gem, roasted or ground	.....	0 30
Extra, " "	.....	0 26
Fine, " "	.....	0 22
Fancy, " "	.....	0 18
"Beaver" (ground only compound)	.....	0 15

THE REY, BLAIN CO., LIMITED.		
In bulk—		
Club House	.....	0 32
Royal Java	.....	0 31
Royal Java and Mocha	.....	0 31
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 26
Ambrosia	.....	0 25
Fancy Bourbon	.....	0 20
High Grade package goods—		
Gold Medal, 2-lb. tins	.....	0 30
Gold Medal, 1-lb. tins	.....	0 31
Kin Hee, 1-lb. tins	.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	.....	0 30
English Breakfast, ground only, 1-lb. tins	.....	0 17
JAMES TURNER & CO.		
Mocca	.....	\$0 33
Damascus	.....	0 28
Cairo	.....	0 30
Sirdar	.....	0 17
Old Dutch Rio	.....	0 13 1/2
E. D. MARCEAU, Montreal.		
"Old Crow" Java	.....	\$0 25
Mocha	.....	0 25
"Condor" Java	.....	0 30
Mocha	.....	0 30
15-year-old Mandheling Java and hand-picked Mocha		
1-lb. fancy tins choice pure coffee, 48 tins per case	.....	0 30
Madam Huot's coffee, 1-lb. tins	.....	0 31
" " " " " " " " " "	.....	0 60
100 lb. delivered in Ontario and Quebec.		
Rio No. 1	.....	0 15
Condor I, 40-lb. boxes	.....	45c.
" " II, 40-lb. boxes	.....	42c.
" " III, 40-lb. boxes	.....	37c.
" " IV, 40-lb. boxes	.....	35c.
S. H. & A. S. EWING'S.		
Mocha and Java coffee, in 1-lb tins, 30-lb cases		
Mocha and Java coffee, in 3-lb tins, 30-lb cases	.....	29
Cheese.		
Imperial—Large size jars	per doz.	\$6 25
Medium size jars	.....	4 50
Small size jars	.....	2 40
Individual size jars	.....	1 00
Imperial holder—Large size	.....	18 00
Medium size	.....	1 00
Small size	.....	1 00
Roquefort—Large size	.....	2 45
Small size	.....	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Of the many grades of Syrups sold in Canada
the most satisfactory to handle is

"Crown" brand Table Syrup



- It is pure.
- It is clear.
- It has finest syrup flavor.
- It is all syrup.

PUT UP IN TINS—
 2-lb. tins—cases 2 doz. Also in Brls., 1/2 Brls.
 5 " " " 1 " Kegs and Pails.
 10 " " " 1/2 "
 20 " " " 1/4 "
 Freight paid on 5 cases and over to all railway
 stations East of North Bay.

FOR SALE BY ALL JOBBERS

MANUFACTURED ONLY BY
EDWARDSBURG STARCH CO'Y, Limited
 ESTABLISHED 1858

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

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

Coupon Books—Allison's.
 For sale in Canada by The Eby Blain Co.
 Limited, Toronto. C. O. Beauchemin &
 Fils, Montreal.
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

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.

Un-Covers and num Coupons bered. numbered

Allison's Coupon Pass Book.
 \$1 00 to \$3 00 books 3 cents each
 5 00 books 4 " "
 10 00 " 5 " "
 15 00 " 6 " "
 20 00 " 7 " "
 25 00 " 8 " "
 50 00 " 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
 Clothes pins (full count), 5 gross in case, per case \$0 22
 doz. packages (12 to a case) 0 75
 doz. packages (12 to a case) 0 95

Cleaner.

BRUNSWICK'S EASYBRIGHT
 WASHING-CLEANER
 CLEANS EVERYTHING.

Per doz.
 4-oz. cans \$ 0.90
 8-oz. " 1.35
 10-oz. " 1.85
 Quart 3.75
 Gallon 10.00

Wholesale Agent
 The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25
" "	5 doz., at	\$ 1 40
" "	1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 25
Other jams	\$1 50
Red currant jelly	2 75

T. UPTON & CO.
Pure Fruit Jams—
 12-oz. glass jars, 2 doz. in case, per doz. \$1 00
 2-lb. tins, 2 doz. in case per lb. 0 07
 5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 06 1/2
 7 and 14-lb. wood pails per lb. 0 06 1/2
 30-lb. wood pails 0 06 1/2
Pure Fruit Jellies—
 12-oz. glass jars, 2 doz. in case, per doz. 0 95
 2-lb. tins, 2 doz. in case 1 40
 7 and 14-lb. wood pails, 6 pails in crate per lb. 0 06 1/2
 30-lb. wood pails 0 06 1/2
Home Made Jams—
 1-lb. glass jars (16-oz. gem) 2 doz. in case per doz. 1 45
 5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 09
 7, 14 and 30-lb. wood pails, 6 pails in crate per lb. 0 09

Licorice.

NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 25
 " Ringed " 5-lb. boxes per lb. 0 40
 " Acme " pellets, 5-lb. cans per can 2 00
 " " (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb. cans per can 1 75
 Licorice lozenges, 5-lb. glass jars 1 75
 " " 20 5-lb. cans 1 50
 " Furity " licorice 100 sticks 1 45
 " " 100 sticks 0 75
 Dulce large cent sticks, 100 in box

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.
 1 case of 4 doz. \$ 3 50
 3 cases 3 50
 5 cases or more 3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.
 Surelight (Parlor) \$2 50
 Flashlight (Parlor) 5 75
 Kodak (Sulphur) 3 80

WALKERVILLE MATCH CO.
 Parlor—1 case, 5 cases.
 Imperial \$5 75 \$5 50
 Best 3 75 3 50
 Crown 1 70 1 60
 Maple Leaf 1 90 1 80
 Knights 4 75 4 50
 Sulphur—
 Club 3 90 3 70

Mince Meat.

Wetley's condensed, per gross net \$12 00
 per case of doz. net 3 00

Mustard.

GOLMAN'S OR KEEN'S.
 D.S.F., 1-lb. tins per doz. \$1 40
 " 1-lb. tins 2 80
 " 1-lb. tins 5 00
 Durham 4-lb. jar per jar. 0 75
 " 1-lb. jar 0 25
 F. D., 1-lb. tins per doz. 0 85
 " 1-lb. tins 1 45

E. D. MARCHEAU, Montreal.
 "Condor," 12-lb. boxes—
 1-lb. tins per lb. \$ 0 35
 " 1-lb. tins 0 35
 " 1-lb. tins 0 32 1/2
 4-lb. jars per jar 1 20
 1-lb. jars 0 35
Old Crow," 12-lb. boxes—
 1-lb. tins per lb. 0 25
 " 1-lb. tins 0 23
 " 1-lb. tins 0 22 1/2
 4-lb. jars per jar 0 70
 1-lb. jars 0 25



Orange Meat.

Cases, 36 15c. packages... \$4.50
 5 case lots... 4.40 (Freight paid.)
 Cases, 20 25c. packages... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.
 "Anchor" brand 1-lb. glass \$1 50
 quart gem jars 2 40

T. UPTON & CO.
 1-lb. glass jars, 2 doz. case per doz. \$ 1 00
 Home-made, in 1-lb. glass jars 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06 1/2

Pickles.

STEPHENS'.
A. F. Tippet & Co., Agents.
 Cement stoppers (pints) per doz. \$ 2 20
 Corked 1 80

Soda.



DWIGHT'S BAKING SODA.
 Case of 1-lb. containing 60 pkgs., per box, \$3 00.
 Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
 Case of 1-lb. and 1-lb. (containing 30 1-lb. and 20 1-lb. pkgs.) per box, \$3 00.
 Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	Per case \$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case \$ 2 75
" " 10 oz., cases, 96 pkgs.	2 75
" " 16 oz., cases, 60 pkgs.	\$2 75

Soap and Soap Powders.
A. F. TIPPETT & CO., Agents.
 Maypole soap, colors per gross \$10 20
 black 15 20
 Oriole soap " 10 20
 Gloriola soap " 13 00
 Straw hat polish " 10 20

RABBITT'S.
 Babbitt's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.
 Babbitt's "Best soap" 100 cases \$4.50 per box.
 Potash or Lye, lbs each doz., \$3 per box.
WM. H. DUNN AGENT.



**You'll
Have
to
Hurry!**

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send \$1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHAMBER SOAP.

1 case \$2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. cartons.	\$ 0 52
No. 1 " " 3-lb. "	0 52
Canada laundry	0 04
Silver gloss, 6-lb. draw-lid boxes.	0 07
Silver gloss, 4-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 06
Kega silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 06

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08

Bee brand starch—

laundry, 64-12 oz. pkg. per case	\$5 00
" " " " 32-12 " " per " "	2 50
" corn starch 40-16 oz. pkg. " " "	3 00
" Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06
laundry " " " " " " " " "	0 05
" Gem " " " " " " " " " " "	0 05

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05
Ame Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case.	0 07
6-lb. enameled tin canisters, 8 in case.	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Calluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05
" " " 3-lb. cartons, 36 lb.	0 06
" " " 50-lb. bbl.	0 05
" " " 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07
" " " 1-lb. fancy, 30 lb.	0 07
" " " large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 36 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



OCEAN MILLS.
Chinese starch,
per case of 4
dos., \$4, less 5
per cent.



Ceylon Tea, in
1 and 1/2-lb. lead
packages, black
or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " " " 1/2-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " " " " 40c.	0 25
Red Label, " " " " 50c.	0 28
Orange Label, " " " " 60c.	0 42
Gold Label, " " " " 80c.	0 55

SAN TOY STARCH.
10c. pkges, cases 5 doz., per case.... 4 75
Stove Polish.



For durability and for
cheapness this prepara-
tion is truly unrivalled.



Per gross.
Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes.... 10 00
Sun Paste, 5c. size, 1-gross boxes.... 5 00



DUNN, AGENT.
Enameline No. 4, bxs., ea. 3 dz. 0 38
Enameline No. 6, bxs., ea. 3 dz. 0 65
Enameline Liquid, bxs., ea. 3 doz. 0 80
Blackene, 5-lb. cans, per lb. 0 10
Enameline stove dressing, per doz. 0 70

Syrup.
"CROWN" BRAND PERFECTION SYRUP.

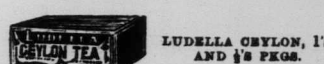
Per case.

Enamelled tins, 3 doz. in case	\$3 40
Plain tins, with label—	
2 lb. tins, 3 doz. in case	1 90
5 " " " " " " "	2 35
10 " " " " " " "	2 25
20 " " " " " " "	3 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND. Per case.	
1 gal. tins, square, 6 in case	\$4 40
1/2 gal. tins, round, 12 in case	4 50
1/2 gal. tins, round, 24 in case	4 60
"SMALL'S BRAND—Standard. Per case.	
1 gal. tins, square, 6 in case	\$4 70
1/2 gal. tins, round, 12 in case	4 90
1/2 gal. tins, round, 24 in case	5 30



TEAS.
SALADA CEYLON.
Wholesale. Retail.

Brown Label, 1's.	\$0 20	\$0 25
" " " " 1/2's	0 21	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 35	0 50
Gold Label, 1's.	0 44	0 60



Blue Label, 1's. \$0 18 1/2 \$0 25
Blue Label, 1/2's. 0 19 0 25
Orange Label, 1's and 1/2's 0 21 0 30
Brown Label, 1's and 1/2's 0 23 0 40
Green Label, 1's 0 30 0 40
Green Label, 1's and 1/2's 0 35 0 50
Red Label, 1's. 0 40 0 60

"CROWN" BRAND.
Wholesale. Retail.

Red Label, 1-lb. and 1/2's.	\$0 25	\$0 50
Blue Label, 1-lb. and 1/2's.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MAROEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 42
" " " " II 40-lb. boxes	0 40
" " " " III 80-lb. boxes	0 36
EMD AAA Japan, 40 lb "at."	0 32
" " " " AA 40 " " "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 37
"Condor" IV 80-lb. " "	0 32
" " " " V 80-lb. " "	0 37
" " " " XXXX 80-lb. boxes	0 33
" " " " XXXX 30-lb. " "	0 34
" " " " XXX 80-lb. " "	0 21
" " " " XXX 30-lb. " "	0 22
" " " " XX 80-lb. " "	0 19
" " " " XX 30-lb. " "	0 20
" " " " LX 80-lb. per case, lead packets (25 1's and 70 1/2's)	2 75

Black Teas—"Nectar" in lead packets

Green Label, " " " " retails	0 25 at 0 30
Chocolate Label	" " 0 35 at 0 35
Blue Label	" " 0 50 at 0 36
Maroon Label	" " 0 80 at 0 45
Fancy tins—Chocolate, 1-lb	0 35
" " " " " Blue, 1-lb.	0 45
" " " " " Maroon, 1-lb.	0 50
" " " " " Maroon, 1-lb.	1 50
"Condor" Ceylon black tea in lead packets	

Green Label, 1/2, 1s and 1s, 60-lb. cases	retail 0 35 at 0 30
Grey Label, 1/2, 1s and 1s, 60-lb. cases	retail 0 30 at 0 33
Yellow Label, 1/2 and 1s, 60-lb. cases	retail 0 35 at 0 36
Blue Label, 1/2, 1s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, 1/2, 1s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, 1/2, 1s and 1s, 60-lb. cases	retail 0 40 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 90-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4, 5s, and 10s.	\$0 30
" " Amber, 5s, and 3s.	0 30
Chewing—Stag, bars, 100cs.	0 43
" " Bobs, 5s, and 1s.	0 44
" " " " 100 oz. bars, 6s.	0 44
" " Curreney, 15 oz. bars, 12s.	0 47
" " " " 1/2s, and 1/4s.	0 47
" " Old Fox, narrow, 15s.	0 47
" " Snowflake, 14oz 5/8s, sp'd 6/8	0 51
" " Fay Roll, 7s and 6s.	0 52
" " Fair Play, 7s and 1s.	0 52

Vinegars.

E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled	0 25
Old Crow	0 30
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals.	55 45	\$10 95
" " " " 60 " " "	10 25	32 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	\$4 55
100 lb.	7 30
100 lb.	3 50
1 case 50 lb. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor	Per doz \$1 30
" " " " Crown	1 35
" " " " Improved Globe	1 40
" " " " Standard Globe	1 40
" " " " Original Solid Globe	1 40
" " " " Superior Sld. Bl. Globe	1 45
" " " " Jubilee	1 40
" " " " Pony	0 90
Diamond King (glass)	2 20
Tubs, No. 0	11 25
" " " " 1	9 00
" " " " 2	8 00
" " " " 3	7 00
Pails, No. 1, 8 hoops	1 25
" " " " No. 3.	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillett's cream yeast, 3 doz.	1 05
Jett-y cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.
Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/2-lb.	3/4-lb.	1-lb.
COFFEE and CHICORY per doz. tins.	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

All About Tea From A to Z

Tea Hints for Retailers
BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, \$2.00
TECHNICAL BOOK DEPT.
MacLean Publishing Co., Limited
16 Front St. E., Toronto

BASKETS

We make them in all shapes and sizes. We have

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

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

THE ...
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

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