

**PAGES
MISSING**

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

Allied Trades in Canada.

PUBLISHED
EVERY FRIDAY

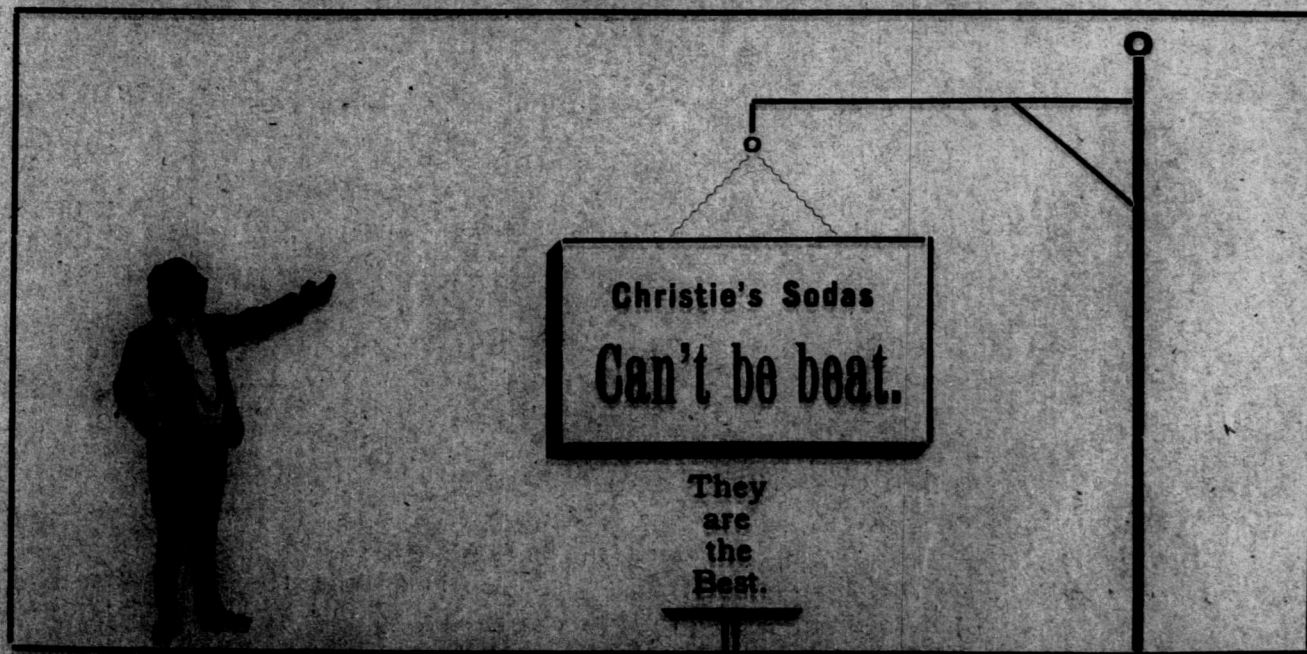
CIRCULATES IN
EVERY PROVINCE

The Blue of Blues Keen's Oxford Blue

THE DELIGHT OF THE LAUNDRY.
SOLD EVERYWHERE IN CANADA.

MARK THE NAME

KEEN'S OXFORD BLUE.



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England

Street

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

NATIONAL LICORICE CO.



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

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.

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

The Auer Gas Lamp

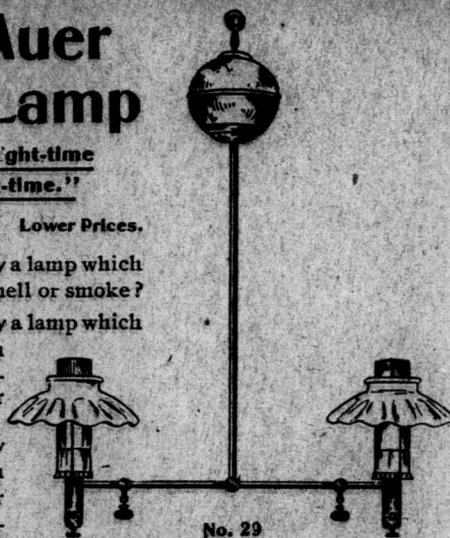
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in day-light colors?



No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
 Sal
 Concentrated Sal
 Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1903.

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

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

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

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

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

CODOU'S

MACARONI

(Genuine French)

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

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

20½ Front Street E.,
Toronto.

Messrs. Grimble & Co.

LIMITED

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

VINEGARS

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

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

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

Choose the choicest for your customers.

That means good trade.

Sterling Brand Pickles

Tasty, pungent, appetising pickles and relishes are the kind that your customers like. You are sure of these when you buy the Sterling Brand. We have given years of careful study and thought to the manufacture of our relishes. Our materials are always the best. Our methods are the kind that insure good goods.

- Let the grocer follow
- the rule of selling only
- the choicest goods in
- each line, and his
- trade is in large
- measure assured him.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

MADE IN ENGLAND.

PROBLEM A.

Is it wise to continue selling your customer sauce of doubtful origin when a little forethought would enable you to give a high-class sauce at a moderate price?



PROBLEM B.

Is it wise to continue selling sauce on a narrow margin of profit when an inquiry as to the profit on Stretton's Prize Medal would take you out of the rut?

Stretton's Prize Medal Sauce, in reputed half-pints, retails at 20c. each.

DEAR MR. GROCER:—

Consider the above problems and ask yourself—"Do I get my share of the profit on high-priced goods?"

Importing Wholesale Grocers Supply Our Goods.

THE CANADIAN GROCER

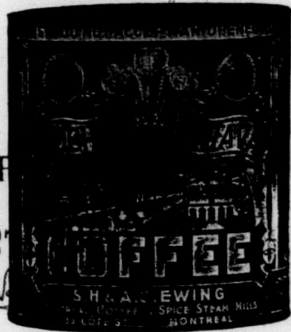
AS A TRADE-WINNER TRY A CASE OF

S. H. & A. S. EWING'S DELICIOUS MOCHA and JAVA COFFEE

in 1 and 2-lb. tins.

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills.



RETURN

AUG 25

Cut

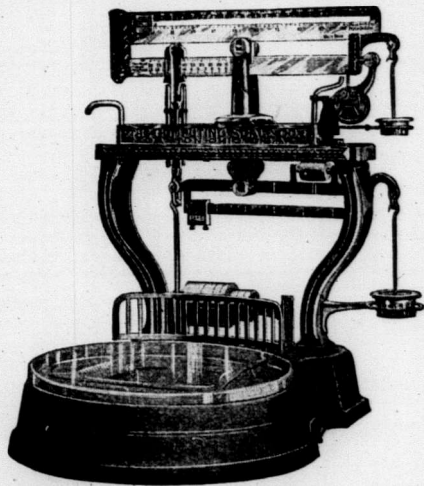
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ESTABLISHED 1845

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



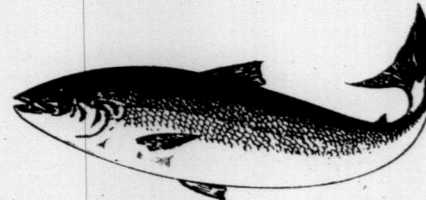
The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON



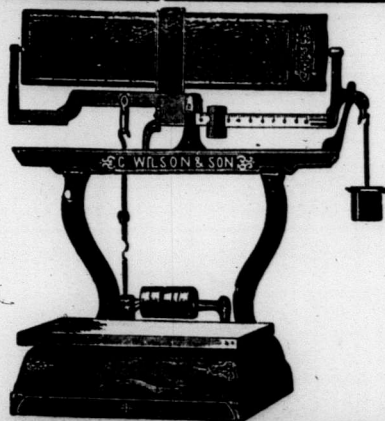
"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.



C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

THE SALES OF
Crystal Granulated Sugar

ARE INCREASING EVERY DAY

POPULAR? YES

THAT IS THE REASON.

The Wallaceburg Sugar Company, Limited,
WALLACEBURG, ONTARIO.

—“everyone to his taste”

but the taste

for

JAPAN TAES

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

Why?

Because there is a freshness, a flavor, an aroma, and a
delicious healthfulness about them, possessed by

no other Teas in the world.

How is Your Coffee Trade ?

Good, Eh !!

Then you must sell our famous

CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL,

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

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

is Cold
Water

STARCH IVORINE

ASK
TRAVELLERS
THE PRICE

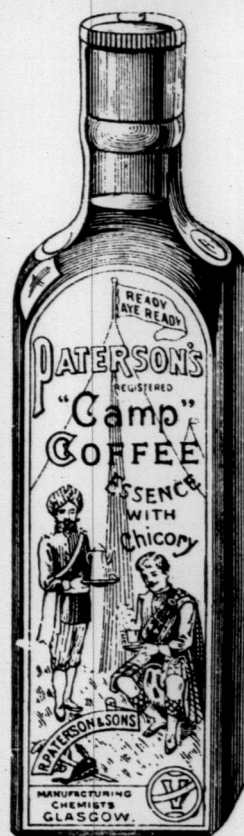
THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

**DON'T FOOL
YOUR CUSTOMERS.**

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.



GOOD PROFIT

Up-to-date grocers sell the up-to-date coffee essence, Paterson's Camp Coffee. It affords a good margin of profit and is a quick seller.

Rose & Laflamme
Agents,
MONTREAL,

Ceylon Tea Black and Green

stands supreme in the estimation
of all Tea connoisseurs.

Ceylon Tea Black and Green

stands supreme on account of its
own intrinsic value.

Let

Ceylon Tea Black and Green

rule supreme in your store.

Ceylon Tea Black and Green

gives supreme results to all who
handle it.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Use Live Bait.

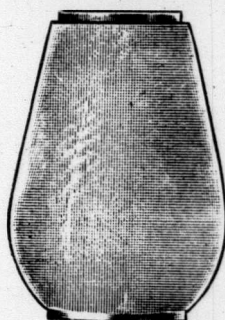
**R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G**

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

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

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

ARE YOU USING OUR



**Cold Blast
or Jubilee
Globes**

**Aetna or
Quaker Flint
Chimneys?**

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

**20th Century
Account
Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



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.

**Two Dollars for
Skins, Seeds and Fibre.**

Big figure for useless stuff.
We sell Tomato Pulp—Canned Tomatoes,
without Skin, Seeds and Fibre, at \$1.00
per doz., f.o.b. Burlington.

One can Pulp—3 cans
ordinary tomatoes.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

Sell Flower Pots—

Our No. 1 and No. 2 Assortments, \$3.10 and \$4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited



**ROW'S
GUM**

in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.

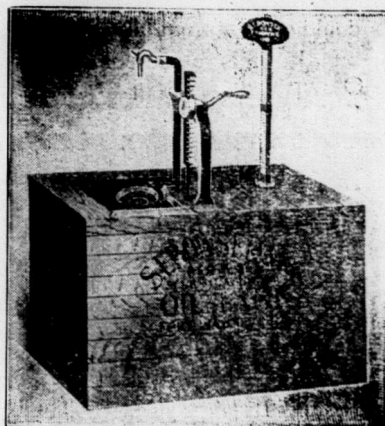
ROW & CO., Morristown, N.Y., and Brockville, Ont.

**"ACME"
TABLE SALT**

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

TORONTO SALT WORKS, Toronto, Ont.

ECONOMY IS CLEAR GAIN



FIRST FLOOR OUTFIT.

**So Stop Wasting
Time and Oil**

By using old-out-of-date methods,
Turn your present loss into gain
by installing the

IMPROVED

BOWSER SELF-MEASURING AND COMPUTING OIL OUTFIT

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

**It Saves Time
and Labor**

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES OIL TIME LABOR MONEY.

**Bowser Outfits
ARE BUILT TO LAST.**

THEY HAVE ...

All Metal Pumps Dial Discharge Registers Money Computers Anti Drip Nozzles Float Indicators Double Brass Valves Double Plungers Galvanized Steel Tanks Handsomely Finished Cabinets They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES.
SEND FOR CATALOGUE "B."

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

Questions—

AND THEIR ANSWERS.

1. What tea worries all other packers with tea ambitions?
2. What tea, by the evenness of its quality, always pleases?
3. What tea by comparison is worth at least 25% more than other package teas?

Blue Ribbon Ceylon Tea

Push The Red Label—40c., worth fifty.

THE WORLD —AND— HIS WIFE

are greatly interested in their health.

They say that there is something wrong with their stomachs, and if they could only get some kind of food that would agree with them they'd be alright.

Just where you come in.

Tell them about

“HALIFAX,” “ACADIA” and
“BLUENOSE” BRANDS OF
PREPARED CODFISH.

BLACK BROS. & CO., Limited

OFFICE, Halifax, N.S.

FACTORY, LaHave, N.S.

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

Tell them that the best authorities on diet say that people are eating too much meat and not enough fish; that these brands of fish are just the thing to give the stomach a chance; that they are the nicest, tastiest, most convenient and desirable fish product on the market.

Then they will buy a package.

That will be just the beginning.

They will come again and again and again to buy the fish until at length you'll say to yourself: “What a lucky thing I introduced that fish to the world and his wife.”

You can sell lots of this fish to people who are looking after their health, and there's a good profit to be obtained in handling it.

YOU CAN

increase your business in every direction by handling

JAMES' DOME BLACK LEAD

It's a good bait to angle with.

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

3

Dr. Laing's Cream Sauce.

- Yields good and permanent profits.
- Contains pure grape juice and rich Devonshire cream.

Bromley's Coffee Essences.

Made from the finest Oriental coffees.

"Quite the best of its kind"—The Hospital.

Cerebos Salt.

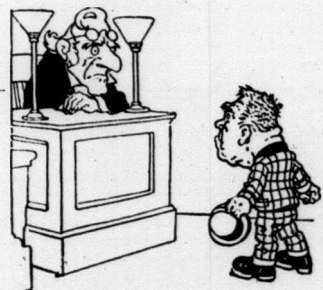
For the table, tasty and nutritive. Attractive package. Used by King Edward.

good things

Sell these good things. Build up your fine trade.

Send Orders Direct.

W. G. PATRICK & CO., Merchants, 29 MELINDA ST., TORONTO



"You be the judge—
We won't talk back."

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

WE LEAVE

it to you to decide for yourself whether

"REINDEER" BRAND

condensed milk is the best on the market or not.

AUORA CORN SYRUP

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

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

2-lb. tins, cases, each	24 tins,	\$1.90	per case.
5 " " " "	12 " "	2.35	" "
10 " " " "	6 " "	2.25	" "
20 " " " "	3 " "	2.10	" "

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.

THE TEMPER OF THE PEOPLE.

It may be truly said that every man who thoroughly understands this has a fortune within his grasp.

It is a problem for all business and professional men, and how many fail to master it.

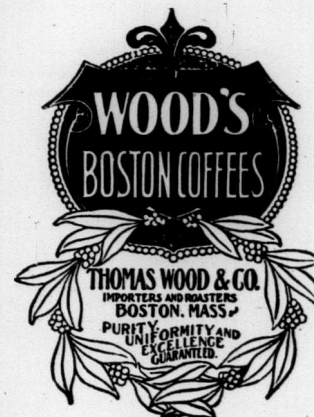
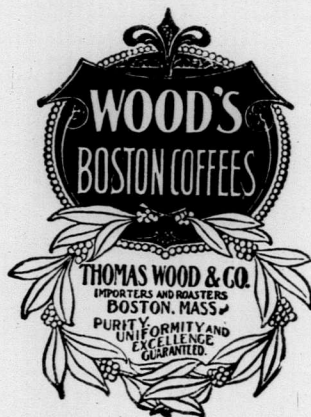
The Temper of the People demands a high standard—no guess work, no "jollying"—and expectation is realized in **WOOD'S COFFEES.**

Their superiority is not the result of chance. Every Grocer who sells them benefits from the years of labor spent in their development.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



RED SEAL

**Tomato Mustard
Tomato Chutney
Chili Sauce
Worcestershire Sauce**

RED SEAL

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader**: Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES

HAMILTON, ONTARIO.

LIMITED

Is a Classical Education of Use for a Commercial Life ?

FROM Chicago we have received a small book entitled "The Utility of an Academic or Classical Education for Young Men who Have to Earn Their Own Living and who Expect to pursue a Commercial Life." The author or compiler of this investigation is Mr. R. T. Crane. Mr. Crane's position is at once indicated by the fact of his entire agreement with Mr. Herbert Spencer's view that the college graduate in his shop, or his office, in managing his estate or his family, in playing his part as director of a bank or a railway, is "little aided by the knowledge he took so many years to acquire—so little that generally the greater part of it drops out of his memory."

The question dealt with by Mr. Crane is a very important one, and, as he points out, a great deal has been written on the subject, but he thinks the writers have merely given their opinions or theories, not facts. Being

A Practical Business Man

and presumably a very successful one, he set out to get facts. "It has seemed to me," he says, "that the testimony of a large number of heads of universities, college graduates, and prominent business men would be of great assistance in arriving at something tangible on this subject. I have, therefore, made quite an extensive investigation along this line, the results of which are here given, together with certain comments."

Mr. Crane first of all sent a letter to the presidents of nineteen of the principal universities and colleges in the United States, asking them if, in their opinion, there was any evidence to prove that an "academic course" is of any advantage for young men who have to make their own living and who expect to pursue a commercial life. Unfortunately Mr. Crane did not explain to them what he meant by "an academic course." In his book he says: "It should be borne in mind that, wherever college education is mentioned herein, it refers exclusively to the so-called 'academic' course, or the classical and

literary department." If he had stated this in his letters of inquiry he would have had to complain that so many of the replies he got exhibited "confusion of thought." President Wheeler, of the University of California, tells him that it is difficult to answer his letter because "it is uncertain what you mean by 'academic course.'" Within our academic course is included, for instance, work in mining, electricity, mechanics, etc. We put these studies on the same level with the humanistic studies leading to the degree of B.A.

President Eliot, of Harvard, makes the same reply, and says that he understands an academic course to "comprehend any course of study in a college or scientific school which covers approximately the years from seventeen or eighteen to twenty or twenty-two. With this understanding of the term, there can be no question whatever that an academic course is in the highest degree

Desirable for Capable Young Men

who mean to make their living in business. By business I understand banking, transportation, manufacturing, mining, large-scale farming, and engineering in all its branches. These occupations require nowadays, in all their higher levels, a trained mind, and a deal of appropriate information. This training and information can only be acquired in colleges and scientific schools. A young man who is going into business had better take an academic course, in my sense of the term, if he has any mind to train. That is an indisputable proposition, and there is no use in discussing it."

As might be expected, this is the view generally taken by the presidents of colleges who replied to Mr. Crane.

His answer is that "of course all this has nothing to do with the case"—i.e., the case which he put, or though he put, in his letter. It is clear enough from his book, written after he had received the replies, that what he wants to know is "whether a classical and literary education assists those who have had it to commercial success."

In justice to Mr. Crane it should be mentioned that he put a series of seven plain questions to the presidents, which they none of them answer categorically, and he claims that only the presidents of Yale, of the University of California, and of Clark University "are frank enough to admit that the presumption is against the practical utility of an academic course for business men."

Opinions of Graduates.

Mr. Crane then addressed a letter to 1,593 men who had graduated about seven years before at one or other of fourteen American universities. He received 555 replies, of which 490 came from students "who had either taken up a professional or technical line of work, or who state that they do not come within the scope of this investigation." This left only 65 letters from the class of young men Mr. Crane particularly desired to reach, which is "so small a proportion of the whole that the information furnished by them does not throw much light upon the subject," but such as it is he thinks it can hardly be regarded as very strong evidence of the college graduate's success on business. Several stated that they found a strong feeling among business men against employing college graduates, and that they were at a disadvantage on that account.

Opinions of Business Men.

Mr. Crane then set himself to obtain the opinions of one hundred employers and practical business men, and he publishes replies from many of them which are decidedly interesting. He asked the business men fifteen questions which we have not space to reproduce, but lumped into one they amount to this: "Would you advise a young fellow who at the age of sixteen or seventeen has five thousand dollars to invest it in about five years of college education (i.e. classical and literary), or go straight from his grammar school or high school to business?"

Mr. Crane's strong conviction is that the academic course, as he understands it, will not help the young fellow who at the end of it looks to a business

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE.

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE

DURABLE
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.**



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

career for his support—that, in fact, it is from five to seven of the best years of his life thrown away, not to mention the five thousand dollars.

It must be confessed that he is right when he says: "Even the replies received from business men are often so indefinite as to be of no value for my purpose. No dependence can be placed on any of them who fail to make their practice consistent with their theories." Nearly all of them repudiate any prejudice against employing college men as such, and nearly all express belief in the usual advantages supposed to belong to a college training, but their theories are not always in accord with their practice. For instance, Mr. A. C. Bartlett, vice-president of the Hibbard, Spencer, Bartlett Company, of Chicago, appears from his letters to be "very strongly of the opinion that college education is of value to young men," but a college graduate, after vainly trying to get employment, after answering 450 advertisers who had no use for a college man, as a last resort applied to Mr. A. C. Bartlett. "In my innocence," he says, "I imagined that the friend and advocate of the college graduate in business might consider my exceptional character, references, and general capacity to be so much of an offset to my ignorance of hardware quotations that he might be willing to utilize my ability and reliability in some corner of his large business. He assured me politely but positively that he could not use a man in his business who did not know it from the bottom up!"

Do Not Want to Start at the Bottom.

Whatever their theories may be, that is practically the reply of all the employers, and, after all, it is the only logical reply from the business point of

view. As one of them puts it, "I have no objection to the college trained man, but he comes to me and wants a salaried position, he is over twenty and knows nothing of the business; if he is content to be treated exactly as we treat a boy at sixteen or seventeen, fresh from the high school, to accept the same salary and learn the same work, he may in time get on more quickly than the other—but he is not content to do so, and therefore he is not the material we want."

Mr. Crane points out that his argument does not apply to the same extent to the college man who has got what they call "a pull"—i.e., place and berth waiting for him—though he thinks that even the son of a rich business man will do better for himself, and the business, if he has devoted five years' training to it, instead of to the ordinary college course.

Although, of course, many, perhaps the majority, will dissent from his views, there is no doubt Mr. Crane makes out a strong case from his point of view, which is not a purely sordid one, though he frankly admits that if the end in view is not money, "it is safe to say it is probably seventy-five per cent. of it."

His book is well worth the attention of all interested in business and education.

SPECIALS THAT ARE SPECIALS.

In this week's issue of The Grocer F. H. Leggett & Co., importers of grocers' specialties, New York, call attention to more of their attractive specials that are special as regards the quality of goods offered as well as prices quoted. Leggett & Co., solicit the trade of Canadian dealers direct.

CANADA AND THE ST. LOUIS FAIR.

Concerning Canada's exhibit at the St. Louis Exposition this year the Minister of Agriculture says:

"Our participation in the St. Louis Exhibition, which opens next May, has necessitated continued preparations, which I am glad to say are now in a very forward state, and I trust that when the time comes Canada will be thoroughly well represented there. The contract for our building at St. Louis has been let, and the building almost completed.

"The question of our participation in the live stock exhibit is still under consideration. A number of the live stock men of Canada earnestly desire to send Canadian stock to the exhibition, but difficulties present themselves in regard to the conditions under which this stock must be exhibited. I trust, however, that these difficulties will be overcome, and that Canada will be able to make a satisfactory and successful exhibit."

WHAT CANADA BUYS FROM UNCLE SAM.

According to an American exchange Canadians, considered per capita, are the best customers of the United States, having consumed on the average in 1903 \$28 per capita in value of our surplus products. On the same per capita figures Germany would have consumed \$1,568,000,000, against less than \$200,000,000 actually exported there. One Canadian consumes as much of our surplus products as 700 Chinamen, Manchurians or Filipinos, or as much as 1,000 East Indians. The total exports of the United States to Canada in 1903 was greater in value than all those of Asia, Africa and Oceania combined.

THE CANADIAN GROCER

BURNETT'S COFFEE CLEARER

A 15 cent package to clear 800 cups of coffee.

Over 50% profit to the retailer.

Try a Small Case of one dozen.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Everybody Drinks Ram Lal's



AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Special values now in **Japans**, all grades.
Also Japan Siftings and Fannings, from 5½c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Just a Hint—Try us and save money.

James Rutherford & Co.

27 St. Sacrament St.

DIRECT IMPORTERS

Teas
and
Coffees

MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

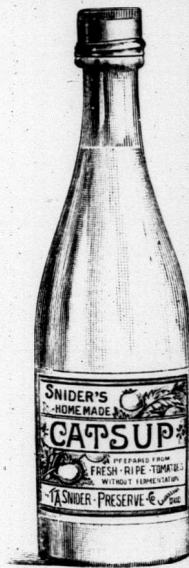
JAPAN

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

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

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

Snider's Home-made Catsup



We are giving

1 case, pints, of Snider's Catsup, invoice value, \$6.00, FREE, with every shipment of 5 cases of pints.

This is how it figures out :

5 cases, pints, 2 doz. in case, at \$3.00 per doz.	= \$30.00.
1 " " " " " free,	= 6.00.
	<hr/>
	\$36.00.

For which you pay \$30.00, thus making your cost

12 doz. pints Snider's Catsup for \$30.00,
= \$2.50 per doz. instead of \$3.00.

You cannot go wrong on Snider's Catsup. You are doubly right when you knock nearly 20 per cent. off your cost.

This offer won't last forever. Take advantage of it by ordering NOW.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
SOLE AGENTS FOR ONTARIO, MANITOBA AND N.W.T.,
TORONTO, ONT.

Business Changes

ONTARIO.

THE E. D. Weber Co., general merchants, Warton, have advertised that they are retiring from business.

H. Jackson, grocer, London, is dead.

S. J. Wilson, grocer, London, has sold out to K. Gott.

W. E. Lowes, grocer, Toronto, has gone out of business.

W. S. McCall, grocer, Simcoe, has sold out to T. McCall.

E. Armstrong, grocer, London, has sold out to J. Diprose.

J. Baillie, tobacconist, London, has sold out to F. Hornsby.

Burnie & Co., grocers, Dresden, are removing from the town.

W. Guest, grocer, London, has advertised his business for sale.

M. H. Lounsbury, grocer, Hamilton, has sold out to A. McNeil.

J. Gray, general merchant, Belle River, is closing out his business.

H. Butterworth, grocer, Brantford, has sold out to F. J. Matthews.

W. Bodell, general merchant, Cheapside, has sold out to J. H. Hare.

J. H. Shaw, general merchant, Morpeth, has sold out to J. Barker.

C. J. Cunningham, Milton, has started a grocery business in Hamilton.

M. Bundscho, confectioner, Milverton, has succeeded P. Smith in business.

The stock of E. Thompson, grocer, Listowel, has been sold to S. A. Kilgour.

C. G. McMillan, baker and confectioner, Niagara Falls, has sold out to Gay Bros.

L. M. Buckley, baker and confectioner, Warton, has sold out to W. Henderson & Son.

QUEBEC.

R. Edwards, grocer, Montreal, has registered.

THE CANADIAN GROCER

O. Moreau, jr., fruit dealer, etc., Montreal, has registered.

C. Garceau, general merchant, St. Barnabe, has assigned.

Demers & Larange, grocers, La Providence, have registered.

Champagne & Cie., general merchants, Lachine, have registered.

Simard & Goyette, cigar dealers, etc., Montreal, have registered.

The stock of O. Renaud, tobacconist, Montreal, is under seizure.

M. Stier & Co., grocers, Montreal, have dissolved partnership.

Bedard, Nap & Co., tobacconists, Montreal, have compromised.

Z. Forget, general merchant, North Temiscamingue, has assigned.

The assets of J. E. Robichaud, grocer, Montreal, have been sold.

Dufour & Co., general merchant, Chicotimi, is offering 5c on the dollar.

Lafontaine & Cie., general merchants, Drummondville, have registered.

Lariviere & Hussenot, coffee merchants, Montreal, have registered.

J. Perreault, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. Du Paul, general merchant, Valcourt, has offered 60c on the dollar.

F. B. Latour, general merchant, St. Polycarpe, has gone out of business.

The assets of H. H. Riopelle, general merchant, Villie Marie, have been sold.

The assets of J. I. Bissonnette, general merchant, Laprairie, have been sold.

J. Oford, general merchant, Sydenham, has succeeded W. Griffith in business.

T. Davidson, of the firm of T. Davidson & Co., wholesale grocers, Quebec, is dead.

The assets of N. Tremblay, general merchant, St. Irance, will be sold 5th prox.

Laganiere & Sauvageau, butter and cheese manufacturers, Grondines, have registered.

Cousineau & Frere, general merchants, St. Lazare de Vaudreuil, have succeeded H. Thouvette.

The assets of L. S. Plamondon, general merchant, South Durham, are to be sold on April 6th.

Bonneville, Gagnon, Cornelier & Cie., general merchants, St. Remi, have obtained a charter.

E. Turcotte, grocer, etc., Quebec, has purchased the stock of A. Gagnon, at 72½c on the dollar.

The storage warehouse of Wm. Ewing & Co., seed merchants, Montreal has been damaged by fire.

A meeting of creditors of J. Z. Gagnier, general merchant, Howick, was held on the 25th inst.

A meeting of the creditors of H. A. Riopelle, general merchant, Ville Marie, was held on March 25.

A meeting to appoint a curator to F. Galipeau, general merchant, Weedon, has been called for 4th prox.

Guindon & Co., crockery dealers, etc., Valleyfield, are selling out and removing to Edmonton, N. W. T.

A meeting to appoint a curator to P. Gagnou, general merchant, Ste. Flavie Station, was called for March 26.

The assets of S. J. Roy, cheese and butter manufacturer, St. Johns, have been advertised for sale by tender.

The stock of L. Corriveau, general merchant, Ste. Anne De Beaupre, has

been sold at 72c on the dollar to E. Fortier.

Lefavre & Taschereau have been appointed curators to P. Gagnon,

merchant, Ste. Flavie Station, and to H. Pepin, general merchant, Stanfold.

T. Simard, general merchant, Beaupre, has assigned and V. E. Paradis has been appointed provisional guardian.

Meeting to appoint curator called for March 26.

MANITOBA AND N.W.T.

J. White, jr., general merchant, Reston, has sold out to Paul Bros.

A. E. Key, grocer, Minnedosa, has been succeeded by Key & Armitage.



A sample jar will convince you that

Upton's

HOME-MADE

JAMS and

ORANGE

MARMALADE

are the finest that can be produced.

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

TWO GALLON

PAILS MIXED PICKLES

A.I. Stock Price Right

THE Davidson & Hay,

LIMITED, Wholesale Grocers, TORONTO.

J. H. MAGOR.

THE Canadian Grocer has from time to time presented to its readers sketches of men prominently connected with the grocery trade in Canada, men whose work has left an impress on business, men whose work in introducing to the trade and the public articles that are recognized in many cases as household necessities, is admittedly meritorious. In this week's issue appears a short sketch of J. H. Magor, of Frank Magor & Co., Montreal.

Mr. Magor came to Canada in the Spring of 1880, to join his uncle, the late F. Magor, import commission agent, Montreal, (established in 1870), and during the quarter of a century of his connection with the business he has paid close and successful attention to all its interests. At his uncle's death in 1893, he took over his business and



J. H. Magor.

became the sole proprietor of Frank Magor & Co., retaining the old name of the firm which had been so long and favorably known throughout Canada, particularly in connection with the sale of Keen's Mustard and Oxford Blue.

In May, 1903, when the two largest mustard firms in the world, J. & T. Colman, and Keen, Robinson & Co., amalgamated, Frank Magor & Co. were appointed sole agents in Canada for both firms. Frank Magor & Co., as may be assumed from the character of the firms represented, do business all over the Dominion, through their travelling representatives, three of whom cover the territory from the Atlantic to the Pacific, and in addition have resident agents in Toronto, Winnipeg, Vancouver, Victoria, Quebec, Halifax, St. John, N. B., and St. John's, Nfld.

Frank Magor & Company are also the Canadian representa-

tives of such well-known English firms as Cadbury Bros., E. Lazenby & Son., Chas. Southwell & Co., Carr & Co., Tom Smith & Co., Bryant & May, also Reiss & Brady, Bordeaux, France & New York, and the Franco-American Food Co.

Mr. Magor personally visits the trade throughout Canada twice a year, and to many readers of The Grocer his energetic personality is well known. His offices and warehouses are located at 103 St. Paul street, Montreal, opposite Place Royale, and in the heart of the jobbing trade of the city.

INQUIRIES FOR CANADIAN TRADE.

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

1. A London importer is seeking supplies of maple and hickory skewers from Canada in car-loads of 160 barrels.
2. A capable representative in Canada is required by the Swiss proprietor of a process for preserving boilers against incrustation.
3. A firm manufacturing preservatives for butter is desirous of extending its Canadian connections by corresponding with butter factories in the Dominion.
4. A London merchant offering good references is open to represent Canadian houses either as a buying or selling agent.

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

KEEP TAB ON FOREIGN CROPS.

THE Northwest Grain Dealers' Association has arranged with the Kansas Grain Dealers' Association for a daily wire from Topeka, Kansas, giving information on the crop and weather conditions of Kansas and Oklahoma, the district which at present is attracting the attention of the grain trade of the world owing to the reports of great damage to the growing Winter wheat crop due to drouth.

Western grain dealers feel that the condition of the crops in the South-western states will have an important bearing on values in the Canadian West, and in fact for the past two weeks one of the prime price factors has been the reported damage to the Southern crop.

Up to the present, despite reports of great damage by drouth and high winds, Kansas wheat appears to be undamaged. What is needed is top moisture, and if that is received within the next two weeks the chances of a fine crop are bright.

A. Hyslop, general merchant, Purves, has been burnt out, loss covered by insurance.

Spearman & Hunter, flour and feed merchants, Stonewall, have dissolved partnership.

Wilkin & Co., general merchants, High Bluff, have been succeeded by Wilkin & Hicks.

A meeting of creditors of K. Shatilla & Co., general merchants, Somerset, has been held.

Toptson & Johnston, general merchants, Churchbridge, have sold out to W. Martin & Co.

Crawford & Atkey, general merchants, Goose Lake, have been succeeded by J. W. Atkey.

H. W. Coxsmith, grocer, High Bluff, has sold out to Wilkins & Hicks.

The stock of J. Freeborn, grocer, Mordon, has been sold.

NEW BRUNSWICK.

L. A. Ferguson, grocer, Fredicton, has closed out business.

N. E. Sharp, general merchant, Salisbury, has succeeded Sharp & Taylor.

The warehouse of Bohan & Co., general merchants, East Florenceville, has been burned.

A. C. Smith & Co., produce dealers, East Florenceville, has been burned out, insurance \$1,000.

NOVA SCOTIA.

F. E. Miner, tobacconist and confectioner, Amherst, has registered to do business in her own name.

BRITISH COLUMBIA.

Foley & Dumaresq, grocers, Vancouver, have assigned.

M. C. Frazee, grocer, Greenwood, has sold out to R. Hayes.

Cosens Bros., general merchants, Camp McKinney, are removing to Greenwood.

C. A. McKillop, tobacconist, Vancouver, has been succeeded by S. A. Boecher.

A GOOD INDICATION.

Owing to the increase in business of E. W. Gillett Co., Limited, they find the 10 large floors in their building at 32-34 Front street west, to be inadequate to their requirements and they have recently rented additional floor space in first building west of their own, but as a 14-foot lane divides the two places, it was necessary to connect them by a fire-proof bridge. We are informed it is the intention of this company to commence the erection of a large up-to-date factory in about a year from now.

Specials---That are Specials

"WHAT YOU GET OUT OF AN AD. DEPENDS
LARGELY ON WHAT YOU PUT IN IT."

We offer for prompt reply as follows:

NABOB. MOCHA and JAVA COFFEE

PRICES

	Per lb.		per lb.
1-lb. Cart., 30 and 60-lb. cases	.19	1-lb. Tins, 30 and 60-lb. cases	.23
2-lb. Cart., 30 and 60-lb. cases	.18	2-lb. Tins, 30 and 60-lb. cases	.22

WE STAND BACK OF THE NABOB BRAND. IT REPRESENTS EXCELLENT QUALITY AND VALUE.

No. 92—Highland Blend Coffee, per lb. 18 1-2c
50 and 100-lb. Airtight Bags.

No. 93—No. 7 Blend Coffee, per lb. 15 1-2c
50 and 100-lb. Airtight Sacks.

No. 99—Premier Oat Flakes 30-2. For spot and
future factory shipment, at. \$2 65
Best Oats milled and most attractive
package.

No. 100—China Cassia in cases, 60-lb. cases
per lb. 11c

P. M. C. BRAND all long stick
Cassia, much cheaper to sell than
most Cassia as every pound of this
mark is salable goods, no refuse or
dirt left over. Owing to war, prices
of Cinnamon have advanced and will
be still higher.

No. 101—Mat Cassia, per lb. 9 1-2c
Ordinary, in 60-lb. bales, about
15 Mats to a bale, nice goods for
original bales.

No. 82—Special Bargain, 12-oz. bottles of
Premier Queen Olives, 2 dozen in
case. Per doz. \$2 00

We bought 25 gross of these empty
bottles at a very low price and we
give our customers the benefit.

No. 83—50 cases (special lot) Capres, 1-2 Bots.,
Nonparielles grade, 1 doz. in case.
Per doz. 2 30

No. 106—Ideal 6 oz. Pat. Queen Olives, 2 dozen
in case. 95c

Makes a fine 10c retail package of
Queen Olives.

No. 49—No. 2 B Hard Wood Double Pointed
Toothpicks, 1,000 picks to pkg., 100
pkgs. to case. Per case. 1 75



"HOTNESS CONDENSED."



**PREMIER
TABASCO
PEPPER
SAUCE**

2-OZ. BOTTLES, 1 DOZEN IN CASE, PER DOZEN, - - \$3.50.

For a limited time we give FREE one dozen silvered bottle stands with each dozen ordered.

**Francis H. Leggett & Co.,
NEW YORK.**

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Food Products in Great Britain.

THE agent of the Canadian Department of Agriculture in Great Britain reports as follows regarding Canadian food products in Great Britain:

"Canadian food products are often sold in Great Britain to the consumer, as being the product of Great Britain or some other country—the produce of which may command a higher price on the market. In fact one never sees in British retail shops 'Canadian cheese,' 'Canadian butter,' 'Canadian eggs,' or 'Canadian bacon.'"

"Eggs come from Canada packed in the 'foreign' or 'Irish' case which holds 1,440 eggs. These are sold as 'Irish' or 'Selected Danish' whichever may bring the highest price. American and Canadian bacon and hams are sent from port of landing to English smoke-houses and appear on the market as 'Wiltshire,' 'Cumberland,' 'Yorkshire,' 'Berkshire' or any other favorite brand.

"The only thing to be done is for Canadian shippers to brand 'Canada' or 'Canadian' on everything and advertise freely in the British trade journals. A few Canadian firms have followed this plan and to-day their brands are in demand and are known as 'Canadian produce,' but this position has only been gained by spending a lot of money in advertising. Financial returns are what the average shipper looks for and if he receives more money by having his goods sold as the product of some other country, he very naturally pockets the higher price and says nothing.

"It is a 'slow game' getting the British people to change their ideas or tastes, and in order to 'play the game' one must have lots of time and spend money freely. This the average Canadian exporter cannot afford to do, but Canadian goods are gradually, if slowly, gaining in favor. This gain in favor is chiefly due to the fine quality of the Canadian goods. International competition is so keen to capture the British market that there is no room to try 'false games' and it is to be regretted that apparently the only way to make some Canadian shippers honest is by Act of Parliament. Great good has already been done by 'The Fruit Marks Act.' Our dairy products are landing each season in more perfect condition, which is due to the close inspection kept in Canada over the manufacture of cheese and butter, to the improvement

in the cheese factories and creameries, but also largely due to the 'Government Cool Curing Rooms' for cheese, and the improved 'cool' and 'cold' storage for food products on the various steamship lines running from Canada to the different British ports."

Waxed Cheese.

THE Trade Bulletin reports that Bristol buyers are complaining because too much waxed cheese is arriving in the English market and express regret that the Government Agricultural Department at Ottawa should have advocated the waxing of cheese with parafine by factorymen, especially as there is such great objection to parafined cheese on the other side of the Atlantic. Since Canadian makers are supposed to study the requirements of the trade there, it is to be hoped they will discontinue this highly objectionable practice. A Montreal exporter while in England last year was instructed by three firms there not to ship them a box of waxed cheese, as their customers strongly objected to them, on the ground that the goods lost considerable weight, one importer stating that he would not buy waxed cheese unless he was allowed two pounds per box. What is required in the English market is cheese with a bright natural skin in the Summer time, and cheese made in the Fall should appear in the natural condition with a nice dry and green mold on the skin, showing a little maturity. Parafined cheese prevents this natural appearance, besides causing loss in weight to the retailer. As so many objections continue to be raised, in the great consuming centres of Great Britain against waxing cheese, surely Canadian factorymen will not persist in a practice that is calculated to injure the enviable prestige of their goods in the English market."

To Fight Packers' Trust.

According to a Western exchange the stock men of the Western States, backed by the powerful National Live Stock Association, mean to carry out their project of establishing an inde-

pendent packing plant to fight the so-called United States beef trust, which is evidenced by the option that has been taken upon the packing plant of Jacob Dold of Kansas City. The Dold packing house has been one of the strongest competitors of the trust. Its capacity is sufficient to kill 2,000 head of cattle, 4,000 hogs and as many sheep daily.

Dispute Over Cheese Shipment.

THE Canadian Minister of Trade and Commerce has been instrumental in effecting the settlement of a dispute which promised to injure Canadian trade with Australia. Some time ago a large Australian importing house complained that a shipment of cheese from a large Ontario exporting company was not up to sample, and declared that they would never do any more business with the Canadian firm.

As a result of the mediation of the Minister the Australian company have written stating that by reason of the action of the Department of Trade and Commerce the Canadian firm have made a satisfactory arrangement, and, further that the shipment is such a satisfactory one that the Australian firm have sent forward an order to the Canadian firm for 50 cases of cheese, and trust that they will now do a regular business in this line with the Canadian firm in question.

New Cheese Factory.

Arrangements have been completed for the building of a new and modern cheese factory at Braemar, Ont. The contracts have already been awarded and the factory is to be completed by May 1st. It is to be built entirely of concrete and will cost \$3,000.

Lists of Shipments.

Mr. Thomas E. Davis, inspector at London for the Department of Agriculture, reports that consignees in Britain are complaining because senders of Canadian produce do not forward list of shipments, thereby causing great inconvenience.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

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

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

Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz. to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

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

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

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

HAMS

Just the season for ham and eggs.

What does your customer say?

Want the **Best?**

That means Fearman's.

Let us have your order for them.

We can supply you with the eggs also.

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

Our Hams and .. Breakfast Bacon

are **Sugar-Cured,**
Full-Flavored,

Delicious and
Appetising.

Just the quality your trade demands.

Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER
TRADE REQUIREMENTS.

Order now to avoid disappointment.

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

A Good Line to Push

in the Spring and Summer months is

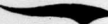
Matthews' Bologna Sausage.

For 36 years the standard of excellence. Always shipped by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited

Peterborough Hull Brantford

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING
POWDER
INSURES
PURE FOOD.
E.W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

We are buyers of 

Poultry,
Butter
AND **Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—There is little change in the provision market this week. The demand for hams and breakfast bacon is fair. There is a good demand for meats, especially smoked meats. Dressed hogs, light weights, are from 35 to 50c easier, there being considerable diversity of opinion among dealers. Heavy weights are from 25 to 75c easier, and the same remarks apply as to light weight hogs. The fresh meat market is quiet and steady and last week's prices continue unchanged. Our quotations are as follows:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09	0 10
Small hams, per lb.	0 12½	0 13½
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	16 50	17 50
Short cut, per bbl.	18 50	19 00
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 08½
" pails	0 07½	0 08
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 25	6 40
" heavy	5 75	6 25
Plate beef, per 200-lb. bbl.		11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 80	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	8 50	9 50
Lamb	10 00	11 00
Veal	8 00	9 00

Butter—Receipts are just about equal to demand. There is no surplus and no slump is expected for some time. Creamery solids show a slight falling off in price, and dairy prints, a rather wider range. Our quotations are as follows:

Creamery prints	Per lb.	0 21	0 22
" solids, fresh		0 19	0 20
Dairy rolls, large		0 15	0 16
" prints		0 16	0 18
" in tubs, best		0 15	0 16
Under qualities		0 12	0 14

Cheese—The cheese market is a little brighter this week, owing to the Old Country market having advanced 2s. Prices, however, remain unchanged. We quote:

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

Montreal.

Provisions—The market is quiet and steady, and a good demand rules everywhere in the district. Cured meats are going like hot cakes since Saturday last, which no doubt is just an Easter spurt. In connection with lard it may be mentioned that cottolene has been put up 1-8c in price and the demand is reported good. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
Bacon, per lb.	17 50	
" per lb.	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	
Carloads, less	0 00½	
20-lb. tin pails, tierce basis		0 00½
Half-bbls., over tierce		0 00½
40-lb. tubs		0 00½
20-lb. wood pails		0 00½
10-lb. tins		0 00½
5-lb. tins		0 00½
3-lb. tins		0 01
Wood net, tin gross weight		

Pure lard, pails	Wood. Tin.	1 77½
" tubs		0 08½
" cases (6 10-lb. tins)		0 09½
" cases (12 5-lb. tins)		0 09½
" cases (24 3-lb. tins)		0 09½

Butter—The butter market is practically dead, with very little new stuff coming in and no anticipation of much change for a week or two. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	0 21	0 21
" fresh prints	0 21	0 22

Cheese—No marked change is reported in the cheese market. The tone is steady. Some factories in the country are reported to be getting ready for work and if the fine weather confines things may open up earlier than was expected. We quote:

Good cheese	0 10	0 10½
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St. John, N.B.

Provisions—In barrelled goods there is a light demand. Pork is quoted lower. Of late years a cheaper grade of clear pork has come on the market. Beef is unchanged, there is a wide range in price with Canadian and American both offered. Lard is unchanged and a full stock is held. Smoked meats keep quite firm. Fresh meats show a fair business. Nice veal is offered and prices are rather lower. Little is being done in lamb or mutton. In pork there is a fair supply at even prices. We quote the following prices:

Mess pork, per bbl.	\$17 25	\$19 00
Clear pork	19 00	21 00
Plate beef	12 50	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 07½	0 08½
Mutton	0 05½	0 07
Veal	0 07	0 09
Lamb	0 07	0 09
Pork	0 07	0 07½
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 09	0 09½
" pails	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" pails	0 08½	0 09

Butter—There is not a large stock. Values rule rather easier as the season approaches when new stocks will be offered. For best stock full prices are asked. Our quotations are as follows:

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair	0 14	0 15

Eggs—Prices as reported last week are much lower so that all may have eggs for Easter. Supply is not large, however, and rather firmer prices are expected. We quote the following prices:

Eggs, henry	0 25	0 30
" case stock	0 20	0 22

Sheese is scarce but the market shows no snap. Prices are unchanged. We quote the following prices:

Cheese, per lb.	0 12½	0 13
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Provision Notes.

The dairy industry in Siberia is only 18 years old, and the annual export of butter is now worth \$15,000,000.

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,

Mfr. of Pork and Beef Products, ST. JOHN, N.B.

WHEN WILL YOU?

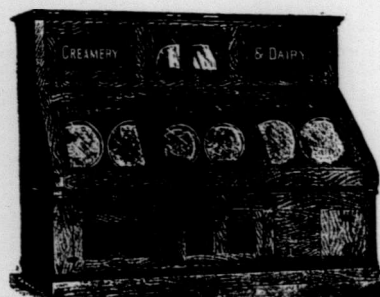
Some have, others have not, investigated the claim of

NAPOLI MACARONI

a better, cleaner, cheaper, better put up Macaroni than anything imported.

Send for samples.
Give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA



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

C. P. FABIEN,

Merchant and Manufacturer.

3167 to 71 N. Dame St., Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Mrs. Dooley

has provoked criticism — "Don't like the name," "What good is borax in soap?" "It won't go," "No need for another soap," — and so on.

Mrs. Dooley's Laundry Soap

to be so much talked about, must be either good or bad. Nobody has called it bad — that wouldn't be true. So it must be good.

It pays a better profit than other soaps. 100 bars to the box. 1 cent cash for 4 wrappers.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Then, too,

Orange Meat

is attractively packaged. There's something about the package that tempts desire.

Fine feathers don't make fine birds, it is true, but a good cereal ought to be worthily put up.

ORANGE MEAT is strictly Canadian.

Single cases, \$4.50
5 and 10 cases, 4.40

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

New U. S. Tariff Duty on Brine.

HALIFAX dealers in pickled fish, who export large quantities of this article principally through the port of Boston, are not much alarmed over the recent order of the United States Treasury Department which proposes to levy a tariff duty on the brine in which the fish is preserved. The new order will have the effect of increasing the duty on herring, mackerel, salmon and other pickled fish from 40 to 50 per cent.

The duty on mackerel for instance is one cent per pound. A barrel contains about 200 pounds of fish, making the duty previous to the new order \$2 per barrel. It is estimated that the brine and salt in a barrel of mackerel weigh nearly one hundred pounds, making a total of 300 pounds on which duty of one cent per pound will have to be paid.

At the present time very little pickled fish is being exported from Halifax, but shippers are hoping that by the time large shipments are to be made, the whole matter may be satisfactorily adjusted.

It is thought that Boston importers will bring sufficient pressure to bear in the necessary quarters to secure the abrogation of the above legislation.

Conference re B. C. Fisheries.

REPRESENTATIVES of the Dominion and Provincial Governments met last week in Victoria to settle upon a scheme for providing a suitable fish-ladder to assist the salmon to enter Quesnel Lake and reach the spawning area afforded by that body of water and its feeders. Quesnel Lake and its tributaries constitute about one-quarter of the natural spawning area for the sockeye salmon in the Fraser river district.

The Provincial Government have not been willing to undertake the putting in of a new fish-ladder taking the ground that the Dominion Government, which collected the licenses, should do the work. After some negotiation between the two authorities, it was agreed that this fishway should be constructed by the Dominion Government, the amount

expended to be kept out of the sum due the province when a final settlement of the fishery matter should be made.

Salmon for Japan.

A large industry in salted salmon will be developed in British Columbia this season as a result of the Japanese war. The market for this class of army food has already been found, and large orders have been secured for consignments. The salted herring industry at Departure Bay is also to be greatly extended to meet the Japanese demand which is rapidly increasing. The war office has approved of this food, large quantities of which are to be shipped to Japan.

Canada's Salmon Interests.

The decision of the Dominion Government to establish a number of salmon hatcheries in British Columbia and to permit the canners to use traps is one which will be approved by everyone having at heart the important canning interests of Canada.

By the use of traps the Alaska Packers' Association of the United States has maintained its business in a profitable condition from year to year, while the Canadian packers have had lean and fat years, according to the run of the salmon and to the degree of success attained by the fishermen in catching the salmon by the use of nets—a method long ago recognized by the United States as being far less efficient than traps.

New Way of Ascertaining Size of Pearls.

The Roentgen rays are now used for ascertaining the size of pearls in the oyster heretofore only learned by opening the shell, which was death to both oyster and pearl. With the X-ray, when applied, if the pearl is too small for use, the oyster can be returned to the water for future investigation. This method will save thousands of dollars' worth of pearls that would otherwise be lost altogether.

Fish Notes.

A fishing syndicate to be known as the Nanaimo Fisheries will shortly be formed in British Columbia with the object of furthering herring fishing on the shores of Vancouver Island.

RETURNED
APR 4 1904
ANCHOR BRAND

New Season's

MAPLE SYRUP

The Best and Most Satisfactory line you can handle.

**QUALITY IS RIGHT.
FLAVOR IS RIGHT.
PRICE IS RIGHT.**

You can buy lower-priced Syrups, but there is nothing on the market that can be compared with it for

PURITY, FLAVOR and COLOR.

THE "MONEY-BACK" KIND EVERY TIN GUARANTEED.



RETURNED

APR 4 1904

cut Book 17

Page 55

Car

PUT UP AS FOLLOWS:

WINE PINT TINS—SEALED	-	-	CASES 2 DOZ.
" QUART " SCREW TOP	-	"	2 "
" HF. GAL. " " "	-	"	1 "
" GALLON " " "	-	"	1/2 "
" QUART—GLASS BOTTLES	-	"	2 "

IMPERIAL MEASURE—5-GALLON CANS.

**FREIGHT PAID—ON 3-CASE LOTS
GET OUR QUOTATIONS.**

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

THE CLEVER GROCER.

ONCE upon a time there was a grocer, a smart grocer, who knew more about the grocery business than any other grocer in the world. He said so himself, so it must have been so. This grocer believed in giving his customers full weight, so to be sure that they got full weight, he gave them also down weight. His customers were pleased. They talked about him and called him a nice grocer; the women thought he was a lovely man because they always got 10 cents worth of butter for a nickle, and the children also got such a large handful of candy and the nice grocer always sent home a large bunch of trading stamps for the children's mamma. After a while the smart grocer found that it was not convenient for him to pay the collector for the wholesale house when he called on the tenth, but that did not worry him; "What are wholesale houses for but to accommodate us grocers?" he said. After about one year his wholesale house in a mean manner refused to send the smart grocer any more goods until he paid for those he got last time. In great anger he told the collector for the wholesale house that never more would he buy from them. And he did not, but he ordered some goods from another wholesale house, but when the driver brought the goods to his store he handed in a ticket marked "C.O.D." and refused to leave the goods until the cold cash was deposited in his horny hands. The smart grocer called on Fair Heaven to witness the fact that there was a Wholesale Grocery Trust, for he found that they all sent their goods "C.O.D." And then when they got through selling his counters and his patent pivoted bins and his Bowser oil tank and paid all the money into the Bankruptcy Court, he went back to breaking on the Missouri Pacific Railroad for a living.

Moral: Don't do it that way.—Interstate Grocer.

THE "National" COUNTER COFFEE MILL

has all the good points of the larger mills—and is just the size for the average GROCER.



For Full Particulars Write

**THE EBY, BLAIN CO., LIMITED
SOLE AGENTS IN CANADA. TORONTO.**

PEANUT HARVEST.

AN American exchange has the following interesting account of the methods employed in harvesting peanuts. The process must always take place before frost, for the nuts and haulm are both greatly injured, if not ruined, by frost. If the Fall should be wet or the peanuts mature very early many of the first formed nuts will be ruined by sprouting. Dry weather should always be selected for harvesting. It cannot be done when the ground is wet, for then the dirt will adhere to the nuts and ruin them, or at least greatly detract from their market value by turning them black. The crop of white peanuts is harvested by running a furrow on each side of the row with a bull tongue plow or a pea digger, so as to dislocate the roots. Care must be taken not to detach the nuts from the vine in running the side furrow. After the plow has been run on each side of the row (and it is sometimes necessary to run twice on each side) then lift the vines gently with the hand, carefully shaking the dirt off, and lay them on the ground. Let them remain in this way if the sun is shining, from six to eight hours. The vines will wilt like clover,

when they may be brought together and stacked. The stacks are made around a pole planted in the ground and rising some eight feet above the surface. A platform made of old rails rests upon logs placed around the poles, and upon this the stack is built. The platform protects the nuts and vines from the mold and dampness of the ground. In stacking the nuts should be put on the inside, next to the stack pole, but not so close as to prevent the air from circulating freely from the bottom to the top of the stack. To make the stack entirely secure it should have a capping of hay or corn fodder. Put up in this manner, the nuts will keep securely all the Winter should it be desired.

The red nuts are more easily harvested than the white, as they have but few roots and the nuts adhere closely about the stem. In loose land they may be pulled up without running a furrow on each side of the row, although to do this will make the work much easier. There are but few red nuts grown. An over production of them for a while reduced prices below the cost of the labor in producing them.

Usually the nuts are allowed to stand in the stacks about four weeks and are

then picked off by hand, the white always. The red nuts are sometimes threshed off by taking up bundles and beating them against a rail or the side of a box. This latter plan greatly injures the peanuts. Five or six bushels of red peanuts can be picked off the vines in a day by a nimble fingered person, but the picking of three or four bushels of the white is considered a good day's work. Women and children are said to be much more expert in this than men. The price paid for picking is about ten cents a bushel. After this they ought to be screened in a cylinder, so as to separate them from the rust and leaves, and also for the purpose of brightening the hulls by abrasion. After sunning, they are put in sacks containing four or five bushels.

MILK PRODUCERS MEET.

AT the semi-annual meeting of the Toronto Milk Producers' Association on March 26, the price of milk for the Summer months was fixed at \$1.15 per can, delivered in Toronto. The association has been incorporated and a committee was appointed to confer with the officers of the Eastern and Western Dairymen's Association, with a view to ultimate affiliation with those bodies.



Drum Up Your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch, and display it so they can't help but see it. Sell them

LILY WHITE GLOSS STARCH

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case, and a pair of drum sticks for each drum.

Be up to date and you'll get more trade. The Lily White drum package is the latest.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

It Will Pay You to Handle It.

We beg to call the attention of all Retailers and General Storekeepers to the important advantages "BLUEOL" has over all other Washing Blues, viz.:



1st.—It yields a greater profit because in a 10-lb. box there are 50 4-square packages as compared to 40 in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, is as strong, if not stronger, in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it?

Ask your dealer for it, and if he will not supply you write direct to—

J. M. DOUGLAS & CO., (Established 1857) **MONTREAL, CANADA.**
Manufacturers,

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up" of the bottle as possible, without infringing upon LEA & PERRINS' rights. The unique flavor and exceedingly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

J.M. DOUGLAS & CO., MONTREAL
CANADIAN AGENTS.

To Our Friends in the Maritime Provinces

Our Mr. Gregory is now on the way to Halifax, and Mr. Powers to St. John, in the interest of

"BEE" Brand Grocers' Specialties

"Bee" Starch, "Bee" Coffee, "Bee" Borax, "Bee" Soda and "Bee" Baking Powder.

Messrs. Gregory and Powers will have special inducements to offer which will be of interest to the trade. We bespeak for them a hearing.

Snowdon, Forbes & Co.

MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

The Importance of Position and Display.

AN examination of newspapers reveals a carelessness on the part of many advertisers which is costing them no small sum. This carelessness is in regard to the position and display of their advertisements.

There is always in every weekly paper certain pages of more general interest than others; pages which carry local or district news. There are other pages which are made up of re-printed matter, pages which are passed over unread by the majority of readers. An advertisement on such a page stands a very poor chance of being read, while on the other hand an advertisement on a page of local or district news has the best chance possible. Even on the most desirable pages there are some positions better than others. It is clear that not everybody can have the "best position" and it is a good thing that there is no general agreement as to what constitutes the best position. Some want the top of the page; others the bottom; some want to be next reading matter, others are indifferent; some want to be on the first page, others on the last; and some think the editorial page better than any other. If all were agreed, the poor publisher would have a sorry time of it.

The most read page is, generally speaking, the best page, and in making an advertising contract it is well to have an understanding with the publisher regarding a definite position. Publishers are not always disposed to guarantee set positions, partly because of the undesirableness—from their point of view—of so doing, and partly because they may be handicapped many times in arranging a good "make-up." At the same time it is nearly always possible to secure a satisfactory position by allowing the publisher certain general liberties in the make-up of his paper.

To have a space that is always to be found in a certain place in the paper is a distinct advantage and ensures better results from advertising than are likely to be derived otherwise. It would be possible in a small town or village, for instance, to discover the location of a merchant's store no matter where or

how often he shifted his business quarters, but no one for a moment would approve of a merchant leaving probable customers to chance. In the matter of store location every alert merchant is quick to perceive the advantages of having his store as close as possible to the chief highway, and to be on it if he can. To be where most people will pass, is the thing to be desired, even though the transient business amount to very little. What is true of a store's location is true of the position of an advertisement in the local paper. The larger the community, the greater the number of competing merchants, the more particular should one be in having his weekly or daily announcement displayed in the most conspicuous position obtainable.

Granted that a good position has been secured there remains another consideration—the "set-up" or "display." Some well placed advertisements lose much of their force by poor type arrangement. Some times this is attributable to the man at the "case,"—the compositor. Printers can make or mar an advertisement by their work on it, but printers will work out the advertiser's ideas if the writer of the advertisements will take some pains to indicate on his "copy" how he wants his advertisement set up. It is asking too much of the compositor to have him interpret the advertiser's purpose, to catch his thought, and to reproduce the same as faithfully as possible in type display. The compositor requires all the assistance it is possible to give him, if he is to do good work.

To this end it will pay the advertising writer to "lay out" his copy on paper the size of which approximates the size of space engaged in the newspaper, and to indicate by pen and ink or pencil just what he wishes in the matter of display. The man who sets up this copy in the printing office will soon learn the advertiser's ideas as to set-up and will take genuine pleasure in working them out.

As to the matter of uniform style in the appearance of one's advertising, I am not disposed to be very positive. There is an advantage in a certain uniformity of type display and arrange-

ment—a style that the reading public is quick to recognize, and which if good will be read with ease and pleasure. On the other hand, variations in style, if not too pronounced or too frequent, may be wise. Generally, the uniform style will be found best. The printed firm name, if always in the same type and size, becomes the equivalent of the firm's signature, and is recognized and accepted as such. There is something staunch and trustworthy in an unvarying type-signature, something too good to forfeit by fickleness or carelessness in this regard.

It will be found a very profitable exercise to study the advertising styles of the big dailies and of the magazines. This advertising is written almost invariably by specialists, men who have studied and learned the art of effective display. Of course different writers have different ideas on the subject of display and set-up, but even so it will be seen that there is produced strong, powerful, attractive advertising. The study of metropolitan advertising is profitable in other directions. Example is better than precept. The man who writes the best advertising is the man who practices the art most and who studies hardest. The school that makes for progress is the school of "try, try, again."

Notes.

S. Co.—Your advertisement is neatly displayed, and the size of it is good. It is a space you can easily make interesting and profitable. In the example submitted you have made poor use of your opportunity. You have jumbled up ten different lines, widely differing from one another, and have failed to impress anything or anybody. Take time to tell your story, and tell one thing at a time. You have 52 opportunities in the year. A man ought to accomplish some good, some lasting good, in 52 weeks, yet a great many waste 52 opportunities by being careless or thoughtless.

Friday, May 20th.

The Special Spring and Export Number of THE CANADIAN GROCER will be issued May 20th—a lusty herald proclaiming the matchless resources of the premier food producing country of the Empire.

The number will be a credit to Canada, and will constitute an accurate and trustworthy index of the export traders of the Dominion.

In addition to our regular circulation, covering thoroughly the entire grocery and provision trade of Canada, there will be a very large excess circulation of this special number abroad. Some thousands of copies will be mailed to selected British and foreign dealers in Canadian food stuffs—in Europe, Asia, Africa and Australia. Every effort will be made by the publishers of THE CANADIAN GROCER to make this number a powerful agent in the development of export trade.

What all this means to the Canadian merchants who are seeking to develop an export trade is apparent.

* * * *

The good name THE GROCER already enjoys; the excellence of its special numbers; its pronounced influence;—everything combines to make this occasion of unusual value to advertisers.

Mr. Business Man, if you are not already an advertiser in THE GROCER, do you not recognise the advantage of engaging space in this Special Number?

Mr. Regular Advertiser, are you content to appear before the world in your ordinary space? This is the growing time. Double your space. Take the aggressive. Hit hard.

Engage space early. Better service, better position, can be given to the early applicants for space. Send order to our nearest office.

DO IT NOW.



The Canadian Grocer

Montreal
232 McGill St.

Toronto
10 Front St. E.

Winnipeg
308 McIntyre Block.

New York
1241 N. Y. Life Bldg.

British Offices: London
109 Fleet St. E.C.

Manchester
92 Market St.

A FLOATING EXHIBIT.

DURING the month of June, 1904, the old Beaver Line steamer Lake Megantic will visit Montreal in the guise of a huge commercial traveller. The idea is a gigantic advertising scheme, promoting the British Isles as the factory of the world.

Her tour will include all the countries where British interests are situated. After her first exhibition in London, she will on April 27, say farewell and begin her voyage. The first place of call will be Halifax, from whence she is to proceed to St. John's, Nfld., and then visit Quebec and Montreal and probably some other Canadian ports.

From Canada she will sail through the West Indian Islands on to South Africa. From Durban she will proceed to Bombay, via Mauritius, and thence to Colombo, Madras, Calcutta, and Rangoon. Passing Penang, the huge commercial traveller will steam through the Straits of Malacca, touching at Singapore; on to Hong Kong, Shanghai, Nagasaki, and Yokohama. After letting the Japs feast their delighted eyes on some Whitehead torpedoes and Armstrong guns, the Lake Megantic will make a long run south through the Pacific, and will not touch land till she arrives in Brisbane. After visiting Sidney, Melbourne, Hobart and Wellington she will strike across to South America, and, rounding Cape Horn, call at Buenos Ayres and Montevideo, Rio Janeiro. Crossing to West Africa, Sierra Leone will be visited, after which she will return to her starting point.

Viewed as an ordinary business venture, the objects of the exhibition are four in number, and may be given as follows:

- (1) The promotion of inter-Imperial commerce.
- (2) The personal introduction of the seller to the buyer.
- (3) To provide a means by which British manufacturers can fully investigate the peculiar conditions and requirements of individual markets.
- (4) The advertisement of British industries by bringing to foreign and colonial ports a representative exhibition of British manufactured articles.

This means that British manufacturers are coming out not only to show their own goods, but to look at Canadian manufactures, to hear this country's opinion of their goods and to

study the requirements of the Canadian and other markets.

One hundred and fifty trades and industries will be represented by samples in this immense floating show case. Between decks the Lake Megantic will be cleared of all cabins and store-rooms, and here will be the main exhibits, stretching practically the whole length of the vessel. The after-saloon of the main deck and part of the lower deck will also be utilized, the latter for the heavier exhibits. There will be more than two hundred trade representatives on board the Megantic, and each exhibitor is to have a fixed amount of space.

Advance agents will precede the Lake Megantic, and make arrangements for her reception, a prominent citizen at each port will be asked to formally open the exhibition.

TRINIDAD EXHIBIT.

Word has reached Montreal that Mr. Edgar Tripp, commercial agent for Canada in Trinidad has communicated with the Department of Trade and Commerce, Ottawa, saying that an exhibit of the produce of the colony of Trinidad is on its way to Montreal and will be placed in the Board of Trade Building. The products are being selected so that the exhibit will be permanent. He states further, that the opening of several more Venezuelan ports has increased the sale of Canadian goods there.

REFRIGERATORS IN ENGLAND.

REFRIGERATORS of German and American manufacture seem to be, the only ones sold in Manchester, Eng. A certain firm who handle the German make only, say they would prefer to sell a Canadian one, but for the fact that its construction in the matter of the ice department, is not as acceptable to their customers as that of the German made article. The American refrigerator is exactly constructed on the lines of the Canadian, but seems to be a more expensive adjunct to house-keeping than the latter.

There is no reason why the Canadian refrigerator cannot compete in price and finish with either of these mentioned, and the Canadian manufacturer, if he desires to obtain some share of the English market. The trade is in its infancy, many householders still retaining the effete ice chest, but it is growing, and will doubtless assume large proportions in due time.

INCREASED SUGAR CROP.

Consul Max J. Baehr, at Cienfuegos, Cuba, reports that the United States reciprocity law is already greatly stimulating the production of sugar in that part of the island. The leading mills will this year produce 1,537,000 bags, which exceeds the product of any previous year. Planters will next year cultivate a great deal of land that has remained untilled for many years past, and will break up and put under cultivation many thousand acres never before cultivated. All of which indicates that sugar may some day be much cheaper than now.

TAPIOCA AT WAR PRICES.

THE price of tapioca has risen, and may rise still higher as the supply gets smaller than the demand. This is not saying that tapioca is an expensive luxury; far from it. Even now with the advanced price, the wholesale people are only paying 2½c per pound. This, however, is a rise of 20 per cent. in the past few months. It used to be 2c per pound in New York, so the advance is considerable.

A prominent wholesale grocer when spoken to this morning doubted whether the war had anything to do with the rise, as it took place before the war commenced. It is a fact, however, that large quantities are being shipped for the use of the armies in the East. The armies of Russia and Japan are paying 3c a pound for tapioca, at the present time. It is to them a staple food like rice, and not a mere extra, suitable for simple puddings. There are more armies in the field than usual, and that accounts, it is said, for the supply becoming small, and the price rising. At present there does not appear to be much danger of its giving out.

There is but one market, and that is Singapore, for practically all the cassava, or tapioca in the world is raised in the Straits Settlements. Brazil does raise some, but it is an inferior grade, yellow in color, and not saleable to the people of this country, who are used to the white pearl varieties.

In a recent issue of The Grocer was an item to the effect that F. W. Dunn & Co., of Red Deer, Alta, had sold out to W. J. Robertson. Dunn & Co. write that the stock was not sold to W. J. Robertson, but that it was seized for Knox, Morgan & Co. by A. Munro and W. J. Robertson.



1842 1904

WAKE UP! BE SUNNY!

USE "FORCE"

YOU NEED A LOT. WE HAVE A CAR ON THE WAY. ORDER NOW.

450 cases "Force."

Freight paid in 5-case lots. 4.40, less 1 per cent. 10 days.
10 per cent. trade, special during April.

BLUEBERRIES

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 Woods, Walter, & Co., Hamilton.

Wrapping Paper

Canada Paper Co., Toronto.

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

INDEX TO ADVERTISERS.

Ausimson, J. T., & Co. 61	Dingle & Stewart 69	Japan Tea 4	Page, C. S. 53
Allison Coupon Co. 7	Dominion Brokerage Co. 36	Johnson, C. Gardiner, & Co. 59	Park, Blackwell Co. 19
American Tobacco Co. 68	Dominion Molasses Co. 57	Keen, Robinson & Co. outside front cover	Patrick, W. G. & Co. 9, 59
Auer Light Co. inside front cover	Dominion Packing Co. 19	Kingston "Gleaner" inside back cover	Payne, J. Bruce 69
Baker, Walter, & Co. 58	Douglas, J. M., & Co. 25	Kinnear, Thos., & Co. 14	Pure Gold Mfg. Co. 56
Batty & Co. 32	Duncan Company 35	Lambe, W. G. A. 59	Queen City Oil Co. 47
Balfour & Co. 32	Dunn, Wm. H. 31	Lamont, Corliss & Co. 54	Reid, W. B., & Co. 70
Black Bros. & Co. 8	Dutch Chemical Works. 32	Laporte, Martin & Cie. 48	Ridout, Geo., & Co. 53
Blue Ribbon Tea. 8	Dwight, John, & Co. 74	Leggett, Francis H. 17	Rose & Laflamme. 7
Bowser, S. F., & Co. 7	Eagle Mfg. Co. 54	Lipton, Thomas J. inside front cover	Row & Co. 7
Bradstreet's outside back cover	Eby, Blain Co. 23	Lowney, Walter M. Co. 57	Rutherford, James & Co. 13
Brantford Starch Works. 24	Eckardt, H. P., & Co. 43	Lucas, Steele & Bristol. 13	Rutherford, Marshall & Co. 39
Browne & Wells 29	Edwardsburg Starch Co. 75	Lytte, T. A., Co. 2	Ryan, Wm., Co. 39
Burlington Canning Co. 7	Empire Tobacco Co. 68	Manitoba Commission Co. 59	"Salada" Tea Co. 36
Came, F. E. 58	Enterprise Mfg. Co. inside back cover	Matthews, Geo. Co. 20	Simpson, R. & J. H. Co. 58
Cameron, Gordon & Co. 59	Epps's Cocoa. 47	Metallic Roofing Co. 53	Snowdon, Forbes & Co. 25
Canada Biscuit Co. 57	Erie Tobacco Co. 70	Metropolitan Soap Co. 22	Southwell & Co. 74
Canada Paper Co. 61	Estabrook, T. H. 51	Mooney Biscuit and Candy Co. 55	"Sovereign" and "Lynx" Salmon. 3
Canadian Cannery Consolidated Co. 10	Ewing, S. H. & A. S. 3	Morse Bros. 12	Stanton's, Limited. 63
Canadian Gelatine Co. 54	Ewing, S. H., & Sons. 5	Mott, John P., & Co. 54	Sutton, G. F., Sons & Co. 49
CANADIAN GROCER 58, 59	Fearman, F. W., Co. 19	MacLaren's Imperial Cheese Co. 14	Steele, W. H., Co. 71
Canada Maple Exchange Bureau. 61	Fabien, C. P. 21	McAlpin Consumers Tobacco Co. 70	Stretton & Co. 2
Canadian Press Clipping Bureau. inside back cover	Fairbank, N. K. & Co. 67	McCann Wm., Milling Co. 67	St. Lawrence Starch Co. 5
Canadian Vinegar Co. 67	Force Food Co. 65	McDougall, D., & Co. 71	Sydenham Glass Co. 7
Capstan Manufacturing Co. 47	Fortier, J. M. 70	McGregor-Harris Co. 39	Thomas, J. P. 59
Carter, G., Son & Co. 67	Foster Pottery Co. 7	McIntosh, P., & Son. 65	Tippet, Arthur P., & Co. 1
Castle, F. J., Co. 66	Fontenac Cereal Co. 22	McKillop, J. G. 59	Toronto Salt Works 7
Ceylon Tea 29	Gibb, W. A., Co. 60	McLaren's Cooks' Friend Baking Powder. inside back cover	Tuckett, Geo. E., & Son Co. 69
Chaput, L., Fils & Cie. 29	Gillard, W. H., & Co. 10	McLean, J. A., Produce Co. 20	Truro Condensed Milk & Canning Co. 13
Chase & Sanborn 29	Gillett, E. W., Co. 20	McWilliam & Everist 60	Turner, James, & Co. 13
Christie, Brown & Co. outside front cover	Gowans, Kent & Co. outside back cover	Napoli Macaroni Co. 21	Upton, Thos., & Co. 15
Clark, W. 47	Greig, Robt., Co. 65	National Cash Register Co. 63	Walker, Hugh, & Son 61
Clark, R. W., & Co. 59	Grimble & Co. 2	National Licorice Co. inside front cover	Wallaceburg Sugar Co. 8
Coles Manufacturing Co. 32	Hamilton Cotton Co.	Natural Food Co. 49	Warren Bros. & Co. 49
Colson, C. E., & Son. outside back cover	Harvey, John G. 53	Nicholson, Bain & Johnston. 46	Warren, Dudley. 47
"Commissioner" Tea 7	Hill, Evans & Co. 76	Nicholson & Bain 59	Watt, J. L., & Scott 57
Computing Scale Co., of Canada. 3, 32	Hopkins, John. 21	Nicholson & Brock 53	Wetley, J. H. outside back cover
Connors Bros 36	Horrocks, T. J. 70	Oakey, John, & Sons. outside back cover	White & Co. 61
Cowan Co. 54	Horton-Catto Mfg. Co. 7	Oakville Basket Co. inside back cover	Wilson, C., & Son. 3
Cox's Gelatine. inside back cover	Husband Bros. & Co. 60	"Ozo" Co. 49	Winn & Holland. inside front cover
O'Brien, Orian Glyde. 53	James Dome Black Lead 9		Wood, Thomas, & Co. 19
Davidson & Hay 15	James, F. T. Co. 39		Woods, Walter & Co. 21
Dawson Commission Co. 60			

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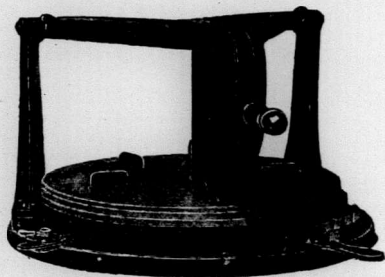
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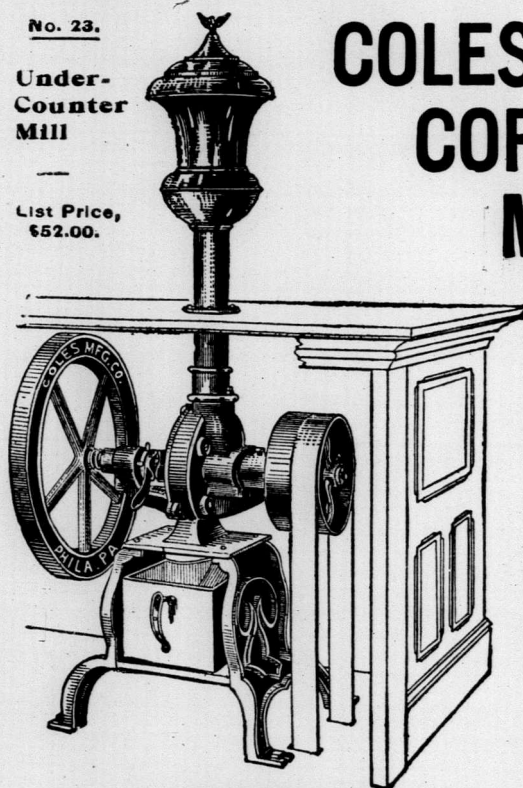
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RECIPROCITY AND THE NEW ENGLAND STATES.

CONDITIONS at present existing in the New England States and which are particularly marked in Boston and the surrounding district, are of no little interest to Canadians at a time when the preferential campaign is being exploited at home and in Great Britain.

The one-time prosperity of Boston has been seriously impaired by the removal of many manufacturing industries and a large number of people into the New York districts, and Bostonians are now awakening to the fact that some measures will have to be taken in order to attract commerce to that city and district. In view of this a strong sentiment has sprung up in favor of the removal of the tariff wall. By such means, it is thought, that much of the export trade of Canada may be transferred to that port, which is much nearer and easier of access than either Halifax or St. John.

Another factor largely responsible for the strong feeling in favor of free trade between Canada and the United States,

EDITORIAL

is the great difficulty experienced in provisioning the city and districts of Boston, owing to the poor condition of the agricultural lands, many of the farmers having deserted on account of their inability to produce satisfactory crops. Should an understanding become possible with Canada in regard to reciprocity, a ready market would be available for Canadian produce. This would remove the difficulty of provisioning Boston districts, and place the population on a wage-living basis.

In the event of the preferential tariff becoming an established fact between Great Britain and her colonies, many New England manufacturers are discussing the advisability of establishing branch factories for their industries on Canadian soil, which would at once give them all the benefits of free trade with Great Britain. It would appear that Canada stands to win whichever policy is adopted.

"THE KNOCKER."

THE Billingsgate-sound of the now well-known expression of "The Knocker" leads us to reflect upon the meaning of the phrase and its import to business men, and particularly to the individual whose actions and words earn him this unenviable title. A "knocker" concisely put, is a disgruntled individual generally an employe of a house who for reasons sufficient to the employer, has been permitted to seek another situation, and who, engaging with some other concern, busies himself in running down or calumniating his previous employers. Back-biting, or "knocking" is a dangerous game outside of any legal liability the "knocker" may assume; it is a "boomerang" which, when it rebounds inflicts more damage to the thrower, than to his victim. It is a Nemesis bound to bring sorrow in its wake, and its employment has been the cause of ruining the business prospects of many a bright young man.

Instances are numerous in the life of every concern where the "knocker" has tried to depreciate the commercial standing of his former employers, by either directly slurring the whole firm, or east-

in reflections upon the character of its individual members; by giving away to the customers of the old house "inside" information of supposed value, or by depreciating certain acknowledged virtues of the goods of the house. The "knocker" is very prolific in ways and means of making his tactics felt; in many instances a truly Machivellian spirit and finesse is shown. Iago's consummate and artistic deviltry is clumsy malignity in comparison with the work of the modern "knocker"; the work of Shakespeare's creature against the proud Moor bears the palliating excuse of jealousy, but the "knocker" of to-day has as a rule only a coarse vindictiveness as apology.

The expression that "Chickens will come home to roost" is as true as gospel, and distinctly applicable to the "knocker" and his words and deeds, and often the remorse comes too late after the young man has changed his employment half a dozen times. Reputation travels by wireless telegraphy, and though the applicant for a position may not be told so, his would-be-employer has heard of the propensity to "run down" each house after severing connection therewith, and naturally has no fact that he had been too prone to the same with him.

The "knocker" is impolitic as well as foolish, the "wheels of time turn round," and he can never know when the favor of his old employer will be required, and be serviceable in furthering some desirable business scheme. Cases have occurred where a dismissed employe could have re-engaged with his old house, probably been received on favorable terms, had it not been for the fact that he had been too prone to "knock" the house in every way.

We have in mind a recent occurrence where a young man who had held a good situation in one of Canada's leading commercial houses, was for reasons of inebriety allowed to sever his connection with the firm. Valuable though he was in every way, his employers felt that in the interest of their trade and their commercial reputation, they would be

unwise to allow him to continue as a member of their travelling staff. The young man secured a position with a rival house, and influenced no doubt by family pressure stopped indulging in strong drink and attended to his duties with his new employers. One great fault, however, he acquired in place of his old drinking habits, was that he lost no opportunity of maligning his old employers persistently and vindictively. Calling as he naturally did on his old customers, and pursuing his unwise vituperation, he was met with the question: "How is it that your old firm is everything that is bad now, and unworthy of our trade, when for the past six years you couldn't say anything but what was good of them? No, we don't think we'll change our account old man. There must be something wrong about this."

In a sense, this was the question he had to answer all over his ground. After a few years a vacancy occurred in his old house's staff and things not being as bright with him as they might have been, he made application for the position. It was duly received, and would have been favorably considered had the firm not felt themselves too highly outraged and maligned by their old traveller during his stay with their competitor. They consequently wrote him regretting that while they had considered his application in the very best light possible, they felt that his unwise words had weakened their confidence too seriously to admit of their re-engaging him.

This is not an imaginary case, and with slight variations, not an uncommon one. But business men and employers generally weigh very carefully the actions and words of their employes, and the so-called "knocker's" reputation is a bar to steady employment. Our advice to young men changing their positions from one firm to another is: Don't be a "knocker," leave your employers in a friendly way, and though your heart may be filled with revengeful thoughts, keep a curb on your tongue. If you feel that you cannot say any good

EDITORIAL

things of them, don't say anything to the contrary.—there must be something good about the house and its dealings after all, or they wouldn't be where they are, or do the business they are doing. Get another job and "saw wood" for your new employers, and use your own saw; don't throw too many knotted pieces on your neighbor's wood pile, those knotted pieces make the best fire once they get started, and they don't burn away as fast as your own clear-cut sticks. Winter coming along, you might wish you had kept the knotted pieces yourself—remember about the "Chickens coming home to roost." Don't try to build up your own reputation at the expense of someone else in your line of business—don't be a knocker. Don't slur the reputation of your old employers. What is it that Shakespeare says:

"He that steals my purse, steals trash, but he that filches from me my good name robs me of that which not enriches him, and makes me poor indeed."

DON'T BE A "KNOCKER."

LIMA BEANS.

AN article of food which is attracting considerable attention in the Ontario market at the present time is the lima bean from Southern California. This bean was comparatively well known five years ago, but owing to the subsequent easing in the ruling price of beans in Ontario the higher priced article was crowded out of the market. In the interval Lima beans became cheaper and two years ago provisioners found it advisable to reintroduce them on account of their manifestly superior qualities. The flavor is mild and entirely different from the strong, stringent taste which is characteristic of the commoner varieties of beans; the consistency is soft and mealy.

The demand has exceeded all expectations, and at the present time all the leading commission firms are carrying fair-sized stocks to supply the fancy trade. The only drawback apparently

to large consumption of this kind of bean is its high price, the retail quotation being three pounds for 25c. as against 4c. a pound for ordinary white or mixed beans.

Lima beans are grown mostly in Ventura County, and San-Louis-Obispo, northeast of Los Angeles, Cal., where they are cultivated by small ranchers who work from one to five acres of beans. The bean king of the district who died recently had a large tract of 1,200 acres devoted to bean culture. The crop largely depends on the amount of moisture; in a season of drouth beans are poor, with lots of rain the yield is usually good. Last season's crop was below the average, one result of which is that Lima beans are 30c. a hundred higher than they were four weeks ago.

TRADING STAMPS.

"COMMERCE is not gambling the money of nations for a stake to be won by some and lost by others. All parties gain by just and liberal commerce," said the illustrious Daniel Webster.

This is essentially true to-day. The elusive phantom of hope which beckons on some business men to try and get something for nothing is a just cause for alarm. In the Province of Quebec lotteries have been stamped out by law, but the gambling propensity of the French-Canadian is well known. He loves a game of chance and is none the less honest on this account. We would remind him, moreover, that there is not an iota of race prejudice felt or intended when we remark about trading stamps as they exist in the Province of Quebec and especially Montreal.

With the approach of May the first considerable interest is being shown in the law supposed to go into force there for the regulation of trading stamps in the Province of Quebec. The trading stamp in Toronto died a natural death some time ago. The leading company doing a trading stamp business in Montreal at the present time is the Traders' Advertising Co., owned and controlled by one of the oldest and most reputable

furniture houses in the land. This firm declares that trading stamps are legitimate commerce; they do their business in a very simple open manner and defy criticism as to their methods. Grocers, they claim are using the stamps extensively with good effect, and J. Wilder who is the backbone of this concern, states that he will fight the opposition to trading stamps as used by his company, to the bitter end. He states in fact that if necessary he will carry it to the Privy Council, to prove that his methods are not only reliable and correct, but in every way devoid of the gambling element. At the same time a lot of smaller companies exist who perhaps may not have the grasp of the higher branches of the stamp business and who will have to close their doors on May 1st.

Retail grocers all over Montreal use the trading stamps, and it may be mentioned that a lot of gratuitous advertising is given poor schemes by certain sections of people opposed to trading stamps. The result is, they have a larger hold than ever on the community. We do not pretend to fight them. We merely say that any such scheme, if good, will live, despite opposition, and if bad it will have its day and disappear like other shams and delusions. We would say, however, that any grocer who endeavors to cover the cost of trading stamps by raising prices or reducing quality, is making serious blunders. Such action only places a premium on better service without altering the conditions of competition.

THE BEET SUGAR INDUSTRY.

THE recent action of the Dresden Sugar Beet Company, Dresden, Ont., in dismantling their factory and returning to the United States marks a crisis in the beet sugar industry of Ontario. Four large and well equipped institutions have been erected within the last year or two at Warton, Dresden, Berlin and Wallaceburg respectively, in which no less than \$2,000,000 were invested. The Warton factory has failed, the Dresden plant is closed, and the

remaining two are continuing the effort to establish themselves under difficulty.

Supplies of beets have been short, one factory with a capacity of 75,000 tons having received only 20,000 tons last year. Supplies at the present time are on the increase, but not rapidly enough to be equal to the capacity of the factories. Another difficulty, which by the way was in no small degree responsible for the closing of the Dresden industry, was the proximity of the Dresden and Wallaceburg plants to one another. It is to be regretted that the Dresden firm were not successful in establishing themselves in a more favorable situation, which might have gone a long way to render their removal from Canada unnecessary.

In the dilemma the Ontario Government have been asked to come to the rescue. At the time of the inception of the beet sugar industry in the province the legislature passed an act giving the newly established factories a bounty for three years amounting to \$225,000. Again they have responded promptly with the promise of an additional \$150,000 and will extend the percentage from three years to five. By this time it is hoped, the beet sugar industry will be well on its feet and firmly established.

Government aid in itself, however, will not save what promises to become an important industry. Farmers evidently need to have it impressed on them once more that big profits are to be had from beet raising. One prominent sugar beet firm has already taken this matter into its own hands and are sending a representative through the country to talk to the farmers on the cultivation of sugar beets. The same firm is also making special arrangements for cheap transportation of sugar beets and return of the pulp. It is reported that one Ontario farmer last year planted 91-2 acres and raised 189 tons of beets, on which he realized, after deducting cost of freight and seed, the sum of \$822.86. Besides, beet pulp from the factory is good fodder, thus making the

factory an auxiliary to the dairying industry. In this connection, the opinion of an American sugar beet expert is worthy of consideration. Interviewed by The Grocer on the sugar beet situation, he remarked that conditions in Ontario were more favorable to the successful cultivation of sugar beets than in any state in the Union, principally because of the adaptability of the soil and the excellent condition of the country roads for marketing; and it must not be forgotten that the beet sugar industry is thriving in several of the United States at the present time.

But one objection to sugar beet growing has been raised by Ontario farmers who have tried the experiment, namely, that the crop requires very close and constant attention through cultivation.

The sugar beet industry in Ontario has proved so far to be in a measure "better in the promise than in the performance" after the style of Pecksniff's horse. The situation simmers down to this: Does the country require such an industry and can the country support its needs? There is only one answer to both of these questions: logically there is only one conclusion, the beet sugar industry must sooner or later be successfully launched.

EGGS STILL FIRM AND RISING.

THE egg market remained very strong up to the evening of March 28, when the rise during the day of a cent and in some places a cent and a half fell away, leaving 21 and 22 cents the ruling price, though as high as 23 cents was paid for some specials. Arrivals from outside points have not been so large as expected and hence the firmness. Possibly there will be a lull after Easter and holders may be sorry for the sudden jump just at the time when the demand was so stimulated.

REMOVAL.

The Acadia Sugar Refining Co., 27 Front street east, Toronto, have moved their offices to Room 12 in the Sun Life Insurance Building, 15 Wellington street east.

Do Your Customers always
come back to you?



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PACKERS OF SEA FOODS,

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corresponding period last year. Our quotations are as follows:

Cougou—half-chests, Kaisow Moning.....	0 12	0 60
caddies, Pasing.....	0 19	0 50
Indian—Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchongs.....	0 19	0 25
Ceylon—Broken Pekoes.....	0 27	0 30
Pekoes.....	0 27	0 30
Pekoe Souchong.....	0 18	0 35
China Greens—Gunpowder, cases, extra first.....	0 42	0 50
half-chests, ordinary firsts.....	0 22	0 28
Young Hyson, ases, sifted, extra firsts.....	0 42	0 50
cases, small leaf, firsts.....	0 35	0 40
half-chests, ordinary firsts.....	0 28	0 38
seconds.....	0 23	0 33
thirds.....	0 16	0 18
common.....	0 15	0 15
Pingsneys—Young Hyson, ½-chests, firsts.....	0 28	0 32
seconds.....	0 18	0 19
half-boxes, firsts.....	0 28	0 32
Japan—½ chests, finest May pickings.....	0 38	0 40
Choice.....	0 33	0 37
Finest.....	0 30	0 32
Fine.....	0 27	0 30
Good medium.....	0 25	0 28
Medium.....	0 21	0 23
Good common.....	0 20	0 20
Common.....	0 19	0 19

COFFEES.

The coffee market continues steady with prices firm. An advance of 1/8c is noticed since last report. Rios are in big demand, but not much business is being done on the street as prospective buyers are looking for lower prices. Nothing certain can be predicted concerning future prices until the extent of the Brazil coffee crop is known. We quote the following prices:

Green Rios, No. 7.....	Per lb.	0 08
" " No. 6.....	0 08 1/2	0 08 1/2
" " No. 5.....	0 08 1/4	0 08 1/4
" " No. 4.....	0 08 1/4	0 08 1/4
" " No. 3.....	0 21	0 25
Mocha.....	0 22	0 35
Java.....	0 10	0 12
Santos.....	0 26	0 35
Plantation Ceylon.....	0 22	0 25
Porto Rico.....	0 22	0 25
Guatemala.....	0 15	0 20
Jamaica.....	0 16	0 23
Maracaibo.....	0 16	0 23

SPICES.

The spice market shows signs of improvement. Prices are holding firm and the demand for spices of all kinds continues fair. The only feature to record is the high price of cloves, which is steadily advancing, being 100 per cent. higher than a year ago. Our quotations are as follows:

Peppers, blk.....	Per lb.	0 18	0 19	Cloves, whole.....	0 25	0 35
white.....	0 23	0 27	Cream of tartar.....	0 25	0 30	
Ginger.....	0 18	0 25	Allspice.....	0 14	0 17	

RICE AND TAPIOCA

The tapioca market holds firm, with a slight advance in price from last week's quotations. Prices are likely to remain firm as there is no disguising the fact that tapioca has been ridiculously low, so low that it has not paid the producer. The market will likely fluctuate to a considerable extent, owing to alterations in the price of silver, and to conditions of war in the far East. The rice market continues firm, with a 3 per cent. reduction of prices coming on April 1. The war in the East may have the effect of firming the rice market. Our quotations are as follows:

Rice, stand. B.....	Per lb.	0 03 1/2	Sago.....	Per lb.	0 03 1/2	0 04
Patna.....	0 05	0 05 1/2	Tapioca.....	0 03 1/2	0 03 1/2	0 03 1/2
Japan.....	0 06	0 07	Carolina rice.....	0 10	0 10	0 10

Foreign Dried Fruits.

The dried fruit market is fair and steady with firm prices. Prunes are moving freely. An increased demand is noticed for evaporated peaches and apricots. We quote the following prices:

PRUNES.

100-110s.....	Per lb.	0 04	0 04 1/2	60-70s.....	Per lb.	0 06 1/2	0 07
90-100s.....	0 05	0 05 1/2	50-60s.....	0 07	0 07 1/2	0 07	0 07 1/2
80-90s.....	0 05 1/2	0 05 3/4	40-50s.....	0 07 1/2	0 08	0 07 1/2	0 08
70-80s.....	0 06	0 06 1/2	30-40s.....	0 08 1/2	0 08 1/2	0 08 1/2	0 08 1/2

CANDIED PEELS.

Lemon.....	Per lb.	0 10	0 12 1/2	Citron.....	Per lb.	0 15	0 18
Orange.....	0 11	0 13					

FIGS.

Tapiets.....	Per lb.	0 03	0 03 1/2	Elemes.....	Per lb.	0 09	0 20
Naturals.....	0 06 1/2	0 09 1/2					

APRICOTS.

Californian evaporated.....	Per lb.	0 12 1/2	0 15
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PEACHES.

Californian evaporated.....	Per lb.	0 08 1/2	0 12
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CURRENTS.

Fine Filiatras.....	Per lb.	0 04 1/2	up	Vostizzas.....	Per lb.	0 07	0 08
Patras.....	0 06	0 06 1/2					

RAISINS.

Valencia, fine off-stalk.....	Per lb.	0 06 1/2	0 06 1/2
" selected.....	0 07	0 07 1/2	
" selected layers.....	0 07 1/2	0 09	
Sultana.....	0 06 1/2	0 10	
Californian seeded, 12-oz. boxes.....	0 08 1/2	0 09	
" unseeded, 2-crown.....	0 10 1/2	0 11	
" " 3-crown.....	0 08	0 08 1/2	
" " 4-crown.....	0 09	0 10	

DATES.

Hallowees.....	Per lb.	0 03 1/2	0 04	Fards.....	Per lb.	0 08 1/2	0 09
Sairs.....	0 03 1/2	0 03 1/2					

Cured Fish.

The cured fish market is quiet this week and dealers are content with sorting-up orders. Our quotations are as follows:

Herring, No. 1, Labrador, in bbls.....	5 50	5 75
" split shore, 1-bbls.....	3 00	2 25
" " 1-bbls.....	2 75	3 00
Large dried cod in quintals.....	6 00	6 50
Skimmed cod, in 100-lb. cases.....	5 50	6 00
Cod steak, 1-lb. blocks.....	0 06 1/2	0 06 1/2
Boneless fish, 1-lb. blocks.....	0 05 1/2	0 05 1/2
" 25-lb. boxes, per lb.....	0 04	0 04
Scaled herring, per box.....	0 16	0 18

Country Produce.

EGGS.

Eggs—The Easter demand is on, which, of course, means a much larger consumption, but the supplies have not been as large as last week. This is probably due to the bad condition of the roads and will not last long. There are lots of eggs but the farmers cannot get in with them. A big drop in the price is to be expected immediately after Easter. Meantime prices have advanced 1 cent. We quote:

Eggs, fresh laid, per doz.....	0 22	0 23
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POULTRY.

Poultry—No improvement in the poultry market is to be expected at this season. The trade is dull and prices are unchanged. Our quotations are:

Chickens, live per lb.....	0 09	0 10
Old hens.....	0 05	0 06
Chickens, dressed, per lb.....	0 10	0 13
Old hens.....	0 06	0 07
Turkeys.....	0 14	0 15

HONEY.

The demand for honey is poor, and the prospects for an active market in the near future dull. One dealer remarked that the trade would like to dispose of rather too plentiful stocks, even at prices under those quoted. We quote the following prices:

Honey, extracted clover, per lb.....	0 06 1/2	0 07 1/2
" sections, per doz.....	1 50	2 00

BEANS.

The bean market continues quiet and featureless. Last week's prices are unchanged. We quote the following prices:

Beans, mixed, per bush.....	1 40
" prime.....	1 50
" handpicked, per bush.....	1 65
" water-stained.....	1 00
" Lima, per lb.....	0 05 1/2

MAPLE SUGAR AND SYRUP.

There is a firm demand for maple sugar and syrup, with supplies coming in only fairly. Dealers note an increasing quantity of adulterated stuff on the market. We quote:

Maple sugar, 30-lb. boxes.....	Per lb.	08
" syrup, wine gallon, per tin.....	0 75 1/2	
" imperial gal. per tin.....	0 90	

Fish.

The fish market continued fairly active, although the conclusion of Lent will see a marked falling off in the demand. Stocks promise to last out until new supplies arrive. The feature of this week's fish market is a further easing in the price of oysters. Our quotations are as follows:

Whitefish, frozen, per lb.....	0 09
Trout, frozen, per lb.....	0 09
Herrings, fresh, per lb.....	0 14
British-Columbian salmon, frozen, per lb.....	0 12
Halibut, frozen, per lb.....	0 12
Perch, per lb.....	0 06
Mackerel, frozen, per lb.....	0 10
Haddock, per lb.....	0 06
Cod, per lb.....	0 08
TulKbees, per lb.....	0 06
Fresh-water herring, frozen, per lb.....	0 04 1/2
Finnan haddies, per lb.....	0 09
Oysters, standard, per small pail.....	4 50
" selects.....	5 00

Green Fruits.

The green fruit trade is improving steadily and local establishments are beginning to assume their usual air of Spring activity. The demand for California navel oranges continues brisk; stocks are plentiful, but are beginning to show signs of waste. The season for navels is unlikely to last longer than six weeks, after which time their place will be taken by California seedlings, California Mediterranean sweets, and late Valencias. Stocks of Valencia oranges are good quality with fair demand and firmer prices. Mexican oranges find a ready sale, although stocks are not as good quality as usual. The last shipment of marmalade oranges for the season is about due; the demand for this stock is not likely to last much longer. Lemons are plentiful and good quality, with demand only fair and prices for 360s slightly easier. Pineapples are plentiful, although stocks are not so large as last year; the demand for pines is increasing steadily. More stocks are coming in barrels than usual this year. The demand for bananas is brisk, and last week's prices remain unchanged. The market for apples is slow. Supplies of Florida tomatoes are coming plentifully; the demand continues good and prices are slightly easier. The demand for cranberries is small with ruling prices low. Strawberries are beginning to arrive in the market more freely, and it is expected that within a few weeks a brisk demand for them will be created. We quote the following prices:

Florida tangerines, in straps.....	5 00	5 70
" " in 4- straps.....	2 25	2 70
Japan " per bundle (2 boxes).....	1 25	
" " per box.....	65	

THE MARKETS

California navels, per box	3 50	3 25
Mexican oranges, per box	2 00	2 25
Marmalade oranges, per box	2 50	
Seville oranges, bitter, per box	2 50	
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, 300's, per box	2 75	3 00
360's, per box	2 50	2 75
Valencia oranges, 420 case	4 50	5 00
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 30
Florida pineapples, per crate	4 50	5 00
California grape fruit, per box	3 50	
Bananas, large bunches	1 85	2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	5 50	
Budd's longkeepers	7 00	
Limes, per box	1 20	
Limes, in 4-strap	2 20	
Strawberries, per box	0 40	
quarts	0 50	
pints	0 25	

Vegetables.

The vegetable trade is quiet this week, with roots, particularly parsnips and carrots, hard to obtain. Cabbage is also scarce, with some frozen stock showing on the market. The demand for onions continues fair, with firm prices, although a few Valencias are offering at less than quotation prices. The demand for California celery is good, with stocks plentiful and prices slightly easier. Radishes, rhubarb and green onions are scarce, and in big demand. The demand for Florida spinach, which was new on the market last week is improving. Cauliflowers are noticed on the local market this week for the first time this season, and are offering at \$3.50 per case. Our quotations are as follows:

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

Seeds.

The demand for seeds has been considerably curtailed on account of the last two or three days of cold weather. With the return of favorable weather conditions the seed trade will improve. Already farmers are beginning to market seed more freely. Last week's prices remain unchanged. Our quotations are as follows:

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
hail threshed	2 00	

Grain, Flour and Breakfast Foods.

GRAIN.

There is nothing special in the market this week, barring a weaker tone in wheat. Manitoba wheat No. 1 hard is 1 1/2c weaker; Manitoba Northern No. 1 is 2c weaker, and No. 2 1/2c weaker, respectively, while red and white are each 1c weaker. Oats are 1c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 05 1/2	1 06
" " Northern No. 1 "	1 03 1/2	1 04
" " No. 2 "	0 99 1/2	1 00
Red, per bushel, on track Toronto	0 97	0 98
White "	0 97	0 98
Barley "	0 50	0 52
Oats "	0 37	0 37 1/2
Peas "	0 75	0 77
Buckwheat "	0 50	0 59
Rye, per bushel, "	0 69	0 70

FLOUR.

The flour market is somewhat firmer as a result of the increase in prices of wheat during the past week, and very little has been selling on that account. Deliveries are slow on account of the break-up in the country roads. Last week's quotations remain unchanged. We quote the following prices:

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 80	5 05
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The market in breakfast foods continues steady with firm prices. The break-up of the country roads will have a tendency to stiffen the market. Prices are unlikely to become easier in the near future. Last week's quotations continue unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05	
Rolled oats, standard, carlots, per bbl, in bags	4 50	
" " " " " in wood	4 75	
" " " " " for broken lots	4 90	
Rolled wheat, per 100-lb. bbl	3 00	
Cornmeal	3 50	
Split peas	5 00	
Pot barley, in bags	3 75	
" " " " " in wood	4 00	
Swiss food, per case	2 88	
Aunt Sally's Pancake Flour, per case	2 00	

Hides, Skins and Wool.

Prices are firm and business brisk. Last week's prices continue unchanged. Our quotations are as follows:

HIDES.		
No. 1 green, per lb	0 07 1/2	
" 2 " " "	0 06 1/2	
" 1 " steers, per lb	0 07	
" 2 " " "	0 06	
Cured, per lb	0 08	
CALFSKINS.		
Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	
" " " 15 to 20 lb "	0 07	
" " " 2 "	0 08	
Deacons (dairies), each	0 06	
Lamb and sheep skins	1 00	1 10
WOOL.		
Unwashed wool, per lb	0 09	0 16
Fleeco wool	0 16	0 17
Pulled wools, super, per lb	0 18	0 21
" extra "	0 20	0 22
Tallow, per lb	0 04 1/2	0 05

QUEBEC MARKETS.

Montreal, March 30, 1904.

Groceries.

GENERAL business is reported in a very satisfactory condition. Collections are reported fair and the fine days have stirred things up well. Sugar has kept its stand and remains very firm with no hope of it being abandoned. In fact one very large importer stated that he expected still further advances. He, too, believed that beet sugar would be dear all Summer. Tea of all kinds remains firm and the demand is still good for Japans and Ceylons. The reason given for the stiffening of the Congou teas is that the Siberian railway has been closed to ordinary traffic and a large stock of tea has been locked up at Dalny. The Russian Gov-

The Canadian Grocer

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

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TOBLER'S SWISS MILK CHOCOLATE

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

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Wholesale Produce Merchants.

TORONTO.

ernment too, bought large quantities in the London and Colombo markets and as a result further hardening set in. No doubt this will be maintained all through as the local dealers expect no depreciation in values. Changes in the markets have been immaterial and the usual weakening of eggs at Easter has taken place. A somewhat alarming report regarding maple sugar and fruit has been circulated in the trade. One was that maple sugar would be very scarce and the other was that buds and trees were killed by frost and other severities of the Winter so that the fruit crop would not be very promising. Cannerymen are very much concerned over this latter report which is said to be well founded. It is learned that the combination of cannerymen have bought up two more small factories, one at Brighton and the other not far away, this information was given accidentally and was no doubt not intended for immediate publication. The advance in tapioca is dealt with in a special article and is well maintained. New strawberries are reported good at the price, 40c, and show less evidence of water than previous receipts.

SUGAR.

The sugar market is very strong and as the price has again advanced in New York it is anticipated that some advances may take place here any day. One prominent dealer states that Halifax dealers are getting abundance of West Indian sugar and that there is no large quantity going to London. We quote:

Granulated, bbls.	\$4 15
" 1/2-bbls.	4 25
" bags	4 02 1/2
Paris lump, boxes and bbls.	4 65
" 1/2-boxes and 1/2-bbls.	4 75
Extra ground, bbls.	4 50
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls.	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls.	4 55
" 1/2-boxes and 1/2-bbls.	4 65
Phoenix	4 05
Bright coffee, yellow	3 85
" yellow	3 95
No. 3 yellow	3 85
No. 2	3 65
No. 1 " bbls.	3 55
No. 1 " bags.	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

No special change was noted in the market this week, but considerable activity has been going on in all lines. A short paragraph got wrong in a correspondent's report last week regarding Porto Rico molasses, when it referred to a war in molasses being on in St. John, N.B. This was denied in Montreal. There was only a slight misunderstanding and what made the article look queer was that in one place it said a firm in St. John had secured a consignment of Porto Rico molasses and a few lines further down declared that no Porto Rico molasses had arrived yet. As a matter of fact the very first new Porto Rico molasses new crop only reached New York last Friday, so that there is not likely to be much in Canada yet. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 32 1/2
" in half-barrels	0 33 1/2
New Orleans	0 22 0 35

THE MARKETS

Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1/2-bbls.	0 03
" 25-lb. pails.	1 30
" 50-lb. pails.	0 90
Ebls., per 100 lb.	2 75
1/2-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1/2 doz.	2 25
" 20-lb. " 1/2 doz.	2 10

COFFEE.

Heavy decreases are reported in European stocks of coffee. This is said to be owing to the lateness of the different Central American crops and also to much smaller shipments from Brazil, as prices there have been above the European parity for some time. The local market is still strong and the demand is first rate. We quote:

Good cucutas	0 10	0 10 1/2
Choice "	0 11 1/2	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

The tea market is solid as a rock and the more stocks get cleaned up the better prices are likely to become. The demand for Japan teas is kept very strong and the additional fact of there being no change in Congous, has accentuated the interest in the medium teas of all descriptions. Good demand for all grades is reported from Colombo and an advance is reported all round. London is strong and good trading. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congous	0 18	0 30
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

Splendid demand has marked all kinds of canned goods this week and especially tomatoes, peas, beans, corn, etc. In fact there is a shortage of corn and a noticeable advance in tomatoes is expected within a few days. Old stocks are fading rapidly and new packs will be watched with interest. As indicated last week a decided advance is anticipated in salmon and in certain lines of canned fruits high prices are likely owing to reported shortage in the coming crops. California asparagus is 15 per cent higher than last year owing to shortage of the crop.

Tomatoes	1 12 1/2
Corn	1 15
Peas	0 87 1/2
String beans	0 85
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45
" 3s	2 10 1/2
Peaches, 2s	1 55
" 3s	2 40
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90

Salmon, pink	0 90	1 00
" spring	1 40	1 40
" Rivers Inlet red sockeye	1 50	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, tails	3 45	4 00
" 1-lb. flats	2 25	2 25
" 1/2-lb. flats	3 65	4 00
Canadian Sardines, 1/2s	4 50	5 00
California asparagus	3 50	3 75
Asparagus tips		

Foreign Dried Fruits.

Pronounced activity has reigned in Valencia raisins this week and the demand has been good all over. Prunes have taken a jump too, and are selling well. Dates still remain low and the demand keeps up. A word of warning comes from abroad regarding shipments of currants. It is to the effect that shipments from Greece are on a moderate scale, and the position would indicate that the supplies remaining in that country would have to be absorbed by markets other than Great Britain. Further, it has been reported that the crop in Smyrna amounts to fully 60,000 tons which is larger than the previous largest crop. Locally apple rings and evaporated goods are slightly dearer. Figs have sold freely and so have plums. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06	0 06 1/2
Selected, per lb.	0 07	0 07 1/2
Layers	0 07 1/2	0 07 1/2

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 90	

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 12
Peaches	0 09 1/2
Pears	0 12 1/2

MALAGA RAISINS.

London Layers	1 75	1 90
" Connoisseur Clusters	2 00	
" Royal Buckingham Clusters, 1/2-boxes	1 00	
" Excelsior Windsor Clusters	4 25	
" "	1 25	

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 1/2	0 08
" seeded, in 1-lb. packages	0 10 1/2	0 10 1/2
" in 12-oz. packages	0 08	0 08

PRUNES.

30-40s	Per lb.	Per lb.
40-50s	0 08	0 08
50-60s	0 07 1/2	0 07 1/2
60-70s	0 06 1/2	0 06 1/2
70-80s	0 06	0 06
80-90s	0 05 1/2	0 05 1/2
90-100s	0 05	0 05
Oregon Prunes (Italian style) 40-50s	0 08	0 08
" " 50-60s	0 07 1/2	0 07 1/2
Oregon prunes (French style), 60-70s	0 06 1/2	0 06 1/2
" " 90-100s	0 04 1/2	0 04 1/2
" " 100-120s	0 04	0 04

CURRENTS.

Fine Filiatras, per lb. in cases	0 04 1/2	0 05
" " cleaned	0 05	0 05 1/2
" in 1-lb. cartons	0 06	0 06 1/2
Finest Vostizas	0 06 1/2	0 07 1/2
Amalias	0 06 1/2	0 05 1/2

SULTANA RAISINS.

Sultana raisins, per lb.	0 06 1/2	0 08
1-lb. carton	0 09	

Green Fruits.

Noticeable activity has been carried on prior to Easter holidays and strawberries have been selling well at 40c. Large quantities of California celery had a fine demand at good prices. Some exceptional Easter specials were on the market, such as Bermuda new potatoes, new cabbage, asparagus, pineapples, cauliflowers, etc. Spinach was selling at \$4 a barrel while the new potatoes were quoted at \$9 per barrel. Prices in

THE MARKETS

The Canadian Grocer

ordinary fruits remained the same. Lemons are going down every day owing largely to the immense arrivals in New York. It will not be long now before Italian fruit will be to hand and anxiously buyers are watching the Mediterranean boats to note their possible arrival in Montreal. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	4 00	4 00
Canadian apples, in bbls.	2 50	4 00
Pineapples, 24 to case	5 50	5 50
30 to case	4 50	4 50
Bananas	2 25	2 50
Valencia oranges 714's	3 75	3 75
Sweet potatoes, per bbl.	5 60	6 00
Spanish onions, cases	3 50	3 50
French onions, 110-lb. cases	3 00	3 00
New Messina lemons 300's	2 75	2 75
360's	2 50	2 50
Florida oranges, per box	5 25	5 25
California navels	2 50	3 00
Florida tomatoes, per crate	3 50	3 50
California celery	5 00	5 00
California cauliflower, case	3 50	3 50
Florida grape fruit	7 00	7 00
Jamaica oranges	2 50	2 50
Jamaica grapefruit	6 50	6 50
Florida tangerines	2 00	2 00

Fish.

With three fast days this week and Good Friday the demand for fresh fish should be very active. Local dealers expect quite a rush. All frozen herring are off the market and tommy cods are also out. Fresh steak cod is 6c per lb, and fresh halibut is selling freely at 10c. Some private arrivals of fine British Columbia fresh salmon is expected at the end of the week, which should bring at least 17 and 18c per lb. We quote:

Haddies	0 08	0 08
Smoked herring, per box	0 16	0 16
Fresh haddock, per lb.	0 04	0 05
Dore, per lb., frozen, fancy Winter	0 07 1/2	0 08
Pike, round	0 05	0 05 1/2
Halibut, frozen, per lb.	0 09	0 10
Gaspe salmon, frozen, per lb.	0 14	0 14
Frozen B.C. salmon, per lb.	0 08 1/2	0 09
Smelts	0 08	0 09
Frozen steak cod	0 06 1/2	0 07
Choice round trout	0 06 1/2	0 07
Whitefish, small	0 06 1/2	0 07
No. 1 Labrador herring in 20-lb. pails	0 85	0 85
No. 1 Herring, Labrador, per bbl.	5 00	5 00
half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	6 50	6 50
No. 1 Scotch herring,	6 50	6 50
per keg	0 75	0 75
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	7 00	7 00
No. 2 green cod, bbls. 200.	5 00	5 00
No. 1 large green codfish, new, per 200 lb.	7 50	7 50
Green pollock, bbls. 200	4 00	4 00
Salt eels, bbls. 200 lb.	0 6 1/2	0 6 1/2
Salt mackerel, pail of 20 lbs	1 60	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06 1/2	0 06 1/2
fish,	0 05	0 05
loose, in 25 lb. boxes	0 04 1/2	0 04 1/2
Boneless fish, in crates, 12 5-lb. boxes	0 05	0 05
Skinless cod, cases 100 lb.	4 75	4 75
B. C. salmon, choice red, per bbl.	14 00	14 00
B. C. salmon, 1-bbl.	7 00	8 00
Marshall's kippered herring, per doz.	1 40	1 40
Canadian kippered, per doz.	1 00	1 00
Canadian 1/2 sardines, per 100.	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	1 30	2 25
Canned cove oysters, No. 2 size, per doz.	2 25	2 25
Shell oysters, No. 1 Malpeques	6 00	8 00
common	3 00	4 00
Standard bulk oysters, per gal.	1 40	1 40
Selects	1 60	1 60
Qualla salmon, frozen, cases.	0 07	0 07

Country Produce.

EGGS.

Down went the price of eggs just as soon as the bright weather and the fading of the snow allowed new arrivals to get to the dealer. The market kept pretty steady nevertheless and the price still lingers around 20 to 21c. The egg market is too tricky just now, to merit much of a drop without watching the daily market reports very accurately.

BEANS.

The bean market has hardened a little and the demand has been fairly good. Primes sold at \$1.35 a bushel in car lots; smaller lots sold at \$1.50 and lots

of five barrels at \$1.55; hand picked sold at \$1.60 to \$1.65.

HONEY.

Comb honey maintained its price steadily and white clover was quoted at 14 to 16c, buckwheat remains at 6 to 7c and the extracted white clover is still easy at 8 to 9c.

POTATOES.

The marked decline in potatoes has been kept up and they are selling at 70 to 75c for good stock, earlots on track, or at 80 to 90c a bag, with plenty of offerings.

MAPLE PRODUCTS.

Maple sugar products will no doubt be scarce, said Mr. Small, one of the biggest local dealers. One of the reasons given is that the snow fall had been so heavy that it was next thing to impossible to get around in the bush and snow would not be gone until the season would be practically over. However, reports from Beauce County away below Quebec, where immense quantities of the local supply comes from, states that the trees are in good shape and a good supply is expected. From the Eastern Townships there is still hope of a good supply. We quote:

Maple syrup, in wood, per lb.	0 05 1/2	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07 1/2
Pure Beauce sugar, per lb.	0 08 1/2	0 09

Flour and Feed.

FLOUR.

Flour remains unmoved since last week, and some slight fluctuations in the Manitoba grades was noticed with some inclination towards weakening. The continued strength in wheat causes flour to remain firm. We quote:

Manitoba spring wheat patents	5 40	5 40
"strong bakers"	5 10	5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Demand is still firm without change in price. Boiling peas have gone up in price. We quote:

Ontario bran, in bulk	19 00	19 00
shorts	21 00	21 00
Manitoba bran, in bags	19 00	20 00
Manitoba shorts	21 00	21 00
Mealie	26 00	28 00

OATMEAL.

Oatmeal is firm with a fair demand; \$2.90 for fine goods in bags still holds. Plenty of offerings of all grades

Fine oatmeal, bags	2 90	2 90
Standard oatmeal, bags	2 90	2 90
Granulated	2 90	2 90
Rolled oats, bags	2 55	2 55
bbls.	5 30	5 30

HIDES.

Further advances and declines were marked in hides but the normal prices of last week ruled at the close. We quote:

No. 1 beef hides	0 08	0 08 1/2
No. 2 "	0 07	0 07 1/2
No. 3 "	0 06	0 06 1/2
Lambskins	0 75	0 75
No. 1 calfskins	0 11	0 11

NOVA SCOTIA MARKETS.

Halifax, March 28, 1904.

WHOLESALE houses are now pushing sales with energy, but the usual Spring buying demand is delayed by the backwardness of the

weather. Conditions appear about a month later than usual, the rivers and smaller harbors are still ice bound and trade generally is not in advance of previous seasons, still quite a quantity of goods are moving, especially in the direction of the mining and manufacturing towns of the province, in all of which there is much activity. The farmers of the Annapolis Valley have realized over one million dollars from apple shipments to the markets of Great Britain so far this season, and there are still some thirty thousand barrels to go forward. The distribution of this money has boomed trade in "the valley," but not to the extent it would have done had there not been a shortage the previous season, so that a good deal of this year's profits have been absorbed in paying the bills of the former year. The debauch in stock speculation which preceded the slump in Dominion Iron and Steel is still felt and it is now apparent that the capital of some merchants was impaired to a much more serious extent than had been supposed. The mayor of Halifax and a few others in this city cleaned up sixty thousand dollars some weeks ago by going "short" on cotton, but it is hoped this will not tempt merchants to enter the stock market again to the neglect of their legitimate business. It was just such lucky strikes as this that a year or so ago led a number to the verge of ruin.

The uncertainty of the lumber market with a possibility of another drop in prices gives rise to considerable misgivings regarding the marketing of the season's cut. Business men consider that unless the market strengthens it will have a material effect on business during the coming Summer and Winter, as operators will not make preparations for lumbering next year on so large a scale as would otherwise be the case. The cut the past Winter was a heavy one in these provinces. The river driving will be late this season owing to the great amount of ice in the lakes and this will delay shipments of lumber.

The new ruling of the United States Treasury Board to the effect that the brine in the barrel has to be included in the weight of pickled fish, has increased the duty demanded by about fifty per cent., and will materially affect the fish trade in this province unless set aside. A stronger sentiment has sprung up in the New England States against the new ruling and Senator Lodge undertook to have it rescinded, but was told that the only way this could be done was by a reference to the courts. In the opinion of many good lawyers the ruling will not stand.

The markets are firm and for the most part unchanged. Flour has been coming forward more freely and is a little easier in consequence. The price of molasses has declined. Canned goods are moving very freely. Salmon have again advanced. Bran and middlings are up another 50c per ton. Rolled oats have again advanced 20c. Eggs are in better supply at 22c., but dairy products are without change. Dry, pickled and smoked fish are high and the market is lightly supplied with the fresh article. Lard has advanced 1/2c.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., March 25.

THE wholesale trade here and all shippers interested in the Yukon trade are very much interested, not to say exercised, this week over the order received by the collector of customs at this port, J. M. Howell, instructing him as to shipments for Dawson via St. Michael. The order, signed by John McDougald, Commissioner of Customs, is as follows:

"You are advised that the instructions issued in Feb., 1903, for the free entry of Canadian goods carried by foreign vessels from points in B. C., via St. Michael into the Yukon, have not been renewed for the present year.

"Canadian goods desired to be admitted free into the Yukon via St. Michael should therefore be carried only in vessels entitled to participate in the coasting trade of Canada.

"Customs certificates are to be granted accordingly."

The order is dated Ottawa, March 15, and goes into effect at once. The instructions which have not been renewed allowed of the direct shipment of goods via St. Michael from this port and Victoria, to be delivered in Dawson, free of duty. The fact is that it was a practical coasting trade privilege granted to the vessels engaged in the St. Michael trade, there being no Canadian or British bottoms engaged in that trade. As a matter of fact the steamer Alpha, which made a trip three or four years ago, and then ran the gauntlet of the U. S. customs at Nome, is the only Canadian vessel which ever carried cargo to Nome.

The real cause of disturbance among the merchants and shippers is that the privilege of calling here for Dawson bound goods, which is now granted to American vessels, is on exactly the same basis as that to vessels going to St. Michael. Indeed it is more strictly coasting according to the shipping regulations. There is no hint that the privilege of carrying goods from B. C. ports to Skagway for shipment to Dawson will be withdrawn, but it might follow very readily. Were that to happen, the only steamers which are now in the Northern trade are those of the C. P. R. coasting service, and they would be totally inadequate to the task of carrying such a large amount of goods as goes into the Yukon Territory in a short season.

That there will be a large direct loss of trade for B. C. and Canada through the new order is the general conviction. Men who know the trade well point out that in many lines, such as feed for horses, and other rough goods, it will pay to buy in the U. S., pay the duty and then send the goods round by way of St. Michael, as the freight rates that way are very much lower than by the other route into Dawson over the White Pass Railway and down the Yukon River. It is felt that the only beneficiaries under the new regulations will be the C. P. R. and the White Pass and Yukon people. The big trading and transportation companies of Dawson own their own river steamers on the lower Yukon and have many trading posts down the river in Alaska as well as at Nome, so that they take delivery of the goods shipped that way, at St. Michael,

transferring them to their river steamers for the haul up the Yukon. They cannot afford to throw these steamers away, and they do not feel like paying the high prices which are to be paid on the other route. The wholesale trade here feels that if this order is followed by another taking away the privilege of shipping in other steamers from here to Skagway, it will seriously hamper trade for not only is the river service of the White Pass unable to cope with the heavy traffic in the late season, but the C. P. R. coasting service is not by any means equal to the task of carrying from here to Skagway all the goods ordered here.

There is a point in connection with the trade to the Yukon which is worth noting. The White Pass Railway people are striving to get as much as possible of the shipping done early in the season, but it must be remembered that the merchants in the Yukon District cannot afford to buy away ahead, and especially on certain lines such as produce, any more than can people any where else.

* * *

One of the B. C. flouring mills, that of the Columbia Flouring Mills Co., at Enderby, in the Okanagan district, has secured large orders from Japan for flour as a direct result of exhibits at the recent industrial exhibition at Osaka, Japan, a year ago. C. Thomas, representing the company, was in Vancouver last week making arrangements for some large shipments which will go out on the Empress of Japan in three weeks' time. The flour made at these mills is all from Manitoba No. 1 hard wheat ground in transit, practically. The Enderby mills have a capacity of 300 bbls. per day, and the same cars which bring the wheat in from the plains take the flour out and on to the Coast for shipment.

* * *

In addition to the plant run by them at Claxton, in the North, Wallace Bros. the cannery, will this year establish another plant on the Naas River for the freezing and packing of fresh salmon for export. They have made the business a success in connection with their Claxton cannery and now enlarge their field of operations.

* * *

A shipment of 5,000 cases of canned salmon for Japan from Puget Sound went out on the Empress of India on Monday. The stocks from local canneries have been shipped long ago to British and Australian markets. Large orders for salt salmon for Japan are expected by local salmon packers this year as a consequence of the war.

* * *

The authorization of fish traps, news of which has just been wired from Ottawa, creates a great deal of interest in local cannery and fishing circles. It is not altogether accepted with good grace by some of the cannery men, as they feel that the holders of what are supposed to be the choice fish-trap sites on Beecher Bay, Vancouver Island, west of Victoria, will have an advantage over others. It will also tend to draw some of the salmon canning industry to Vancouver Island, the headquarters for the industry having been in Vancouver and on the Fraser River hitherto.

The C. P. R. steamship Tartar, which arrived in port this week from the Orient had a very large cargo, of which there was a considerable proportion of rice and tea. The importations of the former article have been unusually heavy owing to the expectation that that export may be prohibited from Japan ere long. There were 13,085 sacks of rice in the Tartar's cargo, nearly 325 tons. Tea was represented in 4,856 packages. An odd shipment from China was 281 sacks of peanuts, which are usually supposed to come from the Southern States. Camphor from Formosa, and other staples were included in the manifest in smaller quantities, the cargo being made up of matting, silk, bamboo furniture, curios and Chinese merchandise, that is, provisions and articles of food imported by Chinese resident in this country. There were over 2,000 packages of such goods.

Local market conditions are quiet this week. Flour shows no change here, some retailers still selling at the price which they would have to pay in car lots viz., \$6 per bbl. They evidently had stocks on hand before the last rise.

In canned vegetables there is hardly the movement that might be expected at this season. Prices are still about the same, a little lower than Eastern basis. There is not much likelihood of any one having to re-order. The dried fruit situation is strong. Apricots have gone up $\frac{1}{2}$ c and are now very firm at 11 $\frac{1}{2}$ c. Peaches and other lines are about 8 $\frac{1}{2}$ c, but peaches will go up in sympathy with apricots.

Lard has moved up a little, tierces being now quoted to the trade at 10 $\frac{1}{2}$ c and 3s at 11 to 11 $\frac{1}{2}$ c.

In produce the butter market is still pretty bare, the stocks being replenished from California at a quotation of about 27 to 30c. Eggs are coming in pretty freely from local sources, for local consumption, but importations for northern and interior shipments come yet from California and Oregon. There were quite a large number of egg orders North on the Princess May when she sailed on the 21st.

In fruit the orange market is brightening up, demand from the interior being better and local consumption larger. There is a little firmer tendency in the California market but prices are still low. Local houses quote for fancy navels \$2.75 to \$3 per case with other grades down to \$2. Bananas are selling at \$2.75 to \$3. Some Washington apples Delaware reds and Ben Davis are on the market at \$1.75 to \$2 to the trade.

In vegetables, onions are perhaps the most sought item just now. Very few local can be secured and they are quoted at 4 $\frac{1}{2}$ c. The stock of New Zealand silverskins will go up to 5c when it arrives next week. In fresh vegetables, cauliflowers are \$1.25 to \$1.40 per doz., cabbage 3 to 3 $\frac{1}{2}$ c per lb., celery 90c per doz., asparagus 16 to 18c lb., green peas 12c, rhubarb 10 to 12c, ripe tomatoes \$2.75 per 20 lb. crate. These are imported from Louisiana and Florida. Green cucumbers, grown in hot houses in California are selling at \$2.25 to \$3 per doz. here which makes them at least 25c each to the consumer. Very few potatoes are offering and prices are firmer. Ashcroft are up to \$24 per ton again.

THE JAPAN TEA SUBSIDY.

THE Government tea subsidy not having been renewed, owing partly to the sudden dissolution of the Diet last year, and also to the protests of foreign firms, members of the Japan Central Tea Traders' Association will probably apply for the renewal of the subsidy through the next Diet if it is not considered that the opening of war is an inopportune time to make application for such assistance, says the Kobe Japan Chronicle of February 25.

It is worth while at the present moment to consider the actual results of the subsidy. The subsidy enabled Japanese tea exporters to consign tea to the care of their fellow-countrymen in America, but it is very doubtful if it would not have been far better for exporters to have dealt with foreigners, the latter having more practical experience and enjoying greater confidence in the trade. In forming a connection with foreign tea merchants in the American market, Japanese exporters would have found a good and lasting medium through which they would have disposed of their consignments to advantage.

By the abolition of this subsidy the representation of the Japan Central Tea Traders' Association in New York, Chicago and Montreal will probably be abolished. As the public are aware, the representatives were allowed to handle consignments, and were individually in an exceptionally favorable position as against unassisted undertakings, being in receipt of handsome salaries, with house and office expenses paid by the Association. They also had commissions on sales. It is now probable that they will establish themselves independently, and invite Japanese tea exporters to contribute capital to their undertakings. The work these representatives have hitherto been engaged in cannot be described as "business" in the ordinary competitive sense, because, apart from their lack of experience, the easy life induced by an ample salary with almost everything supplied out of the subsidy was not one to lead to an increase of business, and the experience they gained must consequently be of a skin-deep character. It will be from the moment they establish themselves that their true experience will begin, and it is worth while warning them not to repeat the practices alleged against them while representing the subsidized association, particularly observing the old proverb "Honesty is the best policy"; and to refrain from

such advertisement inaccuracies as their statement, for instance, that "every pound of tea exported is carefully inspected by Government officials," when not an ounce was so inspected.

They, as well as all others connected with the business, must also carefully refrain in the future from such practices as the alleged declaring less weight or measurement than is actually the case. If the shipments made by Japanese exporting companies during the many years that have passed could be correctly estimated it would probably be found that tens of thousands of yen have been lost to shipping companies. This abuse was hinted at some time ago, and it is one that the Japan Central Tea Traders' Association should seriously consider with the object of correcting an abuse which is alleged to exist.

It is probable, however, that the representatives connected with the association will establish themselves as tea importers in America, dealing in the article in connection with Japanese refiners and exporters. Whether such a step is advantageous or not time will show, but it is believed that the co-operation of Japanese with foreign firms would be of greater benefit to the Japan tea trade.

It is surprising how the Japan Central Tea Traders' Association, which, according to a practical Kobe tea merchant, has made little progress since its organization, could have persuaded the Government to allow the subsidy. There seems to have been no return for the outlay of Y350,000 of Government money expended during five years. It has disappeared like smoke.

Since the receipt of the above communication, it has been learned that the subsidy is to be discontinued after next month. The Central Board of Tea Guilds is about to consider the future course to be taken. It is stated that the representatives in America will be recalled and that Mr. Mizutani, in charge of the Chicago branch, will arrive by the next mail to consult with the association as to the course to be taken.

WHY SOME GROCERS LOSE CUSTOMERS.

Because they possess no tact.

Because they are not prompt in making deliveries; fail to keep their promises; never are on time.

Because they overcharge good-pay customers to make up for losses on poor-pay customers.

Because they employ incompetent or impolite clerks, or both.

Because they substitute goods of poorer quality for brands they know the customer is partial to.

A LONDON VISITOR.

Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, London, manufacturers of the "Kkoyal" household products, was a visitor to Montreal during the past ten days. Mr. Sutcliffe's visit was only a flying one and he returns to London in a few days. The demand for high-class jellies and kindred products such as are manufactured by his firm, is on the increase, and though a satisfactory business has been done in Canada the outlook for increased trade is most encouraging. Mr. Sutcliffe honored The Grocer with a call.

DEATH OF MRS. LOUIS ETHIER.

THE GROCER regrets to chronicle the demise of Mrs. Louis Ethier, mother of Mr. Joseph Ethier, of the firm of Laporte, Martin & Cie., wholesale grocers, Montreal. Mrs. Ethier, who had reached the age of 78, was born at St. Rose, P.Q. She had filled the honorable position of teacher in St. Eustache, P.Q., for over 23 years and during the past 11 years has resided with her son in Montreal. She had been ill for over a year, paralysis setting in and being the direct cause of her death. The funeral was held on Tuesday, 29th inst., from St. Joseph's church, Richmond street, to Cote des Neiges cemetery. Mr. J. Ethier and family have the sympathy of a large circle of friends and The Grocer expresses to them its condolences.

DEATH OF PROMINENT QUEBECER

MR. THOMAS DAVIDSON, senior partner of the firm of Thomas Davidson & Co., wholesale grocers, Quebec, died on Saturday, 26th inst. The deceased was one of the best known and most highly respected members of the English-speaking population of the ancient capital. For many years Mr. Davidson was connected with the late wholesale grocery firm of John Ross, and on the death of the latter carried on the business under the name and style of Thos. Davidson & Co., in partnership with his son, Capt. R. Davidson. The firm have carried on an extensive business in Eastern Canada and especially in the Maritime Provinces, under the guidance and administration of deceased, whose reputation in business circles was always synonymous with sterling integrity.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A good demand for Ceylon green teas is advised by H. P. Eckardt & Co., Toronto, and special values are offered by them.

L. Chaput, Fils & Cie., Montreal, are pushing Ubero coffees and are giving special prices during April. No one should miss this occasion.

Two cars of bananas and one car of pineapples arrived this week for White & Co., Toronto.

The R. & J. H. Simpson Company, Guelph, are making a special drive in canned corn; quality guaranteed.

Dawson & Co., Toronto, are in receipt of two cars of California celery, one car of "Redland Beauty" California navel oranges, 200 cases of Valencia lemons, large size, and a shipment of cauliflowers, the first to be seen on the local market this season.

L. Chaput, Fils & Cie., Montreal, have just received into store a full car-load of green peanuts. Quality is nice.

White & Co., Toronto, have installed two large ripening rooms for pineapples and bananas at their auction rooms. These rooms are up-to-date in every particular and enable them to place pineapples and other goods on the market in a matured and ripened state.

If you are open to buy Japans, Ceylon blacks, Ceylon greens, or Ceylon Hyson teas, it will pay you to communicate with the R. & J. H. Simpson Company, Guelph.

White & Co., Toronto, are largely interested this year in California celery. The local stock has become about exhausted, causing a good demand for the California article.

A shipment of very fine Carolina rice arrived this week consigned to H. P. Eckardt & Co., Toronto.

McWilliam & Everist, Toronto, expect to receive a car of their "Rose" brand California navel oranges on April 4.

PERSONAL MENTION.

Mr. John E. Cox, manufacturers' agent and commission merchant, Ottawa, was in Toronto this week. He reported business fairly good.

Mr. R. J. Sharp, traveller for W. P. Downey, St. Peter street, Montreal, is away from business. For the past two weeks he has been struggling with a severe attack of la grippe.

Mr. Robert Greig, of Toronto, passed through Montreal on his way to Halifax this week, and is at present visiting the trade in the Maritime Provinces.

Mr. James Dawson, produce and fruit merchant, Brampton, was in Toronto this week.

Mr. T. E. Owen, of the Bloomfield Packing Co., Bloomfield, Ont., was a visitor to the Montreal jobbing trade this week, in the interests of the "Quaker" brand canned goods.

Mr. P. G. Shallcross, of Shallcross, McCaulay & Co., Vancouver, left for home on Saturday last, going via Chicago.

Mr. W. G. A. Lamb, of W. G. A. Lamb & Co., brokers and corn merchants, Toronto, leaves on the 4th prox. for a trip to Europe.

Mr. A. H. Brittain, Montreal, representing Black Bros. & Co., Halifax, has just returned from a business trip through Ontario. He reports business good and prospects for the sale of high-class codfish products as exceedingly encouraging.

Mr. James R. Greig, late of the Greig Mfg. Co., Montreal, continues as sole Canadian agent in Canada for Sutcliffe & Bingham, manufacturers of Kkovah jellies, custards, blanc mange and other household specialties.

Mr. George J. Wonder, of the firm of G. J. Wonder & Co., Vancouver, also representative of W. Clark & Co., and the Bloomfield Canning Co., was a visitor in Toronto during the week.

Mr. W. Anderson, of the Acadia Sugar Refining Co., Toronto, left for Montreal to-day on a business trip.

Mr. T. Hellyer, of T. Hellyer & Co., tea merchants, Chicago and Japan, paid a visit to the trade in Toronto this week.

Mr. E. H. Townend, a prominent tea merchant of Calcutta, India, was in Toronto this week.

MANITOBA MARKETS.

Winnipeg, March 31, 1904.

Manitoba and Western Canada have been visited by another regular March blizzard which piled the snow to a height of 5 feet, practically paralyzing traffic along the railways. All shipments will be temporarily delayed as a result.

The market is practically at a standstill with no changes in price of any note.

Eggs are again very scarce and have advanced a little, the dealers holding at 30c to 32c for fresh gathered.

Sugars—The market remains firm, no change since the 14th of March. Montreal granulated is quoted at \$4.90 in barrels and \$4.70 in sacks, and yellows at \$4.25.

Evaporated Dried Fruits—All lines remain firm with the exception of evaporated apples, which are quoted a little higher, 50 lb. boxes at 6³/₄c and 25 lb. boxes at 7¹/₄c.

Flour—The local flour market remains strong and unchanged, with No. 1 patent at \$2.75.

Cured Meats—The markets are firm at prices quoted last week and lard still holds its prices unchanged, 20 lb. pails pure at \$2.15, 3 lb. pails in cases \$6.50, 5 lb. pails \$6.35, 10 lb. pails \$6.50, and compound lard in 20 lb. pails \$1.75.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N.B., March 31, 1904.

SPRING is here at last. It will be sometime, however, before the snow outside the city disappears and the river is open. While a number of the Nova Scotia packets have come out of Winter quarters some are not out yet. All the branch railways are now open. There is still delay in getting Western shipments forward, notwithstanding the fact that the situation is much improved. The Winter port business is drawing to a close, after a particularly successful season. Late steamers will arrive about

the middle of April. Local merchants find considerable fault with the terms on which the C.P.R. buy supplies. They think it strange and most unsatisfactory that such a corporation should buy on four months' time. The steamship companies outside of the C.P.R. as a rule paying cash. The demand from the steamers has brought a new line to the stock of our supply people, for although frogs' legs have been used for some years, very few have been brought here. Considerable local demand is now noticed. Markets show little change. Flour is weaker. Sugar is very firm. Fish are scarce and high. The comparatively free arrivals of new Barbadoes molasses, which may be looked upon as the opening of season, are of interest. Prices are low and in view of the prices which have ruled are very attractive. The outlook, however, is for low values. In spices, ginger is low, pepper high, and cloves very high. Rice, which is arriving from England freely, is low and while the market seems firmer, there is little change.

Oil—This has been a quiet market for some time, at least as far as changes in price go. It is not expected that burning oil will show much change at this season, when the demand falls off. Paint oils which have a free sale at this season, keep low, except turpentine. Lubricating oils receive much attention; with these it is a question of quality. Cod liver oil, which has ruled high, is much lower, though still well above the average.

Salt—The stock of Liverpool coarse salt held is large. There will be some direct shipments to the north shore as soon as navigation opens. Prices are unchanged. With the close of the Win-

SITUATION WANTED.

WANTED—By energetic young man with ten years' experience in groceries and crockery, position as head clerk or manager; good salesman and window dresser; best references; West preferred. Box 119, CANADIAN GROCER, Toronto. (15)

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods to us. We will Reship and Distribute them for you.

Our large track Warehouse where you can place your goods on Storage is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the Wholesalers from Winnipeg to the Coast.

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers. CALGARY, ALBERTA.

ter port season, which means the stopping of regular receipts, prices will be held firmer. In fine salt the season is yet early.

Canned Goods—The strong situation in regard to vegetables is the feature of the market. Fair stocks are held. In fruits, blueberries are firmer. Other lines are in fair supply. Salmon is unchanged, though the stock of Spring fish is not large, and full prices are asked. In domestic fish, haddies are about out of the market, a few sardines and kippered herring are offered. Clams are light stock. Oysters are very firm. Meats are firm at a slight advance.

Green Fruit—Two cars of Western apples have been received and have sold freely at full figures. Oranges are rather higher. Valencias are selling freely. Californias are being landed cheaper from Boston than they could be bought direct. Lemons show improved quality; prices are rather higher. Cranberries are high. The banana season is again open. The first car of green fruit is to hand.

Dried Fruit—There is little of interest in this line to report. Raisins are dull with full stocks held. There is some inquiry for small prunes; local prices are below the market. Apricots and peaches are high. Evaporated apples find only a fair sale. Dates are low. Currants are unchanged, the market is now being supplied from New York. Onions have large sale in our market. Valencias have been largely imported. Egyptians are shortly expected.

Sugar—There is a report that all is not satisfactory in the wholesalers' guild. It is said one large firm is about to withdraw from the sugar agreement. The effect of this on the agreement will be watched with interest. Prices are firm at the advance.

Molasses—New Barbadoes is more freely offered. Price is low, particularly when compared with the high figures which have ruled. Porto Rico offered is still held firm but the difference in price tends to sell the Barbadoes.

Fish—In fresh fish, the supply is light; in a retail way a few mackerel and even frozen salmon carried through the season are seen, but strictly fresh goods are scarce. The situation is somewhat helped by receipts of halibut. In dry cod the very high price is held. The market is bare of dry, pickled and smoked fish, and will be for some time; a few fresh gaspereaux are seen but the season is early yet.

Flour, Feed and Meal—In flour the market is not so firm. Ontarios show a rather lower range in prices. Oats and oatmeal are still high. Cornmeal is quoted this week rather lower. Feed has a good sale at full prices. Beans are unchanged. Barley and peas are light stock. Seeds are now being freely received. There is a noticeable improvement in the quality of timothy demanded, which is a welcome and healthy sign. Prices all round are low this year. This is particularly noticeable in alsike clover.

Quality and Quantity

Explain the Prestige of

Clark's Pork and Beans In Chili Sauce.

You See Them EVERYWHERE.



CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-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

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE CEYLON GUAVA JELLY

Wholesale in 12-do. cases, \$1.37 per doz., delivered in Montreal. Special quotations for large quantities. Drafts at 6 weeks' sight drawn against all shipments.

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO

In 1 lb. tins

Dudley Warren,

PLANTER AND SOLE
EXPORTER,

Haldumulla, Ceylon

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

6 interesting lines.

Molasses. - We are taking orders for new, strictly choice Barbados Molasses, f.o.b. Montreal. Carload lots at special rates delivered at any point in Ontario and Quebec, at special freight rate from St. John, N.B. Don't buy before getting our prices.

Evaporated Apples. Just received a car of LALOR choice Evaporated Apples, bought before the advance, which we are offering at interesting prices. We are in a position to sell these at right prices.

Rice. - - We are still taking orders for **Rangoon** and **Patna** Rices for delivery during April and May at special prices. **We guarantee these prices against decline.** You have everything to gain in placing your orders now as prices are expected to go higher. Write us.

Gallon Apples. Fine quality. Particularly good and seasonable sellers now. Prices will please you as well as the quality.

Tomatoes. There will be a shortage before new pack can be ready. We have best assortment and brands and can defy competition. Try us.

Brandy. - We are taking orders for **Ph. Richard's** fine Brandies, delivered on arrival of direct steamer. Special prices for quantity orders.

Laporte, Martin & Cie.

Wholesale Grocers, Wine and Spirit Merchants,

Montreal

SHREDDED
WHOLE WHEAT
BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.



**Finest
English
Flavoring
Essences**

For Quality and Price
SUTTON'S Essences are
unequaled by any now on
the market.

They stand absolutely
in the front rank.

Shipments now on the way
to...

MR. D. H. RENNOLDSON
MONTREAL.

to whom address all
inquiries.

G. F. SUTTON, SONS & CO., London, Eng.

People will Talk

**JAMS
and
JELLIES**

**PURE
PRESENTABLE
PRODUCTS**

**PLEASED
PURCHASERS**

ESPECIALLY
when they
are particularly
pleased. People
are pleased with
our Jams and Jellies
because they have
that peculiarly

**Delicious,
Wholesome,
Home-made**

taste that is so
often wanting in
the factory pro-
duct.

**LARGEST FACTORY OF
ITS KIND IN CANADA.**

THE OZO CO.

LIMITED

Montreal.

BELL TELEPHONE EAST 1344.
MERCHANTS 1849.

Seasonable

Profitable

Maple Syrup

"Cabinet" Brand,
New Season's — delivered at
your station.

Buckwheat Flour

Packages to retail at 10 cents.
A quick seller.

WARREN BROS. & CO.,

35 and 37 Front Street East, - TORONTO.

MONTREAL USES A MILLION EGGS
A DAY.

THERE are no less than 90,000 dozens or 1,080,000 eggs consumed in Montreal during the latter part of Holy week," says the Montreal Herald.

This almost incredulous number represents of course the maximum consumption for any period of similar length during the year and it must be borne in mind that people ordinarily eat more eggs during Lent than during any other season of the year.

The number of eggs eaten by Montrealers varies according to the time of year. For instance, it has been computed that in the months of May and June no less than 40,000 dozen eggs are daily put out of business. In June the consumption decreases to the healthy figure of 30,000 dozen daily and it continues on dwindling till the middle of August is reached, when it once more reaches the figures of the preceding May. After September matters gradually become quieter and quieter in eggdom until Easter time is reached when the egg question once more reaches a boiling point in almost every home.

A CANADIAN'S IDEA OF BERMUDA

F. D. COCKBURN, Montreal, and Eastern representative of Pugsley, Dingman & Co., Toronto, has just returned from a six weeks' trip to Bermuda.

"Canadian goods are not as much in evidence in the business houses as I would like to have seen," said Mr. Cockburn in an interview with The Grocer, "though I did come across some Canadian canned goods, Simcoe brand, and it did me good to see them. The general opinion of dealers with whom I spoke on the subject was that Canadian goods give splendid satisfaction, in fact

they please better than United States packs. I am sorry to say, however, that some complaints were uttered as to misrepresentation of pack, etc., by certain Canadian manufacturers, and this policy can only do harm to Canadian trade. For instance, not enough care is being taken with our apple shipments and closer inspection should be made before shipping them. Some dealers stated that our flour does not stand the climate as well as United States makes, but this defect can no doubt be remedied by Canadian millers paying closer attention to the proper blending. It struck me as decidedly unpatriotic that the British garrison stationed on the island should be supplied with American eatables. Canada ought most certainly to supply British soldiers with food.

"Our imports from Bermuda are limited to potatoes, onions, bulbs and arrow root. I noticed a singular condition of the potato market when there, namely, that Bermuda merchants were buying Canadian potatoes in Halifax and sending their own there, as they could get more for Bermuda potatoes in Halifax and other Canadian cities than on the island, and it paid them to buy Canadian goods."

Mr. Cockburn expressed the opinion that with closer attention to that market on the part of Canadian manufacturers and shippers, a satisfactory business could be built up.

FLOUR AND FISH CONTRABAND
OF WAR.

As the result of a recent conference between the Ministers of Marine and of Foreign Affairs at St. Petersburg, the following additional articles have been declared contraband of war: Provisions of all kinds destined for the Japanese army, including grain and fish products, beans, bean oil, parts of machines for the manufacture of weapons and ammunition.

FRENCH CHAMBER OF COMMERCE

The following Montreal gentlemen, prominent in the grocery trade of Canada, have been elected to fill vacancies in the French Chamber of Commerce, Montreal: President, A. Chouillou, of C. A. Chouillou & Co.; secretary, A. F. Revol, of Perrin, Freres & Cie.; councillor, H. Jonas, of H. Jonas & Co.

THE GROCER'S HEAVEN.

Last evening I was talking
With a grocer aged and gray,
When he told me of a dream he had,
I think 'twas Christmas day.

While snoozing in his office
This vision came to view,
For he saw an angel enter,
Dressed in garments white and new.

Said the angel, "I'm from Heaven;
The Lord just sent me down
To bring you up to glory
And put on your golden crown.

"You've been a friend to everyone,
And worked hard, night and day;
You've supported many thousands
And from few received your pay.

"So we want you up in glory
For you have labored hard,
And the good Lord is preparing
Your eternal, just reward."

Then the angel and the grocer
Started up towards glory's gate,
But when passing close to hades
The angel murmured, "Wait—

"I've a place I wish to show you;
It's the hottest place in Hell,
Where the ones who never paid you
In torment forever dwell."

And behold the grocer saw there
His old patrons by the score,
And, grabbing up a chair and fan,
He wished for nothing more.

He desired to sit and watch them
As they'd sizzle, singe and burn;
And his eyes would rest on debtors,
Whichever way they'd turn.

Said the angel, "Come on, grocer,
There are pearly gates to see."
But the grocer only muttered,
"This is heaven enough for me."

Were You Surprised?

These are the Figures:

My Imports of Tea for two months, Jan. and Feb., 1904,

885,586 Lbs.

Total Imports of following cities for 12 mos. ending Jan. 30, 1903:

Montreal,	- - -	5,832,125 lbs.
Toronto,	- - -	4,975,278 "
St. John,	- - -	4,448,942 "
Hamilton,	- - -	1,686,004 "
Halifax,	- - -	1,594,620 "
Winnipeg,	- - -	1,328,300 "
Vancouver,	- - -	1,313,700 "
Ottawa,	- - -	983,487 "
London,	- - -	809,819 "

About three months ago a firm in Ontario cancelled an order which had been given one of my travellers, and gave as a reason, when my traveller called again, that "They thought it was a mistake to buy from such a small firm."

They gave the order to a wholesale grocery firm.

How many wholesale grocers sell as much tea in a year as I sell every month---can't be very many. Total imports into Canada past two years have averaged less than 2,000,000 lbs. per month. Worth thinking about.

T. H. ESTABROOKS

Tea Importer and Blender, = ST. JOHN, N. B.

Branch Offices: TORONTO, WINNIPEG.

Window and Interior Displays

Timely Hints
and Suggestions

A Breakfast Food Window.

A VERY striking and yet simply constructed window is the "Quaker Oats" display built by Sydney Heald for Dixie H. Ross & Co., Victoria, B. C. All through the Winter there have been hundreds of arrangements of breakfast foods, every grocery store having its half dozen or so, but it must be admitted that very few of them have been worthy of the space, and cer-

necessary belief for the most successful window dresser to hold, but he also knows that there are just as great possibilities for effect in the one line window as in that which includes any number of lines. The ordinary style of stacking is carefully avoided, as this has long since ceased to attract, and a square outline design—straight stacking at the back and sides—has been substituted instead. This alone is preferable to triangular or circular forms; its very plainness and symmetry of design and

Simple as it may seem, the two advertising pictures hanging over the back, one on each side of the large central card, add very much to the general effect by taking off a possible stiffness and monotony; the large signs hanging down the sides, visible only partially on one side, are also of value for the same reason.

Mr. Heald does his own sign-writing and the result is a credit to him. Too few window dressers attempt this, or when they do, produce very rough work, often with an idea that having had no experience, and considering themselves no artists in this respect, they think it useless to endeavor to do neat work. The lettering in this window is not only neatly done, but has an individuality that does not appear in the stereotyped signs so often used. The window dresser who does his own lettering off hand has a great advantage over the one who sticks to made-up letters, since he has any variety at hand and each possesses the attraction of freeness of outline and style. A large sign struck off from prepared letters has no message for many people, although it is valuable as compared with no signs.

The large overhead sign is attractive on account of its pictures, lettering and the arrangement of the oats. The lower central signs are interesting because of the well known cuts of faces having the smile that won't come off. Electric lights down the sides of the window, which is 8x12 feet, make the arrangement a good one for night use.

Possible improvements might have been made by using frosted incandescent lights, as they make the light softer and more agreeable when exposed to view; the floor would have been perhaps better if the solid filling had not been used, but instead a few small stacks or arrangements of the packages over a yellow or red crepe paper foundation; and the word "for" in the lower sign would look more in place if printed after "pkts," although the idea in using this position is plain.

Mr. Heald considers that the window dressing adopted by his firm is a prominent cause of the success of the business, and says that he has obtained excellent results from this department.



A Breakfast Food Window—By Sydney Heald for Dixie H. Ross & Co. Victoria, B.C.

tain it is that the great majority have attracted no attention whatever. Too many window dressers have been satisfied with a simple design of stacking, showing perhaps considerable ingenuity in the shapes of the stacks; but the public is tired of such effects as can be obtained in this way, and various little "wrinkles" must be worked in to add interest.

In his window Mr. Heald has shown that he appreciates this fact. He is a firm believer in one line displays, a

lettering on the boxes being odd in effect. But the dresser of this window was not yet satisfied. He procured from the farmers who called at the store a sheaf of oats, and worked this into the display in such a way as to make a really surprising improvement. Two sheafs are placed in the centre sides, and surrounded at their bases with boxes of the food, presenting much the appearance of growing trees. Several smaller whisks of the grain are placed in other effective places.

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake

Steel

Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counselor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copy-rights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,

Totten P. O. Virginia.



If Birds
Could Speak

they would say :

Nicholson & Brock's, please,
The Best Bird Seed on the Market.

NICHOLSON & BROCK, - TORONTO

CANADIAN POULTRY.

EXPORTERS of, and dealers in poultry are of the opinion that high prices for poultry will rule during the next five or six years, at least, says the Trade Bulletin. They base their ideas on the belief that Canada will not produce sufficient for her home and export requirements for some years to come. One of the largest exporters of poultry in the West, who contracted to deliver 5,000 turkeys to an English firm at 7 1-2d per lb during the past season, finding he could realize a higher price at home than he had sold them for, cabled the firm on the other side as follows: "Can do better here, offer 1-2d per lb. to cancel contract." This offer was accepted, and the shipped remitted about \$500 by return, and made more money by the transaction than if he had filled the contract. There is not only an increasing demand for poultry in Ontario, Quebec and the Maritime Provinces, but Manitoba, the Territories and British Columbia take much larger quantities every year. During the past season Ontario shipped 22 cars of dressed poultry to the Western provinces. Considerable quantities of turkeys were also purchased alive and shipped by American buyers to Buffalo and other American points adjacent to the Ontario boundary. The poultry trade is destined to become one of much greater importance than it has been although it has made considerable progress during the past two or three years. It is believed in the trade that it will be a long time before the price of turkeys will again be down to 8c and 9c per lb. and chickens to 6c and 7c per lb., as they used to be a few years ago.

AGRICULTURE IN BRITISH COLUMBIA.

Once more British Columbia is being heralded as the paradise of the Western farmer. This time it is Princeton, situated in central British Columbia, where it is claimed Spring wheat grows to perfection without irrigation, as well as wheat, oats, barley and rye. Potatoes are said to grow to a prodigious size, averaging eight to ten tons per acre. Cabbages weigh from twenty to twenty-five pounds and cauliflowers from four to eight pounds. Apple trees planted in 1901 bore fruit in 1903 and small fruits thrive equally well. The same district moreover is particularly well adapted for dairying.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

AGENCY WANTED.

A SCOTCH GENTLEMAN, aged 38, at present representing large Dutch manufacturer all over Scotland, wishes first-class Canadian firm to represent in specialty suitable for grocery trade; best references, security, etc. Communicate "Grocery," c/o. Street's, 30 Cornhill, London, Eng. (14)

SITUATION VACANT.

WANTED.—A Processor for a Canning Factory with the latest up-to-date machinery, having a capacity of three million cans, consisting of Corn, Peas, Tomatoes and Beans, all kinds of Fruits and Tomato Pulps and Ketchups. Applicants must understand Pipe Fitting and Can Making. No one need apply without the highest references as to his capability to handle such machinery and to pack the above line of goods. A rare chance for a first class man. Married man preferred. Address The Old Homestead Canning Co., Picton, Ont. Can. (14)

FOR SALE.

NO FAKE.—Town and City right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto. (14)

THREE THOUSAND—Fifty-barrel sifter roller mill; natural gas and wood for fuel. G. A. Graves, Hepworth. (f)

GOOD paying cake, bread and confectionery business; within 50 miles of Toronto: \$1,000 will buy the plant. Robt. Watson Co., Toronto. (f)

SITUATIONS WANTED.

AS grocery clerk; capable taking charge; references. Box 81, Orillia. (f)

SITUATION as assistant miller; good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. (f)

BAKER—Bread and cakes; experienced in catering. Burch, 3 Pine street, Kingston. (f)

CHEESEMAKER'S assistant wanted; one year's experience preferred. Thompson Bros., Laurel, Ont. (f)

HOUSECLEANING TIME will soon be here, and you had better see about getting your stock of

CLEVELAND WALL PAPER CLEANER

Retails in 1-lb. tins, 25c.

GEO. RIDOUT & CO.,
77 York St., Toronto.

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—Harvey's Domestic Ammonia is full strength and chemically pure always.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

GROCERS and GEL-O.

Gel-O is the new dessert. A gelatine powder—the best of the sort.

Profitable. Sell it.

Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited . . . **TORONTO**

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.
Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

"MADE IN CANADA"

**MOTT'S
DIAMOND
CHOCOLATE.**
JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED
1844

—Mott's Diamond Chocolate for eating is unequalled. Mott's **ELITE** is the finest cooking chocolate made or sold in Canada.

—Both these lines show you
—a good profit, and will
—please your customers.

Ask your jobber for these 2 reliable Canadian goods.

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

SELLING AGENTS:
J. A. Taylor, Montreal. R. S. McIndoe, Toronto.

**"QUALITY
AND
QUANTITY"**

—are our watchwords which always have
—and always will govern us in the
—manufacture of

EAGLE

BAKING POWDER

—Write for sample and have it tried in your
—own home, and we are certain you will
—ever after push EAGLE brand.

THE
Eagle Manufacturing Co.
Montreal.

Biscuits And Confectionery

A Growing Business.

THE White Candy Co, St. John, are making important extensions. In order to meet the growing trade in the West, and keep up with the demands for their goods in the Maritime Provinces, they have increased their capital stock to \$75,000, and are equipping their factory with the latest machinery: At a meeting of the company the following were elected as directors: T. White, T. F. White, J. H. Tabor, A. J. Nickerson and S. B. Bustin. At a meeting of the directors Thomas White was elected president, J. H. Tabor, vice-president; T. F. White, treasurer and manager; W. White, superintendent, and S. B. Bustin, secretary.

New Chocolate Factory for Winnipeg.

Of late years a large quantity of high grade chocolates have been imported from across the line and from Eastern institutions and there has been a steadily increasing demand here for the class of confectionery known as bitter sweet chocolate. Macnab & Roberts, in conjunction with T. J. Leary, who is an expert in the bitter sweet chocolate manufacture, and who has had large experience with this class of goods in the States, have inaugurated a company under the style of the T. J. Leary Co. and have opened a factory in Winnipeg for the manufacture of high-grade chocolates.

Young Traveller Gone West.

W. C. Mooney, an energetic and successful young traveller who has for the past year been travelling in the East for the Mooney Biscuit & Candy Co., has been transferred to the firm's Western branch at Winnipeg, where he will take full charge of the city order department.

American Biscuit Trust.

According to rumors in circulation in New York an attempt is being made to form a combination among a number of independent biscuit manufacturers to regulate prices and discounts to the trade. According to the rumor the scheme is being conducted along secretive lines, and there is a disposition on the part of those who are supposed to

be interested in the combination to keep the matter very quiet. By some of the independent manufacturers, however, the report has been denied.

Progressive Confectionery Firm.

The Mooney Biscuit & Candy Co., Winnipeg, are now located on the ground floor of the Scott Memorial Hall, at 214 Princess street, having found their former quarters at 100 King street inadequate to answer the growing demands of business.

American Gum Factory in England.

Undaunted by the monumental failure of Americans some years ago to educate Englishmen in the chewing habit, the Yankee chewing gum combine are reported to have completed arrangements for the establishment in the heart of London, Eng., of a factory where the various brands of chewing gum will be manufactured.

Notes.

W. Lees & Son, Hamilton, have completed their new bread and cake factory.

Another firm which is feeling the effect of the "growing time" is the Cowan Company, manufacturers of cocoas and chocolates, Toronto. Tenders are now being asked for a large addition to their present building which will be equipped in the latest approved manner.

BANANA COFFEE THE LATEST IMITATION.

THE latest novelty in the way of an imitation coffee, called by the inventor "banana coffee," is made of dried bananas.

The claim of the inventor is that bananas dried and prepared according to his method have all the rich flavor of genuine coffee. Bananas grown in Mexico and South America are used, and are evaporated on the spot. The product is then shipped to Philadelphia, where it is again evaporated, roasted and ground. The finished "coffee" has no particular coffee flavor in the ground form, but simulates coffee in the cup.

THE crispy, appetizing quality of

PERFECTION CREAM SODAS

is no accident. It is an assured result. But it takes infinite care and the closest attention to make these Sodas, the perfection of Soda Biscuit making.

Grocers, order "PERFECTION." Your Soda Biscuit sales increase.

3-lb. cards or tins.

THE Mooney Biscuit & Candy Company

LIMITED,

Stratford, - Canada.

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED.

P. O. Box 292.

The Duncan Company of Montreal.

PURE GOLD TALK.

No. 11.

"READY FOR USE"

Time was—not so very long ago either—when most of the work of preparation had to be done in the kitchen. Nowadays manufacturers have a kitchen, and do a great deal of the "getting ready" work.

PURE GOLD ICING

—ready for use—is an ideal preparation.

Of course, it has been imitated—we can't help that—but the Pure Gold excellence, the Pure Gold thoroughness and quality are not so easily attained.

These Icings come in flavors — Chocolate, Lemon, Kernaline, Maple Cream, Caramel, Pink, Canary, White, Almond and Orange.

These are packed in 3-do. cases, or 1-do. counter cartons in 6, 12 or 24-do. cases—assorted as desired.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

A GLASGOW VISITOR.

J. FULLERTON, of Rowat & Co., Glasgow, Scotland, was a visitor to Montreal this week. Mr. Fullerton is making a commercial tour of Canada and intends visiting all the larger cities and business centres. In the course of an interview with a representative of The Grocer, Mr. Fullerton expressed himself as highly pleased with the reception his company's goods had received at the hands of the Canadian trade during the past few years, and as confident that the future prospects would be still brighter. Speaking of trade with Canada, Mr. Fullerton, who by the way is an ardent supporter of the Chamberlain preferential idea, expressed the hope that business between Great Britain and Canada would increase to a satisfactory extent. "Since Canada has given us a preference in her markets and held out the hand of commercial friendship it is no more than right and proper that we should meet her in the same spirit." Mr. Fullerton will also visit Ottawa, Kingston, Toronto, and other Western cities, in company with A. Snowden, of Snowden, Forbes & Co., Montreal, who are representatives of Rowat & Co.

BAN ON CANNED GOODS FUTURES.

THE entral committee of the Cook County, Ill., retail grocers and market men has adopted a set of resolutions against the buying of canned goods futures, which read as follows:

"Whereas, the grocers of Chicago have suffered greatly the last few years, on account of the so-called future orders placed for canned vegetables, fruit, fish and other items, the packing of which in their nature depends on the elements and crop conditions, and

"Whereas, it is forestalling providence to buy the products of a crop at a fixed value scarcely before the seed has been planted in the ground, and

"Whereas, it has been the experience of the grocers that goods that favored the retailer have been withheld, and such as favored the jobber been forced on him, and where such orders were filled, the delivery of undesirable stock was generally liberal and early, the desirable lots, late and meager, and

"Whereas, the retailer was thus obliged to carry a large amount of slow-selling goods the whole year, unless he would sacrifice the profit by cutting the price, which proceeding would result in loss to himself and competitors, and

"Whereas, the placing of such orders in its action and results has the essence

of gambling in it, which is foreign to our honorable, toilsome calling, therefore, be it

"Resolved, That we will in future abstain from placing any such orders, also instruct our central committee delegates to work for uniform action on same matter throughout the city."

Retailers who have had much experience in buying "canned futures" have learned that when the pack is poor they cannot get their contracts filled, but when the pack is large they can get all they want. However, they cannot change the contract when it is against them as the packers can. It is so much a case, "Heads I win and tails you lose," that retailers feel like demanding an even deal.

WORLD'S COFFEE PRODUCTION THIS YEAR AND NEXT.

The following is a European table of the world's coffee production:

	Total bags.	Brazil, Bahia & Victoria Bags.	Other countries. Bags.
1897-98.....	16,178,000	11,332,000	4,846,000
1898-99.....	13,723,000	9,288,000	4,435,000
1899-00.....	14,052,000	9,665,000	4,387,000
1900-01.....	14,966,000	11,178,000	3,788,000
1901-02.....	19,004,000	15,358,000	3,646,000
1902-03.....	17,685,000	13,386,000	4,299,000
1903-04.....	15,730,000	11,380,000	4,350,000
1904-05.....	14,988,000	10,875,000	4,113,000

The figures for 1903-04 and 1904-05 are estimates.

OPEN UP TRADE WITH CUBA.

W. J. Ryan, of Havana, Cuba, has written to the Mayor of Toronto, advocating closer trade relations between Canada and that country. Nova Scotia has now supplied the Cuban market with potatoes for years and Mr. Ryan thinks a more important trade could be opened up with Cuba than with Mexico or the British West Indies. At present the steamship line to the West Indies subsidized by the Canadian Government touches at Santiago only on the way down, but it is suggested that a regular steamship service between the two countries would be a profitable investment.

Belshazzar beheld the writing on the wall.

"Maybe it's only the name of a new breakfast food," he faltered, trying to be brave.

Later interpretations, however justified his worst fears.—New York Sun.

SPRING IS COMING. VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

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

MOLASSES

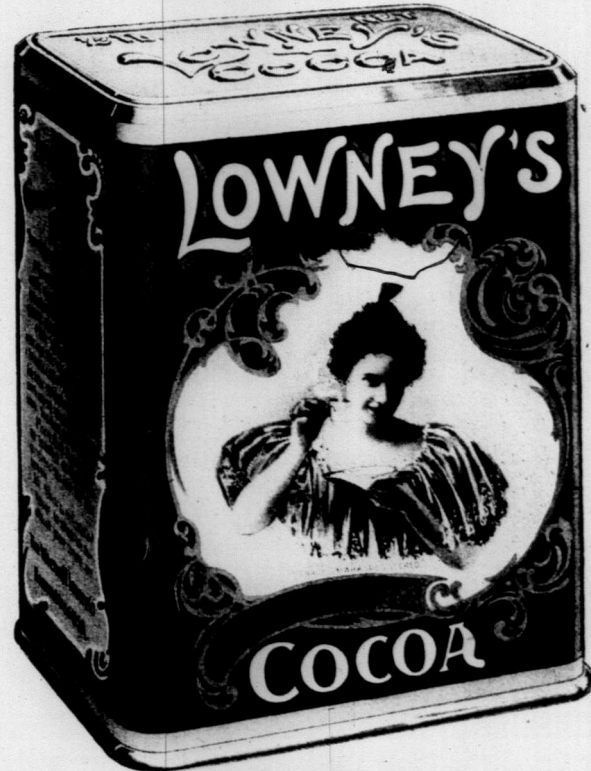
**New Crop 1904
Barbados.**

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.



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

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

THE WALTER M. LOWNEY COMPANY, No. 47 COMMERCIAL STREET, BOSTON, MASS.

Would you like to increase your trade?
You can do it by selling our goods!

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

BRITISH COLUMBIA PROGRESS.

THAT the Canadian Pacific Railway has decided to run two trans-continental trains daily from Montreal to Vancouver is but another sign of the development of the West, and of the great increase in the travel between Eastern and Western Canada. British Columbia is rapidly becoming an important part of Canada, in touch with everything commercial, financial and political, which interests Canada as a whole. Professor Goldwin Smith has doubted if the West has any interest in the East. Two trans-continental daily trains would seem to indicate that the interest is mutual and rapidly developing.

The population of British Columbia, according to the Census of 1901, is 178,657, of whom over 60 per cent. are males. This population, classified according to birthplace, is as follows:

British Columbia	59,589
Other Provinces	40,023
British Islands	30,630
British possessions	1,843

Total British	132,085
Foreign Born	46,110
Not Given	462

Total

178,657
British Columbia is British and Canadian in every sense of those terms. Of the foreigners 14,576 were from China and 4,515 from Japan.

The value of the gold annually mined in British Columbia has grown from a few thousand dollars to over five millions, the value of the silver to over three millions, the copper and the coal to over five millions each. The total mineral production in 1901 was \$20,000,000, and for 1902 about two and a half millions less. The value of the agricultural property is over thirty millions, and the products in 1901 were valued at over six millions, a return of 19 per cent. on the investment.

NOTES FOR GROCER.

E. J. Allingham, Cambellton, N.B., has started in the grocery business.

A. T. Hinton, Bathurst, N.B., has added a grocery department to his business.

E. Gallant, grocer, Moncton, N.B., has sold his business.

Millers Bros., butchers, Newcastle, N.B., have made extensive enlargements and improvements in their present premises and will utilize their extra space for a first-class grocery. This department of their business will be opened in a month's time.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

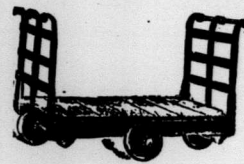
Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY

Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

Cotton Lines are as cheap as Sisal or Manila
and much better.

For sale by all Wholesale Dealers
See that you get them.

YOUR ATTENTION

is directed to a few **SNAPS** we are offering for the next few days. If you are interested act quickly.

We dropped onto a bunch of **CANNED CORN**, quality guaranteed. No more than 10 cases to one customer. They are yours at 95c. per dozen.

We still have a few 1902 Cold Storage Mat Figs left at 2c. per pound. **JAPAN TEA**—A crackerjack to retail at 25c. Cost you 19c. per pound.

CEYLON HYSOON TEA—A beauty to retail at 25c. Cost you 19c. per pound.

Ask for samples.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

THE CANADIAN GROCER
MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,
 29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.
 Grocery Brokers and
 Agents.
 Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a
 specialty. Can ship
 in Jute Bags, Cotton
 Bags, or Barrels, to suit customers. Good broker
 wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q.

J. P. THOMAS
 GENERAL AGENT AND
 COMMISSION MERCHANT,
 25 ST. PETER STREET.
 QUEBEC.

VICTORIA, B.C.

THE ORIENTAL TRADE.

Manufacturers and Shippers interested in this
 trade should correspond with us. We have
 facilities for doing this class of business second
 to none. We maintain MR. A. R. TUFTS, at
 Kobe, as our direct representative in the Orient.

R. W. Clark & Co., Brokers, Victoria, B.C.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
 quires from time to time from manu-
 facturers and others wanting repre-
 sentatives 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 vari-
 ous offices throughout Canada and
 in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
 Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers
 and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG. - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL
 WRITE
CAMERON GORDON & Co.
 WHOLESALE
 COMMISSION AGENTS
 WINNIPEG MANITOBA

EASTERN MANUFACTURERS
 -AND-
SHIPPERS.

All **EYES** are
 turned on

MANITOBA AND THE WEST.

W H

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.

BRANDON.

BRANDON, MAN.

Let Us Push Your Goods

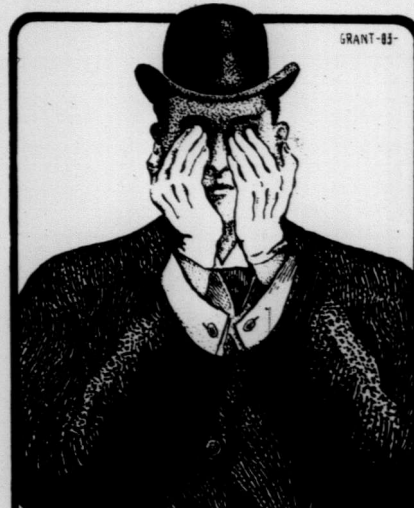
WE ARE PREPARED TO

**SELL GOODS,
 STORE GOODS,
 DISTRIBUTE FROM CARS
 AND MAKE COLLECTIONS.**

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
 PROMPT RETURNS MADE.



DEPARTMENT OF ADVERTISING SERVICE

**None so Blind
 As Those Who
 Won't See.**

THE CANADIAN GROCER can prove
 of valuable assistance to the selling
 end of any business which seeks
 trade among the grocers and general
 storekeepers of Canada.

We advance many plain, indis-
 putable arguments to this effect.

And still there are some folks who
 can't see it.

Some who can't see how it's going
 to pay them.

And won't even invest a few dollars
 to find out.

Very few folks like this, but we
 would like to convince even them.

If we only could, we'd get a good
 deal of satisfaction out of it—and
 we know they would, too.

Don't you think they're blind to
 their own interests.

Here's a paper that finds a wel-
 come in every worth-while grocery
 from Halifax to Vancouver once
 every week—so can't you see that
 an announcement of any interest
 must surely command some atten-
 tion?

The advertising columns of THE
 GROCER provide about the best way
 we know of keeping in close touch
 with all the grocers of Canada all
 the time.

You can see value in a paper like
 this—

Can't you?

The Canadian Grocer

232 McGill St.,
 MONTREAL.

10 Front St. E.,
 TORONTO.

Easter Greetings to the Retail Fruit Trade.

We tender you our best wishes—we hope the fruit we sent for your Easter Trade has been thoroughly satisfactory.

We're HAND-IN-HAND with the Season—look at our PRICE LIST for everything NEW—for the best VALUES.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, \$3.00
Lemons, Extra Fancy, 360's, \$2.75; 300's,
\$3.00.

You can make no mistake in ordering bananas now.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

British Columbia Fruit.

THE Canadian agent-general in London, Eng., is pursuing a course calculated to be in the interests of the province in directing attention to the capabilities of British Columbia for fruit raising. The experimental stage in the provincial fruit growing industry has been passed, and it has now become a regular and remunerative business. The progress during the last few years has been great, but there is a market for much more fruit than British Columbia raises at the present time. With the large influx of population into the Northwest Territories, it is difficult to place any limits to the demand for British Columbia fruit, while the home market is also steadily growing.

A Fruit Marks Bill in New York.

IF imitation is the sincerest form of flattery Canada may well take it as a compliment that Senator Hill has lately introduced in the Senate of the State of New York a bill very much like the Dominion Fruit Marks Act. There is an additional clause in the New York bill requiring packages to be marked with the name of the place where the fruit was grown, but this clause is strongly opposed by the trade who maintain that a large operator who repacks fruit brought into his storehouse by the earload, and coming from 40 or 50 different shippers, could not possibly comply with such stipulations. In regard to the bill the New York Fruitman's Guide says: "It conflicts with the Inter-State Commerce Law that forbids the passage of an act hindering commerce between various states. Why Canada's law is a success is because it is a national law, but until such a law is passed in the United States, the merchants in such states in which such a law obtains are at a disadvantage with the merchants of other states."

Introducer of the Tomato Dead.

L. M. Chanter, the man to whom America is indebted for the luscious tomato, is dead at his home in Jackson, Mich., at the age of 93 years. He was born in Malta and when he came to America he carried some seeds of what were

then known as "love apples," the ancestors of the modern tomato. Of course, all the tomatoes in America did not spring from the seeds Mr. Chanter brought across over three score of years ago. Since then other importations have been made from Malta and elsewhere. But the first tomato raised in America was by Mr. Chanter.

The Green Fruit Outlook.

ALREADY the green fruit men are beginning to show increased signs of returning life after their protracted Winter sleep. Reports of an alarming nature are being circulated: for instance, fruit buds and trees are said to be dead, and the outlook for the 1904 fruit crop to be anything but promising.

The following report on the green fruit outlook is by a correspondent of the Hamilton Times at Ancaster, Ont., who professes to be an authority on fruit growing:

"We are just emerging from the coldest Winter in the memory of anyone, and it is feared that the fruit trees are very much injured. The peach trees will not only have their fruit buds killed, but the trees in many cases have been killed. Even the pear, which is considered hardy, will lose most of the fruit buds and much of the new growth of wood. Some of the grape buds are killed, and the tender blackberries are all dead, even below the snow line. Cherries seem to be all right, and the strawberries that are covered may pull through, although they have three or four inches of ice on them even on the high lands, under the snow. The frost has gone much deeper than six years ago, when so many fruit trees were killed throughout all the fruit districts, and the trees may be killed outright. Last year was the plum year, and any buds on the trees seem to be all right. It is not expected the apple crop will be large, as there have been two large crops following each other."

The consensus of opinion of Montreal fruit merchants seems to be that this report is premature. They are suspicious moreover that it is suggestive of an ulterior motive which to the trained fruit dealer means nothing more nor less than an attempt to tighten the early market.

Two of the largest dealers declare emphatically they had information which

would show that it is practically impossible for the greatest expert to tell anything about fruit possibilities as early as the middle of March, whereas the report quoted was published on March 4.

Toronto fruit dealers, who are in daily correspondence with Ontario fruit growers, hesitate to express an opinion on the fruit situation for two reasons, first, because reports from the growers are conflicting; second, because they consider it too early yet for anyone to give an intelligent forecast of the coming fruit crop.

California Orange Industry.

THE importance of California's orange industry dates back practically to the Winter of 1878-79, when there came into bearing near Riverside, two trees of seedless fruit. These had been obtained by the department of agriculture of the United States from Bahia, Brazil. They were the first seedless oranges to be grown in North America, and, though it is stated that the first crop amounted to only 16 oranges, this was the beginning upon which California has based her steadily growing orange industry, until it is now claimed that the current year may show almost 11,000,000 boxes in that state, which would be more than the total production of the United States in any previous year.

In spite of this enormous growth in the production of oranges, Uncle Sam still has to import some each year to make up the deficiency of the home supply. In the last five years the average value of imports of oranges to the United States amounted to more than \$900,000 a year. Of these, a half came from the British West Indies, a quarter from Italy, with Mexico the next largest source of supply. In the same five years exports of oranges to the United States averaged about \$350,000, Canada taking 85 per cent. and the United Kingdom 12 per cent. of the total.

A Seedless Apple.

After experimenting for seven years an old fruit grower of Grand Junction, Col., has succeeded in perfecting a seedless apple. The new fruit looks like a navel orange. Its inside is entirely solid and there is a depression in the navel end very similar to that of seedless oranges. The tree on which the seedless fruit is grown is unusual in that it has no blossoms. The grower will not reveal the secret of his budding and grafting.

To Grocers and Others

Aside from our Fruit Business we have a special department for handling your surplus Butter, Eggs and other produce, thereby making dealing with us profitable to you in two ways, buying and shipping. With experienced men, in touch with the market constantly, knowing every outlet, with facilities, cold storage, etc. unexcelled, with a reputation for honest dealing and highest bank references, we solicit your consignments. Goods sold same day as received, if possible. Remittances weekly.

Our Price List mailed to any dealer weekly.

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

PHONE Main 4106. Wholesale Fruit and Produce. Private Branch Exchange connecting all departments.



This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

Write us for samples and prices.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

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

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street, MONTREAL.

Tel. Main 778.

Fruit Growers Meet.

That co-operation is the most popular note in the fruit trade at the present time is further evidenced by two meetings held during the past week in Ontario, the one by the fruit growers of Essex County, the other by the fruit men of the Niagara peninsula, to explain and create an interest in a co-operative movement for the disposal of fruit, etc.

The retail grocery business of the late J. Brown, Newcastle, N.B., is for sale by tender this month. Mr. McKay is at present managing the business for the estate.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street, MONTREAL.

MAPLE LEAF



Your goods are all quality. - J. H. Aderson, Produce Co. Y., Winnipeg, Man.

Your goods are all right. - J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous - Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits, pleased customers Guarantee on every package, and



MAY BE HAD THROUGH ALL WHOLESALE GROCERS. PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

WALL PAPER

SOME MISTAKES IN SELLING.

It is altogether too common a practice, and one which is productive of many bad results, that the merchant spends too much energy and does too much talking to sell his cheaper grades. These lines give little profit, and are apt to prove unsatisfactory to the customers, so that both experience unprofitable returns.

The usual line of action when a customer enters a store and asks for wall paper is for the salesman to enquire merely to what price he wishes to go, and when the answer is received, "oh not too high," the three, four, and five cent papers are rushed out and assiduously pushed and their beauties dilated upon. The customer looks over these grades, and without any comment settles his mind upon such a class of goods, selects his pattern and departs. The salesman closes up his sample book, put away the rolls shown and has a general feeling of satisfaction at the sale closed.

But if he could know the quality of paper that customer could have been induced to purchase, his feeling of pleasure would quickly depart. There are three out of five, and perhaps more, buyers of cheap grades who would quite readily have purchased more expensive lines, had the clerk known how to show papers properly, and how to explain differences in quality, appearance, endurance and price. When a merchant grasps the fact that a difference of five cents in a roll may mean no more than an increased cost of sixty cents or so in a good-sized room, he will see how simple the sale of this superior paper might have been made. Five cents more on a roll may seem a lot to a customer who intended to go only five cents, but if it were drawn to his attention that that means only a few cents in a fair sized room, the matter will take on a different aspect. When it is further shown how much better the higher priced paper is in color, pattern, and wear, the small difference will scarcely ever be considered.

It is apparent in any stock the great difference there is between the entire make-up, style and appearance of a ten cent paper and the same features of the five cent quality. The room that is papered with the more expensive line is more up-to-date in every way, and there is far more pleasant home life to the occupants. But the further consideration that a five cent paper will not last half as long, it will be seen that there is an actual saving in money. It is true one tires of the same paper in a room for a number of years, but a good ten cent line can be endured without weariness for more than twice as long as the cheaper line, and the entire period of wear is one of a richer interior in the room than where any number of any five cent grades are used.

That is the consideration of the question from the consumer's point of view. That of the merchant shows just as much profit. A five cent line brings him a cent or more a roll; a ten cent line yields a profit of perhaps 3½c to 4c. These figures are only samples, but the profit on a ten cent roll is often as great as twice that on the cheaper quality. The standard of his business is raised, and by encouraging the taste for better things he

will profit in many ways. It's a "cheap" man that pushes cheap goods, and the public soon sets him down at his true value. Encourage the demand for good quality in everything, and be prepared to satisfy this demand whenever it comes.

HINTS FOR DISPLAY.

As very much of the success of the wall paper department depends upon the care that is given their display, it is important that the merchant and window dresser devote some of their time and ingenuity to thinking out schemes that will be effective. While at first thought there seem to be few designs available in the display of wall paper, there will be found after one or two arrangements, that many others present themselves in rapid succession. The designing of the first two or three displays is the most difficult.

A very good plan is to hang a roll of wall paper from the ceiling at the back of the window, dropping to the floor, and over this but falling a shorter distance as each paper is put on to hang the border and then the ceiling. Another paper can be worked in by showing the bottom one as intended to be run only as a dado, and above this a centre wall paper to extend to the moulding, and then the freize and ceiling. The two first papers where one is supposed to extend up six or seven feet in the room and the second, a flaring conspicuous design, the remaining distance to the ceiling, can be shown together. In front of these rolls hanging the back, can be set up the regular display stands, showing almost the same scheme except that no more than three papers and preferably two, should be used on the one stand. The upper samples look best if allowed to hang in a fold rather than in a straight end.

Be sure that the colors in adjacent samples do not clash too much, and that the different papers hanging over each other are a good match.

DANGER IN GREEN PAPER.

The general public, we fear, is not acquainted with green wall paper. A recent death in Palmer, Mass., in wall paper. A recent death in Palmer, Mass., is directly attributed by the medical authorities to this cause. The trouble which resulted so disastrously made its appearance a year and a half ago in what seemed to be nervous dyspepsia. Two months of travel abroad seemed to greatly improve the patient, but on returning home he soon grew worse again. On account of certain conflicting symptoms which could not be readily accounted for, a specialist was called in and gave it as his opinion that there was arsenic poisoning in the system. An investigation was then made which resulted in the discovery of arsenic colors in the wall paper of the sitting room. This room had been papered shortly previous to the appearance of the first symptoms. The wall paper was at once removed, but the disease had by this time progressed so far that it was impossible to save the life of the unfortunate victim.—Scientific American.

WALL PAPER

APRIL AND MAY

are sure to bring demands for some lines you have overlooked when placing your stock order. We probably have in stock the lines you are short of. Write for samples.

STAUNTON'S
TORONTO CANADA

O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name:



Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

ESTABLISHED 1824.



A Satisfied Customer

Is the one leaving your store with a National Cash Register check, because she knows no mistake was made. The check is a receipt and a record. A National Cash Register shows that a customer did one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

National registers always satisfy both merchant and customer. By their use, every chance of mistake is prevented. That pleases customers and saves money.

The 1904 models are wonderful machines. They do many things to increase the profits of a merchant. It's worth money to know about them. A merchant will find it a good investment to give a few moments of his time talking to one of the National representatives. Send the attached coupon. It puts you under no obligation to buy.

N.C.R.
Co.
Dayton, O.
Please have
one of your
agents call when
next in my vicinity.
I want to know more
about your 1904 models.
Saw your ad in
CANADIAN GROCER.

**National
Cash Register Co.**
Dayton, Ohio

CUT OFF HERE.

Name _____

Address _____

FLOUR AND CEREAL FOODS

Canada and the World's Wheat Supply.

RECENT experiments and observations, says an exchange, have satisfied the Japanese Government that rice as a bone and muscle producer is not comparable to wheat. Accordingly an imperial edict has been issued providing for each soldier a daily ration of wheat flour. Not only does this mean a direct increase in flour consumption, but the lead thus given may, and probably will, be followed by the mass of the people, who will promptly argue that what is necessary for the upbuilding of an efficient soldier cannot but be beneficial to those engaged in the ordinary avocations of life.

Should any considerable proportion of China's four hundred millions of population become wheat consumers, the present world production would not avail to satisfy the demand. Should Japan even become a flour-eating people, says a flour-mill magnate, "the whole available supply of the Pacific coast would provide this commodity for only 20 per cent. of the population of that kingdom." It is difficult to grasp the full meaning of such statements, fraught as they are with such wonderful possibilities for the American continents, and notably for Canada.

The population of the United States is still increasing by leaps and bounds, and the internal demand for its home food products is increasing in even a greater ratio. In addition, the class of emigrant the republic is now receiving incline to settle in the cities, and add their quota to the already fierce industrial competition that there prevails. Canada, on the contrary, is not only attracting agriculturists from the older countries of Europe, but is draining from the Northwestern States the cream of their farming population, who are turning in increasing numbers to her virginian prairies, allured by the fertile soil and easy terms, and the large profits yielded to capital and labor.

Thus it follows that in the United States the wheat yield is practically stationary, while the internal demand is

increasing. In Canada, on the other hand, production is growing at a much faster rate than the population, and as a necessary result all the accruing benefit which comes from a rapidly expanding export trade in reacting throughout the whole Dominion and stimulating trade and industry in every branch. Canada is so favorably situated in every natural respect that, given equal opportunities, she should easily out-distance all her competitors. Under any circumstances the future must bring with it new markets and a greater demand on the granaries of the world, and Canada must be ready to seize the opportunity and turn it to her own advantage and the upbuilding of her future power and prosperity.

Origin of Red Fife Wheat.

AMONG the Spring wheats commonly grown in Canada half a century ago none was so highly or justly esteemed as the Red Fife, and the position it still holds is a pre-eminent one. It is remarkable for its productiveness, for its high quality, and for its power of adapting itself to varying conditions of soil and climate. The Canadian Agriculturist for 1861 gives the following account of its origin:

"About the year 1842 D. Fife, of the Township of Otonabee, Canada West, now Ontario, procured, through a friend in Glasgow, Scotland, a quantity of wheat which had been obtained from a cargo direct from Dantzic. As it came to hand just before Spring seed time, and not knowing whether it was a Fall or Spring variety, Mr. Fife concluded to sow a part of it that Spring and wait for the result. It proved to be a Fall wheat, as it never ripened except three ears which grew apparently from a single grain. These were preserved and, although sown the next year under unfavorable circumstances, it proved at harvest to be entirely free from rust when all wheat in the neighborhood was badly rusted. The produce of this was carefully preserved and from it sprung the variety of wheat known

over Canada and the Northern States by the different names of Fife, Scotch and Glasgow."

Red Fife wheat was taken from Ontario to Manitoba and the Northwest Territories, where it is believed to have improved in quality, and as grown there stands probably higher in the estimation of millers for the making of flour than any other known variety.

Canada's Export Flour Shipments.

IF Canadian millers wish to increase shipments of flour to Great Britain they must pay strict attention to separating the various grades, since the English trade is accustomed to a sharp and considerable difference between "patents" used for the best bread, and bakers' or XX for the ordinary "seconds" quality. High colored flours are desirable, but weakness tells against price and the separation should be about,

- 30 per cent.—first patents.
- 15 per cent.—second patents.
- 40 per cent.—Bakers' or XX.
- 15 per cent.—Common or X.

The word patent is not used in England for any grade much below 30 per cent.

English Markets for Canadian Flour.

LONDON, Glasgow, Liverpool, and Bristol are the Old Country ports to which the greatest quantity of Canadian flour is shipped. The flour mills of Lancashire and Yorkshire are equipped with the most modern machinery, and the English miller mixes his wheat with the skill born of the actual requirement, enabling him to produce an article of flour best suited to the wants of the purchasing public in his locality. Hence the decadence of Canadian flour shipments to this enormous centre of Great Britain, and it might well be asked, cannot some remedy be found by which the Canadian miller can obtain a share of this market.

A Satisfactory Test.

Experiments with Canadian wheat conducted at the British Experimental Farm at Woburn, showed that while the yield was considerably below that of

SWISS FOOD.

Say what you like, do what you like, wheat, as a cereal base, will continue to endure. Say what you like, think what you like, a breakfast food cooked and served hot will remain for all time to be more of a food than any ready-for-use preparation.

Taking these two facts together, and you have the reason for the popularity and success of

SWISS FOOD

—a wheat food, pure and simple, wholesome and economical.

Grocers, build up Canada by selling a Canadian product. Encourage the sale of a lasting food, a food which pays you a good profit.

SELL SWISS FOOD.

P. McINTOSH & SON,

Millers,

TORONTO.



WHITE SWAN PREPARED COCOANUT

PACKAGES
PAILS

BOXES

TINS

BARRELS

UP TO THE
WHITE SWAN
STANDARD
IN EVERY RESPECT

FEATHERSTRIP
SHREDDED
DESSICATED
MACAROON

The Robert Grieg Co., Limited, Toronto.

English wheat, the Canadian wheat was stronger, more nitrogeous, and produced a loaf which, from the baker's point of view, was more satisfactory. This is the sort of advertising Canada wants. Appreciation of the fact that Canadian wheat is the best will mean a good deal to the Canadian grower. The British consumer wants the best, and is willing to pay for it.—Montreal Gazette.

Manitoba in the Lead.

THE following statistics quoted from the agricultural department reports of Washington, D.C., and Winnipeg, Man., serve to show that Manitoba has no dangerous American competitors in the production of small grain:

	Wheat		Oats		Barley	
	1901	1902	1901	1902	1901	1902
Michigan.....	11.1	17.7	29.0	39.9	22.8	28.6
Illinois.....	17.6	17.9	28.2	37.7	24.5	28.6
Iowa.....	16.2	12.6	29.8	39.7	23.6	26.3
Kansas.....	13.5	10.4	18.6	33.5	15.9	16.
North Dakota.....	15.1	15.9	32.6	38.4	28.2	31.6
South Dakota.....	12.9	12.2	28.8	34.8	22.4	29.2
Oklahoma.....	16.4	11.1	20.7	47.8	22.0	36.
Nebraska.....	17.1	23.2	19.8	34.6	16.	31.1
Manitoba.....	25.1	26.	40.3	47.5	34.2	35.9

The average yield of wheat for 10 years in North and South Dakota and Manitoba is as follows.

	Bush.
North Dakota.....	11.0
South Dakota.....	9.0
Manitoba.....	20.1

Flax Growing in Edmonton.

A prominent linen manufacturer of Leeds, Eng., who recently visited the Edmonton district is authority for the statement that nowhere except in Belgium are the conditions of the soil more favorable for flax growing.

Cereal Notes.

Norwich, Ont., is to have a new flour mill.

A meeting of the Portage la Prairie branch of the Grain Growers' Association of Manitoba was held on March 19.

It is reported that a flour mill will be erected in Morris, Man., in the near future, having a daily output of from 150 to 200 barrels.

A Quebec exchange says orders have been received that the big grain elevator belonging to the Great Northern Railway must be ready for operation by April 15. Considerable quantities of grain will shortly be en route to Quebec to be handled by the elevator. A grain carrying steamer will leave that port every nine days.

Said Doc. Jap, when the bear ate Manchuria:

"Your craving's unnatural, I assure you.

Now diet of force,
With torpedoes in course,

I prescribe as a health food to cure you.
—W. D. Owens, Springfield Republican.

Don't let this get away from you!

During the month of April, only, we shall put the following "deal" on

"FORCE"

The retail trade will be allowed

5 free packages in 2 cases.

18 free packages in 5 cases.

Order of your jobber and order at once!

This is the last deal we shall ever offer on "FORCE." Hereafter our established price will rule and there will be no exceptions.

Stock up for the Summer Trade while this offer lasts.

We shall spend \$500,000.00 in Newspaper and Magazine advertising in the United States and Canada before October. And "FORCE" will go like hot cakes.

THE "FORCE" FOOD CO.

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

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

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

"The Breezy blow of incense Breathing Morn."

In "Forest" Brand of Maple Syrup.

Put up in Bottles, Sealed Tins, Kegs, and Barrels. To arrive end of this week.
Distilled from the sap by newest methods. We will prepay freight on reasonable quantity.

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

SAVE 25% on your HOUSE PAINTING.

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

DIRECTIONS.

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

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

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

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

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

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

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

National Preferences.

IT is a peculiar fact that no two countries import the same sorts of tobacco. The French Regie, or Government Tobacco Department, takes several different kinds of tobacco from the United States, their total yearly import being about thirty-five million pounds. But two things they insist upon that the stem shall be free from mold and the leaf loose enough to open freely.

The German tobacco manufacturers like a heavy, gummy leaf, and they prepare this by treating it with what are termed in the trade "sweet sauces." This makes the leaf black. Most of the leaf the Germans buy comes from Kentucky and Tennessee. Quantities of "spangled" tobacco are also imported into Germany. This is a pretty yellow leaf, with red spangles. Much of this spangled tobacco is imported into Bremen, where it is repacked in lighter casks and sent on to Russia, Italy, Austria and Spain; all these possess Government monopolies of tobacco, but in each case their requisitions are quite different. Italy likes a very long leaf, as much as 26 inches in length, of delicate fibre and dark brown in color. It must be elastic and strong. Italy uses a large quantity of very coarse Hungarian tobacco.

Austria also manufactures much of the cheap Hungarian leaf, but her choicer brands and cigars are made of very good American tobacco. This is of firm texture and beautifully glossy. Spain not being one of the richest countries, purchases cheap tobacco. A non-descript leaf of light type is largely bought, and is not cut, but powdered. It burns very quickly and is hot to the tongue. Black, fat and heavy tobaccos suit the Dutchman; but the Netherlands buy a certain amount of what is known as "Dutch Saucer," a fine cigar wrapper of a silky type, which is used for making Dutch cigars. Going further north there are Denmark, Norway and Sweden, all with very similar tastes. Heavy tobaccos, cured by fire, are their favorites; and these leaves, before being

manufactured, are dipped in sweet mixtures of licorice and sugar.

Cuba's Tobacco Export.

ACCORDING to statistics from Havana the total exports from Cuba in 1903 were over 300,000 bales of tobacco, valued at more than \$12,000,000, while almost 209,000,000 cigars were shipped from the island which, at an average value of \$60 a thousand would yield a little more than \$12,500,000. The United States took considerably more than half of the tobacco in bales, but less than 46,000,000 cigars, or about half what was sold to England.

The growing Cuban tobacco crop presents a most favorable condition and the yield in 1904 will in all likelihood be abundant. The seed plots having been watered during the month of September and the first half of October, under the most favorable conditions, the growth, favored by a mild temperature, has been going on to such an unprecedented extent as to excite the wonder of the people within whose recollection there never

was a season so abundant in well conditioned young plants. Not a single farmer has been obliged to buy for planting.

There are seed beds from which a few thousand plants could be withdrawn; but inasmuch as they all have a superabundance, and there is no demand from other zones, they will probably be wasted, it being impossible to plant the whole number grown.

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

fbighlompwrkdxvqtnaecj

--A Jumble, Surely.

We have seen cigar stocks in retailers' stores that were just as big a jumble.

It is so easy to get a jumbled-up cigar stock.

Here is what we have to say to help you : We make hundreds of different brands of cigars of all grades, but each in its grade not excelled. The two cigars we make prominent are **PEBBLE** (a 5-center), and **PHAROAH** (a 10-center). So a grocer can stock from us to his entire satisfaction. Best of all, we buy back at the end of three months any unsold stock. No loss on our goods. Then why not give us your cigar account.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.



Pshaw!

I want **T. & B.** There is no other Tobacco, is there ?

FARMERS

are a meditative class, and they enjoy a **T. & B.** smoke. Sell them the 10-cent size. They come back to you the oftener. Each time they come they bring a little money, and in every dime they spend there is a profit.

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

Offer No. 1.

6 dozen Pipes, assorted, for \$13.00, express paid. Pipes worth retail from 25c. to \$1.00. Can be returned if not perfectly satisfactory.

Offer No. 2.

3 dozen Pipes, assorted, for \$6.00, express paid. Pipes worth from 25c. to 75c. Return if not satisfied.

RECKON UP THE PROFIT.

W. B. REID & CO.,

58 Yonge Street,
TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

RONTO

is a name you should learn to get onto.

It is the name of the best 5c. cigar on the market.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist,

176 King St. East,
TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Jack Tars

will tell you whose tobaccos they prefer

-McAlpin's

And, Grocers,

McALPIN'S Tobaccos pay you a better profit. They are good to smoke and chew, and good to sell.

SMOKING — CHEWING —

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McAlpin Consumers Tobacco Co.
TORONTO Limited



Great Smokers of History.

PRINCE BLUCHER, an opponent whose presence at Waterloo Napoleon had good cause to remember, was an inveterate smoker, and rarely went into action without a pipe or cigar between his teeth. So huge was his collection of pipes that he actually hired a person to superintend the heterogeneous mass, and the pipe master, Christian Hannemann by name, discharged his duties with a fidelity that approached fanatical zeal. Before every encounter Prince Blucher usually ordered a long pipe to be filled. After smoking for a short time he would hand back the lighted pipe to Hannemann, place himself in the saddle, draw his saber, and with a vigorous cry "Forward, me boys," throw himself fiercely on the foe. On the day of Waterloo, Hannemann had just handed a pipe to his master when a cannon ball struck the ground near, so that earth and sand covered Blucher and his gray horse. The steed made a spring to one side and the new pipe was broken before the prince had taken a single puff. However, the latter merely cried, "Fill another pipe for me and keep it lighted for a moment until I drive away these French rascals." Thereupon there was a rush forward, but the pursuit lasted not merely a moment, but throughout the whole of that long and memorable day.

It is a highly curious fact that no allusion to tobacco is to be found in the works of Shakespeare, though various of his contemporaries indulge in many sallies, chiefly at the expense of the lately imported weed. Perhaps the poet's action in thus ignoring tobacco may be attributed to the fact that James the First, with whom the bard was a high favorite, hated and loathed Sir Walter Raleigh's importation. In this connection it is amusing to remember that another poet of a later day, Algernon Swinburne, has told us that "James the First was a knave, a tyrant, a fool, a liar and a coward. But I love him, I worship him because he slit the throat of that blackguard Raleigh, who invented this filthy smoking."

The late Lord Tennyson was a lover of clay pipes and preferred Virginia tobacco to any other growth of the weed. He invariably smoked whilst at work and followed a method peculiar to himself in the selection of pipes. At his feet was placed a box full of white clays. Filling one of these, he would smoke until it was empty, then would break it in twain, throwing the fragments into an-

other box prepared for their reception. He would then pull another pipe from its straw or wooden enclosure, fill it and destroy it as before, for he had a strong aversion to smoking a pipe a second time.

One of the most pleasant anecdotes of the late Prince Bismarck is told in connection with his love of smoke. Here is the story in his own words:

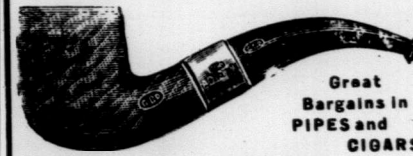
"The value of a good cigar is best understood when it is the last you possess, and there is no chance of getting another. At Kenigartz I had only one cigar left in my pocket, which I carefully guarded throughout the battle as a miser guards his treasure. I did not feel justified in using it then, for I painted in glowing colors in my mind the happy hour when I should enjoy it after victory. But I had miscalculated my chances. A poor dragoon lay helpless, with both arms crushed, murmuring for something to refresh him. I felt in my pockets and found that I had only gold, which would be of no use to him. But stay—I had still my cigar. I lighted it for him.....and placed it between his teeth.....You should have seen the poor fellow's grateful smile. I never, never enjoyed a cigar so much as that one which I did not smoke."

The late Charles Spurgeon once created a considerable flutter in the non-conformist dove-cote by announcing during the course of a sermon that he intended smoking a cigar that night "to the glory of God." In an explanatory letter to a daily newspaper he pointed out that he had spoken the words with deliberation, and in all sincerity. "When," he wrote, "I have found intense pain relieved, a weary brain soothed, and calm, refreshing sleep obtained by a cigar I have felt grateful to God and have blessed His name. This is what I meant, and by no means did I use the sacred words in any trifling spirit."

Prof. Huxley, though once a hater of tobacco, became in later years an enthusiastic smoker. On one occasion he remarked in the course of a lecture that there was no more harm in a pipe than in a cup of tea. "You may poison yourself," he observed, "by drinking too much green tea, or kill yourself by eating too many beefsteaks. For my own part," concluded the professor, "I consider that Tobacco, in moderation, is a sweetener and equalizer of the temper."

Absentmindedness has often gone hand in hand with smoking proclivities, and we are told that Sir Isaac Newton, in a fit of mental abstraction, once used

WRITE FOR
SILENT DRUMMER
PRICE LIST.



Great
Bargains in
PIPES and
CIGARS

SEND AT ONCE.

THE **W. H. STEELE CO., LIMITED**
Importers and Wholesale Tobacconists
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

the finger of a lady he was courting as a tobacco stopper while he sat and smoked in silence beside her, thinking, of course, that his own finger was being employed for the purpose. On another occasion he continued to apply various lights to his pipe, wondering why no smoke resulted, only to discover at length that for several hours the bowl had been empty.

Tobacco Growing at Lyailpur.

At the Lyailpur Experimental Farm, in the Punjab, they have been growing certain varieties of American tobacco with very promising success, and the curing of the leaves on American methods has also turned out well.

American Invasion of Germany.

The Germans are thoroughly aroused because of the American invasion, says the Western Tobacco Journal, particularly as regards the tobacco industry. Protests are being sent to the Government requesting assistance in repelling the invader. Recently the Breslau Chamber of Commerce passed resolutions in condemnation of the American methods, which threaten to control the tobacco trade of that country.

Tobacco Notes.

T. J. Herrocks, tobacconist, Toronto, reports a big increase in trade during the past two weeks. The sale of the "Rento" cigar is steadily increasing.

ARGENTINE FROZEN MEAT.

ACCORDING to a Buenos Aires correspondent, the importance of the Argentine meat freezing industry and the apparently erroneous impressions prevalent in regard to its actual situation make it desirable to sound a note of warning which may have the effect of minimizing a danger now threatening this branch of industrial enterprise. Argentina has been described as "the world's butchershop," and not without reason. Its pastoral resources are enormous and promise to become largely increased in the course of time; but optimistic officials and other forecasts during a short period of unbounded prosperity, seem to have created the belief that there is neither limit to the producing capacity of the country nor to the consuming power abroad.

The freezing industry in this Republic has been 20 years in attaining its present proportions, and, under normal conditions, should grow year by year. In view, however, of what has happened, and is likely to happen in the near future, there is ample justification for anticipating diminished operations and continued heavy losses, at least for some time to come. This will be a result of the competing local factors now being introduced into this industry, to the detriment of the existing concerns, and, possibly, to the complete ruin of some of those who are about to enter the field. Where three may live twelve may easily starve, and whilst it is beyond question that a few years hence the renewed progress of the industry will be assured, it is perfectly clear that the excessive competition now being introduced will lead to heavier losses all round than those now being incurred by the leading companies. In order to clearly demonstrate this aspect of the question the following facts and figures are submitted:

Since the years 1883-1886, when the first meat freezing stations in Argentina were established by the River Plate Fresh Meat Company, the Compania Sansinena de Carnes Congeladas and Las Palmas Produce Company, more popularly known as Nelson's, the exports of frozen meat have been almost exclusively made by these companies, and have increased so rapidly that in 1901 nearly 50 per cent. of the imports of frozen meat into the United Kingdom were of Argentine origin.

The subsequent increase in production is shown in tables from which the following totals are taken:

	Mutton, carcases.	Beef quarters
1899.....	2,485,949	113,431
1900.....	2,385,214	265,965
1901.....	2,722,727	498,375
1902.....	3,429,222	830,213
1903, to Nov. 3, 1903	3,172,010	942,325

Three of these companies have, moreover, latterly triplicated their plant and freezing works, and have added considerably to the increase of cold storage in London and Liverpool, their present capacity being equal to four times last year's production. The large profits earned, and the substantial dividends paid by these companies in 1902, have, however, induced several competitors to enter the field, and, in face of the fact that the profits of these concerns have been converted during the last few months into serious losses on their operations, some half dozen new freezing companies have been formed and the new capital subscribed with the object of commencing work at the earliest possible moment, some of them having already acquired land and the necessary plant and machinery.

In view of the prevailing causes for the profitable trading of the three older companies, the question suggests itself as to how, leaving out of consideration the opposing elements existing in other countries, this rush of competition can lead to anything but the most disastrous results to the industry as a whole in this republic.

In weighing the question, it is important to remember that there is a limit to the capacity of the country in the matter of stock. Since 1888 no animal census has been taken, and no accurate figures on this point are available even to the Government Departments, owing to the difficulty of collecting authentic returns from the thousands of estancieros in the different points of the republic.

In further support of the argument that the future success of the Argentine frozen meat industry is gravely imperilled by the addition of the competing factors above referred to, it is only necessary to examine the reasons for the present losses of the working companies and the conditions prevailing last year, when they were making enormous profits. The first and foremost reasons for the latter were (1) the low price of stock here, (2) the higher price for meat in England and (3) the existence of war contracts with South Africa. All these causes for profitable working have disappeared. The price of stock has since risen enormously, though slightly reduced during the last six weeks; the price of meat in England, due to heavy stocks, labor and other conditions, is considerably lower; and shipments to South Africa have almost entirely ceased. To-day frozen mutton costs the factories 2½d per pound, which, with working expenses and freight, estimated at 1d, makes 3½d per pound, and it is now being sold in London at 3¼d. This, however, does not represent the entire loss which some of these companies are

incurring, as there are still running contracts for ships on time charter, which the companies find it more profitable to load with other people's cargoes at about half cost—not to mention the large capital sunk in erecting their own cool chambers, etc., on these ships—than to send forward consignments of frozen meat which would involve them in still heavier loss. It has been suggested that by combination these companies, pending the establishment of the new concerns, could artificially bring down the price of stock; but, for reasons recognized in the trade, such a course would be almost impossible. Meanwhile it is well known that, even in spite of the high prices now ruling, a better price for fat sheep can often be obtained in the market than from the freezing companies. In regard to beef, the position is slightly better, but the condition in other countries, and notably in the United States, do not justify a sanguine hope of largely increased profitable exports even of this article from Argentina.

The available supply of sheep suitable for export through the freezing machine will be limited for some time, but these observations are in no sense intended to convey the impression that the meat freezing industry in this republic is in a hopelessly bad way or should constitute a monopoly. Large tracts of new land in Rio Negro, Neuquen and other parts of the republic are being given over to sheep growing, and doubtless there will be a reduction as time goes on in the cost of production, whilst the improvement in labor conditions in Europe and other circumstances will also probably lead to a revival of old prices in the home markets. It is, nevertheless, clear that in the matter of local competition it will be a case of the survival of the fittest, as the smaller companies could not stand the strain of heavy losses, even if only temporary, until the two essential conditions of lower prices for stock and higher prices for meat become once more established facts. The older and greater companies with their resources, reserves, and facilities, must ultimately come out successfully, even if some of the smaller concerns have to disappear. There will be plenty of room for all by and by, but the time is not yet.

MEDAL FOR BRAVE QUEBEC MAN.

The Royal Canadian Humane Association have unanimously awarded the association bronze medal to M. Frigon for conspicuous courage and heroic action in saving four lives from the fire at Victoria Hotel, Quebec, on December 4, 1902. Mr. Frigon is a well-known and popular traveller for Nerlich & Co., importers, Toronto.

Flett's

Pickle Selection.

It makes a great difference to the finished product if only carefully selected fresh vegetables are used in Pickles. That's why

FLETT'S

give such uniform satisfaction to your customers.

ROSE & LAFLAMME
Agents, MONTREAL

MIS

A FEW POINTS ON

BATGER'S

"NONPARIEL" JELLIES

STRONG NATURAL FRUIT FLAVOUR
CONVENIENT
UNIFORM QUALITY
RELIABLE
GOOD SELLERS

ROSE & LAFLAMME
AGENTS,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 31, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand/Size	Per doz.
ook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$4 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, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Brand/Size	Per doz.
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.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	24-oz.	10 40
1 doz.	5-lb.	19 50

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Brand/Size	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 3 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

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

Sizes	Per Doz.
Cleveland's—Dime	\$ 1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Brand/Size	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

Brand/Size	Per doz.
1-lb. tins, cases 4 doz. per doz.	\$2 25

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	



EAGLE BAKING POWDER

Cases	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blackening.

Brand/Size	Per gross
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

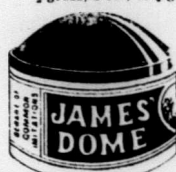
Blue.

Brand/Size	Per doz.
Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus", in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	5 75
according to size	0 02 0 10



Black Lead.

Brand/Size	Per gross
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.	



Borax.

Brand/Size	Per gross
"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 35

EAGLE BORAX.

Cases	Per doz.
Cases of 5-doz. 5c. packages	\$0 40
" 5 doz. 10c. "	0 85

Brooms.

Brand/Size	Per doz.
UNITED FACTORIES, LIMITED.	
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 " "	4 40
" " " C, 3 strings	4 10
" " " D, 3 " "	3 85
" " " F, 3 " "	3 65
" " " G, 3 " "	3 20
" " " I, 3 " "	2 85

Canned Goods.

Brand/Size	Per doz.
HENRI JONAS & CO.	
Mushrooms, Rionel	\$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
Rolland	9 50 10 00
Delory	10 50
Club Alps	2

FRED. MAGEE

Brand/Size	Per doz.
Smelts in spices, in 1/2 lb round tins	0 90 \$1 00
" mustard, in 1/2 lb oval "	0 95 \$1 05
" Tomato, in 1/2 lb. "	0 95 \$1 00

Cereals.

Brand/Size	Per doz.
Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

When your customer telephones for Baking Soda what do you send? The kind that's sold in bulk with no name and no responsibility, or



which we guarantee absolutely the best? It pays to sell only reliable goods, and we stand back of ours with a promise to refund money if ever anything is wrong.

JOHN DWIGHT & CO., Manufacturers
TORONTO.

Chocolates and Cocoas.	
THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	
Chocolate—	per lb.
Queen's Dessert, 1/8s and 1/4s	\$0 40
" 6s	0 42
Mexican Vanilla, 1/8s and 1/4s	0 35
Royal Navy Rock, " " " "	0 30
Diamond, " " " "	0 25
" 8s	0 28
FRY'S.	
Chocolate—	per lb.
Caracas, 1/8s, 6-lb. boxes	\$0 42
Vanilla, 1/8s	0 42
"Gold Medal, sweet, 1/8s, 6-lb. boxes ..	0 29
Pure, unsweetened, 1/8s, 6-lb. boxes ..	0 42
Fry's "Diamond," 1/8s, 14-lb. boxes ..	0 24
Fry's "Monogram," 1/8s, 14-lb. boxes ..	0 24
Cocoa—	Per doz.
Concentrated, 1/8s, 1 doz. in box	2 40
" 1-lb. " " " "	4 50
" 4 " " " " "	8 25
Homeopathic, 1/8s, 14-lb. boxes	
" 1/8s, 12-lb. boxes	
pp Cocoa, case of 14 lb., per lb.	0 35
S quantities	0 37 1/2
BENSOP'S COCOA	
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
lb. tins, 1/4 doz. to case	8 90
" " 4 " " " "	2 40
" " 2 " " " " "	4 75
" " 1 " " " " "	9 00
JOHN P. MOTT & CO.'S.	
R. S. McIndoe, Agent, Toronto.	
	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/8s and 1/4s boxes ..	0 28
Mott's Breakfast Cocoa, 1/8s 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, 1/8s in boxes ..	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 06

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.

WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes ..	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/4, 1 and 5-lb. tins ..	0 43
Cracked cocoa, 1/4-lb. pkgs., 12-lb. boxes ..	0 35
Caracas sweet chocolate, 6-lb. boxes ..	0 37
Caracas tablets, 100 bundles, tied 5s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.	
Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins ..	45c
6-lb. boxes, 12 boxes in case, 1-lb. tins ..	42c
6-lb. boxes, 12 boxes in case, 1-lb. tins ..	42c
Sweet chocolate powder "Always Ready" 6-lb. boxes, 12 boxes in case, 1-lb. tins ..	32c
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	34c
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. ..	34c
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	36c
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. ..	36c
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	48c
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	40c
Tid Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	32c
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. ..	32c
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. ..	32c
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. ..	27c

Condensed Milk.

Anchor brand, cases 4 doz., per case ..	\$5 00
evap. cream, cp. 4l.	4 65



Borden's Condensed Milk Co.	
Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream ..	1 02



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1-lb. tins, cases, 30 tins ..	9 00
" 2-lb. tins, cases, 15 tins ..	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 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 18

JAMES TURNER & CO. Per lb.

Mocva	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
" Mocha	0 25
" Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Hut's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c
" II. 40-lb. boxes	42c
" III. 80-lb. boxes	37c
" IV. 80-lb. boxes	35c
WILLISON'S TURKEY COFFEE.	
Case (4 doz)	\$5.60
Per lb.	
1-lb. tins, 48-lb. cases	30

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

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un- Covers and num. Coupons bered. numbered	
In lots of less than 100 books, 1 kind assorted ..	4c. 4c.
100 to 500 books	3c. 4c.
100 to 1,000 books	3c. 3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 " "
10 00 "	5 " "
15 00 "	6 " "
20 00 "	7 " "
25 00 "	8 " "
50 00 "	12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in case, per case

if there is a time when your customers buy **Syrup**, it is now.

Have you the **best** to sell them?
Have you

"Crown"  **brand**
Table Syrup?

"Crown" brand Syrup is the pure extract of corn, and the healthiest, cleanest and most profitable syrup in Canada.

Always Ready and Promptly Shipped:

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.

Look for the "Crown" on the package.

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ESTABLISHED 1858

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Works:
CARDINAL, ONT.

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

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95



Cleaner.

Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart 3.75
Gallon 10.00

Wholesale Agents,
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.
2-oz. London extracts..... \$ 6 00
2-oz. " (no corkscrews)..... 5 50
2-oz. Spruce essence..... 9 00
2-oz. "..... 6 00
2-oz. Anchor extracts..... 12 00
4-oz. "..... 21 00
1-oz. "..... 36 00
1-lb. "..... 70 00
1-oz. flat..... 9 00
2-oz. flat bottle extracts..... 18 00
2-oz. square bottle..... 21 00
4-oz. " (corked)..... 36 00
8-oz. "..... 72 00
8-oz. " glass stop extracts..... \$ 3 50
8-oz. "..... 7 00
2 1/2-oz. round quint essence extracts..... 2 00
4-oz. jockey decanters..... 3 50

Food.

Per doz.
Robinson's patent barley 1-lb. tins..... \$1 25
" " 1-lb. tins..... 2 25
" " groats 1-lb. tins..... 1 25
" " 1-lb. tins..... 2 25

Gelatine.

Per gross.
Knox's No. 1 sparkling..... \$15 00
Per doz.
" " 6 doz., at..... \$ 1 30z.
" " No. 3 acidulated, at..... \$ 1 50

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 85
Other jams..... \$1 55 1 90
Red currant jelly..... 2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate..... per lb. 0 06
7, 14 and 30-lb. wood pails,..... 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails,..... per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case..... per doz. 1 50
5 and 7-lb. tin pails..... per lb. 0 09
7, 14 and 30-lb. wood pails..... 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 2 00
Licorice lozenges, 5-lb. glass jars..... 1 75
" 20 5-lb. cans..... 1 50
"Purity" licorice 10 sticks..... 1 45
" 100 sticks..... 0 73
Dulce large cent sticks, 100 in box.....

Lye (Concentrated).

GILLET'S PERFUMED.

Per case.
1 case of 4 doz..... \$3 60
3 cases..... 3 50
5 cases or more..... 3 40

Matches.

UNITED FACTORIES, LIMITED.

Per case.
Surelight (Parlor)..... \$3 50
Flashlight (Parlor)..... 5 75
Kodak (Sulphur)..... 3 80

Mince Meat.

Wetley's condensed, per gross net..... \$12 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... per doz. \$1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00

Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... 0 25
F. D., 1/2-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

HENRI JONAS & CO.

Per gross.
Pony size..... \$7 50
Imperial, medium..... 9 00
Imperial, large..... 12 00
Tumblers..... 12 00
Mugs..... 13 20
Pint jars..... 18 00
Quart jars..... 4

E. D. MARCEAU, Montreal.

"Condor," 12 lb. boxes—
1-lb. tins..... per lb. \$0
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

Olive Oil.

Per case
Barton & Guestier's quarts..... \$ 8 00
pints..... \$ 8 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass..... \$1 50
quart gem jars..... 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case..... per doz. \$0 95
Home-made, in 1-lb. glass jars..... 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2 1/2 doz. case..... per doz. \$1 00
16-oz. glass jars, 2 doz. case..... 1 50
Quart gems, 1 doz. case..... 3 35
In 5-lb. tins..... per lb. 09

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.
Cement stoppers (pints)..... per doz. \$ 2 30
Corked..... 1 90

Sauces.

BRAND & CO.

Worcester..... \$1 85
Tomato catsup..... 2 60
Mayfair relish..... 2 60
Indian chutney..... 1 75
Mango..... 2 25
A 1..... 1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1/2-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 pkgs. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.

Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.

Per case.
No. 1, cases, 60 1-lb. packages..... \$2 75
No. 2, " 120 1/2-lb. "..... 2 75
No. 3, " 30 1-lb. "..... 2 75
" 60 1/2-lb. "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs. } Per case
" " 10 oz., cases, 96 pkgs. } case
" " 16 oz., cases, 60 pkgs. } \$2 75

Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.

Maypole soap, colors..... per gross \$10 20
" black..... 15 30
Oriole soap..... 10 20
Gloriola soap..... 12 00
Straw hat polish..... 10 20

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No. 750, \$8.50.

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No. 21, \$2.50

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No. 2 1/2, \$4.75

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They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

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Pickles, Sauces, Jams and Preserved Provisions.

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