

**PAGES
MISSING**

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FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

**SELL
ONLY
THE
BEST**

These substantiate our claim
that : : : : :

**Colman's
Mustard**

In Competition with the World
we have received the

**Highest Awards
Made . . .**

IS THE BEST IN THE WORLD

The Advent of "MALTA"

The biscuit which is the ideal for afternoon teas, was characterized by such signal success that the demand soon exceeded the supply. With increased facilities we are now able to promptly fill orders for this excellent fancy biscuit. Send us a trial order, and then get your lady customers to give you a trial order. It will pay you and please them.

CHRISTIE, BROWN & CO., Limited,
TORONTO and MONTREAL.

THE DOMINION MOLASSES CO. LIMITED.



HALIFAX, N.S.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



No. 21
100 Candle Power.

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE
FININGS
used in its
manufacture.
WARRANTED
under the
FOOD AND DRUGS
ACTS.
A SURE
TRADE
WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR. LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA:

W. G. PATRICK & CO., MONTREAL, 1682 NOTRE DAME ST., TORONTO

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.

WHAT ABOUT
THE "FISH" IDEA?

HOW ARE YOU
PROGRESSING WITH IT?

ARE YOUR CUSTOMERS
EATING MORE FISH
AND LESS MEAT?

IS THE SALE INCREASING
FOR **"Halifax," "Acadia,"**
AND **"Bluenose" Codfish.**

IF THE ANSWERS ARE IN THE AFFIRMA-
TIVE, WELL AND GOOD. IF NOT, DO YOU
REALIZE THAT AN OPPORTUNITY TO GET
NEW TRADE AND MAKE MORE MONEY
IS SLIPPING PAST?

BLACK BROS. & CO.
LIMITED.
HALIFAX, N.S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario,
Board of Trade Building, MONTREAL.

GOOD COFFEE.

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

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

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

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

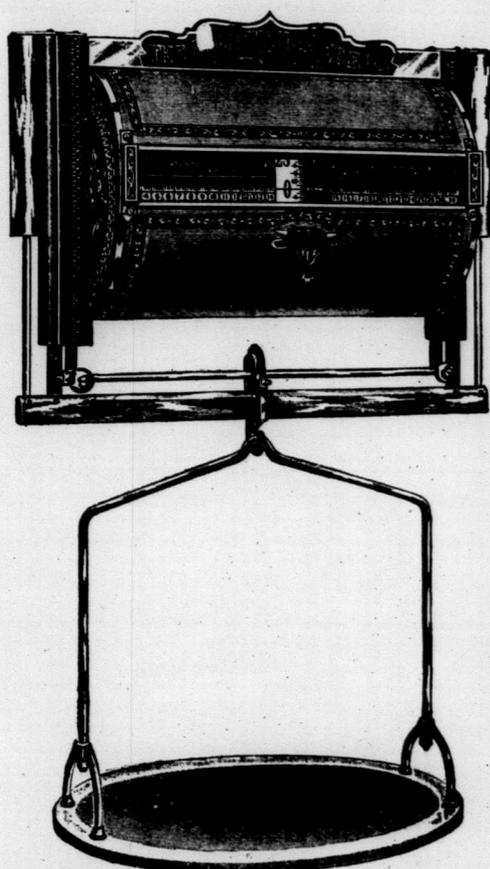
"Wee McGregor's" Breakfast Food

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

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

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

A MONEY SAVER.



SOON PAYS FOR ITSELF.

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

GROGERS' NOVELTY.



THE
Ingersoll
American Watches.

RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, NEW YORK, U.S.A.

-Japan Teas

require no booming,
they speak for
themselves.

There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas

so desirable, so satisfactory and so profitable to
handle as

JAPAN TEAS.

How is Your Coffee Trade ?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

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

Toronto Branch, 29 CHURCH ST.

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.

Any
Grocer

or any user
of

Imperial Brand Maple Syrup

will set your mind at rest on the ques-
tion of Imperial Brand goodness if you
take the trouble to ask them.

ROSE & LAFLAMME,
Agents, MONTREAL.



DON'T
LOSE
MONEY

You
surely
will if
you fail

to handle paying, reliable
goods like

Paterson's Worcester Sauce

ROSE & LAFLAMME, Agents, Montreal.

Particularly Good Value

is to be had in Ceylon Teas at the present prices.

Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds,

Ceylon Tea

makes a beverage peculiarly suited to the taste of the average Canadian. For this reason Ceylon Tea has practically the field to itself from Halifax to Vancouver.

The grocer who goes in for Ceylons is on the right track, at any time, but particularly so now, considering the excellent values prevailing.

It will make you rich.

Ceylon Tea, Black and Green.

It will make you friends.

Ceylon Tea, Black and Green.

CENTRAL
Business College.
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue
W. J. E. LIOTT, Principal.

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.

**They Cost Less
Than Nothing**

Literally, ALLISON
COUPON BOOKS cost
less than nothing. By
using them a mistake is
impossible, thus saving
many times what we
charge for them.
Hence, by absolutely
saving a great deal
more than you pay for
them, they not only cost
less than nothing, but
you receive a great, big
premium with every
book you buy.



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.

A FIGHT.

The old and the new way of preparing
Canned Tomatoes meant a struggle, a
fight. "The Burlington Way" removes
skin, seeds and fibre. Tomato pulp re-
mains. Three times the density of com-
mon canning. Excellent for soup. Costs
no more. Sell it.

\$1.00 doz. f.o.b. Burlington,
any quantity.

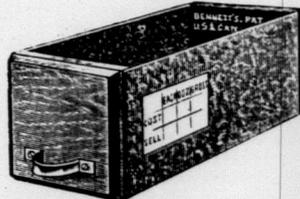
The Burlington Canning Co.
Limited
BURLINGTON, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets
for Hardware, Grocery, Seed and
Drug Trades, etc.

Owing to
the steady
and rapid
growth of
our business
new quar-
ters were
needed.



Address all communications to our New Factory:

Pickering, Ontario

Every Housewife...



knows the advantages of
a good broom. It's the
foundation of a clean
home. We want you to
know our brooms. They
are good brooms. Drop
us a line and our traveller
will call.

The
**Waterloo
Broom and
Brush
Co.,**

WATERLOO,
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 advertise-
ment. When replies come in our care 5
cents additional must be included for for-
warding same. Many large business deals
have been brought about through adver-
tisements of 20 or 30 words. Clerks can be
secured, articles sold and exchanged, at
small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use... **FOSTER'S POTS?**

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

REFRIGERATORS.



Fit up your store with
a Eureka Refrigera-
tor and you will have
a refrigerator that
will dry wet matches.

Write for our cata-
logue, guarantee test
and testimonials
which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.

CHATHAM, ONT.

Everything you handle takes
time, but paper that tears
too easily takes too much
time. Our

Wrapping Papers

are strong, durable, reliable
papers, that give splendid
service.

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills Que.

Messrs. Grimble & Co.
LIMITED

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

VINEGARS

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

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

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

**Sterling
Brand
Pickles**

They head the list of fine grade pickles. Grocers have the satisfaction of recommending an article that is sure to please the customer when they use these pickles. The whole scheme of success in the grocery business means selling good articles to the best trade.

top the list.

PUT UP IN AN ATTRACTIVE FORM.

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

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

Pure,

Delicious,

Best.

are the **THREE TERMS** that correctly describe

STRETTON'S

(PRIZE MEDAL)

**Worcestershire
SAUCE**



HIGHEST AWARD, LONDON, 1893.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

None Too Good.

The best is none too good for your customers. It pays you to only put out the finest goods. The best sugar in the world is

ST. LAWRENCE EXTRA GRANULATED

That's a strong statement to make. But it is correct and is easy of proof.

The St. Lawrence Sugar Refining Co.,
Limited,

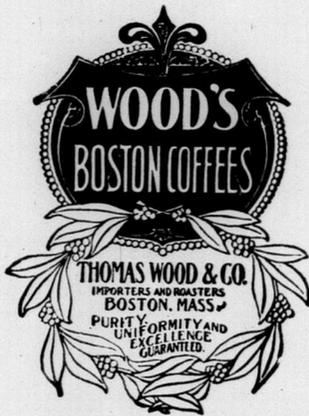
MONTREAL.

TEAS — That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.
Branch CANADA GROCERS LIMITED.

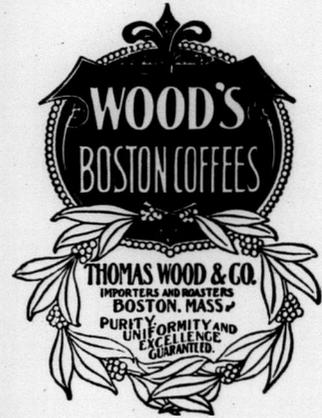
Esteem and Confidence.



If esteem is founded on discrimination, as has been well said, why not confidence also?

To discrimination is due the selection of the scores of different brands of our goods, and a steady increasing annual trade has followed this practice during the 25 years of our business experience.

It is by the faithful exercise of intelligent discrimination that WOOD'S COFFEES have won the confidence of the Grocers of the land.



Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

Keep your  on



"BLUEOL" COMPETITION!

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

J. M. DOUGLAS & CO.,
Manufacturers, MONTREAL.

Established 1857

TARTAN BRAND

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

Ask your grocer for Tartan Brand.

Guaranteed by 

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**



EASTERN MANUFACTURED GOODS AND THE GREAT WEST



— SOME VIEWS OF WESTERN MERCHANTS —

“As you are already aware, the recent visit of the Canadian Manufacturers' Association to the West was partly with a view of studying the trade situation. Since their return you have no doubt noticed in our papers that a number of them have been giving their impressions of the Great West.

“It would be now interesting to know what in the opinion of yourself and other business men of the West can be done in order that the manufacturers and others in the East may secure the business that now goes to manufacturers in the United States.”

THE above is a copy of a letter sent by The Canadian Grocer to a number of merchants in Manitoba and the Territories. Several replies have been received, and those which are herewith printed should prove interesting to business men who are interested in the trade possibilities of the great West.

S. K. Colquhoun, of Montgomery & Colquhoun, Delorain, Man.

In response to your letter re the sale of United States goods in Canada and how the business may be secured by Canadian manufacturers, we beg to subjoin the following, which, in our opinion, after 16 years' business in Manitoba, dealing directly with the farmer, are some of the reasons why the foreign manufacturer finds a market for his goods in Western Canada. The question of how we are to prevent the people buying such goods we will touch later on. I think it will be readily conceded that an individual or community will not continue to buy goods from any place or person, giving such goods a preference, unless the goods in question have merit, either in less outlay of money, or superiority in the construction or texture of the articles.

In the village in which I do business, which may be taken as an average Manitoba town, marketing about one million bushels of wheat annually, I find that the principal articles imported from the United States are binders, wagons, ploughs, threshing machines and stoves. After careful investigation I find that the American binder is sold for \$15 more here than is the Canadian, the American farm wagon for \$10 more than the Canadian wagon, dealers having both kinds in their warehouses. And they state that they sell two American for every one Canadian wagon, and at a higher price. One naturally asks why? To any man of experience, the reason must be found in the fact that the people believe they are getting a better article. This is the unanimous opinion of the people, else they would not continue to buy an increasing amount of merchandise, at a higher price, did it not pay them to do so.

How, then, are the Canadian manufacturers to retain our markets? By making better goods. We prefer to buy the home product. In the first place let them copy, if necessary, from people who have been making agricultural machinery for a prairie country before we knew anything about prairie. Secondly, let them reduce their

profits to the minimum, to compete with these people, they, we think, should be able to compete with the preference they have over the American manufacturer. If they cannot get the trade in this way they could by a high tariff. The question to be solved is, is it worth while shutting out these goods that the people evidently want to level up our manufacturing interests. This the people have to decide.

We may say, we, the retail merchants, would like to have the Legislature of Manitoba protect us by shutting out by a tariff Eastern goods shipped in by Eastern retailers. But we do not think the people would stand it. Nor do we think it would be in the best interest of all the people, any more than would it be to shut out all foreign made goods in manufactured articles.

Did the Canadian to-day make as good an article he would have his market. I again point out, it is not a question of price, but of quality. Some reason must be assigned. This is the obvious one.

In my store I sell German goods, British goods, Swiss goods, and American goods. My patrons demand the selection. Each country can do some things better than another and natural laws govern trade as everything else.

Maybe Canada has not yet learned all about manufacturing. Let us hope she may become increasingly efficient and enjoy more and more of the trade which should belong to her.

H. R. Foulger & Co., Lacombe, Alberta.

The manufacturers of the States have hitherto secured an equal share, at least, of the business of the West, in the lines in which they had a chance to compete, because, in some cases, they had better goods, and have still, though not to the same extent, and because they were aggressive from the start and advertised more extensively, but mainly because of the inability of the Canadian manufacturers to handle the business, lacking, as they did, the capital, plant, push and men. Eastern manufacturers have had all they could do to fill our orders.

What would have been the state of matters were no goods admitted from the States, and orders to Eastern manufacturers were increased by one hundred per cent.? The progress of the West would have been delayed, which would probably have raised the question if the West was any good after all, instead of being as

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




IN TINS

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

it is, the assured factor that gives the whole Dominion its magnificent potentiality.

The imports of manufactures from the States have been our blessing and salvation, and without them we might have had crops which we could neither harvest nor market.

But with increased railway facilities, and the confidence of capital and men of the East, we shall become less dependent on our neighbors, and may without injury, but rather profit to ourselves, adopt a policy that will eliminate foreign competition.

But it must not be forgotten that we want good goods, better than we are even yet getting from the East, and that our manufacturers must have adequate capital to push their business against all comers, and have confidence in their country. Our best farm wagons to-day come from the United States, and they command a 20 per cent. higher price than the Canadian article. Other instances could be given. And until our manufacturers realise the fact that we want the best goods at right prices we cannot ask a co-operating policy on the part of our statesmen, to oust our genial neighbor from the market.

Fowler, Murdoff & Breen, Wetaskiwin, Alta.

We buy very little from United States. We do buy some goods from American manufacturers because we find certain lines are better made than we can obtain from Canadian houses. We think that if the Canadian manufacturers' Association would appoint a commission to study American methods of manufacture and styles that some practical results might follow.

It is difficult for a manufacturing constituency of 6,000,000 to compete against a constituency of 80,000,000 people. We think Canadian manufacturers must study every detail of manufacturing so that goods can be produced at lowest cost, highest quality and lowest price would be formidable weapons with which to meet United States competition.

We have not given much consideration to this matter for, as we have said, our purchases are almost entirely from Canadian dealers.

We trust the results of your enquiries may lead to an increase of inter-Dominion trade and that more and more may Canada be for Canadians.

Frank Whelpley, Sinclair, Man.

In the country districts the great need is better transportation and lower rates, and I believe it is necessary for

the Eastern houses to cover the ground much more frequently and establish themselves in Winnipeg, which will be the great distributing centre.

They should get better acquainted with this Western country. There is a vast field for business and they must push for commercial success here as well as in the East. All through the wheat belt trade is different from what it is down there, and you must be more or less on the ground to study conditions.

I take it that on equal terms and prompt delivery every merchant would buy Canadian goods. When the Eastern manufacturer realizes what is west of Ontario he will hustle. The Americans have and are making fortunes out of our land while Canadian Capital earns from 4 to 6 per cent. in the East.

My opinion is: Cover the ground as often; sell on equal terms; and Canada for the Canadians will close the bargain every time.

The W. J. Binning Co., Calgary, Alta.

We are not in a position to give any opinion of value on the question asked, but there is one thing that I think the wholesale people in the East should do, and that is to give the Western people an extra 30 days on shipments. The goods are all bought on just the same terms as Eastern merchants and they get their goods in from two to five days, while we get ours in from three to five weeks from the time of shipment. Often goods are purchased 5 per cent. 30 days and the draft is here long before the goods.

The Regina Trading Co., Limited, Regina, N.W.T.

In reply to your letter asking our opinion on what "can be done in order that the manufacturers in the East may secure the business that now goes to manufactures in the United States," we beg to say that in our opinion the quickest and best way to secure that trade is by establishing a distributing station at some point in the West.

This country is rapidly developing, and along with that development is a demand for a better class of goods, than has been used by the pioneers, larger stocks and quicker service. The large Canadian implement firms have recognized this, and are following close on the Americans in the establishment of large Warehouses with complete stocks.

There is not as much sentiment about business in the West as in the East, but on an equal basis, both merchants and farmers will give the Canadian manufacturers the preference.

Some of our **LENTEN SEASON** arrivals :

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

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

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

Mermaid Kipped Herring in Cartoons.

Marshall's Herrings in Shrimp and Anchovy Sauce.

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

JUDGE FOR YOURSELF

and you will find that for a **CONDENSED MILK** to take the place of fresh milk

Reindeer Brand



can be absolutely relied on.

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

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



James Turner & Co.

Branch Canada Grocers, Limited.

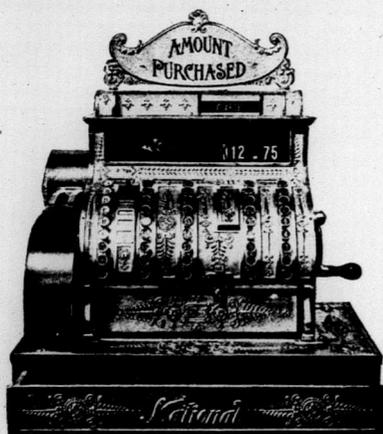
 **HAMILTON, ONT.**

you will always be on the "right side of the line" if you sell

Chase & Sanborn's flavory, high-grade COFFEES.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.



The Best Are the Cheapest

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

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

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

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

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

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

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

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

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

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

Name _____

Address _____

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

Baker & Skelding, MacLeod, Alta.

In as far as implements go we find the farmers here prefer the American manufactured article for the reason that they build their goods to suit this Western trade, while the Canadian manufacturers have not as yet grasped this most important fact in all products of their goods. Some goods that are suited for this trade and are being pushed by the dealers, are as soon as they are well distributed, raised in price until they cost as much as the American implements to which they are inferior by means of poorer material. For instance a Canadian ploughshare manufactured from Canadian steel is much softer and will not wear more than half as long as one of American manufacture. And yet the dealers are charged as much for the Canadian inferior steel as they pay for the better article, duty added.

It is our wish to sell Canadian goods but the interests of our customers compel us to handle American goods until the Canadian manufacturers get a better grasp of this trade.

Merrick, Anderson & Co., Winnipeg.

As a rule we find the American manufacturers pay more attention to the finish of their goods; also appear to be in closer touch with their customers as to patterns and styles most suitable for the different localities.

After all, however, the great question is one of price, and if past experiences of business depression in Presidential years is confirmed the coming season, it will be necessary, especially on some lines of stoves, to reduce present prices. The question, however, can hardly be answered in general terms, as each line presents special problems of its own.

Smith & Burton, Brandon, Manitoba.

We do not have occasion to use many American goods in our business, but we believe the Canadian manufacturers would do well to keep in view the fact that generally speaking people in the West want the best quality of goods and prompt and careful attention to shipments.

The freight on a poor article is as much as on a good one and people here have not the same facilities for replacing an unsatisfactory article as they have in the East. Even with prompt shipment it is a month from the time an order is sent until the goods are here and anything that can be done to ensure prompt delivery and proper freight charges will be appreciated by Western customers.

Babb & Kirkland, Portage la Prairie, Man.

Replying to your circular letter re the securing of our Western business to the Eastern manufacturers:

1st. In some instances the Eastern manufacturers should reduce prices in order to combat American competition.

2nd. In other cases, better class, and quality of goods should be manufactured to supply the home market, and thus avoid the necessity of the retailer importing.

3rd. In cases where the tariff is really too low, and bears hardly on the Canadian manufacturer, making it impossible for him to meet foreign competition, let the tariff be adjusted so as to afford reasonable protection.

4th. Again in particular cases it might be found workable to make the tariff retaliatory.

5th. Adjust the tariff from time to time to meet new conditions.

Curry Bros., Innisfail, N.W.T.

Induce the Government to regulate the tariff, and the manufacturers to supply equally as good articles at the same prices.

H. S. Price, Boissevain, Man.

I would certainly like to see Canadian manufacturers get a big share of the Western trade, but some of them will have to do different, or they will lose the trade they now hold. I know for a fact that the retailers would strongly indorse placing some lines on the free list, as the goods I have in view are only fit for a Jew trade.

The greatest trouble has been in getting goods of all lines, then again, had it not been for United States goods this past season we would have been in a deplorable state, as our own makers advanced prices to such an extent, that we are making a far better profit by buying United States lines.

If the manufacturers will carry the stocks and not bull the market when they have the chance, I think they can more than hold their own.

PROFIT IN MUNICIPAL STORE.

The first semi-annual report of the manager of the municipal grocery store operated by the City of Keno (ha, Wisconsin, for the support of her dependants, was filed this afternoon and shows the city has received a profit of more than \$2000. The report shows that during the six months ten families, with a total of forty-three persons, have received all their food supplies from the store, and for these supplies the city is charged with \$148. The expenditure for the same purpose during the last year before the opening of the store was \$2,412. The store is the first thing of the kind ever known in Wisconsin and is under the direction of Alderman Peter Jacobs.

MUST SHIP IN BRITISH BOTTOMS.

UNLESS some agreement is entered into between the United States and Canada, the practice of carrying Canadian goods in bond to ports in the provinces without regard to the carrying vessel, must come to an end, and a lucrative business of American railroads and American steamships running from Boston will be shut off. This has been established by the recent enforcement by the collector at St. John, N. B., of the Canadian regulation that goods passing to Canada from the United States shall be transported in British registered vessels.

The case at hand was that of a consignment of stoves from London, Ont., to St. John, by way of Boston, the water transportation being by the Eastern Steamship company, whose steamers carry the American flag.

Secretary of United States Treasury Shaw has been asked to make some agreement with Canada whereby the non-enforcement of the regulation may be brought about.

In regard to the above, Col. Gattshore, manager of the McClary Mfg. Company, stated to a representative of the London Advertiser that the shipment of goods which had brought up the interesting point had been made via the Michigan Central Railroad. Some months ago the C. P. R. had increased its freight rates on goods from London to St. John, N. B., 50 per cent., and the McClary Company, of course, looked to other roads for a cheaper rate.

The Michigan Central agreed to carry the goods through to Boston, all rail, and then trans-ship them per steamer to St. John. At the latter place the collector of customs held that under the law such goods carried in bond through the United States, could not enter Canada unless carried in British bottoms. At the time the shipment was made the McClary Company was not aware of this point in the customs regulation.

The present trouble has been settled and the goods shipped from London have reached St. John all right, but all such shipments from Canada in future must be made in British bottoms from Boston to St. John or from any other point in the United States to Canada.

ADVERTISING CANADA.

An ingenious method of advertising Canada is being eagerly adopted by many grocers and other small traders throughout England. Their wrappers for goods now bear an excellent picture of Canada's arch of the coronation year, with a pithy description of its evidences of Canada's resources.

FISH

FISH

FISH

Ask our travellers about Fish. They will talk to you. Prices right. Here are some of the lines we offer :

Boneless Fish, boxes, 25-lbs. Quail on Toast, boxes, 24 1-lb. blocks
Pure Cod, boxes, 24-1b. blocks Shredded Cod, cases, 24 1-lb. pkgs.
Labrador Herring, bbls. and half-bbls., etc., etc., etc.

PROMPT SHIPMENT GUARANTEED.

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

In This Cold Weather

Cheese is a favorite diet.

MacLaren's Imperial

is a perfect food.

It is delicious in taste, strengthening in quality and uniform in excellence. Your customers know it by experience and will be pleased to have you recommend it to them. An opal jar in their minds means MacLaren's Imperial, and means therefore perfect satisfaction, because they have found it always the same.

Give Your Customers the Best.

You know, and they know, that an absolute guarantee of excellence is behind

MacLAREN'S IMPERIAL CHEESE.

A. F. MACLAREN IMPERIAL CHEESE Co., Limited.
Manufacturers and Agents.
Toronto, Ont.



Business Changes

ONTARIO.

THE assets of G. M. Wilkinson & Son, grocers, Kingston, are advertised to be sold by tender.

P. Cameron, general merchant, Dutton, is dead.

O. L. Lee, fish dealer, Morpeth, has sold out to J. O'Brien.

D. P. J. Tobin, general merchant, Lancashire, has assigned to J. A. McLean.

G. Hutchison & Co., general merchants, Collingwood, have sold out to J. H. Hamilton.

J. W. Hunt, general merchant, Dorchester Station, has sold out to McDonald & Beedle.

C. A. Farmer, grocer and confectioner, Perth, has been succeeded in business by N. E. Dodds.

R. Flanagan, grocer and confectioner, Newmarket, has assigned to T. H. Lennox; meeting of creditors advertised for 9th inst.

QUEBEC.

J. Harper, pork packer, Montreal, has registered.

Jos. Bedard & Cie., grocers, St. Tite, have registered.

Wm. Riopel & Co., grocers, Montreal, have registered.

W. D. Riopel, grocer, Montreal, has gone out of business.

The Federal Stock and Grain Co., Montreal, have registered.

H. Lamouche, grocer, Montreal, has assigned to Chartrand & Turgeon.

Heroux & Rivard, grocers, Grand Mere, have dissolved partnership.

V. Paquin, grocer and liquor dealer, Montreal, has registered.

THE CANADIAN GROCER

W. McWilliam & Son, confectioners, Quebec, have registered.

Jas. Beaulieu & Co., provision dealers, Montreal, have registered.

Abraham Prince & Co., general merchants, Iberville, have registered.

J. D. Hamel, grocer, Three Rivers, has compromised at 20c. on the dollar.

A. Swindlehurst has been appointed curator to L. Louis, grocer, Montreal.

A. Lalonde, proprietor of butter factory, Ste. Placide, has sold out to E. Legault.

L. Carriveau, general merchant, St.

Anne de Beaupre, has assigned to V. E. Paradis.

The assets of A.S. Beaune, grocer, Huntingdon, were advertised to be sold 9th inst.

A meeting of creditors of N. Tremblay, general merchant, St. Irene, in announced.

Demand for the assignment of A. Demers, grocer, Montreal (St. Henry), has been made.

A. Desmarais & Cie., grocers, dry goods and liquor merchants, Vercheres, have registered.

A meeting of creditors of C. Brault, general merchant, La Macaza, was advertised for 9th inst.

The assets of A. G. McBeau & Co., hay and grain exporters, Montreal, are advertised to be sold 16th inst.

T. Fournier, general merchant, Cedar Hall, has assigned, and V. E. Paradis been appointed provisional guardian.

The stock of the Central Cigar Store, Montreal has been damaged by fire and water; loss partially covered by insurance.

Girard & Dubois, general merchants, St. Chrysostome, have dissolved partnership. O. Dubois continues in business.

J. A. Renaul, general merchant, St. Ephrem De Tring, has assigned, and V. E. Paradis been appointed provisional guardian.

The stock of S. Hyman, cigar and tobacco dealer, Montreal, has been damaged by smoke and water; loss covered by insurance.

Picher & Poquet, dealers in dairy supplies, Quebec, have dissolved partnership. The business will be continued by E. Picher in his own name.

The premises of J. Cosgrove, McCallum & Lauaise and J. Thompson, general merchants respectively, all of Buckingham, have been destroyed by fire. Loss partially covered by insurance.

NEW BRUNSWICK.

J. W. Brewster, grocer, Moncton, is dead.

NOVA SCOTIA.

A. B. Atkinson, general merchant, Minudie, has made an assignment.

MANITOBA AND N.W.T.

A. J. Patterson, flour and feed dealers, Pilot Mound, have sold out.

P. Anderson, general merchant, Stirling, has assigned to R. S. James.

The Alberta Cigar Co., cigar manufacturers, Calgary, have been incorporated.

Berry & Greenwood, general merchants, Douglas have advertised their business for sale.

Riddell Bros., general merchants, Me-

Creary, have been succeeded in business by P. Riddell.

W. G. McLaren, general merchant, Souris, has sold their Elgin branch to R. E. Sadler.

The stock of the estate of T. E. McGirr, general merchant, Morden, was advertised for sale on 8th inst.

Carruthers Bros., general merchants, Creelman, have advertised their general stock for sale, but continue in the hardware business.

BRITISH COLUMBIA.

C. Lewis, Sr., confectioner, etc., Vancouver, has been succeeded in business by P. Webster.

Prompt

SHIPMENT

assured.

WRITE, WIRE

OR PHONE

at our expense.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.



No lunch is complete
without

**Upton's
Orange
Marmalade**

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

BRITISH IMPORTS OF BUTTER AND CHEESE, 1904.

(From The London Times.)

FOR the fifth year in succession the aggregate imports of butter, margarine and cheese into the United Kingdom have undergone an increase both in quantity and in value. In 1903 their total weight amounted to 7,638,091 cwt., and their total value to £30,169,365, this being the first occasion on which their value has exceeded the huge sum of 30 millions sterling. Comparing the figures of 1903 with those for 1898, we find that in the brief space of five years the aggregate imports have increased by 1,188,871 cwt. in quantity and by £6,852,956 in value. It appears, therefore, that during the last five years their value has been increasing at the average rate of £1,370,491 per annum, and there is no evidence to indicate that this rapid expansion has reached its limit.

Save for the slight check in 1898, the expansion in the aggregate totals has been continuous since 1895. In the case of butter, though there were small decreases in the quantities in 1898 and 1900, there has been an uninterrupted advance in values from £14,245,230 in 1895 to £20,798,706 in 1903, or an increase of upwards of 6½ millions sterling in eight years. The following table has been constructed in order to show the quantities and values of the butter we have received from the chief exporting countries in each of the last four years:

From	1900. Cwt.	1901. Cwt.	1902. Cwt.	1903. Cwt.
Denmark	1,486,342	1,597,186	1,703,032	1,771,654
Russia	209,738	378,452	490,091	484,328
France	322,048	311,601	414,240	454,088
Australasia	511,535	413,134	238,153	369,213
Holland	282,805	298,912	393,261	343,725
Sweden	196,041	180,212	191,591	212,232
Canada	138,313	215,588	285,765	185,464
U. S. A.	56,046	150,126	54,458	42,405
Germany	36,042	26,983	26,375	12,506
Other countries	139,606	130,696	177,967	185,069
Total	3,378,516	3,702,890	3,974,933	4,060,684
	Per Cent.	Per Cent.	Per Cent.	Per Cent.
Denmark	44.0	43.1	42.8	43.5
Russia	6.2	10.2	12.3	11.8
France	9.5	8.4	10.4	11.1
Australasia	15.1	11.2	6.0	9.1
Holland	8.4	8.1	9.9	8.5
Sweden	5.8	4.9	4.8	5.2
Canada	4.1	5.8	7.2	4.6
U. S. A.	1.6	4.1	1.4	1.4
Germany	1.1	0.7	0.7	0.3
Other countries	4.2	3.5	4.5	4.5
Total	100.0	100.0	100.0	100.0

Russia did not in 1903 quite repeat her exports of the preceding year, but the fact that she maintains the second place on the list is sufficiently significant when it is recalled that before the year 1900 Russia was not specifically enumerated.

Besides our disbursements to Denmark for imported butter in 1903, we paid £2,351,401 to France, £2,190,560 to

act composition of the Russian article.

Canada's Lead in Cheese.

Of our supplies of cheese from beyond the seas more than two-thirds come from Canada alone. Last year the Dominion shipped to us 1,848,152 cwt., representing 68.6 per cent. of our entire receipts. This, we believe, constitutes "a record." In any case it is a recompense to our Canadian brethren for their efforts to send us a genuine unsophisticated article of the Cheddar type. At

Annual Imports of Cheese into the United Kingdom, 1900 to 1903.

From	1900. Cwt.	1901. Cwt.	1902. Cwt.	1903. Cwt.
Canada	1,511,872	1,547,739	1,709,565	1,848,152
U. S. A.	680,583	540,102	390,479	360,916
Holland	327,382	315,923	284,020	302,362
Australasia	81,003	79,243	51,882	56,339
France	35,110	26,833	36,801	35,991
Other countries	69,928	76,997	73,465	90,454
Total	2,705,878	2,586,837	2,546,212	2,694,214
	Per Cent.	Per Cent.	Per Cent.	Per Cent.
Canada	55.8	59.8	67.2	68.6
U. S. A.	25.1	20.9	15.3	13.4
Holland	12.0	12.3	11.2	11.2
Australasia	3.2	3.1	2.0	2.1
France	1.3	1.0	1.4	1.3
Other countries	2.6	2.9	2.9	3.4
Total	100.0	100.0	100.0	100.0

Russia, £1,718,692 to Holland, £1,245,022 to New Zealand, £1,108,980 to Sweden, £866,249 to Canada, £572,522 to Australasia, £190,678 to the United States, £65,165 to Germany, and £916,998 to "other countries." Average values per cwt. work out at about 108s. for Denmark, 102s. for France, 100s. for New Zealand, and 90s. for Russia. It would be interesting to know the ex-

one time this trade was mostly in the hands of the United States, but they lost it through the endeavor to foist upon us an abomination in the form of "filled" cheese—that is, cheese made from milk from which the natural fat had been removed and replaced by a cheaper and inferior fat. The authorities in the United States acted wisely in putting an end to this suicidal practice, but the fact remains that for every ton of cheese we get from the United States we now receive five tons from Canada. Our imports from Holland experienced a little revival last year, whilst those from France underwent a very slight decline. Australasia continues to be an uncertain factor; and, indeed, the whole of the 1903 import from that source was supplied exclusively by New Zealand. The total of £7,054,305 which we expended upon imported cheese last year comprised £4,823,090 to Canada, £953,215 to the United States, £706,463 to Holland, £168,071 to New Zealand, £113,495 to France, and £289,971 to "other countries." Subjoined are details of our imports for the last four years.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

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

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1 1/2's, 2's and 2 1/2'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 1/2'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, 1/2's and 1/4's.
Chipped Dried Beef, sizes, 1's and 1/2'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, 1/2's, 4 doz. to case.
Vienna Sausage, size, 1/2'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 Our English

Brawn

Small
Medium
Large
Pickled, Smoked
or Cooked.

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

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

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

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

Matthews' Rose Brand Boiled Ham

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

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

The George Matthews Company, Limited.

Established 1868.

—absolute purity



is guaranteed
to your customers
in

**GILLETT'S
Cream Tartar**

Every time you make a sale of
Gillett's Cream Tartar you
please your customer and make
a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The situation is dull and quiet this week with values generally depressed. Dressed hogs are lower. It is complained that while dressed hogs were costing but 80 cents more last year, lard is now 2 cents and long clear 1 3-4 cents less than this time last year. The range in prices for beef is slightly lower than last week, notably in hind quarters, which are 25 cents less. The same applies to lamb. We quote:

Long clear bacon, per lb.	\$ 0 08	\$0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 12 1/2	0 13
Medium hams, per lb.	0 12	0 12 1/2
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Backs, per lb.	0 13	0 13 1/2
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 00	14 50
Lard, tierces, per lb.	0 07 1/2	0 07 3/4
" tubs	0 07 1/2	0 07 3/4
" pails	0 07 1/2	0 08
" compounds, per lb.	0 07 1/2	0 07 3/4
Dressed hogs, light weights, per 100 lb.	6 00	6 00
" heavy	5 75	6 00
Plate beef, per 200-lb. bbl.	10 50	10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—There is no change in prices to report this week. Creamery is meeting a fair enquiry with receipts fully equal to demand. Dairy is coming forward in ample quantities, with under grades in too large a proportion. There is accumulation of the latter. We quote:

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

Cheese—Nothing new has transpired in the cheese situation. There seems to be larger quantities in first hands than was once believed. There is a steady consumptive demand, however, which maintains prices at the present level. We quote:

	Per lb.
Cheese, large	0 10 1/2 0 10 3/4
" twins	0 11 0 11 1/4

Montreal.

The demand for provisions and hog products has been fair, and in most lines prices are steady and unchanged. Pure lard showed some weakness, and sold at 7 to 7 1-2c. Hams and bacon are moving briskly. The market for dressed hogs has been fairly active, though prices are 25c. per 100 lbs. below those of last week. Fresh killed abattoir dressed selling at \$7 to \$7.50, and country dressed at \$6.50 to \$7 per 100 lbs. Live hogs have been arriving in liberal supplies, and as a result the market declined somewhat. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	17 50	18 00
American fat back	18 00	18 00
Bacon, Wiltshire, per lb.	0 13	0 13 1/2
Extra plate beef, per bbl.	11 50	12 00
Lard "Boar's Head" brand, tierce basis	0 07 1/2	0 07 3/4
Carloads, less	0 00 1/2	0 00 1/2
20-lb. tin pails, tierce basis	0 00 1/2	0 00 1/2
Half bbls., over tierce	0 00 1/2	0 00 1/2
40-lb. tubs	0 00 1/2	0 00 1/2
20-lb. wood pails	0 00 1/2	0 00 1/2
10-lb. tins	0 00 1/2	0 00 1/2
5-lb. tins	0 00 1/2	0 00 1/2
3-lb. tins	0 00 1/2	0 00 1/2
Wood net, tin gross weight	0 01	0 01

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The demand continues active and selected Fall creamery has been quoted at 22c.; Winter made creamery, 20 to 21c. For dairy rolls, the demand is good at 16 1-2 to 17c. Quite a quantity of medium dairy in tubs is on the market at 14 to 15c. The butter authorities are speaking already of the effect of war between Japan and Russia on Canadian butter in the English market. It would certainly give Canadian butter a much more important place in the Old Country than it has heretofore occupied. Prices this week are as follows:

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

Cheese—The market is very quiet and there is little doing in a local way. There is still a good gap between holders here and English importers, and it has yet to be demonstrated which side will acknowledge defeat. There was nothing very definite on which to base a price, so we quote the range nominal at 10 1-2 to 11c., but it is understood that a leading concern has been picking up quite a few fair-sized lots held at points in Ontario, the terms of turnover being unknown.

St. John, N.B.

Provisions—In barreled pork the market is rather firmer. It has been very unsettled. Beef is dull and very little moving. Pure lard continues very low. Quite large stocks are held. Refined lard is held firm at about pure lard prices. Hams and bacon, while rather easier are held at quite full figures. In fresh meats, domestic beef is firmer and not so freely offered. Western is unchanged. Lambs are in light supply. Veal is becoming more plentiful and is rather easier. Pork, while so much below last year, seems firmer. Mutton is dull. We quote:

Mess pork, per bbl.	\$16 00	\$18 00
Clear pork	17 00	18 00
Plate beef	11 00	12 00
Mess beef	10 00	11 00
Domestic beef, per lb.	0 05	0 06
Western beef	0 07	0 08
Mutton	0 05 1/2	0 06
Veal	0 05	0 09
Lamb	0 07	0 08
Pork	0 06 1/2	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08	0 08 1/2
" pails	0 08 1/2	0 09

Butter—Supplies of average grade are quite large, prices unchanged. Some good Ontario butter is now being received at reasonable prices. We quote:

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

Eggs—Are about out of the market. Some Western stock is, however, about due. Prices high and fancy figures are offered for henery stock. We quote:

Eggs, henery	0 35	0 40
" case stock	0 30	0 32

Cheese—Is in light stock and prices are firm. We quote:

Cheese, per lb.	0 12 1/2 0 13
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London Provision Markets.

Thomas Nesbitt & Co., in their prices current of January 25th, write:

Weather colder and dull. Business far from active.

Butter—In fair demand at our quotations.

Bacon—Lean selections, quiet but steady. Fat in abundant supply and selling badly.

Hams—Irish slow. Canadian light weights in more request.

Lard—Trade slow at advanced rates for kegs, etc. Bladder sells but slowly.

Cheese—Market quiet for best Canadian, medium descriptions selling more freely. New Zealand in fair demand.

Eggs—Supplies short. Market firm but quiet.

Grocers, Push it!

Sell more of it.

The consumption of Macaroni can be greatly increased.

Suggest it.

Macaroni is a food.

We prepare a better article of Macaroni than the imported article, and we sell it cheaper. Ours is machine handled, and is therefore cleaner. Our Macaroni is very attractively put up.

SEND FOR SAMPLES AND PRICES.

When you send an order give your jobber's name.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA

Brooms Brushes Baskets

Butter Ware Butter Paper Butter Tubs

Wooden are Willow are

Walter Woods & Co.

Hamilton and Winnipeg.

Ph. Richard's Brandies

are the product by distillation of the famous Wines of Charentes, the wine that produces the best and genuine Cognac.

CONNOISSEURS OF COGNAC

unhesitatingly give the preference to

Ph. Richard's Brandies

We are agents for Canada of these justly celebrated Cognacs. Your best trade will be satisfied at all times with the brand

"Ph. Richard"

Write for Prices.

Laporte, Martin & Cie.

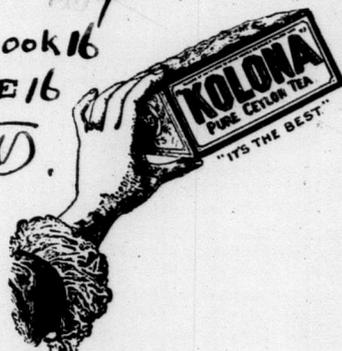
Wholesale Grocers, and Wine and Spirit Merchants,

Montreal.

CUT BOOK
PAGE 1

AW

COT Book 16
PAGE 16



**Cent for cent—
Value for value.**

“Kolona”

—PURE CEYLON TEA—

has the lead every time.

Its great popularity and large sale is not due to excessive advertising, but to honest value.

You will find that with your discriminating customers who appreciate PURITY and QUALITY, it will sell in preference to all others.

OUR GUARANTEE WITH EVERY PACKAGE.

**PACKED
IN
LEAD
PACKAGES
ONLY—**

½-lbs. and 1-lbs.

**BLACK,
GREEN
AND
MIXED—**

**25, 30, 40, 50, 60 and
80c. lb.**

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

HENRY WRIGHT IN MONTREAL.

HENRY WRIGHT, of the A. F. MacLaren Imperial Cheese Co., Limited, Toronto, was a visitor to Montreal last week and favored the office of The Canadian Grocer with a friendly call. Mr. Wright, who has lately returned from a business trip to his company's branches in Philadelphia, New York and Boston, stated that he was most thoroughly satisfied with the increase in last year's business. It takes a lot of business to satisfy Mr. Wright, consequently it may be assumed that a very large trade was done in 1903. The prospects for the current year are of the brightest, and with the rearrangement of some essential features of his firm's business and the active campaign laid out he anticipates a still further increase. "It has got to come," said Mr. Wright. "We are extending and developing our trade in every direction. Our plant and warehouse capacity has been enlarged, our advertising department put into thoroughly good shape and it will not be our fault if everybody that eats doesn't know of the excellent quality of our products. The system of

demonstrating MacLaren's Imperial Cheese and Canada Cream Cheese adopted by us last August in the United States has been an eye-opener even to myself, sanguine as I felt of the successful results of the innovation."

Mr. Wright is a thorough believer in printers' ink and from the inception of his business has never failed thoroughly and in striking manner to advertise the merits of his goods, or push his various agencies. "Constant dripping will wear away a stone," was the succinct way he expressed himself to the writer, "and constantly keeping our goods before the trade has worn away practically all opposition to a trial of our goods." Mr. Wright has never, as he states, missed a single issue of The Grocer since the day he started in business, "and what's more I never will," and it may be said that his firm's ads. are at all times pithy and striking.

Mr. Wright made his commercial headquarters during his stay in Montreal with Rose & Laflamme, commission and import agents, St. Paul street. Socially he was at home at the Windsor.

INSTALLED IN LARGER QUARTERS

The Canada Brokerage Company, of Toronto, have in deference to the increasing demands of their business, vacated their old premises at 18 Wellington street, east, and sought larger and more commodious quarters. These they found in the fine warehouses formerly occupied by Lumsden Bros., Front street east, opposite the offices of The Canadian Grocer. The new stand of the Canada Brokerage Co. is a particularly central and desirable one, spacious, well lighted and up-to-date in every particular.

BROKERAGE AND COMMISSION OFFICE.

Joshua A. Berry has opened a brokerage and commission merchant business office at 13 Scott street, Toronto. He will pay particular attention to food products. Mr. Berry has been in the agency business in New York for some time and he had, during the South African war, quite a little business in the exportation of Canadian canned goods to that part of the world. What he saw that time has induced him to take up his residence in Canada, as above stated.

TORONTO RETAIL GROCERS "AT HOME."

THE annual "At Home" of the Toronto Retail Grocers' Association, an event that has been looked forward to with a great deal of anticipation, particularly by the younger members of the fraternity, their wives, sisters and friends, came off at the Temple, Thursday evening of last week, with most gratifying success. Drawing near Lent, as it is the dancers seemed determined to make the most of fleeting time and the long programme consisting of sixteen numbers and four extras, was punctuated by many repetitions. The crowd which exceeded that at any previous function given by the association was amply accommodated on the splendid ball room in the Temple. The brilliant lights and decorations lent a gaily festive air which seemed to communicate itself not alone to the fair ladies, but even to veterans, grocers and travellers, who, despite the weight of years disported themselves with all the zest of the youngsters.

The "At Home" was formally opened by President F. W. Johnston at about 8.45. He concluded a few brief remarks by introducing Mr. J. C. Wright, a humorous singer, who was very entertaining. Miss Teresa Flanagan, a charming young vocalist, also contributed to the programme of the evening accompanied on the piano by Mr. E. Bowles.

In a comfortable corner in the corridors tables were available for cards and there gathered an interesting group of old cronies, who scorning the frivolities of the dance enjoyed the solace of a good cigar while an occasional shout of "Euchred," followed the hearty chorus of laughter proclaimed the nature of the game that absorbed their interests.

The refreshments were served by Lloyd in the spacious reception room adjoining the ball room. Tables were daintily spread and care was taken that only a limited number were admitted, this avoiding all crowding.

The travellers who never fail to attend the Grocers' "At Home" were there in full force, accompanied by their friends of the fair sex. Among the representatives of wholesale and manufacturing houses present were:

J. F. Smyth, United Factories; H. Howett, P. McIntosh & Son; R. J. McNichol, Blue Ribbon Tea Co.; R. Raymond, Lever Bros; Frank Brittain, Imperial Extract Co.; E. B. Nettelfield, G. J. Manning, C. E. Proctor, Dalton Bros.; J. W. Stokes, G. H. Rennie, T. Kinnear & Co.; H. W.

Thorpe, S. McGiffin, T. H. Smith, McWilliam & Everist; Ben. Cope, Gunns, Limited; Len Kemp, J. L. Bowes, J. A. McLean Produce Co.; Mr. Darrell, King, Darrell & Co.; J. Taylor, A. Montgomery, D. Casey, G. S. Grant, F. Maher, Eby, Blain & Co.; Chas. Shields, Fred Ramsey, Davidson & Hay; J. W. Saunders, Geo. Kent, Husband Bros.; Mr. Dawson, Dawson Commission Co.; Ted. Obie, Clemes Bros.; Chas. Kempton, Mr. Murphy, Rutherford & Marshall; S. S. Searle, Douglas & Radcliffe; S. Richardson, T. A. Lytle; J. P. Thompson, E. W. Gillette, W. K. Booth, H. Scully, Mr. Willbee, Canada Biscuit Co.; W. J. Kempthorne, W. H. Martin, Meakins & Sons; Mr. Parks, Todhunter, Mitchell & Co.; E. Hustwith, J. M. White, Fred Grigg, MacLaren's Imperial Cheese Co.; Jas. Mortimer, J. A. Norris, E. James, W. Martin, John Edmonds, Christie Brown Co.; H. E. Smith, D. Mortin & Son; R. Fee, R. Fee; H. E. Trent, Fleishmanns; Alex. Hutchinson, John Taylor; C. E. Ruperts, Taylor, Scott



F. W. Johnston, President Toronto Retail Grocers' Association.

& Co.; F. H. Smith, Smith & Carmichael; F. H. Crowley, Pure Gold Co.; F. W. Sloan; John Sloan & Co.; D. G. Beaton, Nicholson & Brock; R. Maxwell, Perkins, Ince & Co.; M. Muldrew, Lumsden Bros.; N. Y. Cootes, H. P. Eckardt & Co.; J. Weston Co.; H. Tomlin, H. Tomlin; M. Bredin, M. Bredin; F. T. James, F. T. James & Co.; F. E. Robson, Huyler & Co., N.Y.; W. S. May, R. W. Clarke & Co., Montreal; F. Rupert, Howland & Elliott; also representatives of F. W. Humphrey, Robertson Bros., M. Doyle, R. McIndoe, A. Campbell & Co., M. McLaughlin & Co., Salada Tea Co., Red Rose Tea Co., Robinson Mfg. Co., J. J. McLaughlin, Edwardsburg Starch Co., Pugsley, Dingman & Co.; Chas. Wilson; Limited; Warren Bros., Kilgour Bros., Natural Food Co., Gowans, Kent & Co.; Toronto Salt Works, Wilson, Lytle & Badgerow, and others.

The officers in charge of the "At Home" were:

President—F. W. Johnston.
Vice-President—H. Kelly.
Treasurer—J. T. Schoales.

Secretary—E. B. Nettelfield.
Stewards—J. Butcher, T. Clarke, R. B. Snow, B. Panter, F. Thorne, R. W. Davies, D. Bell, H. Kelly.

Notes.

Christie, Brown & Co., and Eby, Blain & Co. had each five representatives present.

It was the biggest crowd ever.

Secretary Nettelfield did his best to be every place at once throughout the evening.

The songs of Miss Flanagan and Mr. Wilson were well received.

The menu was all that could be desired and the service without fault.

A flashlight photo was taken during the evening by Bogart.

THE SALADA-BLUE RIBBON TEA CHALLENGE.

Editor Canadian Grocer: In your last week's issue there appeared an advertisement which was a repetition of a letter, signed by Messrs. G. F. & J. Galt, that appeared in your previous issue. Now sir, the same day this challenge appeared we telegraphed Messrs. Galt that we accepted their challenge, and had deposited our \$500 to cover Messrs. Galts' cheque. We accepted that challenge, and do again without any reservation whatsoever, and we put our money up to bind that of Messrs. Galt.

We at once appointed Mr. J. L. Watt to represent us. Mr. William Ince, Sr., having agreed to represent Messrs. Galt. Mr. Watt interviewed Mr. Ince, and they both agreed that Messrs. Clarkson & Cross would be satisfactory to both parties as accountants. Mr. Watt is eager to have the matter gone on with at once. Mr. Ince positively refuses to go on, as per his letter of the 3rd of February, printed on page 37 of this issue, and he says he "declines to be drawn into any correspondence in this matter." What are we to assume? What does conduct of this kind mean? A re-assertion of a challenge, and a positive refusal to proceed, or to allow us to proceed.

We give the parties concerned fair warning that, if necessary, we will take legal steps to compel them to proceed on the lines of their challenge, or to pay over \$500 towards the "Muskoka Sanitarium for Consumptives," and, in the meantime, warn you against returning Messrs. Galts' cheque now in your possession.

P. C. LARKIN & CO.

Toronto, Feb. 9, 1904.

EXPANSION.

That's what we are after. We are now in our new warehouse, **No. 9 Front St. East, Toronto**, where we carry full lines of everything.

RICES in the event of war are bound to go higher. We still quote :

RANGOON,	-	-	3.40.
"	No. 1	-	3.60.
PATNA,	-	-	4.75.
"	-	-	5.25.

TEAS. The same remarks apply to Greens. We have a nice assortment of Ceylons and Indian Greens.

Just as a snap we offer Belleville Pack, finest quality

STRAWBERRIES, in syrup,	-	\$1.25.
"	preserved,	- 1.35.
RASPBERRIES, in syrup,	-	1.25.
DAMSON PLUMS,	-	.85.

It will pay you to keep in touch with us. We are out for business and can quote you right.

CANADA BROKERAGE CO.

Limited

9 Front St. East, Toronto.

PHONES—Main 2282.
" 870.

Mrs. Dooley

is modest as to manner, and her worldly circumstances are only moderate. She has a good thing in

Mrs. Dooley's Laundry Soap

and hopes in time to make it pay her a very nice income.

Just now she is courting the favor of the grocery trade and hopes by gentle means to secure their active co-operation in the sale of her soap.

To this end she will have something to say week by week in The Canadian Grocer.

Price List on Mrs. Dooley's Laundry Soap:

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

FREIGHT PREPAID ON 5 BOX LOTS.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

Japan Buying Salmon.

THE Japano-Russian War is likely to create an extensive demand for low grade salmon. For some years of late Japan has been taking quantities of these fish but the prospect of war has greatly stimulated the demand. Mr. H. C. H. Cannon, president of the United Canneries of British Columbia, who was in Toronto last week is authority for the statement that one of the companies had recently received an order for 300,000 of that grade called dog salmon direct from the Japanese Government. This was the first order of that kind, and seems to indicate that the Government regards the dog salmon as suitable food for soldiers. War, if it should be declared, will undoubtedly lead to an enormous demand, and with war, prices we will also be able to send the cohoes and hump-back varieties, which hitherto have found a market in eastern Canada and the United States. The finest variety sockeye, which we ship to Europe, will probably be too expensive, but I feel sure that in case of war the salmon used on this continent will all advance in price. Already there has been a noticeable stiffening in all grades."

Erect Refrigerating Plant.

Wallace Bros., cannerymen and fish preservers on the Skeena River, have bought out the Nelson saltery at Port Nelson, B.C., mouth of the Naas River. It is declared to be the intention of the purchasers to erect a refrigerating plant near the saltery, and next season to embark more extensively in the freezing of salmon and halibut for the English market. Wallace Bros. have been operating a refrigerating plant at Claxton for several years past. It has proved extremely successful.

To Make Oysters Fat.

The annual meeting of the Marine Biological Board was held in Ottawa on Saturday last, those present being Prof. Prince, commissioner of fisheries, director; Prof. Ramsay Wright, Toronto University, assistant director; Prof. A. P. Knight, Queen's University, Kingston; Prof. MacBride, McGill University, Montreal. Among the subjects discussed

was the work at the biological station at Malpeque, P. E. I., and a scheme for the improvement of the deep-sea fisheries in the Gulf of St. Lawrence.

Prof. Wright reported that very valuable observations on the causes of deterioration in the oyster beds of Prince Edward Island have been made, and a new system of fattening the oysters on lays and on bouchots was being tried, which it is anticipated will materially increase the size and quality of this shell fish. Another meeting will be held next month to map out the coming season's work.

Hatchery for Lake of the Woods.

Executive Agent Fullerton, of the Minnesota State Game and Fish Commission, in his annual report recommends that the State or National Government co-operate with the Government of Canada in establishing a fish hatchery at the Lake of the Woods. Mr. Fullerton says that sturgeon in that lake are caught in large quantities, and that unless somethings is done to restock the lake it will soon be depleted.

Shediac Oysters.

The first shipment of oysters from Shediac Bay, New Brunswick, to Toronto, arrived the first of last week. The oyster beds of Shediac Bay have hardly been exploited as yet, and for the last ten years have been under the protection of the law. During this time they have been raked only twice, on each of which occasions but three week's fishing was allowed.

The special feature of the Shediac oyster is its large size and fine salty flavor. In 1900 a barrel was sent over to "Royalty" as a gift. Few epicureans throughout the country have had opportunities of sampling this fine New Brunswick product, but now, however, the trade is to be given a chance to pass its verdict on Canadian-grown oysters.

Hard on Lobster Fishers.

The lobster fishermen on the Nova Scotia Coast are said to be having a hard Winter. The catch has been poor owing to the terrible storms and the bitter cold, and many lives and vessels have been lost.

Winnipeg, February 6, '04.

To the Trade.

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

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

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

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

If The Salada Company are agreeable, the matter may be taken up by Mr. Clarkson at once.

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

Highest Standard Quality Domestic
Canned Fruits and Vegetables
 At Lower Prices than Common Grades.
SIMCOE LYNN VALLEY BRAND.

	Canners' Net Prices to the Wholesale Trade.	OUR PRICES to the Retail Trade.
3 -lb. Preserved Apples	\$ 1.25	\$ 1.10 per doz.
2 -lb. Preserved Grapes	1.26	1.10 "
2½-lb. Preserved Grapes	1.57½	1.40 "
3 -lb. Yellow Peaches	2.34	2.25 "
2½-lb. Bartlett Pears	1.75½	1.60 "
3 -lb. Bartlett Pears	1.89	1.80 "
Gallon Standard Pears	3.15	2.75 "
2 -lb. Bahama Sliced Pineapples	2.00	1.90 "
3 -lb. Bahama Whole Pineapples	2.35	2.00 "
2 -lb. Bahama Grated Pineapples	2.25	2.10 "
2 -lb. Lombard Plums, in Heavy Syrup	1.17	1.00 "
2½-lb. Lombard Plums, in Heavy Syrup	1.39½	1.25 "
3 -lb. Preserved Rhubarb	1.62	1.50 "
2 -lb. Strawberries, in Heavy Syrup	1.26	1.25 "
2 -lb. Preserved Strawberries	1.44	1.35 "
Gallon Standard Strawberries	4.50	4.00 "
2 -lb. Sliced Sugar Beets .....	.81	.50 "
2 -lb. Whole Sugar Beets .....	.81	.50 "
3 -lb. Whole Sugar Beets .....	.90	.60 "
2 -lb. Select Table Onions	1.25	1.00 "
2 -lb. Select Table Parsnips .....	.81	.60 "
2 -lb. Select Table Spinach	1.26	1.25 "
3 -lb. Select Table Turnips .....	.90	.70 "
Log Cabin 2-lb. Succotash .....	.90	.90 "

HUDON, HEBERT & CIE.,
 Wholesale Grocers and Wine Merchants,
MONTREAL.

The Most Liberally Managed Firm in Canada.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
Greig Mfg. Co., Montreal.
McLaren, W. H., Montreal.
Snowdon, Forbes & Co., Montreal.

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

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

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

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

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

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

Cocoa Nut.
Davidson & Hay, Toronto.
Greig, Robt., Co., Toronto.

Coccos and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto.

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.

Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L. & Scott, Toronto.

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

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

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

Educational.
Central Business College, Stratford.

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canada Permanent, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Chaput, L. Fils & Cie., Montreal.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.
White & Co., Toronto.

Flours and Cereals.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Greig, Robt., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

Foreign Importers.
Kessel, F. & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.

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

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

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, L. Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudson, Herbert & Cie., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Turner, James, & Co., Hamilton.

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

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Greig Mfg. Co., Montreal.
Herron, R., & Co., Montreal.
McGregor-Harris Co., Toronto.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

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

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

Mustard.
Colman, J. & J., London, Eng.

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

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Catto Mfg. Co., Windsor, Ont.
Laing, S. Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stone.
Morse Bros., Canton, Mass.

Prescott's—W. H. Dunn, Montreal and Toronto.
Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Seed Corn.
Stevens, Fred B., Chatham, Ont.

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

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Metropolitan Soap Co., Toronto.

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

Sodas—All Kinds.
Winn & Holland, Montreal.

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

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Biscuit Co., Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders Assn.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
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Gillard, W. H., & Co., Hamilton.
Japan Tea Traders Assn.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Watches.
Ingersoll, Robt. H. & Bro., New York.

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

Wines, Liquors and Beer.
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Salt—Reduced Prices

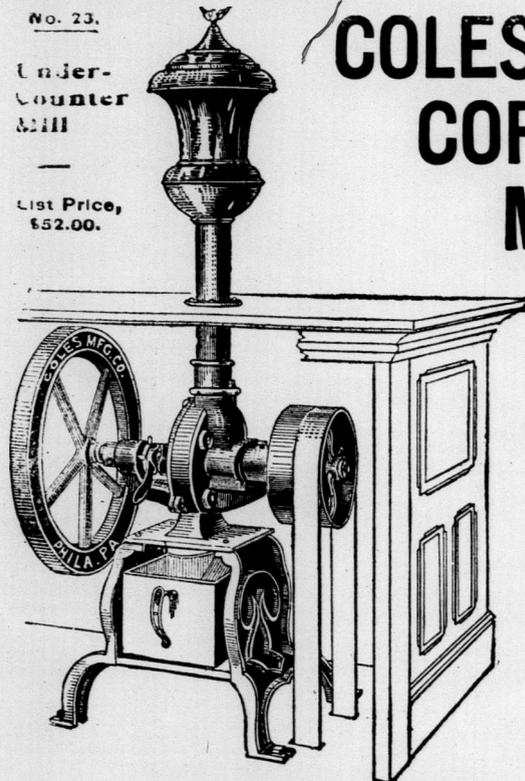
Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

As it is almost impossible to secure cooerage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents
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DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA

BRANTFORD PREPARED CORN STARCH

Is a wholesome article of everyday use. It can be served in so many dainty dishes that it is often used on your customers' tables.

If you supply your trade with Brantford Prepared Corn Starch we know they will enjoy it and thank you for the suggestion. If you have never handled it, send in a trial order to-day.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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JAPAN TEA AND THE WAR.

THE immediate effect of the outbreak of war between Russia and Japan has been to stimulate buying in Japans. Offers were accepted Monday that were scorned on Saturday. There is a general firmness here and advancing prices in New York and Chicago. The future is causing considerable speculation. The fact that Japans are already very high here is thought by some to preclude the possibility of any considerable further advance, and this might be regarded as conclusive were it not for the fact that Japans occupy a very considerable place in the United States. Speculation is more rife there and considerable advances are not unlikely. It follows, therefore, that there being no duty on Japans entering the United States from Canada any advance across the line must be reflected in our market as holders would find it profitable to sell to American buyers. The extent to which the effect of the war has already

EDITORIAL

been discounted is also a factor which must be considered.

Should Japan be seriously menaced by Russia there is little doubt that the United States markets would witness a very material advance in Japans, but from the opening indications, such an outcome is not at all probable. Looking at the situation from all sides, therefore, it would not appear that conditions warranted any alarming advance in Japan tea at present. Should the war be prolonged and workmen withdrawn from the tea gardens to such an extent as to prevent the proper care of the next crop, that would be another matter.

CABINET HONORS FOR BUSINESS MAN.

SIR WILFRID LAURIER did a popular as well as a judicious thing when he took Mr. Chas. S. Hyman into his Cabinet. Mr. Hyman is the stamp of man we should see more frequently in public. He is a business man, one who has made a success of his private vocation, who is thoroughly in touch with the business community of the country, who is accustomed to dealing with large issues and who has the business man's capacity for taking a sane and liberal view of matters brought before his consideration.

As chairman of the Railroad Committee Mr. Hyman did good work in a field requiring exceptional astuteness, and as chairman of the committee for the redistribution of constituencies, he was placed in a position requiring the exercise of the greatest tact, a quality which is said to be absolutely essential for Cabinet Ministers. Mr. Hyman well deserves his appointment. Although without portfolio his practical point of view and business experience will be of very great service to the Government. No doubt he will shortly be given a portfolio. As Minister of Trade and Commerce he should be a success and would undoubtedly impart life to a department which heretofore has by no means been equal to its possibilities.

The business world will follow Mr. Hyman's Cabinet career with interest and sympathy.

A POINT ON PACKING BUTTER.

COMPLAINTS are still heard from time to time among the commission men of the careless manner in which butter is forwarded to them. "Pound prints," remarked a prominent provision man to The Grocer, "should always be wrapped in parchment paper. It should be a first-class paper. Poor paper is poor economy. But for large rolls even good paper is not satisfactory and poor paper is abominable. Large rolls should be wrapped in cheese cloth. The grocer should see that this is done in every case. He loses nothing on the cloth which is weighed with the roll, and at the same time the roll is kept neat, clean and in good condition."

Anyone who has ever been in a commission house and seen the employes engaged in removing the battered pieces of paper from delapidated rolls will agree with the remarks of the gentleman above quoted.

In answer to an enquiry as to the loss to which the consignor was subject on account of not packing his butter in a neat and tidy manner as above indicated, the gentleman referred to stated that it was often as much as three cents. It often meant the difference between first-class dairy butter and the nondescript class that is quoted under the name of under qualities.

If to any this seem extravagant he need but go to any commission house and see for himself the miserable condition in which much butter arrives.

TRANSPORTATION PARALYZED.

THE demoralization of the transportation agencies in Western Ontario reached a climax Friday and Saturday of last week when the railroads refused to accept freight, for delivery on some of their lines, and even the express companies broke down and declined to accept parcels for delivery before Sunday or Monday, which usually

would have required but a few hours. Complaints of general freight being delayed are common, instances are reported of consignments despatched over two weeks ago which have not since been heard of. The accumulated snow has left behind an accumulation of freight which is almost as burdensome to the over-worked railroad officials as the snow itself. This week, however, should do much to straighten out matters, and in the last resort let it be remembered that the Winter is nearly over and it has been one of those old-fashioned kind, the disappearance of which we have been accustomed to lament.

ATTENTION TO CHILDREN.

A TORONTO retailer who has won a large measure of success ascribes the close grip he has on his wide constituency to the attention he has paid to the children and the youth of the neighborhood about his store.

He has made a hobby of learning the names of all children who enter his store, of always greeting them with a pleasant smile and of sometimes treating them to a candy or some other favorite substance from his stock. As the children grow up he keeps in touch with them as well as possible, even if they seldom enter his store. Should one of them marry he manifests his interest in the event in some way or other.

He does all this as an investment. Is it worth while? He is confident it is. He states that many of his customers are those who have married and started housekeeping since he started in business and that even when they have moved away from his district he has been able to retain their trade as well as their friendship; and he boasts, and that with evident reason for the claim, that he does more business for the size of his store than any grocer in Toronto. His business does not consist in the trade of the passer-by but of the regular "call-for-order-and-deliver" business which ensures a steady flow of trade at a fair margin of profit.

He is not compelled to be ever scheming to secure some great bargain, some line which he can sell "away below

cost" in order to catch trade or hold what he has. Nor does he find it necessary to keep his store open the unreasonable hours which take away all the pleasure of business and which frequently take the energy out of a man. He has found his business a pleasure and a delight as well as a means of weekly adding to the reserve fund of his bank account. His customers are used to him. His hobby of attention to them in past years is rewarded with their habit of regularly waiting to give him their orders.

Here is a method of competition which is singularly effective yet never annoying to a rival merchant in the same line. The vital force of being sunny, of extending the "glad hand" to every customer who enters the store, whether it be a mere toddler with a few cents in a jug for some "winegar" or a serious matron with her household needs, is incalculable. It pleases the customers and never arouses the "other fellow down the street" to any retaliatory action, as does the offering of a reduction of 1c. or so on some staple line.

Above all things, do not neglect a child because of some older person. The golden principle of "first come, first served" applies to all regardless of age, even though sometimes not of sex. Some children are sensitive on this point. And they have right and justice with them in being so.

NEW DEPARTURE IN TRADE REPORTS.

THE GROCER has had occasion from time to time to suggest ways in which the department of Trade and Commerce at Ottawa might serve a more useful purpose than a bureau for the periodical issuance of thick blue-covered books full of dull and more or less undigested and undigestible statistics. On numerous occasions, the last quite recently, we have pointed out the service which was being rendered the business community by the issuance through their department corresponding to that of Trade and Commerce, of weekly reports of Consular agents from all over

the world. These reports which bristle with news of interest to the manufacturing and business community have heretofore had no counterpart in our Canadian administrative organization. The Grocer has urged that this was a proper project to be undertaken by the Department of Trade and Commerce. We are glad to know that the Government has at last awakened to the importance of doing something in this matter and the first weekly report containing reports of commercial agents and trade enquiries has been issued by the Department of Trade and Commerce. This first report appropriately deals with butter and cheese. Reports are reproduced of our commercial agents in Trinidad, Jamaica, St. Kitts, Nevis and the Virgin Islands, and give some very valuable information as to the imports of these dairy products, our competitors, size of packages required, tariff duties enforced as well as giving lists of the chief importers of these articles in the various islands named. The first report is most interesting and instructive. A weekly issuance of such reports should foster a healthy interest in export trade and prove a most valuable innovation.

RISE IN SUGAR.

FOLLOWING an advance in New York Canadian refiners added 5 cents per hundred to their sugar quotations at the close of last week. The notable feature of this advance, however, is the fact that it applies but to sugar in barrels and boxes. Sugar in bags has been advanced only 2 1-2 cents per hundred, so that now the difference in favor of sugar in bags over that in barrels or boxes is now 7 1-2 cents. The reason of this is to be found in the higher prices of cooperage stock and general scarcity of barrels. The effect will doubtless be to increase the demand for sugar in bags on the part of those who are in a position to handle the bagged article advantageously. There is already a considerable quantity of sugar thus handled. It will no doubt increase if the present differential is maintained.

OPENED DEPOT IN MONTREAL.

F. C. CALVERT & CO., Manchester, Eng., have recently opened a depot at 307 Dorchester street, Montreal, for the extension of their Canadian business, where a stock will be kept of their various specialties, of carbolic toilet preparations, etc.

Calvert & Co.'s various soaps need no recommendation, but there are one or two other articles which would be of great service to the public and which will have a great sale as they become better known to the Canadian consumer, such as their 10 per cent carbolic soft soap, useful to clear insects from animals, plants, or roses, to remedy greasy heel, mange, and other animal skin ailments, and to destroy contagion, and also useful for house-cleaning.

Another article which should find a ready sale in the grocery store, is Calvert's Carbolic Dog Soap, which retails for 15c. It contains 10 per cent of carbolic acid together with sulphur, and is especially valuable for washing pet animals, being so prepared that it is not dangerous. It destroys parasites, and will prevent most skin diseases and annoyance by insects.

Calvert & Co., whose address is as above given, will be pleased to send grocers a price list, and give any information regarding their manufactures, and supply literature for distribution, in respect of these various useful articles.

CANNED GOODS FACTORY WANTED.

A gentleman from the United States who has recently taken up his residence in Canada is desirous of purchasing a canned goods factory in Canada. He desires a factory that is equipped for putting up canned fruits and vegetables. The Canadian Grocer will be glad to place in communication with him any canner who desires to dispose of his property.

AN ORNAMENTAL HANGER.

The store hanger lately issued by Snowdon, Forbes & Co., Montreal, one of which has been forwarded to The Grocer with the firm's compliments, is one of the most attractive of the season. It represents a large grandfather's clock with two pretty children, one on either side. The pendulum is a package of "Bee" starch with the legend: "Just ten o'clock the ironing all done, Mamma used Bee starch, we are ready for fun."

The coloring is a deep red background, mahogany clock and the children in blue. The entire effect is striking and the hanger an ornament to every store. By dropping a post card to Snowdon, Forbes & Co. and mentioning The Canadian Grocer, all subscribers can obtain a hanger by return mail.

PLENTY OF SALT NOW.

A WESTERN Ontario caller at the Toronto office of The Grocer this week was Mr. E. H. Henderson, of the Canadian Salt Co., Windsor, Ont. Mr. Henderson reports that his company have completed the alterations they have been making in their works, and now have a plant of which they are very justly proud. The new building is fire-proof and the most modern machinery has been installed for the production of fine table and dairy salt. The process of manufacture is described as a compound double effect vacuum system, giving the Canadian Salt Company a capacity of 16 cars or 1,600 barrels per day. Orders can now be filled without the slightest difficulty, the only trouble now is to get cooerage stock for barrels, and cars from the railroads.

New price lists are being issued which make very considerable reductions in prices of salt.

FOOD FAIR.

The Food Fair at present being held at the S. Carsley Co.'s Limited, departmental store, Montreal, is attracting the attention of consumers. Some of the best known grocery specialty manufacturers are having booths from which are served among others, Bendsorp's Royal Dutch Cocoa, Pure Gold jellies, Borden's Condensed Milk and Evaporated Cream, Chase & Sanborn's Coffees, Kkovah Jellies, Custards and Blanc Mange, Royal Packing Co.'s Jams, Jellies, etc., etc. The attractive manner in which the various goods are arranged and served by the lady demonstrators has advertised these specialties very satisfactorily among the citizens of Montreal. Mr. Foreman, manager of the grocery department, has spared none of his time and energy to make the fair a success.

TRINIDAD COCOA.

According to advices received from Trinidad dated January 14 the supplies of cocoa are coming in more freely and will be plentiful during the next two months, after which a break in deliveries is anticipated. The showery wea-

ther of the past few weeks has been of great benefit to the crop generally, but which even under the most favorable circumstances cannot now be expected to reach last year's figures, as the shortage to date amounts to 40,083 bags. It is reported that large forward contracts have to be filled during the current month which is likely to bring about an advance in prices. Exports for the fortnight amount to 8,509 bags, of which 5,130 bags went to the United States, and from October 1 to date shipments amount to 18,741 bags, as compared with 58,824 bags for the corresponding period of last year.

PERSONAL MENTION.

F. Hughes & Co., Montreal, lately appointed selling agents for The Ozo Co., report very satisfactory contracts for their principals goods. Prospects for an extensive business are very bright.

Mr. J. W. Windsor, canned goods packer of Montreal, and president of the Wellington Packing Co., of Wellington, Ont., is in Columbus, Ohio, this week, attending the canners' convention in session there.

Mr. F. J. Castle, of the F. J. Castle Co., Ottawa, is a visitor in Montreal this week. A representative of the Grocer who had the pleasure of meeting him, was informed that business with his firm was good, in fact trade generally is reported as bright in Ottawa.

Mr. Wm. H. Dunn, Montreal, is in Toronto, making the office of the Pure Gold Mfg. Co. his headquarters. He has represented this firm in Montreal for over fifteen years. He reports that the business in Montreal for Pure Gold goods never was better.

Mr. N. N. Munro, representing the Hamilton Coffee and Spice Co., Limited, Hamilton, is doing the Ottawa district. Mr. Munro, who has represented this firm in the Eastern section of Ontario during the past eight years, is an experienced grocery salesman and thoroughly up in all lines of groceries, and in the eternal fitness of things does a good trade.

Mr. W. H. MacLaren, of the Hamilton Coffee and Spice Co., Limited, Hamilton, is at present on his annual tour through Manitoba, Northwest Territories and British Columbia. The business of his company in the above districts is a most extensive one, they having four regular travelling salesmen covering the ground.

RETAILERS — HAS IT OCCURRED TO YOU?

The time for the usual Spring house-cleaning will soon be here, and every housewife in Canada should have a few cans of CONCENTRATED LYE in the house in readiness for it.



Those who have had any experience will naturally want GILLETT'S LYE. If you have any customers who have never used this article when housecleaning—

YOU WILL, OF COURSE, RECOMMEND GILLETT'S LYE.

Don't you think you would sell more Lye if you would make a good DISPLAY IN YOUR STORE?—

GILLETT'S LYE EATS DIRT! but some of your customers don't know it yet— WHY NOT TELL THEM AND GET THEIR TRADE FOR IT? A little effort on the part of the MAN BEHIND THE COUNTER in directing the attention of his customers to the enormous saving of TIME, TROUBLE AND HARD WORK to be effected by the use of this widely-known "Universal Cleanser"— GILLETT'S LYE, will result in largely increased sales of this article, and consequently INCREASED PROFITS.

TRY it this Spring and see how it works.

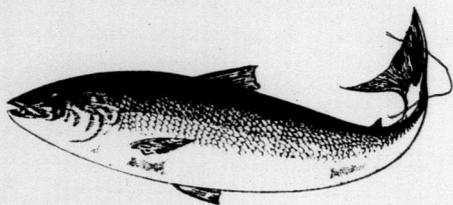
HOW IS YOUR STOCK OF GILLETT'S LYE? If low, order from us or your Jobber.

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

Made in Canada.

*it Book
Page 1
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SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Feb. 11, 1904.
Groceries.

THE trade are beginning to feel the effects of the continued severe weather and consequent blockade and interruption to business. There is less of this, however, than might be expected and no serious complaint has been heard as to collections. The railroad service is indeed very bad and instances are reported where goods have been on the road two weeks and not yet delivered. Were retailers themselves reducing their stocks very greatly a greater outcry would be heard. The feeling generally is quite hopeful and trade is said to be, despite discouraging conditions, equal to a year ago. A revival is anticipated shortly. Canned goods are firm and interesting. Coffee developed a remarkable weakness in New York last week and dropped from a cent to a cent and a-half for strong grades. The market reflects this slump. Spices are firm except nutmegs. Syrups and molasses are meeting a fair seasonable demand. Rice is likely to be affected by the war, while tapioca is reported higher. Teas are attracting more attention especially Japans which are affected by the war to some extent. Dried fruits are without feature, with the exception of an increasing demand for prunes. The demand for cured fish is improving. In sugars raws moved up 1.32c. in New York since last writing and American refiners with the exception of Arbuckles advanced sugar in bags 5 cents. Our Canadian refiners followed suit advancing sugar in boxes and barrels 5 cents and in bags 2 1-2 cents.

CANNED GOODS.

The firmness in these lines is well maintained and this week there is no corn offered less than \$1.10. Other vegetables are very firm. The report that Japan has purchased large quantities of low grade salmon is looked upon by some as likely to advance the prices of these lines, but no quotable change has transpired. We quote:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 85
Corn, 2s.....	1 10
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 90
Pears, 2s.....	1 45
" 3s.....	1 90
Pineapples, 1 1/2s.....	1 50
" 2s.....	1 80
" 3s.....	2 25
Peaches, 2s.....	1 55
" 3s.....	2 45
Plums, green gages, 2s.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3s.....	0 95
" gallon.....	2 50

Rhubarb, 3s.....	1 80
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 40
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 05
Lobster, tails.....	3 35
" 1-lb. flats.....	3 50
" 1/2-lb. flats.....	1 90
Mackerel.....	1 00
Salmon, sockeye, Fraser.....	1 65
" Northern.....	1 65
" Horseshoe.....	1 65
" Cohoes.....	1 15
Chums.....	1 25
Sardines, Albert, 1/2s.....	0 24
" Sportsman 1/2s.....	0 15
" Portugese 1/2s.....	0 23
" P. & C. 1/2s.....	0 08
" P. & C. 1/2s.....	0 25
" Domestic, 1/2s.....	0 35
" Domestic, 1/2s.....	0 03
" Mustard, 1/2 size, cases 50 tins, per 100.....	0 09
Haddies.....	8 00
Kipper herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 10

SUGAR.

There has been a large business done in raws for the week under review. Just prior to our going to press last week there was a sale of 25,000 bags Cuba centrifugals loading and for February shipment at 1.31-32c. cost and freight New York, equal to 3.5-16c. duty paid. Immediately following that there were several large transactions at 1.32, advance amounting altogether to 100,000 bags at 2c. cost and freight, equal to 3.35c. duty paid. We also hear of sales of about 20,000 bags San Domingo centrifugals at same duty paid basis as Cubans, though owing to the discrimination of the differential in duty the cost and freight price was 11-32c. less, than paid for the Cubans. It will thus be seen that for the present, at least, the latter are getting the advantage of the full differential in duty allowed them by the treaty. The market maintains its firmness with further occasional sales of Cubans, for shipment on basis of 2c. cost and freight which seems to be the settled value of the article in the market at the present time, although we understand some sales have been made for March shipment at 1.32c. more, say at the equivalent of 3.3-8c. duty paid. European prices have shown some fluctuations for the week, beet sugar advancing 3d. per cwt. in one day to 7s. 11 1/2d. for 88 per cent basis f.o.b. Hamburg, February shipment. The advance is attributed to Paris speculators covering. Since then this gain has been entirely lost, price reacting to 7s. 8 1/4d. and advancing again to 7s. 9d. which remains the nominal quotation as we go to press.

For week ending February 3rd receipts at United States Atlantic ports were 46,228 tons, meltings 29,000 tons and stocks were thereby increased 17,228 tons to a total of 95,555 tons. Combined stocks of United States and Cuba to February 3 were 189,555 tons, or 60,083 tons less than same time last year. There are 155 central factories grinding

in Cuba, being 10 less than the corresponding week last year. Combined stocks of Europe and America at latest uneven dates were 3,558,555 tons, being an increase of 131,497 tons over 1903.

American refined has been in fair demand for the week at steady prices, and on Tuesday, 9th inst. all refiners with the exception of Arbuckle advanced sugars packed in 100-lb. bags 5c. per 100 lbs. Our local refined market has followed recent tendency in New York and on Thursday, 4th inst. all sugars in barrels and boxes were advanced 5c. per cwt. and in bags 2 1-2c. per cwt. We amend quotations as follows:

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

COFFEES.

The feature of the week was the collapse in the bull movement which has controlled the coffee markets since last September. The break is said to have been precipitated by speculators taking profits. As many outsiders have of late come into the market and as these were in many cases holders of cotton, the slump in cotton as well put them in a very weak position. Sugar interests are also said to have been interested in bearing the market with the view of securing cheap coffee. As a result the market has been depressed from a cent to a cent and a-half in New York and is at present writing quite unsettled. Little is held, that is of Rios and Santos in Canada, many considerable lots having been recently disposed of. We reduce quotations as below. We quote:

Green Rios, No. 7.....	Per lb.	0 09 1/2
" " No. 6.....		0 09 1/2
" " No. 5.....		0 10
" " No. 4.....		0 10 1/2
" " No. 3.....		0 10 1/2
Mocha.....		0 21 0 25
Java.....		0 22 0 25
Santos.....		0 11 0 13
Plantation Ceylon.....		0 26 0 35
Porto Rico.....		0 22 0 25
Guatemala.....		0 22 0 25
Jamaica.....		0 15 0 20
Maracaibo.....		0 16 0 23

SPICES.

Enquiry among the trade this week discloses no feature of particular interest. All kinds of spices are holding firm with the exception of nutmegs, which, contrary to recent expectations, have eased off a little. Cable advices from the East report cloves rather firmer. We quote:

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

We request the attention of every reader of **THE GROCER** to the following advertisements, correspondence and comments.

\$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of "SALADA" Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—\$500.00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business**, packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF "SALADA" ALONE. Results to be published.

"SALADA," Toronto and Montreal.

The Challenge Accepted
and Our Money is Up.

We accept the challenge of The Salada Tea Co., as advertised in "The Canadian Grocer" of January 15th.

We have placed in the hands of the publishers of this journal a check for five hundred dollars, payable to the order of Mr Wm Ince, of Perkins Ince & Co., Toronto. If The Salada Tea Co. prove their claim the five hundred dollars will be donated to any charitable institution they may name. If they cannot prove their claim they will donate five hundred dollars to the Winnipeg General Hospital.

Merit—sterling merit—has made the sales of

Blue Ribbon
Ceylon Tea

what they are to-day Push the Red Label Brand Each grocer our agent.

Winnipeg Toronto Vancouver

THE CANADIAN GROCER

Is this not a clear acceptance of the "Salada" challenge, if it is not, WHAT DOES IT MEAN? And if it is, why do they want to argue about it? Why will the "Blue Ribbon Co." through its appointed representative, Mr. Ince, not abide by it, and place it in the hands of the firm of accountants that Mr. Ince plainly stated would be agreeable to them to get at the figures.

There also appeared in the issue of this paper of January 29, page 24, the following challenge from Messrs. G. F. & J. Galt:

THE CANADIAN GROCER.—We note that the last issue of THE CANADIAN GROCER contains an advertisement of Salada Tea Co., of Toronto, in which they offer to donate five hundred dollars to any charitable institution if the increase in the sale of Salada tea during the past year does not equal the entire tea sales of any other firm in Canada.

While deprecating this method of drawing attention to our business, we cannot allow such a statement to go unchallenged. If The Salada Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of Salada and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of Salada we will pay all expenses and donate five hundred dollars to any charity The Salada Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) to Blue Ribbon than there is of Salada, The Salada Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital.

We enclose our cheque for five hundred dollars, drawn in favor of Wm. Ince, of the firm of Perkins, Ince & Co., Toronto, and will be quite satisfied, if agreeable to The Salada Tea Co., to have Mr. Ince arrange details of the investigation. We are also willing that THE CANADIAN GROCER should publish the figures when ascertained.
G. F. & J. GALT.

This is another challenge entirely different from the one above. This time it is a challenge from Messrs. Galt, Winnipeg, mentioning entirely different matter to be decided. We accepted this challenge and deposited another \$500 with THE CANADIAN GROCER. We demand that this also shall be gone on with at once.

The head of the firm of Messrs. Galt being the president of the Blue Ribbon Tea Co., the SALADA people wired Messrs. Galt

G. F. & J. GALT, Winnipeg, Man.

Note you accept our challenge published GROCER. We also accept challenge contained in your letter published GROCER, and have handed GROCER two cheques five hundred dollars each. Have asked Mr. Watt to confer with Mr. Ince and arrange to proceed at once.

Toronto, January 30, 1904.

P. C. LARKIN & CO.

And received the following reply:

P. C. LARKIN & CO., Toronto.

Winnipeg, Man., Feb. 1, 1904.

This is another challenge entirely different from the one above. mentioning entirely different matter to be decided. We accepted this challenge and deposited another \$500 with THE CANADIAN GROCER. We demand that this also shall be gone on with at once.

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Toronto, January 30, 1904.

P. C. LARKIN & CO.

And received the following reply:

P. C. LARKIN & CO., Toronto.

Winnipeg, Man., Feb. 1, 1904.

Glad you intend to accept our proposition, wiring Ince to-day.

G. F. & J. GALT.

We, having on the 26th, asked Mr. J. L. Watt, of Messrs. Watt & Scott, Toronto, and Watt, Scott & Goodacre, of Montreal, to act for us. Mr. Watt wrote to Mr. Wm. Ince, Sr., as follows:

WILLIAM INCE, SR., ESQ., City.

February 1, 1904.

Dear Sir,—Referring to the subject of our conversation in my interview with you on Saturday, Messrs. P. C. Larkin & Co. wired Messrs. G. F. & J. Galt that they noted their acceptance by Blue Ribbon Tea of the challenge published by the Salada Tea Co. in CANADIAN GROCER, and that Salada Co. also accepted the challenge published by Messrs. Galt in the last issue of the same paper, and Messrs. Galt have wired Messrs. P. C. Larkin & Co. in reply as follows: "Glad you intend to accept our proposition, wiring Mr. Ince to-day."

In view of the above, and that in my conversation with you I mentioned Messrs. Clarkson & Cross as a firm of accountants in whom both parties would have the utmost confidence to make the investigations, and this name having met with your entire approval, I now ask if you will please authorize this firm to proceed at once with the investigation, of both Salada's challenge accepted by Blue Ribbon, and Salada's acceptance of the challenge made in Messrs. Galt's letter; a copy of THE CANADIAN GROCER containing both challenges to be handed to the accountants with instructions to proceed in each case on the lines indicated in the respective challenges.

A prompt answer will oblige.

Yours respectfully,

(Signed), J. L. WATT.

You see our representative's only desire is to go ahead by placing the matter in the hands of the accountants.

Mr. Ince replied as follows:

J. L. WATT, ESQ., Toronto.

Toronto, 2nd February, 1904.

Dear Sir,—I have your favor of yesterday, and in reply beg to say, that I must respectfully decline to take any action whatever in reference to the question of the sales of "Salada" and "Blue Ribbon" Teas, until a definite understanding is come to between the two Companies.

The challenge of The Salada Company reads as follows:—"We believe our increase alone in sales of 'Salada' Ceylon Tea in the past year over our sales in 1902 was GREATER THAN THE ENTIRE TEA BUSINESS of any other wholesale firm in CANADA, IN EITHER PACKET or BULK tea."

This refers, of course, to Salada in Canada only; indeed, "in Canada" is underlined and is a challenge to all the wholesale houses in Canada, and in Canada only, and this is the challenge which it appears to me The Blue Ribbon Company accept. You might ascertain from The Salada Company whether I am correct in my interpretation, and if I am I will submit it to The Blue Ribbon Company, and see whether it accords with their views.

Yours very truly,

WM. INCE.

But evidently Mr. Ince's instructions are different, and there is an evident desire to open up an argument instead of going ahead with the investigation.

WILLIAM INCE, SENIOR, ESQ., City.

February 3, 1904.

Dear Sir,—I am in receipt of your favor of 2nd inst.

The position appears to be that a challenge was published in THE CANADIAN GROCER by The Salada Co. on January 15th and subsequent issues; that on page No. 25 of the last issue of THE GROCER, Blue Ribbon Tea published an announcement of their acceptance of the Salada's published challenge.

As we were agreed that Messrs. Clarkson & Cross were quite acceptable to both companies to conduct the investigation, there appears nothing to be done but to instruct them to proceed, and your declining to do so would constitute a default and The Salada Company would claim the deposit on behalf of certain charitable institutions.

The position appears to be equally simple with regard to Messrs. Galt's challenge published on page No. 24 of the last issue of THE GROCER and which The Salada Co. have accepted, and as we are agreed as to the accountants, there is nothing further to be done but to have your friends (if they have not already done so) deposit another cheque for five hundred dollars against Salada's second cheque and order the investigation to be made.

I am,

Yours very respectfully,

J. L. WATT.

Our representative shows his determination that the matter shall proceed and practically says that there is no excuse on the part of Mr. Ince for not proceeding at once.

J. L. WATT, ESQ., Toronto.

Toronto, 3rd February, 1904.

Dear Sir,—I have your favor of yesterday and have nothing to add, further than to inform you that I adhere to the position I have taken. I would remind you, however, that you have no authority whatever from me to engage anyone to conduct an investigation. The position I have taken would not constitute a default as you seem to think.

I would beg to say that I decline to be drawn into a correspondence in this matter.

Yours very truly,

WM. INCE.

Mr. Ince accepted the position as Messrs. Galt's representative, continues their representative, but declines to act, and prevents our representative, Mr. Watt, from engaging anyone to conduct the investigation.

WHAT DOES IT MEAN?
SALADA TEA CO.

THE MARKETS

The Canadian Grocer

Country Produce.

EGGS.

Receipts of new laid continue to be very small and are not a feature in the market. Thirty-five cents is freely paid by commission men. Selected cold storage have been moved up 2 cents to 34, while cold storage ordinary and pickled are on a uniform basis of 32. There is talk of a 35 cent rate all round, and is not unlikely before things become better, which from the present outlook cannot be much before ten days or two weeks. The market is practically bare. This is a year in twenty, one dealer remarked. There are plenty of retailers in the city who have not an egg in their store. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
selected, cold storage, per doz	0 34	
cold storage, per doz	0 32	
pickled, per doz	0 32	

WHITE BEANS.

The bean market continues steady but quiet. No changes in last week's prices are reported. Our quotations are:

Beans, mixed, per bush	1 35
prime, " "	1 25 1 35
handpicked, per bush	1 60
Lima, per lb	0 05 1/2 0 06 1/2

HONEY.

Honey continues flat. The demand is good, but there is an over-supply on the market which precludes the possibility of higher prices being realized before the Winter is over. We quote:

Honey, extracted clover, per lb	0 06 1/2 0 07 1/2
sections, per doz	1 50 2 25

POULTRY.

Receipts are very light in these lines. Turkeys are a little firmer, otherwise prices are unchanged. We quote:

Chickens, live per lb	0 09 0 10
Old hens	0 05 0 06
Chickens, dressed, per lb	0 10 0 12
Old hens	0 06 0 07
Turkeys	0 14 0 15

Fish.

The fish market is becoming more lively. Stocks are good, and the demand is improving as Lent approaches. Oysters show a tendency to advance in price. Our quotations are as follows:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
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
Tullibees, per lb	0 06
Gold eyes	0 04 1/2 0 05
Fresh-water herring, frozen, per lb	0 04 1/2
Sea herring, per 100	2 00
Finnan haddies, per lb	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pall	4 60
selects	5 25

Green Fruits.

So long as the extreme cold and poor transportation facilities continue the fruit trade will remain dull. Oranges are plentiful, and stocks are of first-class quality. California navels are easier in price. There are fewer Florida oranges to be seen on the market than last week. Jamaica oranges are becoming more scarce. Lemons are scarce and a little firmer in price; frost damaged stocks are being slowly used up. Japanese tangarines are firmer. Almeria

grapes are scarce and firmer in price. Demand for California grape-fruit is not so great as for Bahama grown. Cranberries are easier. Bananas are firmer. Our quotations are:

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

Vegetables.

The demand for roots and vegetables of every variety is brisk, but supplies are hard to obtain. Vegetable marrows and butter squash are out of the market. A stray package or two of sweet potatoes have appeared on the market. Canadian celery is almost impossible to obtain; California stock is becoming more plentiful. Hubbard squash are scarce and have doubled in price. Rhubarb is 25c. easier. Spanish onions are 50c. firmer. Leeks are 10c. firmer. Our quotations are:

Cabbage, per doz	0 40	0 75
red, per doz	0 40	0 75
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 80	0 90
Sweet potatoes, per bbl	0 50	
Onions per basket	1 50	2 00
Onions white, per bag	1 40	1 50
Onions, red, per bag	1 40	1 50
Spanish onions, per crate	1 25	
Spanish (Valencia) onions, large cases	3 50	
Bunch lettuce, per doz bunches	0 30	0 40
Radishes, per doz bunches	0 50	
Mushrooms, per lb	0 65	0 75
Mint, per doz bunches	0 30	
Parsley	0 20	
Sage, per doz	0 10	
Savory, per doz	0 10	
Beets, per bush	0 50	
Carrots, per bag	0 65	
Parsnips, per bag	0 75	
Artichokes, per bush	0 75	
Vegetable marrows, per doz	0 40	0 75
Hubbard squash, per doz	2 00	2 50
Yellow turnips, per bag	0 25	
White turnips, per bag	0 50	
Oyster plants, per doz	0 20	0 30
Leeks, per doz	0 40	
Celery, per doz	0 40	0 75
California celery, large case	4 25	
" " small case	2 00	
Rhubarb, per doz	1 25	
" " per bundle	0 15	
Green onions, per doz	0 15	

Seeds.

On account of the impassable state of the country roads, and the railway tie-up resulting from the recent snow-storms, deliveries are uncertain, and the market quiet. Last week's quotations remain unchanged. Fancy seed is scarce and brings a higher price than the varieties quoted below. Our quotations are:

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

Grain, Flour and Breakfast Foods.

GRAIN.

Manitoba and Ontario wheat are higher this week, partly on account of the war excitement and partly because the heavy storms have demoralized traffic.

Manitoba No. 1 hard is 1 1/2c. firmer. No. 1 and No. 2 Northern are each 2 1/2c. firmer. Red wheat has advanced 3c, and white wheat the same. Barley is 2c. firmer. Oats are 1/2c. firmer. Buckwheat has advanced 2c. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 94	0 98
" " Northern No. 1 " "	0 96 1/2	0 97
Manitoba wheat, No. 2 " "	0 93 1/2	0 92
Red, per bushel, on track Toronto	0 90	0 90 1/2
White " " " "	0 90	0 90 1/2
Barley " " " "	0 47	0 50
Oats " " " "	0 35	0 35 1/2
Peas " " " "	0 68	0 69
Buckwheat " " " "	0 54	
Rye, per bushel, " " " "	0 56	0 57

FLOUR.

The flour market continues active with last week's quotations unchanged. Many millers complain of scarcity of grain, which is accounted for by the fact that farmers are holding wheat expecting to realize higher prices. Our quotations are:

Ontario patents, per bbl	3 95	4 15
Hungarian patents	4 55	4 65
Manitoba bakers	4 60	4 75
Straight roller	4 30	4 45

BREAKFAST FOODS.

The demand for breakfast foods is particularly good this week, no change in last week's quotation prices being reported. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl, in bags	4 10
" " " " " " for broken lots	4 35
" " " " " " "	4 50
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
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.

Trade is fairly brisk this week with no special feature to note and prices unchanged from last week's quotations. We quote:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 in. inclusive	0 09
" " " " " " "	0 07
" " " " " " 15 to 20 lb	0 08
" " " " " " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	0 70

WOOL.

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

QUEBEC MARKETS.

Montreal, February 11, 1904.

Groceries.

BUSINESS in general groceries has continued to be quite satisfactory, when it is considered that the state of the country roads is still such as greatly to delay deliveries of goods. The travellers, too, are much hampered in their work and many of them are only covering half their regular routes. The most interesting feature of the market during the week has been the advance in sugar, and the change in the prices of barrels and bags, the latter being now proportionately cheaper.

In spite, however, of the bad storms

and extremely cold weather trade is about up to that of last year in the matter of buying for future delivery. Orders for Spring delivery are fully as satisfactory as last year.

With the approach of the Lenten season, the fish market has begun to display much more activity than during the previous weeks, and there is at present quite a satisfactory trade doing, particularly in green cod. Green fruits form one of the quietest lines, and foreign dried fruits are not active either.

In dairy products and provisions there has not been a very brisk trade, though all things considered it has at least come up to expectations.

Teas have sold well, showing some improvement over the weeks previous. Japans especially have been in demand. Coffee and spices have not been especially active. The former is lower in New York, but no change has been made here. Spices are firm though quiet. Quotations on lobsters are included in our markets this week, and opening prices are as high on the average as the closing prices of last year, with but little probability so far as can be judged at this date of their being much lower.

SUGAR.

Refined sugar in barrels has advanced 5c. The advance in bags amounts to only 2 1-2c., in order to promote the sales of sugar in this form. The market has gathered strength in sympathy with conditions on the foreign markets for the raw article. This makes a difference of 7 1-2c. between barrels and bags instead of 5c. as formerly, granulated in barrels being quoted at \$4. This week, and in bags at \$3.92 1-2. Prices this week are as follows:

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

SYRUPS AND MOLASSES.

There has been no quotable change during the week in either of the above. There is a fair demand at the reduction of a week ago, and the market is easy. There is a fairly good demand for corn syrups. We quote:

Barbadoes, in puncheons, old.	0 35
" new	0 38
" in barrels	0 40 1/2
" in half-barrels	0 41 1/2
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 03
" " 3 1/2-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
1-bbls. "	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

TEA.

Reports gathered on the street this week indicate much better business being done in all grades of teas. There have been several very large lines turned over and brokers report the demand in Japan trading has been somewhat more active, whether this is attributable to the situation in the East is not made apparent. In Ceylon and Indian greens it is reported that some of the samples to hand during the last few weeks are not up to the standard, and the opinion is expressed that unless the same attention is paid to these teas now that there was when they were first introduced, that buyers will be chary in handling them. It is claimed that the liquoring qualities is not what it should be, and the light flaky style is also condemned. The London market is reported inactive, although prices are held firm. We quote as follows:

Good to med'um Japans	0 17 1/2	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14 1/2	0 18
Indian greens	0 16	0 19
Japan style China congou	0 08	0 10
Pealeaf Gunpowder	0 21 1/2	0 23
Common	0 12 1/2	0 15
Ceylon blacks	0 14	0 18
Indian	0 11 1/2	0 20

COFFEE.

New York reports are for much lower prices, the bear movement instituted by the sugar trust seems to have forced prices down from a cent to one and a half on the lower grades. The mild grades are still unappreciably affected locally. The drop has had no noticeable results, the feeling being that prices will continue strong and the market firm. We quote as follows:

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

SPICES.

The general position continues fairly strong. Peppers are keeping steady, and cloves stiff. Ginger and cassia are about the same, local dealers say business is on the quiet side generally. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 13
" " African	0 12	0 13
Ginger, ground Japan	0 15	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassia	0	0 16

RICE AND TAPIOCA.

The demand for rice is still good at former prices. The market remains firm. In tapioca there is some business doing, though the volume is small. Prices are as follows:

B rice, in bags	3 40
" " 1-bags	3 40
" " 1-bags	3 50
" " pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" " 1-bags	3 30
" " 1-bags	3 40
" " pockets	3 40
Imported Patna rice, in bags	4 62 1/2
" " in 1-bags	4 75
" " in 1-bags	4 87 1/2
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62 1/2
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02 1/2 0 03
" seed pearl	0 03 0 03 1/2
" flake	0 03 0 09
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

There has been no further advance in peanut, since that reported last week, but the tone of the market is still strong, and a good trade is doing under the quotations below. No change in prices has been made in other lines, and we again quote:

Grenoble walnuts	0 11
Marbots	0 09
Tarragona almonds	0 11
Filberts	0 07 1/2 0 07 1/2
Brazils	0 12 1/2
Peanuts	0 10 0 12 1/2
" "	0 08 1/2 0 10

LOBSTERS.

The prices for new pack have opened up, and are fully as high as the closing prices of last year, and there are no indications that lower prices may be expected. So far as can be ascertained, in all the markets, including United States, England, as well as on the Continent, stocks of lobsters are very well cleared out. In Canada there are practically none held, which leaves an open field for new pack, and it is almost certain with these large markets to supply prices cannot get lower. Brokers' quotations for new goods are as follows:

Flats, 1-lb., cases 8 doz.	14 50	15 50
" " 1-lb., " 4 " "	14 00	15 00
" " Tails " 4 " "	12 00	13 00
All F. O. B. coast		

From the present prospects in reports to hand, it is almost probable that outside prices will be easily obtained.

CANNED GOODS.

The situation this week in canned goods is unchanged. The demand for corn continues, enquiries from Western and other points are steady, the price, \$1.05 and no sellers. Other lines of canned goods unchanged, only about the usual business of this season being done. We quote as follows:

Tomatoes	1 05
Corn	1 05 1 10
Peas	0 87 1/2 1 40
String beans	0 82 1/2 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67 1/2
" 3s	2 40 2 60
Plums, Lombard 2s	1 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 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 85
Spinach	0 80 1 40
Sugar beets	1 00
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 70
" Fraser River red sockeye	1 50 1 70
Lobsters, tails	3 45
" 1-lb. flats	4 00
" 1-lb. flats	2 25
Canadian Sardines, 1s	3 65 4 00

Foreign Dried Fruits.

The demand for some lines of dried fruits is quite satisfactory, while Val-

**AT YOUR SERVICE
WITH THREE LEADERS.**

I have the pleasure to announce that I will personally attend to the sale in Ontario of the following well-known specialties:

ENAMELINE STOVE POLISH PASTE AND LIQUID
B. T. BABBITT'S SOAP POWDER "1776" AND "BEST" SOAP
BORDEN'S EAGLE BRAND MILK AND PEERLESS CREAM

Toronto — **WM. H DUNN** — Montreal



RETURNED **Enameline Paste** you know.

It has stood the test of time, and has a larger sale than all other Stove Polishes COMBINED.

Enameline Liquid. Some people prefer this form. It is the largest package for 10c. on the market, and the best value. Note particularly Enameline Liquid is **absolutely safe** to use. **It is fire-proof.**

**NO DRYING UP. NO WASTE. NO RUST.
NO ODOR. NO DUST.**

It is guaranteed by the manufacturers, **money back** if not satisfactory.



You want the best value your money will purchase. Then why buy cheap, trashy washing compounds that will drive your customers to your competitors, when you can secure an **old reliable Soap Powder** such as **BABBITT'S** which not only pleases your customers but will draw new trade to your store.



Buy Borden's Eagle Brand Milk.

It is to our mutual interest that you should do so. We will both be the losers if you continue to experiment with other brands.

We want your trade; your customers want **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Cream.**

SELLING REPRESENTATIVES:

*Wm. H. Dunn, Montreal and Toronto. Scott, Bathgate & Co., Winnipeg.
 Shallcross, Macauley & Co., Victoria and Vancouver.
 Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B.*

encia and Sultana raisins continue quiet, and California and Malaga raisins are selling moderately well. Prunes are also active. 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 3/4
FIGS.		
Comadres, per tappet.	1 00	1 10
Elemes, per box, new.		0 90
DATES.		
Dates, Hallowees, per lb.	0 03 1/2	0 04
CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.	0 12 1/2	0 12 3/4
Peaches	0 09 1/2	0 09 3/4
Pears	0 12 1/2	0 12 3/4
MALAGA RAISINS.		
London Layers	1 75	1 90
"Connoisseur Clusters"	2 00	
"Royal Buckingham Clusters," 1-boxes	1 00	
"Excelsior Windsor Clusters," 1-boxes	4 25	
" " " " " " " "	1 25	
CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 07 1/2	0 08
" " " " " " " "	0 10 1/2	0 10 3/4
" " " " " " " "	0 08	0 08 1/2
PRUNES.		
	Per lb.	Per lb.
30-40s	0 09	0 09
40-50s	0 08	0 08
50-60s	0 07 1/2	0 07 3/4
60-70s	0 06 1/2	0 06 3/4
70-80s	0 06	0 06 1/2
80-90s	0 05 1/2	0 05 3/4
90-100s	0 05	0 05 1/2
Oregon Prunes (Italian style) 40-50s	0 05 1/2	0 05 3/4
" " " " " " " "	0 07 1/2	0 07 3/4
Oregon prunes (French style) 60-70s	0 06 1/2	0 06 3/4
" " " " " " " "	0 04 1/2	0 04 3/4
" " " " " " " "	0 04	0 04 1/2
CURRANTS.		
Fine Filiatras, per lb. in cases	0 04 1/2	0 05
" " " " " " " "	0 05	0 05 1/2
" " " " " " " "	0 06	0 06 1/2
Finest Vostizzas " " "	0 06 1/2	0 07 1/2
Amalias " " "	0 05 1/2	0 06 1/2
SULTANA RAISINS.		
Sultana raisins, per lb.	0 06 1/2	0 08
" " " " " " " "	0 09	0 09 1/2
Green Fruits.		

The green fruit trade is quiet and the market for most lines is easy. Valencia oranges of the better quality are selling this week for \$4, for 420's, an average of 50c. over last week's prices. Spanish onions are also 50c. higher. French onions are on the market selling at \$2.75 for 110-lb. cases. We quote:

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

Fish.

The volume of business in fish of most seasonable kinds is quite large, and is still on the increase. There is a good demand for green cod, which is selling at an advance of from 25 to 50c. per 200 lbs. Boneless cod is also higher by 1-2c. per pound block. Herrings are plenty and prices easy. There is, however, no change as yet. No. 1 large cod is 25c. higher. Canadian kippered herring are quoted at an advance of 10c. per dozen. British Columbia

salmon are considerably higher than last week, and are now selling at \$16 and \$9 per barrel and half barrel respectively. We now quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Bloaters, Yarmouth	1 00	1 00
Haddies	0 06 1/2	0 06 1/2
Smoked herring, per box	0 15	0 15
Fresh haddock, per lb.	0 03 1/2	0 04
Dore, per lb., frozen, fancy Winter	0 06 1/2	0 07
Pike, " " " " " " " "	0 04 1/2	0 04 1/2
Hallbut, frozen, per lb.	0 08 1/2	0 09
Gaspe salmon, frozen, per lb.	0 14	0 14
Frozen B.C. salmon, per lb.	0 08 1/2	0 09
Smelts	0 07	0 07
Steak cod	0 04 1/2	0 04 1/2
Fresh cod, market	0 03	0 03 1/2
No. 1 Herring, Labrador, per bbl.	5 00	5 25
" " " " " " " "	2 75	3 00
No. 1 Holland herring, per half bbl.	6 50	6 50
No. 1 Scotch herring, " " "	0 95	0 95
" " " " " " " "	0 65	0 75
Holland herring, per keg	6 75	6 75
No. 1 green codfish, new, per 200 lb.	5 00	5 00
No. 2 green cod, bbls. 200	5 50	5 50
No. 1 green haddock, bbls. 200	7 00	7 00
No. 1 large green codfish, new, per 200 lb.	4 00	4 00
Green pollock, bbls. 200	0 6 1/2	0 6 1/2
Salt eels, bbls. 200 lb	0 12	0 12
Mackerel, per lb.	0 06 1/2	0 06 1/2
Boneless cod, 1 and 2-lb. blocks, per lb.	0 05	0 05
" " " " " " " "	0 04 1/2	0 04 1/2
" " " " " " " "	0 05	0 05
Boneless fish, in crates, 12 5-lb. boxes	4 75	4 75
Skinless cod, cases 100 lb.	5 00	5 00
Dried codfish, new, per 100-lb. bundles	16 00	16 00
B. C. salmon, per bbl.	9 00	9 00
B. C. Salmon, 1-bbl.	1 40	1 40
Marshall's kippered herring, per doz.	1 00	1 00
Canadian kippered, per doz.	3 75	4 00
Canadian sardines, per 100	1 30	1 30
Canned cove oysters, No. 1 size, per doz.	2 25	2 25
Canned cove oysters, No. 2 size, per doz.	6 00	8 00
Shell oysters, No. 1 Malpeccques	3 00	4 00
" " " " " " " "	1 50	1 50
Standard bulk oysters, per gal.	0 07 1/2	0 07 1/2
Selects	0 06 1/2	0 07 1/2
Qualls salmon, frozen, cases	0 06 1/2	0 07 1/2
Choice round trout	0 06	0 07
Whitefish	0 06	0 07 1/2

Vegetables.

The demand this week has been rather more satisfactory than for the previous few weeks, and with comparatively small receipts prices are well maintained. Early Rose potatoes are 2c. higher. We quote:

Cabbage, per doz.	0 30	0 45
red, per doz.	0 45	0 45
Cucumbers, per doz.	0 18	0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	0 10	0 15
Green corn, per dozen	0 25	0 35
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	0 15	0 25
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 60	1 35
Potatoes	0 60	0 62
Chili	0 63	0 65
Early Rose	0 63	0 65
Beauty of Hebron	0 63	0 65

Country Produce.

EGGS.

The market is practically bare of pickled stock, and a few days more will wind up the Fall egg. Quotations, pickled eggs, 30c; selected Fall fresh eggs, 33c. and new laid eggs, 38 to 40c. This is an advance of 2c. in pickled and new laid, and an advance of 3c. in selects. We quote:

Strictly new laid	0 38	0 40
Selects	0 33	0 33
Pickled	0 30	0 30

BEANS.

There is little doing in beans, and the market is just as last quoted, viz:

No. 1 hand-picked, carlots	1 75	1 75
Choice prime, per bushel	1 55	1 60
carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HONEY.

The market is steady under a fair demand. Comb honey is reported scarce. Our quotations are:

Strained, white	0 09	0 10
Clover and basswood	0 08	0 08
Buckwheat	0 07	0 08
Comb honey	0 13	0 13 1/2

MAPLE PRODUCTS.

Trade is very quiet, and prices unchanged. We quote:

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

EVAPORATED APPLES.

The market is quiet and easier at 51-4 to 53-4c. in carlots and 6 to 61-4c. for smaller. We quote:

New, in carlots	0 05 1/2	0 05 1/2
New, in small lots	0 06	0 06 1/2

Flour and Feed.

FLOUR.

In addition to the advance of 15c. last week all flours have gone up another 5 per cent. The feeling is strong, and prices show an upward tendency on all grades. We quote as follows:

Manitoba spring wheat patents	4 90	5 00
" " strong bakers	4 60	4 70
Winter wheat patents	4 35	4 50
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 90	1 95
Extra, in bags	1 50	1 60

FEED.

The feed market is active and prices are firm. Ontario shorts are \$1 to \$1.50 higher. Supplies are not large. We quote:

Ontario bran, in bulk	17 50	18 00
shorts	20 00	20 50
Manitoba bran, in bags	19 00	19 00
shorts	20 00	20 00
Mouillie	24 00	28 00

BARLEY.

There is only a small amount of business doing in barley. Prices are as follows:

No. 2 barley	0 43 1/2	0 43 1/2
No. 3	0 41 1/2	0 41 1/2
No. 3 Extra	0 42 1/2	0 42 1/2

ROLLED OATS.

There is a fair trade doing in a jobbing way and the market is steady. We quote:

Rolled oats, in bbls.	4 55	4 60
" " " " " " " "	2 15	2 20

Baled Hay.

The market is firmer this week, and with light receipts, prices are tending higher. There has been no quotable change as yet, and prices are as follows:

No. 1 timothy	9 50	10 00
No. 2 timothy, choice	8 00	9 00
No. 2 timothy, ordinary	8 00	8 25
Clover	7 00	7 50
Clover, mixed	7 50	8 00

Ashes.

There is only a light demand. Prices are firm, as follows:

First pots, per cwt.	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb.	7 00	7 25

Hides.

The only quotable change occurs in calfskins, No. 1 now being quoted at an advance of 1c. The market is quiet. We quote

No. 1 beef hides	0 08	0 08
No. 2 " " " "	0 07	0 07
No. 3 " " " "	0 06	0 06
Lambskins	0 70	0 75
No. 1 calfskins	0 09	0 11

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

Madam Huot's Coffee

The Gem of all Coffees.

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

— IT IS WAR —

Consequently we can expect a general advance not only on Japan Teas, but on all sorts. It is time yet to anticipate your wants. I have not advanced my prices.

COME NOW ! DON'T DELAY !

Japan Teas from	-	-	-	-	16½ to 45c.
Japan Dust Siftings and Fannings from	-	-	-	-	6 to 11½c.
China Green Teas from	-	-	-	-	14 to 45c.
China Black Teas from	-	-	-	-	12 to 45c.
Ceylon and Indian Black from	-	-	-	-	15 to 50c.
Ceylon and Indian Green from	-	-	-	-	15½ to 22½c.

Just in This Week :

100 Half Chests Ceylon Green Hyson No. 1, fancy finished leaf at	-	18c.
56 Half Chests Ceylon Green Hyson, fancy finished leaf at	-	17c.
BOTH EXTRA FINE LIQUORS.		
72 Catties Imperial Gunpowder Tea, well rolled leaf, good liquor at	-	21½c.
89 Catties Choice Pinhead Gunpowder Tea, fine, small, evenly made leaf, choice Ping Suey liquor at	-	30c.

A Job :

24 Chests Ceylon Green, finished leaf Hyson, splendid liquor at	-	15½c.
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ASK FOR SAMPLES, IT PAYS.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

—the best tribute
that can be paid to
Table Jelly is

purity,
flavor,
clearness,
delicacy and
healthfulness.

+ **"RED CROSS"** **Jelly**

has all these
and one more.

It holds your trade.

WRITE FOR PARTICULARS.

R. HERRON & CO.
MONTREAL.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than
100 Medals and Diplomas for superior excellence
in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants,
Dentifrices, Soaps and other toilet specialties, which are
well known, reliable articles, finding a ready sale in
England, the colonies and many foreign countries. The
Soaps are probably of most interest to grocers and full
particulars and prices of the various qualities, suitable
for the Canadian market, in addition to the two enumer-
ated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protec-
tion against mosquitos and other insects, and is also
refreshing to use. Each tablet is packed in a metal box.
Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all
ordinary purposes, retailing at the low price of 5 cents a
tablet.

F. C. C. & Co. ensure the quality and efficiency of their
soaps by guaranteeing definite percentages of carbolic
acid.

have now opened a wholesale depot for the further
extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

LENT

LENT

LENT

If your head is not working well, don't eat so much meat.

TRY FISH FOR A CHANGE.

We offer a nice assortment

GREEN CODFISH, No. 1 Medium,
GREEN COD, Large. GREEN COD, Draft.

Trout, in Kegs, Labrador Salmon, in barrels and ½ barrels. Fresh Haddock,
Skinless Cod, 100-lb. cases, Boneless Codfish, blocks 1 and 2 lbs., Boneless Fish, 25-lbs. and 5-lb. boxes.

"QUAIL ON TOAST," "SHREDDED COD,"

Labrador Herrings, barrels and ½-barrels. Scotia Herrings, barrels and ½-barrels.

QUALITY GUARANTEED. PRICES RIGHT.

Quickest Shippers.

Send us your order.

L. CHAPUT, FILS & CIE,
WHOLESALE GROCERS AND IMPORTERS **MONTREAL.**

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NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Feb. 6, 1904.

WE have made a record during the first month of the year, both for cold weather and for snow. Business is very quiet. The weather has caused it to be even more quiet than usual at this season, particularly in the country districts. There is to be an election here shortly to fill the vacancy caused by the retiring of the Hon. A. G. Blair. This causes some interest. It is a question if there would be any opposition as there will so shortly be a general election, but for the strong feeling here against the Grand Trunk Pacific bill. Not that our people are opposed to another transeontinental railway, but they fear Grand Trunk means Portland, Maine, for a Winter port. This with some other features not approved creates quite an opposition to the present plan. The Hon. Geo. E. Foster last week addressed a large meeting on the Chamberlain scheme. A resolution was unanimously adopted supporting Mr. Chamberlain's position. In markets the lack of business causes lack of news. There is a general feeling of strength. Cloves, pimento and cream of tartar are firm. Hops are very firm.

Oil—In burning oil the high prices are continued. Sales are not so large as the season advances. Lubricating oils are being pushed and free sales are reported. Prices are firm. In paint oils, linseeds continue low. Turpentine, which has ruled quite high, has again advanced. Fish oil is firm.

Salt—The high freights charged this season by the Winter port steamers causes prices to be firmly held at full figures. Demand is somewhat quiet, stocks are large. At this season there is little interest in fine salt.

Canned Goods—Prices are firmly held. Sales are not large. There is a fair stock of tomatoes held on which holders look for a good profit. Corn is also very firm. Salmon are quite a full stock. In fruits there is a fair sale. Gallon apples are rather dull. Oysters are very firm. In domestic fish, haddies are very scarce. Clams and scallops, which have an increasing sale are in very light supply. Sardines and kippered herring are a fair stock.

Green Fruit—Dealers have to be contented with light business, though heated cards enable some outside business to be done. Apples are unchanged in price. In oranges more California stock is seen. Quality is good. Valencias are quite freely bought. Lemons keep low. Grapes are dull. Cranberries are firm, and sales light.

Dried Fruit—Owing to large sales before Christmas, little business is expected at this season, and dealers are not disappointed. In all lines of raisins

There can be no Controversy
regarding the merit of

CLARK'S Pork and Beans in Chili Sauce.

Buyers everywhere proclaim their high quality and wonderful selling possibilities.



CAPSTAN BRAND Pure Baking Powder.

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

Guaranteed to give perfect satisfaction.

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

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

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

good stocks are held. The market in loose raisins is rather firmer, as the California association which it was though might reduce prices this month advise there will be no change at least till June, and perhaps not then. Currants are unchanged. Dates are low. Figs are out of season, also peels. Evaporated apples are rather higher. There is little sale for dried. Good onions are higher. In peanuts there is continued steady advance.

Sugar—Market is quite firm. The sale is for granulated. Business is, however, rather quiet. Canadian beet sugar has been offered here during the past week. This will complicate the situation, meaning more competition for the guild.

Molasses—The situation is unchanged. Business is rather quiet. Buyers are afraid and are not in the market for round lots. Some new Barbadoes was received this week. This is earlier than usual. There is quite a stock of old

goods here, particularly of Porto Rico. The position is such, however, that prices will not force sales.

Fish—There is a fair supply of frozen cod and haddock. In frozen herring, while receipts are not large they are better than for some few years. Shipments of finnan haddies have been large. Supplies are, however, likely to fall off. Lobsters are a fair catch. In dry fish, pickled and smoked herrings, the market is firm, particularly for smoked herring.

Flour, Feed and Meal—In flour there is a fair sale. The market is very firm. Oats are firm at rather higher prices. The high price of oatmeal is maintained, but buyers are backward. Feed is dull. Cornmeal is unchanged. Beans are quite firm, with quite a few primes held. Yellow eyes have a steady sale. Barley is firm. Peas are scarce and high. Blue peas are about out of the market. Dealers are already pushing for seed business.

NOVA SCOTIA MARKETS.

Halifax, Feb. 8, 1904.

WEATHER conditions have improved somewhat, which has made it easier to secure trade. Business is quiet and not much activity is expected until navigation at the shore ports open, which is usually after the middle of March. The talk of the week has been the railway accident on Tuesday, when the Montreal fast express left the rails and rolled down a 28 foot embankment, injuring more or less seriously all on board, and killing two persons, viz., Conductor Duncan and Mrs. John Glassey. There are few travellers in Nova Scotia, commercial or otherwise, who do not feel deeply the death of Conductor "Bob" Duncan. He had been on the I. C. R. for 47 years, and was known and liked by all. Mrs. Glassey was the wife of John Glassey of the firm of Kelley & Glassey, wholesale wine and spirit merchants, Halifax.

There has been a great deal of complaint lately from retailers regarding the quality of the beans shipped them by wholesale houses. This, of course, is due to the fact that the bean crop of 1903 was a poor quality, a large proportion being discolored by rain and not drying out as white as usual, thus making the beans appear worse than they really are for practical uses. One local dealer states that it is now impossible to get any primes which have not an undue proportion of dark colored beans, and he says this is illustrated by the fact that the difference in price between prime and handpicked beans is now 47 to 50 cents, whereas the difference in normal seasons is not over 15 cents.

Manitoba flours were advanced 15 cents per barrel last week and there was a further advance of 15 cents per 100 lbs. on oatmeal. At the present mill prices it is claimed that oatmeal should be jobbing at \$5.00 or fully one cent a pound over last month's prices. At this season of the year the consumption is heavy but there is a feeling in the trade that millers are pushing the prices too high for their own interests, as there is a distinct increase in the popularity of package breakfast foods, and this will be stimulated by the increase in the cost of oatmeal. Cornmeal is now lower than it was in December, notwithstanding that corn in outside markets now costs five cents a bushel more than in December. The temporary local weakness in cornmeal is the result of the failure of a milling firm in the western part of this province. This firm had on hand considerable corn which passed into the control of a bank and was sold for what it would bring in the interests of the creditors. The weakness in cornmeal thus occasioned has now about passed away and prices will shortly be again advanced on a level with market conditions elsewhere.

There has been a local scarcity of matches of late, but supplies are now ample for requirements. Owing to the destruction of the factory from which a number of Canadian manufacturers obtained their splints, they were unable to produce the usual quantities, and for a time jobbers had difficulty in securing their supplies. This condition has now

passed away and no further difficulty is anticipated.

Smoked herring promises to be very scarce for the balance of the season. The quantities held in stock by dealers here and at St. John are much smaller than usual, and it is believed there are very few more to come forward.

MANITOBA MARKETS.

Winnipeg, Feb. 6th, 1904.

TRADE is slow due somewhat to the extreme cold weather and to the time of year. The weeks preceding the annual bouspiel are always dull and not more so this year than usual. The annual bouspiel opens here on the 10th and everything points to a more than usually successful gathering. During the week the majority of travellers have come in off the road and will remain in the city until after the bouspiel is over.

Flour—The flour market has been active and prices have advanced 10 cents per sack for all territory west from Fort William to the Coast. This makes the price \$2.55 for No. 1 patent in 98 lb. sacks, \$2.40 for No. 2 and \$2.05 for No. 3.

Sugars—The advance in sugar prices in the east has not yet been reflected in the market here which are steady and unchanged.

Coffee—The prices here are firm and have advanced during the week, but there seems some difference in opinion among the houses, some quoting 10 to 10½ for No. 5 Rio and others as high as 11½c. The sales at this time of the year are not specially heavy.

Dried and Evaporated Fruits—Steady trade is being done but prices have not changed for over two weeks and are likely to remain steady unless some unforeseen contingency should arise.

Canned Goods—All canned vegetables are moving steadily at the prices quoted last week. Peas and corn are particularly firm.

Green Fruit—The movement has been very slight for the week and will probably be light until the weather is milder. Prices are steady and unchanged. The staple lines offered just now are apples and oranges—apples, \$3.25 to \$4 a case; fancy California lemons, \$5; apples, Spies, \$1, and other varieties, \$3.50; Malaga grapes, \$8; bananas, by express, \$1 per bunch; California celery, 90c. per dozen. The car of this celery mentioned last week arrived and is of fine quality.

Vegetables—The movement of vegetables has necessarily been light and potatoes have held very firm. Farmers' loads are worth 75c., and retail potatoes are \$1.00 per bushel. This price will decline as soon as the weather is mild enough to admit of opening supplies at country points and bringing car lots.

Cured Meats—Market is steady with a good demand and prices unchanged. It is thought in the event of war sending up the American market that prices here will go higher. At present quotations are: hams 13½c., shoulders 9c., bacon bellies 13½c., backs 11½c., spiced rolls 11c., dry salt long clear 9c., smoked long clear 11c.

Eggs—The supplies have not increased and new laid eggs are almost impossible

to get. Dealers offer 22c. for fresh gathered.

Butter—Receipts have been very light all week. Good fresh table butter in bricks is worth 21 to 22c., and tubs 17 to 18c. There is a good deal of very ordinary stock to be bought, and this brings about 12c. to 14c. for tubs of better grade. The demand is for a first-class article, and there is very little offering.

Notes.

Bank clearings for the week have been very good, showing an increase of 20 per cent. over last year and 5 per cent. over last week.

The Winnipeg option market is now in full swing and trading very lively. The new departure seems to have caught on and the members of the clearing house have gone further and established a call board, which is also very popular.

Mr. Lloyd T. Mewburn, a member of the firm of James Turner & Co., of the Canada Grocers, Limited, was in Winnipeg on his way to Calgary, where he will establish himself as manager of the company's new branch at that point. This makes the eleventh branch they have in operation. Mr. Mewburn, in speaking to a reporter concerning the opening, said that the business done in the West during 1903 was large, and so much ahead of preceding years that the company had decided to build a warehouse in the West and had selected Calgary as a point that would provide, by its central position, an admirable distributing point. The firm will still carry on a business in the West from Hamilton, where their headquarters are, and none of their travellers will be taken off the road. The opening of a Western branch, however, gives them a Western stand, that is, a home here, "and it is a peculiar thing," said Mr. Mewburn, "that we have found that sellers prefer to dispose of their goods to Western houses every time in preference to Eastern houses."

WILLIAM FISCHER DEAD.

THE death occurred, on Monday last at his late residence, Ontario St., Toronto, of Wm. Fischer, for the past thirty years a traveller and the oldest active member of the Commercial Travellers' Association of Canada. Born in Muhlhausen, Saxony, Prussia, Germany, on August 10, 1828, he served in the German army under Emperon Wilhelm I. He came to New York in 1846, and later in the year settled in Waterloo, Ontario, where he conducted a general store for over twenty years, and was a J. P. The last thirty years of his life was spent as a traveller for many years with the Pure Gold Mfg. Co., and afterwards with the Toronto Coffee and Spice Co. He married Miss Margaret Davidson, Aberdeen, Scotland, who predeceased him in 1885. He is survived by one son, Wm. G. Fischer, wholesale leather merchant, and two daughters, the Misses Margaret and Elizabeth. He was connected with Westminster Presbyterian church. The funeral took place Tuesday afternoon.

A FIREPROOF ROOF

AND SECURE
AGAINST LIGHTNING.

What everyone wants, and what you can have—at moderate cost—by using

Eastlake Steel Shingles

GALVANIZED OR PAINTED.

The most widely-used shingles in the Dominion for all kinds of buildings.

Quickly and easily applied by any handy man. Can't leak, and most durably economical.

Up-to-date builders praise them enthusiastically.

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

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents in every Canadian village this spring to buy CALFSKINS for us. We furnish the money; we pay all Customs charges, entry fees, freight, etc. For particulars address
C. S. PAGE, Hyde Park, Vt. U.S.A.

The Dollars You're After

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

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

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

BROCK'S BIRD SEED.



IS
PERFECTION.
IT
PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

THE MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held February 3rd, at the Monument National, with a large number of members present and President M. Chartrand in the chair. After the reading of the minutes, it was decided to postpone the meeting until February 10th, at which meeting important matters affecting the association will be brought forward and discussed.

The association passed a resolution of condolence on the death of ex-Ald. J. B. Connaughton, one of the founders and members of the association, and the secretary, J. B. Beaudry was authorized to transmit the resolution to the bereaved family, expressed in the following words:

"The Montreal Grocers' Association feels deeply moved at the loss of one of its members, and founders, ex-Ald. J. B. Connaughton, so much so that it has adjourned its meeting out of respect for the good work and the many favors done the association by its ex-president. The family has the sympathy of all the grocers of Montreal, and more particularly of the association of which he was an honored member."

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held last week and the reports of the year and the president's address were both documents containing much that was of interest to Western readers, but these matters will appear in full in the daily and weekly papers of the province.

The officers elected for the year are:

President—H. W. Hutchinson, manager of the Fair Child Company, Limited.

Vice-President—A. L. Johnson, manager of the Ames-Holden Company.

Treasurer—Andrew Strang, of A. Strang & Company.

Secretary—C. N. Bell.

Members of Council for 1904—G. F. Carruthers, John Russell, F. L. Patton, G. D. Wood, J. B. Pearsse, H. S. Evans, Hugh Sutherland, F. W. Drewry, D. E. Sprague, D. W. Bole, A. R. Hargraft, J. W. Dafeo, Wm. George-son, Wm. Whyte, H. M. Belcher, G. F. Bryan.

The retiring president, G. R. Crowe, manager of the Northern Elevator Company, tendered a banquet to the members of the Board and some 200 sat down to the feast.

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 postages, etc.

SITUATIONS WANTED.

MAN with good business experience desires position 1st April in town or city in shipping department or any position of trust; strictly sober. Box 95, CANADIAN GROCER, Toronto. (7)

YOUNG MAN, employed in a grocery store seven years, wants permanent situation with good house. Could give best references. Apply Box 213 CANADIAN GROCER, Montreal. (7)

SITUATIONS VACANT.

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

FOR SALE.

SNAP for a party with a few thousand dollars; plant, stock in trade and good will of an established manufacturing and important business with a large and profitable connection. Apply at once to Box 98 CANADIAN GROCER, Toronto. (7)

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

TRAVELLER WANTED.

LONG established Montreal wholesale dry goods house, desires to secure the services of an experienced commercial traveller on a commission basis to extend their connection in the Maritime Provinces. Only one trunk need be carried, and a liberal rate of commission allowed. Position will be vacant about April 1. Application may be addressed to "Maritime," Box 99, DRY GOODS REVIEW, Montreal. (7)

PARTNER WANTED.

PROSPEROUS wholesale house would admit additional partners with capital. Rare chance for right party. Apply Box 100, CANADIAN GROCER, Toronto. (7)

Perth Whiskey de Luxe

Wanted buying agents in Canada, to push the sale of Matthew Gloag's Liqueur Scotch Whisky, "Grouse" Brand, twenty-two shillings and sixpence per case of twelve bottles, freight paid to Canadian Port, less 2½% for cash against Bill of Lading.

MATTHEW GLOAG

Established over a Century. Perth, Scotland

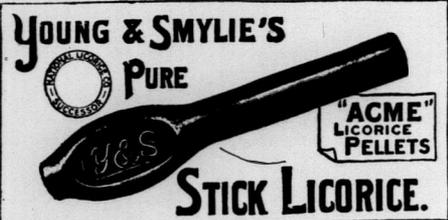
Only Those Who Use VAN HOUTEN'S COCOA

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

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

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

NATIONAL LICORICE CO.



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

Y. & S., SCUDDER, and M. & 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.

STEWART'S FINE CHOCOLATES

NOTE THESE:

Maple Walnut Pudding
Delicious.

Molasses Kisses

Menthol Lozenges
A new thing and good.

Easter Novelties

A. J. STEWART, Limited

Makers, TORONTO.

You can save money
by asking for our sample when open to buy—
TRY US.

We have a large stock of all kinds always on hand

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

James Rutherford & Co.

27 St. Sacramento St. IMPORTERS MONTREAL.

Teas and Coffees

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

Sell High-Grade Goods.

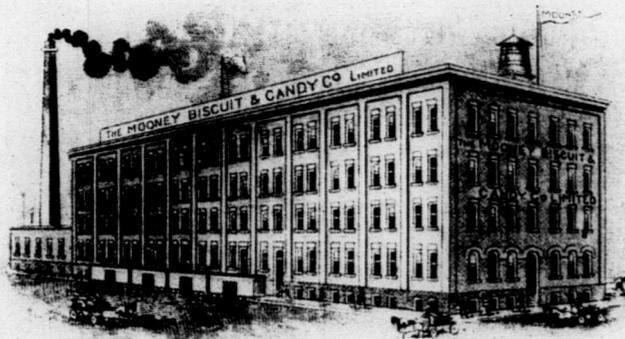
A GOOD many grocers selling confectionery content themselves with handling lines that have no distinctive character, and of indifferent quality. No reputation can be built up on goods of this class. The way to establish reputation, a reputation which will attract trade, is to handle superior goods. In the confectionery department it will be found to pay to carry a fair range of chocolates and bonbons of first-class quality. The necessary investment is small and the gains both immediate and continuous are worth having and sure. The gospel of high-grade goods cannot be too diligently preached.

MOONEY BISCUIT AND CANDY CO.

THE Home of Perfection Cream Sodas is how the Mooney Biscuit and Candy Company, of Stratford, describe their fine and commodious plant. On visiting this model factory, one is struck with the scrupulous clean-

ness displayed throughout the various departments and the sanitary conveniences such as commend themselves to every lover of comfort and health. The factory is a large building of white brick, and is five stories in height, 196 feet long and 70 feet wide, and is lighted with its own electric light plant which supplies three hundred lights. From the artesian well pumped by their own engine is supplied the purest and best water and in every respect every labor and money-saving device known to the manufacturing business has been acquired.

Mr. Mooney, who is president and manager of the company, prides himself on the fact that no one ounce of other than creamery butter has entered the factory since beginning business five months ago. To this fact doubtless there is due in a large measure the gratifying reputation these goods have already attained, in the Canadian market. Perfection Cream Sodas and the large variety of sweet biscuits put up by the Mooney Co. have in this short time become in many parts of Canada a very welcome and appreciated article.



Factory of The Mooney Biscuit and Candy Co., Stratford, Ont.

thing enters into their make up which might mar the ideal set before it by the company, of producing the choicest chocolates manufactured in Canada. If this ideal is followed, as it doubtless will be, the Mooney Biscuit and Candy Company should be a substantial success and an important addition to the manufacturing interests of Canada.

Confectionery Notes.

A. J. Stewart, Limited, Toronto, are putting up a Menthol lozenge that is commended as being excellent for bronchial troubles. Menthol preparations are not new, but a menthol lozenge is a decidedly new thing.

A SATISFACTORY TRIP.

MR. W. H. TROOP, of Messrs. Black Bros. & Co., Halifax, N. S., passed through Montreal this week on his way home from a business trip extending as far west as Winnipeg. Mr. Troop reported most encouragingly as to business, and is of the opinion that the pioneer work so far done in the direction of calling the attention of the trade and the consumers to the excellent qualities of Nova Scotian "Sea Fruit," and particularly his company's brands of prepared fish, "Halifax," "Bluenose" and "Acadia," will result in increased demand for fish generally. Mr. Troop's opinion of Winnipeg was most flattering to the rising giant of the West, the well laid out streets, the splendid business blocks, and the general air of activity prevailing, struck him as a particularly encouraging feature presaging future greatness.

Mr. Troop expressed himself as highly pleased with the reception he received from the trade generally, Quebec, Ontario and Manitoba merchants alike according him hearing and attention. "I may say that the introduction through the columns of The Canadian Grocer facilitated my work very materially, and I do not hesitate to say that it was the means of securing more than one order for my company. I was able to trace direct results through your columns, and having been somewhat sceptical on the point of the order-producing power of advertisements, it will be a compliment to you to say that I have been disillusionized."

Mr. Troop made his business headquarters during his stay in Montreal in the offices of A. H. Brittain & Co., Board of Trade, his company's Quebec and Ontario representatives.

A COLD STORAGE CALENDAR.

Cold Storage and Ice Trades Review has issued a very handsome little calendar and memorandum book bound in soft red leather and lettered in gold. It contains a great deal of condensed information relative to cold storage and is altogether a very creditable little booklet.

PURE GOLD TALK.

No. 4.

And now we come to Extracts. How often has the grocery trade wished it had never seen or heard of this or that extract. Fine bottles and fine names and fine assertions can't make the extract good. The man who makes a good extract is worthy of high rewards. It takes character perhaps more than anything else to make strictly good, honest, wholesome Extracts. The temptations are so many and the risk of discovery so small.

But the public will find out, and later on the grocer, if the extracts are poor.

PURE GOLD EXTRACTS stand out like a beacon light. Suspicion is never attached to them. They are honest, and they are value. There are other good extracts, and we are glad of it. We can't hope to have everybody's extract account. The grocer who has doubt, who has bought his experience not once but several times, can never go astray if he pins his faith on

PURE GOLD GOODS.

Send for price list of PURE GOLD lines.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

MEETING TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on the evening of February 8th at St. George's Hall, the president, F. W. Johnson, in the chair. The "At Home" committee in charge of the recent annual reception given under the auspices of the association reported that this year's function was the most successful and the most largely attended of any in the history of the association. To the caterers, R. J. Lloyd & Company, great credit was due. Not a single complaint having been heard.

It was moved by Mr. Panter, seconded by Mr. Boyd, that the association ask Mr. Blain, of Eby, Blain & Co., wholesale grocers, Toronto, to come and address the members of the association on "Things of Interest to the Grocery Trade" at their next regular meeting.

The association decided to take advantage of the offer of Geo. Weston, of the Model Bakery Company, Toronto, to show them through the factory when in full operation at night. The date has been fixed for February 19, and any grocer wishing to join the members of the association on this occasion may do so by notifying the secretary, E. B. Nettlefield, at 35 Amelia street. It is expected that a large number of grocers will avail themselves of this invitation to visit one of the largest bakeries in Toronto and that many in the trade outside the association will respond to the friendly overtures of its members.

It was moved by Mr. Davies, seconded by Mr. Panter, that the association congratulate Mr. Laporte, wholesale grocer, Montreal, on his election to the mayorate of the Canadian metropolis for 1904.

Finally the association decided to present Mr. Bell, their president for 1903, with a small token in recognition of the excellent service rendered by him to the association during the past year.

HANDSOME CALENDAR.

Subscribers of The Canadian Grocer who desire to have one of the handsome calendars issued by Canadian houses should drop a post card to W. P. Downey, 26 St. Peter street, Montreal, manufacturers of White Dove Cocomat and Grocers' Specialties. The lithographed ship under full sail, "Homeward Bound," is a beautiful piece of work. When writing for calendar kindly mention The Grocer.

Since You Insist

we may just as well be frank about it.

We want your business.

This is one sole reason for talking with you.

We have the goods you ought to have whether you want them or not.

We say that

Perfection Cream Sodas

are the best in this country.

We are not saying anything about what other people make.

It takes us all our time looking after our own business.

What are you going to do about it?

We sell direct.

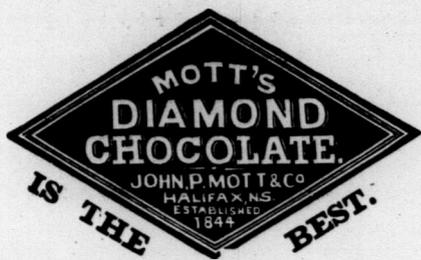
THE **Mooney**
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

O! Gel-O

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

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

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



For Sale Everywhere.

ASK FOR

MOTT'S.

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

Marmalade Wafers.

A nice biscuit at this season. Try a box with
your next order.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



ON TOP..

Not on the top shelf of your store, but "ON TOP"
in the estimation of your customers.

IT PAYS YOU

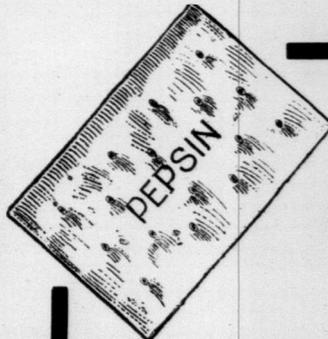
to handle

Eagle Baking Powder

It pays your customers. If it pays them it pays
you. Try a sample case through your jobber, if
he has not got it, write us direct. See prices in
current market quotations.

Eagle Manufacturing Co.
MONTREAL

AGENTS WANTED IN EVERY CITY WHERE NOT REPRESENTED.



**3 Strong
Reasons--3**

Why You Should Stock
"Pepsin" Brand Sodas.

1st. "Pepsin" sodas are put up in unique
handsome packages that catch the eye and induce
the first sale.

2nd. "Pepsin" Sodas are deliciously light
and crisp with a flavor peculiar to themselves, that
pleases the taste and promotes further sales.

3rd. "Pepsin" Sodas are better than other
brands, and the increased profits, though small on
each package, yet accumulated—they tell a very
pleasant tale at stock-taking.

"PEPSIN" PRICES:

"Imperial" Sodas, in Jumbo Tins,	6c. net per lb.
"Pepsin" " 3-lb. " "	25c. " " Box.
"Pepsin" " 3-lb. Pasteboard Boxes,	20c. " " "
"Pepsin" " 1-lb. " "	7½c. " " "

Freight prepaid in quantities of 200-lbs. within
a radius of 200 miles.

Imperial Biscuit Co., Limited
Guelph.

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645 - TORONTO

**KEEP YOUR
EYE
ON THE MERCURY.**

We are—we expect it to go up one of these days—when it does, prices will also go up. If you have us Book your Orders while prices are low (that's now), we will ship at first opportunity. We think you will see that this is advisable and advantageous for you for two reasons, at least:

1st—You get your goods at the low prices.
2nd—You will have them when the demand is brisk.

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Clown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.
Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64-80's.
Write for prices.

TANGERINES

Japanese Stock. Special to clear this week 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.

Toronto.

GREEN FRUITS

British Columbia Fruit.

SOME interesting facts regarding the fruit industry in the Prairie Province were brought out at the recent meeting of the British Columbia Fruit Growers' Association. The growing commercial importance of the industry is evidenced by the increased shipments by freight and express, as the following figures show: There were carried by the C.P.R. during 1902, 1,469 tons of fruit, while in 1903, 1,987 1-2 tons were carried; an increase of 35 per cent. The Dominion Express Co. carried in 1897, 70 tons of fruit; in 1901, 378 tons, in 1902 483 tons; in 1903 over 676 tons. The establishment of a fruit cannery in New Westminster is assured, which will employ 40 to 50 hands during the season. This will give growers a market for their surplus fruit.

At the present time British Columbia fruit practically rules the markets as far east as Calgary. The markets of the Northwest, though vast and valuable, are very scattered; Winnipeg is the great wholesale centre, and is of such importance that it enters into the calculations of fruit growers all over the continent, consequently the competition there is keen. Orders are being received from Australia, Hawaii, China and Japan, and efforts were made last Fall to get a foothold in Britain. On October 16th last Messrs. Stirling & Piteairn, of Kelowna, shipped the first carload of British Columbia apples, consisting of Spies, Baldwins, Ontarios and Canada Reds to the British market. They arrived in Glasgow on November 9th, in first-class condition and were sold at an average price of about 6s. per box, while Eastern Canada apples were selling in the same place at about one dollar per barrel less, figuring three and one-half boxes to the barrel. However, when the extra freight charges to Montreal were deducted, the net returns were hardly satisfactory. Enquiries are now being received from other firms who saw the British Columbia fruit and learned that it gave first-class satisfaction, so that it is thought that if more and larger shipments were sent forward, better prices would be realized. Concessions in the way of freight rates will have to

be obtained, if this export trade is to be developed.

Apples for Cider.

An English cider-maker says large quantities of Canadian apples have been used in cider-making. "Canadian apples," he says, "are not distinctively cider varieties; the fruit is carelessly and loosely packed, so that some is damaged in transit. Cider made from Canadian apples lacks the distinctive characteristics that mark English fruit, but when blended with the latter it makes an excellent mixture."

Black Currants Wanted.

Reporting to the department of trade and commerce, Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute in London, calls attention to the growing demand in the mother country for fruits. Fresh fruit is preferred, but when this is not available, it will be taken in the form of pulp. He says Canadians have shipped raspberries to the Old Country, but they have not yielded a profit owing to the fact that when they were sent over they have not commanded good return. Mr. Watson suggests that Canadian exporters of fruit should devote themselves to black currants. Not only is this variety used by manufacturers, he says, but it is required for cordials, essences and similar purposes. Some 17,000 tons of black currents are used by the British jam manufacturers yearly, much of which large supply is imported.

Pack Apples in Boxes.

THE London (England) Fruitgrower and Fruiterer reports that the apple trade remains in a firm state, and that market prices for the best kinds have risen from 6d. to 2s. a barrel. With regard to the packing, they say:

"We notice now, however, that in sorting over a barrel for best trade work there are a very large proportion that have to go on one side for cheap sale. It is not because these fruits are actually bad, but the barrel bruises have penetrated quite half through some of the fruits. It does seem a pity that the packers in Canada and the United States should persist in putting this fine fruit

into barrels at all. We regard them as being quite as worthy of a box as are the Albermarles. The same holds good of the best Blenheims. We have seen superb Nova Scotian packings of this fruit in barrels this season that have had quite half the fruit they contained spoiled, in so far as best dessert was concerned, by the barrel bruise. It would have been quite easy to have obtained double the money for the same bulk of fruit had it been in boxes. There is much spot among some of the Greenings again this year, and it really looks as if spraying was as much neglected by some growers on the other side as on this. Golden Russets are good, and the best samples fetch as much as 22s. the barrel.

"During the past week 22,645 barrels of apples have entered the London market from various Canadian sources."

Florida Orange Industry.

ORANGE growers say that \$500 an acre is the lowest sum for which wild land can be converted into a bearing orange grove. This looks formidable to a man with little or no capital, when he considers that he must have at least ten acres of trees to give him eventually a respectable income. But the outlay is spread over eight or ten years, and if the grove maker is an able-bodied man he can put in his own labor for a large share of it. Besides only a small part of the expenses comes at the beginning. Doubtless this is why so many poor men have gone into orange growing and have done so well at it. When a grove is in full bearing it is worth \$500 and upward for acre, according to circumstances, and a grove may be so productive and so well kept as to sell for \$2,500 an acre, but that is a fancy price, and the purchaser must be some Northern capitalist. The stranger of small means who arrives in Florida intending to go into the orange business, usually finds that he must go from 3 to 5 miles back from the railroad for his land.

Three times in the first year the grower must give each tree his food of one pound of fertilizer. Four or five times he must hoe around the trees, and five times in the Spring he must run the cultivator all over the grove; and after letting the grass grow throughout the Summer, he must plough it under in the Fall. This is the routine for the first year. At the end of ten years the grower has spent almost exactly \$2,000 in money in the making of his ten acre grove, and has done in the neighborhood of \$3,000 worth of work upon it. As a

NAVEL ORANGES

Extra Fancy, well colored, Sweet Navels, the best value we have had yet to offer:

96s, 112s, 150s, 176-200s, \$2.75 box.
216s, - - - 2.60 "
250s and 288s, - 2.35 "

BITTER ORANGES for Marmalade.

Now is the time to order, stock fine and prices low.
Our weekly Price List for the asking.

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

PHONES Main 4108 4107 Wholesale Importers Fruit and Produce.

Prompt

1904

SAME OLD STORY.

Reliable

Selling best goods obtainable at lowest possible prices.

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

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

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

money producer it should give the grower \$800 a year profit irrespective of his own labors.

Germany's Apple Exports.

U.S. Consul Frank H. Mason writes that official statistics show that in 1900, Germany imported 124,874 tons of fresh apples; in 1901, 118,233 tons; and in 1902, 112,635 tons—of which the United States supplied 1,760 tons, 1,972 tons, and 5,835 tons, respectively. This year the American contribution will far surpass that of any previous season, but it will be after all only a small fraction—probably not more than 8 or 10 per cent.—of the aggregate apple imports of Germany. There is, therefore, and will always be, abundant room for expansion in this branch of American exports to Germany. Not for a generation to come, if ever, can the native-grown supply be expanded and improved to meet the steadily growing demand. The advantages of superior quality and generally lower price, the heritages of a

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

TWO SNAPS.

Fancy Navel Oranges, all sizes, \$3.00 bx.
Messina Lemons, 300's, 360's, \$2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

HUSBAND Bros. & Co.

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

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

fertile soil and genial climate, will be permanently in favor of the American fruit. If the trade is vigorously pushed and judiciously managed, the tendency of our fresh-fruit exports will be to replace more and more the vast quantities of apples that are now imported from Switzerland, Austria, Holland and Italy.

FLOUR AND CEREAL FOODS

War and Wheat Prices.

THE sudden outbreak of war in the Orient after such a length of time spent in diplomatic skirmishing, has not had the effect on wheat that the advent of war is usually expected to have. Wheat has indeed advanced both in Canada and Chicago since last week, but there are conditions which explain this apart from the war, notably the impassible state of the roads and the blockade on the railways. Indeed there are those who maintain that unless the war assumes a much more threatening aspect than at present, any effect it might have has already been discounted in present prices. Japan is not a wheat consuming or producing country and the same is true of Corea the scene of hostilities. There is of course the possibility of Russia forbidding the exportation of wheat, but this is unlikely. Russia is in need of cash as much almost as of foodstuffs and the prohibition of the exportation of wheat would deprive her of a very much needed source of cash.

Of course a prolonged war or one which threatened to involve Britain would undoubtedly cause wheat to go up with a bound.

Wheat is firm from other causes than the war, how much the war will effect future fluctuations is as yet problematical.

From whatever cause, however, the Canadian farmers are profiting handsomely.

Russian Crop of Winter Cereals in 1903.

ACCORDING to figures just published by the Russian statistical bureau, writes Ethelbert Watts, U. S. Consul-General, St. Petersburg, Russia, the combined yield of winter wheat and rye in 1903 amounted to 1,064,226,280 bushels, showing an average increase of 83,355,394 bushels for the last five years, but a decrease of 35,392,313 bushels as compared with the yield of 1902. The net amount, after deduction of the quantity necessary for sowing, is 875,930,916 bushels, which makes 6.94 bushels per person, against 7.35 bushels for 1902. The total yield of winter rye amounts to 857,819,042 bushels and win-

ter wheat 204,407,238 bushels, which makes an average of 5.56 bushels of rye and 1.39 bushels of wheat per person, against 5.76 bushels and 1.59 bushels, respectively, in 1902. The crop of rye is classified as follows: The best yield was in the Volga provinces, which amounted to 175.6 per cent. as compared with the average yield during the last five years; the Steppe provinces, 165.6 per cent.; the Siberian provinces, 144.1 per cent.; and the new Russian provinces, 127.3 per cent. The yield was bad in the lake and industrial provinces, amounting to 59.8 per cent. and 83.9 per cent., respectively, of the average yield for the last five years. The best yield of winter wheat was in the Ural provinces, amounting to 185.9 per cent.; the Volga provinces, 176.4 per cent.; and the new Russian provinces, 141.3 per cent. The yield was bad in the lake provinces, being 60.4 per cent. and in the industrial provinces, 81.4 per cent., of the average yield for the last five years. The yield of straw is estimated at 48,139,572 tons, which makes 80.5 per cent. of rye straw and 81.5 per cent. of wheat straw per 2.7 acres. The yield of hay was 16,370,070 tons, or 0.63 ton per acre, from meadows overflowed with water, and 39,813,651 tons, 0.56 ton per acre, from meadows not overflowed with water.

United States Bonding Laws.

A despatch from Washington says that Representative Stevens has introduced his much-talked-of bill for the improvement of trade with Canada. The bill

provides that when wheat is imported into the United States to be ground in bonded mills and then exported as flour, the bran and other by-products may be withdrawn for domestic consumption after the payment of such duties as would have accrued had these by-products been imported direct. Treasury agents are to appraise the duties.

Mr. Stevens believes that the United States must first have a way to increase trade with Canada by trade concessions, the Dominion also to make concessions. He believes that American farmers have nothing to fear from his bill and that no competition will result under its provisions that will work them injury. On the other hand, this bill, if enacted, may lead to free lumber, which would be of inestimable benefit to farming communities.

The Latest Cereal Story.

THE refreshing part of a story which the New York Times recounts is not the stupidity of man in his domestic aspect. The particular man concerned is an actor whose wife—an actress—is an earnest advocate of the theory that food should fit the consumer rather than the reverse. Consequently there are periods when milk flows incessantly through the household menu. Again it is hot water, and at other times nuts, fruits and grains alone are relied upon to nourish genius to its finest flower.

Once, in the grain age, the wife was called away to a rehearsal that was likely to last well into the afternoon.

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

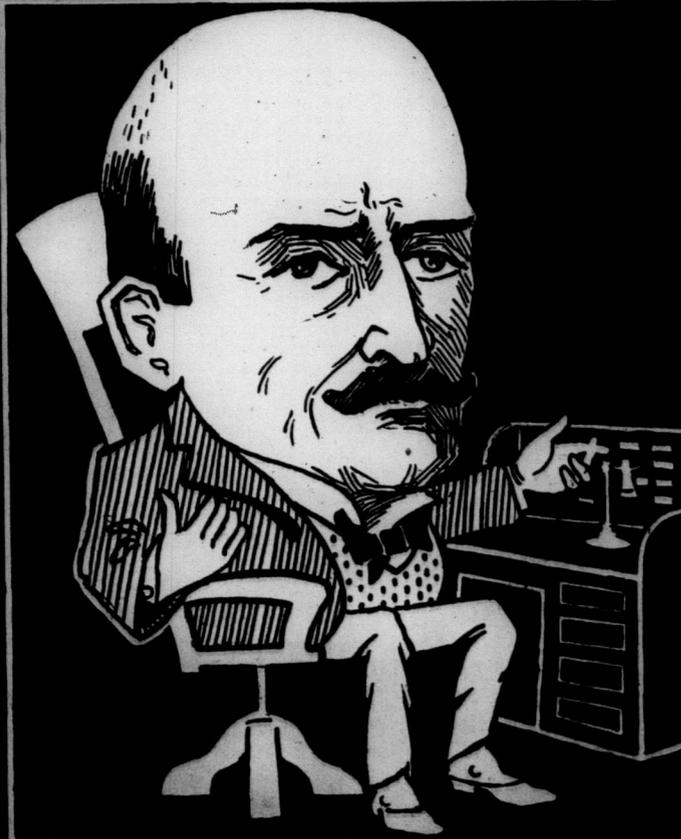
Merit is a good thing, but known merit is better. In Tillson's pan-dried Oats you get the very best Canadian Oats, milled to perfection, and advertised so as to bring its merits before your customers in a forceful manner.

We have made it easy for you to sell Tillson's Oats.

Tillson's Pan - dried Oats



The Tillson Company Limited, Tillsonburg, Ontario.



A Pointer

The excitement caused by war and rumors of war has an immediate effect on the wheat markets of the world. The Ontario farmer appreciates this like all others as it means greatly enhanced prices for his grain. The natural effect is that the cost of all wheat products must inevitably be advanced, and it is not at all likely that prices will react for a long time to come. The point is that this is a good time to buy **Flaked Wheat**. We are still quoting favorable figures on our well known "**White Swan**" Brand, and invite enquiries for round lots. It will pay you well.

THE ROBT. GREIG CO., LIMITED
White Swan Mills
TORONTO

She told her husband that he would have to get his own luncheon, and he cheerfully consented to do it.

"I had a fine meal on your new cereal," he said, when she returned.

"What do you mean?" she inquired. "I haven't any new cereal in the house."

"Why, that nutty sort of stuff you left on the dining-room table."

The wife sat down suddenly. "You've eaten up my window-garden!" she wailed. "All my petunia, nasturtium and pansy seeds!"

State Ownership Demanded.

The Manitoba Grain Growers' convention in session at Winnipeg last week passed resolutions recommending the immediate construction of a railroad to Hudson Bay and also affirmed its belief in government construction, ownership and operation of railroads as the ultimate solution of the transportation question in Canada.

Unsound Flour.

A WRITER in a journal devoted to the baking trade states that any wheat that is harvested under unfavorable circumstances, such as excessive moisture, must produce unsound flour. This flour would not necessarily be classed as unfit for consumption, but it will not make a first-class loaf.

Flour made from wheat thus garnered must be poor in gluten and will contain an excess of moisture. Not only will the flour make poor bread, but the quantity of loaves per barrel will be less than with a dry flour with a high percentage of gluten.

There is another feature about soft flours; they may contain a good percentage of gluten, yet return a very indifferent loaf. In this case the gluten is soft and rotten. Good gluten is always very tough and elastic; hence it has the property of holding the carbonic acid gas in suspension until it fully distends the dough, either in the doughing or in the baking stage. Conversely, the poor gluten breaks and allows the gas to escape.

Flours that have a low percentage of gluten usually contain a high percentage of soluble proteids in a considerably active diastasic state. The effect of an excessive quantity of diastase in the flour is to cause the fermentation to break down, as it were, during the doughing stage.

It is not unusual for a baker to have a dough that feels strong and molds well fail in the oven. The verdict is that the "dough did not spring in the oven," but the cause is very seldom sought for. This is one of the peculiarities of flour that is poor in gluten or that contains

poor gluten. But the usual feature—and one by which weak flour is easily recognized—is the softening or slackening of doughs after they are mixed. Flour that contains an excess of moisture will also contain an excess of bacteria, which will mature the doughs before the usual stage and thus cause sour bread.—American Miller.

Winnipeg Grain Exchange.

The sixteenth annual meeting of the Winnipeg Grain and Produce Exchange was held in the Board of Trade building of that city last week. In the absence of the president, F. Phillips, Vice-President A. R. Hargraft occupied the chair. The president's report gave a very lucid summary of the year's work, and indicated the work which was yet confronting the exchange. The council's report shows that the membership roll now contains the names of 230 active and 22 associate members. The number of new memberships purchased from the exchange during the year was 20, and the number of transfers of seats 25.

The election of officers resulted as follows:

President—A. R. Hargraft.

Vice-President—John Love.

Secretary-Treasurer—C. N. Bell.

Council—A. B. Ellis, W. H. McWilliams, W. D. McBean, W. W. McMillan, G. R. Crowe, Capel Tilt, Thos. Thompson, W. A. Black, W. L. Parrish, C. A. Young, H. N. Baird.

Arbitration committee—C. A. Young, S. P. Clarke, W. J. Bettingen, Jas. Hodd, J. C. Gage, S. Spink and A. Reid.

Committee on Appeals—T. L. Morton, F. O. Fowler, T. H. Hatchford, Bruce McBean, T. H. Metcalf, H. H. Wineals and J. G. McHugh.

Have Secured New Premises.

THE McCANN MILLING CO., Toronto, who recently leased the premises formerly occupied by the Toronto Carpet Co., Esplanade street, expect that their mill when fitted up will be one of the most up-to-date in the country. New machinery has been ordered and will be in position by the first of April. The McCann Milling Co. will manufacture a full line of breakfast cereals, split peas, gold dust, etc., The capacity of their mill is 200 barrels per day. The premises are favorably situated both for water and railway transportation the lake front being right at their door, while two railway sidings will give connection with the main line of the G. T. R. and C. P. R. The premises consist of two buildings which are four stories high. One is 50x105. The other 60x70.

Bounty on Wheat.

The Standard, London, understands that the British government and Joseph Chamberlain are considering a suggestion which has been made that, instead of a duty on foreign wheat, a bounty should be given on wheat grown in Great Britain and the colonies, as a proposal less objectionable than a protective tax.

Manitoba Grain Growers.

The Manitoba Grain Growers' Association, in session at Brandon last week, elected the following officers:

Hon. President—W. J. Scallion, Virden.

President—Wm. Ryan, Boissevain.

Vice-President—H. C. Henders, Culross.

Directors—Donald McEuan, Brandon; W. G. Ryan, Carberry; W. A. Robinson, Elva; D. W. McQuaig, Portage la Prairie; H. A. Fraser, Hamiota; Thomas Freme, Lenora.

Cereal Notes.

The Halifax grain elevator is reported to be working full swing.

Wheat reached the dollar mark in the sample room of the Chicago Board of Trade last week.

A despatch says the grain elevators in the harbor of Baltimore have not been destroyed by fire. They are across the river.

The Journal de St. Petersburg says the Ministry of Commerce officially denies the reports that the government intends to prohibit the exportation of Russian grain.

Western Ontario mills have been seriously inconvenienced of late by the blockade on the railroads, it being impossible in many instances to secure delivery of shipments of wheat stalled in some snow banks along the road.

The annual meeting of the Winnipeg Grain and Produce Exchange Clearing Association will be held in the board room of the Winnipeg Grain and Produce Exchange, at 3 p. m., Monday, March 7th, 1904, for the election of directors and the transaction of general business.

A CORRECTION.

In a recent number of The Grocer a typographical error made it appear that the authorized capital of S. J. Major, Limited, Ottawa, was \$20,000 instead of \$200,000, as it really is. Although empowered by their charter to carry on a retail business the firm have no intention whatever of departing from the strictly wholesale grocery and liquor business which they have heretofore carried on.

The Worm Will Turn

Are you getting pretty thoroughly wearied of the Breakfast Food Squabble? The grocery trade and the public are not quite so much interested in the poetry and pictures of breakfast food makers. They are coming back to the staple foods that have endured.

SWISS FOOD

stands out by itself in this strife. It is a wheat food and pays the grocer to sell and the consumer to purchase. Sell SWISS FOOD. It wears.

P. McIntosh & Son
MILLERS and MANUFACTURERS,
TORONTO.



“Force-thoughts”

BY SUNNY JIM

I.

I HAVE added a new word to the language—“Force-thought.” It’s the quality which marks the members of “The ‘Force’ Society.”

¶Force-thought is something like forethought, only it begins sooner and goes further.

Force-thought is the kind of thinking that when put into action accomplishes things—makes them easier.

It is the sort of thinking that nets a profit to the thinker.

¶It recognizes that in order to think for profit—to think hard and clearly with one’s mind—one must begin with one’s body and eat the sort of food that nourishes the body without burdening the stomach and supplies the brain with the food it needs to think with.

¶The one food which best helps clear, concentrated thinking is “FORCE.”

The first principle of Force-thought therefore is eating “FORCE.”

But there’s more to it.

Be Sunny!

Yours truly,

Sunny Jim

BUFFALO, U.S.A.

I still have some celluloid buttons bearing my photograph and my motto,

“BE SUNNY.”

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, “The Gentle Art of Using Force” Free for the asking

SAVE SAFELY

"Safety is the first consideration, and the matter of interest earnings is of second or even third importance."

Depositors who make absolute safety the first consideration are attracted by the exceptional strength of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto. It has the third largest paid-up capital of all Canada's strong financial institutions.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
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HEAD OFFICE, - TORONTO, CANADA.

In the Execution of Trusts

THE TORONTO GENERAL TRUSTS CORPORATION

takes every precaution to prevent loss. No investment is made without the approval of the Executive Committee. All investments are registered in the Corporation's books in the names of the Estates to which they belong, and are kept separate and apart from the assets of the Corporation.

The entire resources of the Corporation are responsible for the faithful performance of Trusts administered by it.

CAPITAL, - - - \$1,000,000
RESERVE FUND, - - - 290,000

Your Bank Account
Will receive every care if kept at
The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
\$2,950,000.00
Reserve Fund
\$3,150,000.00
Total Assets (over)
\$24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS
Invited.
SAVINGS ACCOUNTS
receive interest every six months.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000
Rest, - - - \$3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 106, distributed as follows:

LONDON, ENG., 69 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agent

101 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted. Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

HEAD OFFICE, - - TORONTO.

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President
W. D. ROSS, GENERAL MANAGER.

A GENERAL BANKING BUSINESS TRANSACTED.
Drafts Bought and Sold. Letters of Credit Issued.

SAVINGS BANK DEPARTMENT
at all Branches.

Interest at highest current rates added twice a year.

FINANCE AND INSURANCE

MONEY is in excellent demand now in Canada. The activity in many lines of manufacture, the opening up of new stores throughout the West and in New Ontario, called into being by the increased settlement of the country and the liberal purchases of goods for the Spring trade, are all absorbing large sums of money, and rates are being well maintained. Higher rates of interest are being obtained on real estate loans than a year ago. The banks and other financial institutions are in the best position they have occupied in years.

• • •

A sure sign of the growing security and stability of the money market is the fact that since the first of January, 1904, railroad and other corporations in high credit, needing large amounts of additional capital, either for the purpose of extending their operations or making up for inadequate working capital, have experienced no serious difficulty in obtaining the necessary assistance from bankers. It marks a significant change in the attitude of financiers throughout the country from that of the Summer and Autumn of 1903 when the so-called undigested securities gave such a chill to the investing public. It also goes to show that an unimpaired condition of credit, where corporations of the highest grade are concerned, will lead to an equal degree of readiness on the part of investors to take on favorable terms the obligations of railroad companies. Where the calls on the money market are for the purpose of financing deals, combinations and new acquisitions, instead of on capital account, the public who have recently learned a bitter lesson in the school of experience will be prompt to detect the difference between them and the legitimate requirements for new capital with which to provide for additional facilities, new equipment, etc., and will undoubtedly be led to exercise a certain degree of conservatism and hesitancy.

• • •

The professional man may be in the enjoyment of a good income, but is not often successful in accumulating an estate. Wholly absorbed in his profession he has little opportunity to study methods of money-making, or to master the problems of finance and investment. To such men life insurance is peculiarly adapted. They require little capital in their business. It is generally merely a question whether they will spend their entire income, or save a part of it. In the latter case, life insurance presents the most available plan. A portion of the income thus applied, provides for the family in case of the death of the insured, and guarantees a competence for his old age.—Life Insurance Independent.

• • •

The Bank of British North America, Toronto, is again occupying its old premises at the corner of Yonge and Wellington streets, which have been entirely remodelled. Improvements to the extent of \$60,000 have been made in its building, the upper floors of which have been hand-

somely fitted up as up-to-date business offices, the second flat for the new Toronto clearing house, with the ground floor is occupied exclusively by the Bank of British North America. The prevailing tone in the banking offices proper is buff. Wainscoting counters and pillars are of onyx and Italian marble. High arched ceilings lend an air of spaciousness to the interior which for quiet elegance is not to be surpassed by anything in the city. The general manager, Mr. Inglis, says business has never been more promising than at the present time. His own bank has reason to be more than satisfied, and it is gradually enlarging its staff to keep pace with the increasing demands of business.

STEALING INSURANCE.

IT is claimed that at least 30 or 40 per cent. of all claims at fires of \$10,000 or less in New York are fraudulent and that the fire insurance companies have been cheated out of millions this year. Authorities are investigating this alleged systematic swindling and have already brought to light some of the inner workings of the system. Not only are prominent merchants implicated, but members of the fire patrol of the various insurance companies, city officials and public adjusters as well. One adjuster recently convicted confesses that of 300 cases adjusted by him only two were not fraudulent.

Such adjusters will take contracts to adjust a fire loss on any terms. Then they will endeavor to prevail upon their client to pad his loss, generally by bribing the member of the fire patrol left by the insurance company to watch the property. They will pay him to wet or to destroy goods on the premises where the fire has occurred. Or they will pay him to move goods from a floor where no damage has been done to that where the fire has actually been, or to put labels of more expensive goods on the damaged packages.

Another frequent form of swindling is where the merchant goes to wholesale dealers after a fire and obtains receipted bills for goods that never have been delivered. Allocations are thus made in the books to suit the demands of the occasion or else the books are destroyed. The insurance companies have apparently been connived at from all quarters, now it looks as if the connivers would have to pay for their folly.

WHY THE BANKS PREFER THE MERCHANT.

DURING 1903 Canadian banks granted the demands of merchants, manufacturers, farmers, and the general public in loans amounting to \$63,516,473 more than those of 1902. During the same period call loans or loans on stock collateral decreased \$12,849,301. At intervals through the year brokers tried to borrow largely from the banks but were politely turned down. On the other hand the class of borrowers first mentioned seems to have had no difficulty in obtaining all the funds

FINANCE AND INSURANCE

it needed. Brokers naturally enough are beginning to suspect that the merchants have been given an undue preference.

The question arises, why have the banks preferred the merchant to the broker? In deciding to whom he will end a banker is influenced among other things by the considerations of profit, the desire to have the trade and commerce of the country run along smoothly and evenly, by the wish to give reasonable assistance to the development of natural resources, but chiefly perhaps by motives of self-interest, he wishes to advance his own bank, to solidify and strengthen its hold on profitable business of a permanent kind.

With reference to profit, the rates on call loans in Canada are now at 5 1/2 per cent, but fall to 5 per cent, and lower at certain seasons. On the other hand, mercantile loans are now yielding 5 1/2 and 6 per cent, for the best accounts. A banker dreads being loaded up with funds during a long period of slack demand, when all loans even at 4 per cent, go a-begging. It is no time to secure desirable mercantile connections; every bank is looking for them. Now, however, when money is tight and most of the banks carrying all the business they can stand, is the opportunity for the large banks to make good connections with an eye to the future. Such accounts will go far to secure the desired employment for funds through periods of inactivity; the growing time in Canada is bound to affect the wealthiest and most enterprising firms for years to come and they more than any others will require additional credit if they are to urn the current of commercial and industrial expansion to their own profit.

Again it may be in the best interests of trade and commerce if a judicious restraint is imposed upon the customers of the broker; no great harm is done if Jones, the head clerk in an industrial establishment is prevented from taking a fly in "Canadian Pacific" or "Twins," because the banks are not lending freely on stocks; real injury might follow if Brown, the manufacturer, was refused an advance to enable him to get in his raw material.

The most obvious reason, however, for the present attitude of Canadian bankers is the vast contraction of values in stocks. They can hardly be blamed if in the interests of their stock holders they use the opportunity of establishing lucrative connections with desirable business concerns, rather than to neglect these and make loans to broking houses on the uncertain security of the specu-

lative market which will be thrown back on their hands just as soon as money works easier.

AN EXCEPTION.

ONE of the Toronto dailies recently referred to the fact that directors of Canadian banks are comparatively small holders of the stock in the institutions represented by them. That such is not the case in the Canada Permanent Mortgage Corporation is vouched for by the president, who says in his annual address that the Toronto directors represent among themselves, their individual holdings and that of their respective families, and as trustees for others, over \$1,200,000 of the company's stock, or one-fifth of the total stock, and besides, are holders of bonds and debentures of the company or on deposit receipt to the extent of about \$500,000.

BANKING AND INSURANCE NOTES.

THE Canadian Bank of Commerce has opened a new branch of their bank at Moose Jaw, Assa. Mr. R. A. Rumsey has been moved from Innisfail, Alta., to take charge and Mr. H. M. Stewart has been appointed manager of the branch at Innisfail in place of Mr. Rumsey. This new branch of the bank increases the number of its branches in Canada to 101 and in Canada and the United States to 106.

The Bank of Toronto has opened branches at Omemee, Oil Springs and at the corner of Queen street east and Bolton avenue, Toronto.

The annual meeting of the shareholders and directors of the Canada Permanent Mortgage Corporation was held on February 6, 1904, for the reception of the financial statement and report of the directors for the past year, for the election of directors, and for the transaction of other business.

At the annual meeting of the Bank of Toronto, held on 13th of January, the report presented showed the profits for the year to be \$424,200.36 to which is added the amount brought forward from last year, \$93,128.07, and the premium on new stock issued, \$454,430, making a total of \$971,758.43. From this sum, after the payment of two dividends of five per cent. each, and sundry appropriations, the sum of \$554,430 was transferred to rest account, making that account now \$3,154,430, or \$200,000 in excess of the paid-up capital. The report also stated that eight new branches had been opened during the year.

WESTERN	Incorporated 1851	FIRE AND MARINE
	ASSURANCE COMPANY.	

Head Office Toronto, Ont.	<table border="0"> <tr> <td>Capital</td> <td>-</td> <td>\$2,000,000.00</td> </tr> <tr> <td>Assets, over</td> <td>-</td> <td>3,333,000.00</td> </tr> <tr> <td>Annual Income</td> <td>-</td> <td>3,536,000.00</td> </tr> </table>	Capital	-	\$2,000,000.00	Assets, over	-	3,333,000.00	Annual Income	-	3,536,000.00
Capital	-	\$2,000,000.00								
Assets, over	-	3,333,000.00								
Annual Income	-	3,536,000.00								

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.

Incorporated 1833
CASH CAPITAL, \$1,000,000.00.
TOTAL ASSETS, \$1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.	J. J. KENNY, Vice-President.
GEO. A. COX, President.	P. H. SIMS, Secretary.

DELICIOUS
FRESH FRUIT FLAVOR.

GOOD SELLERS
AND RELIABLE.

**GOODWILLIE'S
GLASS-CANNED
FRUITS.**

PLACE A TRIAL ORDER
WITH YOUR JOBBER.

Agents:
ROSE & LAFLAMME,
Montreal.

BATGER'S

**English Marmalades
are**

GOOD

TO EAT.
ON ANY OCCASION.
AT ALL TIMES.
FOR EVERYBODY.
SELLERS.

PLACE AN ORDER WITH YOUR JOBBER.

Agents:
ROSE & LAFLAMME,
MONTREAL.

"KKOVAH"
SUPERIOR TO ALL
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING CO.
MONTREAL. LIMITED

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Make Department Attractive.

FROM information gleaned from travellers and wholesalers the tobacco department is every day becoming a more important part of the average grocery store.

The day when a few caddies of chewing and smoking, more or less indifferently kept, and stored away in an obscure corner behind the counter, is past. Tobacco is an article which even more than the average line must be displayed, and the more attractively the better. The grocer can do well by taking a leaf out of the book of the most successful cigar and tobacco stores. In some of our larger cities they are fitted up luxuriously. The floor, the counter, the shelves—all are kept scrupulously neat and clean. Goods are displayed in show cases or on glass shielded shelves, in such a way that the dark brown beauties the cigar smoker loves display themselves to the best effect without being allowed to deteriorate in quality. The business done by these smokers' clubs, as they might be termed, warrants the expense.

The average dealer is not expected to go to such lengths in making his tobacco department attractive, but a bright man can, with the expense of a show case or two, evolve a tobacco department that will be at once a credit and a silent but most effective salesman.

It pays to make this department attractive. Smokers are more critical than may be imagined.

Didn't Sell a Pipe.

CHARLES J. HOLTON, the leading tobacconist of Detroit, tells the following good story on himself: "In Detroit there is a school for the cure of stammering. One of the instructions given to the pupil after he has passed the preliminary stage of keeping absolutely silence for two or three days, is to speak slowly, and keep a finger moving as he talks. One day a man came into my store, put up his finger, and began to move it, as he did so slowly saying: 'I— want— to— look— at— a— pipe.' I showed him a dozen or so, to all of which he had some objection, which he would explain to me in his

slow, deliberate way of talking, meantime keeping his finger moving according to the regulations of the school. Finally, after I had wasted an hour on him he said: 'I— am— a— member— of— the— school— for— cure— of— stammering.— The— proprietor— sends— us— out— to— talk— with— the— merchants— for— experience.— I— don't— want— to— buy— a— pipe—' It is needless to remark that the next fellow that came in to give me the finger act was informed that I was busy just at that time, and could not wait upon him."

Frost Effects Tobacco.

THE general conditions of the weather this winter has been such that all of the Tobacco sections have suffered for want of "stripping" or "case" weather, says a prominent Tobacco man in Wisconsin to the Cigar and Tobacco Journal. We all looked for the annual January thaw to afford us the necessary relief, but not getting it, the better class of goods are slowly but surely deteriorating day after day. Every time the Tobacco freezes out it loses some of the oil and gum which is so necessary to carry it safely through the "sweat." And again being deprived of

these essential qualities, loses that tendency to feel soft and pliable to the touch with very little casing, thereby deceiving the grower, as to its real condition and causing him to get it in too "high" case, and then we will have a repetition of the unpleasant experiences of both growers and dealers in delivering and packing the 1900 crop. Said crop was an example whereby the best crop the State has ever produced was greatly injured and in some cases practically destroyed by the very conditions of which we speak.

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.

GOOD CIGARS

PHAROAH

(10-center.)

Not here to-day and gone to-morrow.

Has been here for many years, and has excellent prospects for the future.

A cigar worthy.

Grocers selling cigars,

buy Pharaoh for best trade.

A cigar that doesn't wear out.

A

"Money-back"
Cigar.

**Our
Standing
Offer:**

—
1,000 Cigars, as-
sorted as you direct.
Money back for any
unsold stock at the
end of 3 months.

PEBBLE

(5-center.)

For 5-cent trade Pebble is the very best value on the market.

It saves the grocer the necessity of carrying a higgledy-piggledy cigar stock.

Few cigar smokers who are not perfectly satisfied with Pebble.

Also a

"Money-back"
Cigar.

J. Bruce Payne, Limited, Mufs.,  Granby, Que.

**The
Burden of
Worry is**



removed concerning what is an out-and-out good Tobacco when one learns to know the virtues of T & B. || We suggest the 10-cent size as being the most satisfactory.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

IF WE WERE YOU

we would certainly order some of the Pipe Bargains we are offering just now. Just after stock-taking is a good time to buy. A grocer can sell pipes easily, and make big margins on a small investment.

W. B. REID & CO.

Wholesale Tobacconist,
58 Yonge St., Toronto

QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

The best that money can produce.
Manufactured by

T. J. Horrocks,

Wholesale Tobacconist
Wellington 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

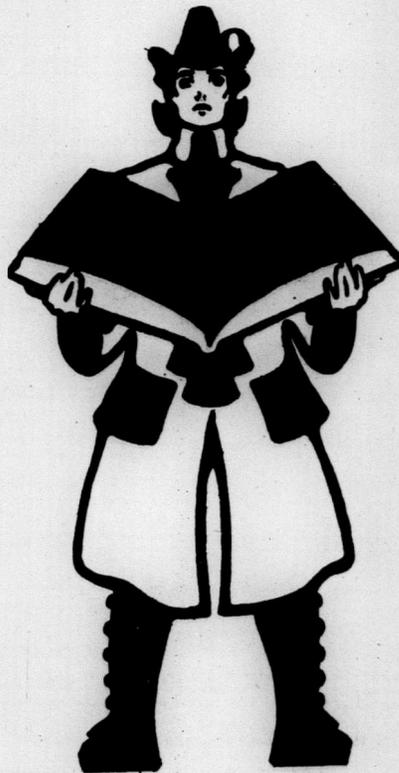
Our Message

to the grocery trade is the worthiness of

McAlpin's Tobaccos.

They are good to sell, for they lead to a greater consumption of Tobacco. This is a fact. Contemplate our growth.

McAlpin Consumers Tobacco Co., Limited,
Toronto.



Our Tobaccos :

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND MADE.



CHEWING—

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

**STRICTLY UNION
MADE.**

Twenty-one Million Pipes.

MR. GREIG, representing D. McDougall & Co., clay tobacco pipe manufacturers, has left the city on the Clyde for his Spring trip to Canada and the United States and will soon be fraternizing with the trade in this country. The output of D. McDougall & Co. for 1903 reached the immense aggregate of 21,000,000 pipes. Some idea of what a large quantity this means may be gathered from the information that if these pipes were laid in a single row they would extend 3,500 miles, and to fill them only once would require nearly 200,000 pounds of tobacco. The smoker may rest assured henceforth that D. McDougall & Co. are doing their utmost to see that he will never want a quiet smoke for lack of a pipe.

In Praise of Tobacco.

Of all the good things man has found
Scattered upon this planet round,
Tobacco surely holds its ground—
A weed delicious.
No other green leaf yields so much
Delight; no flavor has fragrance such;
No plant its virtue with a touch
Of something vicious.

A pipeful after breakfast, when
I read the morning paper; then
At luncheon one small whiff again—
A tube of tissue.
And after dinner a cigar;
An easy chair beside the jar
Wherein the good Havanas are,
Too close to miss you.

Life is at best a journey brief,
And Time pursues us like a thief;
But if one cultivates the Leaf,
There is no hurry.
A friend, it cheers one on the way
And helps to lengthen out the day,
And keeps the hair from turning gray
With care and worry.

Virginia, Turkish or Perique—
A puff of incense and a streak
Of smoke that almost seems to speak
In sweet aroma!
And may the good Tobacco last
So long as we to life hold fast,
Till Death, the old iconoclast,
Brings his diploma!

Blue and Gray Smoke.

Smokers often wonder why the smoke which issues from the burning end of a cigar is of a light blue, while that which is blown out of the mouth is grayish white or sometimes as white as a Summer cloud. Various explanations have been given of the difference, but the most

probable is the fact that the smoke which issues at the burning end is the result of more perfect combustion and therefore contains less of the oils, carbons and other products than that which is drawn through the cigar.

A Difference.

Before the two were married
She couldn't stand a pipe;
She rather liked a good cigar,
A fragrant ten cent snipe.
When they had settled down to bliss
She changed her point of view;
Now she was helping spend the cash
She thought a pipe would do.

Largest Warehouse in the World.

What is described as being the largest Tobacco warehouse in the world is located at Liverpool. It occupies one block 725 feet long and 165 feet wide. The height from the level of the road, excluding that of the vault, is 124 feet 10 inches. The total accommodation of the twelve floors of the building and the quay floors is 58,200 packages. In addition to this warehouse are two older warehouses, which occupy the north and south quays of the same dock, the tendency being to concentrate the storage of Tobacco in one location.

Cuban Exports During 1903.

Cuban exports of Leaf Tobacco from the island of Cuba during 1903 to the port of New York were 144,504 bales, and 43,515 bales to Tampa, making a total of 188,019 bales.

Desires to Establish Regie.

The Federal Labor Party of Australia, one of the strong parties of that country, and which holds the balance of power between the two great parties, has announced a forecast of its future policy. One of the purposes of the party is to induce the Government to take over the Tobacco industry, and from the profits realized to obtain the nucleus of an old-age pension fund, which would expand automatically as the consumption increased.

Tobacco Notes.

The Cigar Makers' International Union has \$750,000 in the treasuries of its subordinate unions.

Theives at Kingsville broke into Jasper Sons' warehouse and stole about \$100 worth of raw leaf tobacco.

The Chamberlain cigar of J. M. Fortier, Montreal, is making satisfactory gains in the Northwest, notably in the cities of Vancouver and Winnipeg.

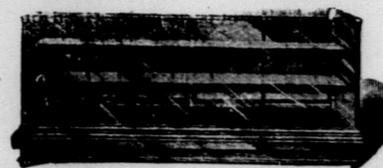
The Silent Drummer

and Price List is in Press and will be mailed about 16th February. If you do not receive it by February 18th, write and we will mail one to you at once.

THE
W. H. STEELE CO.,
LIMITED
Wholesale Tobacconists,
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe
Be sure and ask for it, and see that you get it.
D. McDougall & Co., Glasgow. Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, TORONTO.

Horrocks, the cigar manufacturer, says: "The sales of the 'Ronto' cigar in January were heavier than in any preceding month, and justifies the care and expense we are taking with this popular cigar."

The McAipin Consumers Tobacco Co. have recently made some very heavy shipments to the Northwest provinces, and with their steadily increasing eastern trade have had all they could attend to during the entire season.

The W. H. Steel Co., 40 Scott St., Toronto, ask the attention of the grocery trade to their new edition of the "Silent Drummer" which will be issued next week. Profusely illustrated this standard catalogue of all kinds of smokers' goods should be in the hands of every retailer in Canada. Send the firm a postal card and receive a copy free.

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.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

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

"ACME"
TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us. Our facilities for doing business are second to none.

WINNIPEG.

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

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

TEA.

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

"COMMISSIONER,"

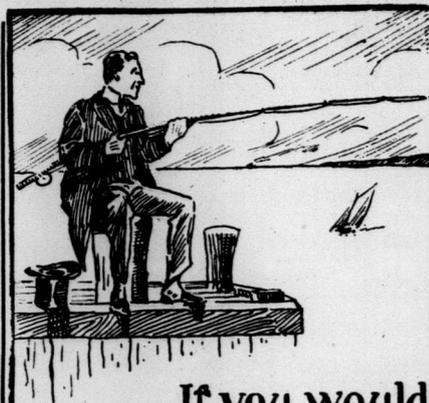
CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

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



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty grocers of read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's threw?
Uv'course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketchedyewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.
Catch?

{ The Canadian Grocer, }

10 Front St. E.
Toronto.

232 McGill St.
Montreal



Department of Advertising Service

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

February 11, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
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
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
2 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.....	2 1/2 lb.....	10 40
1 doz.....	5 lb.....	19 50

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
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.....	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.....	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	Per doz.
Ocean Baking Powder, 1 lb., 5 doz.....	90
Ocean Baking Powder, 1 lb., 3 doz.....	1 25
Ocean Borax, 1-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case.....	78

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

Cleveland's—Dime.....

Sizes.	Per Doz.
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.

Sizes.	Per doz.
1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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EAGLE BAKING POWDER

Cases of 48-5c. tins.....	Per doz.
48-10c. tins.....	\$0 45
24-25c. tins.....	2 25

Blackening.

HENRI JONAS & CO.

Jonas.....	Per gross	\$9 00
Froments.....	"	7 50
Military dressing.....	"	24 00

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in pepper boxes, according to size.....	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.....	10

Black Lead.

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



JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz.
5-doz. 10c. ".....	\$0 40
" " ".....	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " E, 3 ".....	3 55
" " " F, 3 ".....	3 20
" " " G, 3 ".....	2 85

Canned Goods.

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—	
1/2 Rolland.....	9 50 10 00
1/2 Delory.....	10 50
1/2 Club Alps.....	2

FRED. MAGEE

Per gross	Per doz.
Smelts in spices, in 1-lb. round tins.....	\$1 00
" " mustard, in 1-lb. oval ".....	\$1 05
" " Tomato, in 1-lb. ".....	\$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL.

ESTABLISHED 1857.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Chocolates and Cocoas.	
THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins..... per doz.	\$6 75
" 1/2-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, 1/2-lb. tins, per doz.	
Chocolate—	per lb.
Queen's Dessert, 1/2s and 1/4s.....	\$0 40
" 1/2s..... "	0 42
Mexican Vanilla, 1/2s and 1/4s.....	0 35
Royal Navy Rock, "..... "	0 30
Diamond, "..... "	0 25
" 8s..... "	0 28
FRY'S.	
Chocolate—	per lb.
Caracas, 1/2s, 6-lb. boxes.....	\$0 42
Vanilla, 1/2s, "..... "	0 42
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24
Cocoa—	Per doz.
Concentrated, 1/2s, 1 doz. in box.....	2 40
" 1/2s, "..... "	4 50
" 1-lb. "..... "	8 25
Homeopathic, 1/2s, 14-lb. boxes.....	
" 1/2s, 12-lb. boxes..... "	
Epp Cocoa, case of 14 lb., per lb.....	0 35
Seller quantities.....	0 37 1/2
BENDORF'S COCOA	
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1/2 lb. tins, 4 1/2 doz. to case..... per doz.	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, 1/2s and 1/4s boxes	0 28
Mott's Breakfast Cocoa, 1/2s 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, 1/2s in boxes.....	0 27
Mott's Cocoa Nibs.....	0 35

Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate.....	0 21 0 32
Mott's Sweet Chocolate Liquors.....	0 20 0 36
WALTER BAKER & CO., LIMITED.	
	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, 1/2, 1/4, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5s, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56

Condensed Milk.	
Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.	
Eagle brand.....	\$1 65
Gold Seal brand.....	1 30
Peerless brand evaporated cream.....	1 02



"Reindeer" Brand	
Case (4 doz)	\$5.60

Coffee.	
"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 1-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.
Mee a.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal.	
	Per lb.
"Old Crow" Java.....	\$0 22 1/2
" Mocha.....	0 22 1/2
"Condor" Java.....	0 27 1/2
" Mocha.....	0 27 1/2
15-year-old Mandehing Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 11

WILLISON'S TURKEY COFFEE.	
	Per lb.
1-lb. tins, 48-lb. cases.....	30

S. H. & A. S. EWING'S.	
	Per lb.
Mocha and Java coffee, in 1-lb. tins, 30- lb. cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30- lb. cases.....	29

Cheese.	
Imperial—Large size jars..... per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	13 00
Medium size.....	12 00
Small size.....	2 40
Roquefort—Large size.....	1 40
Small size.....	

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-covered 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.....	\$0 62
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	0 95

Cleaner.

BRUNSWICK'S
EASYBRIGHT
WATER-PROOF
CLEANER
CLEANS EVERYTHING

Per doz.	
4-oz. cans \$	0.90
6-oz. " "	1.35
10-oz. " "	1.85
Quart " "	3.75
Gallon " "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

STAPLES

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16 Front St., East, - TORONTO.



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To see what is right and not to do it, is the
Your customers want.

**Wether's
Mince Meat**

because they know it is pure and delicious. It is good
business for you to supply it.

"One Try Satisfies"

J. H. Wether, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell

**Pickles, Sauces, and
Preserved Fruits**

C. E. COLSON & SON, AGENTS

CHAS. F. CLARK, President

CHAS. L. J. [unclear]

ESTABLISHED 1857

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Capital and Surplus, \$1,000,000

Executive Office, 100 Nassau St., New York

THE BRADSTREET COMPANY

100 Nassau St., New York

SOLE AGENTS FOR CANADA

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