

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, FEBRUARY 17, 1905.

NO. 7.

## Robinson's Patent Barley

Sales are increasing all over Canada.  
New Buyers are cropping up everywhere.  
You cannot afford to be without

**ROBINSON'S  
PATENT BARLEY**



Raised on It.

## WAFER ROLLS

A  
DAINTY BISQUIT  
FOR

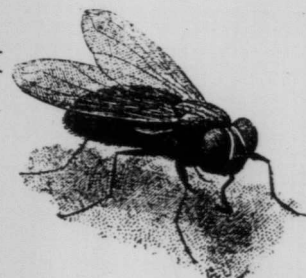
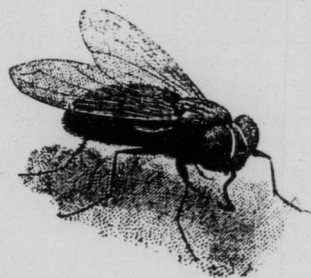
DESSERT AND AFTERNOON TEAS.

Wafer Rolls are filled  
with Cream and put up  
in ¼ lb. tins and in bulk.

**Christie, Brown & Co., Limited**  
Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 20.





# “Busy as Bees”

Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. “Busy as Bees” is the watchword now.

### *Griffin & Skelley's Dried Fruits*

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

“The GRIFFIN” Brand

### *Felix & Co. Italian Macaroni*

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing — always. Profitable to you and the user too.

### *Castile Soap “Shell Brand”*

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

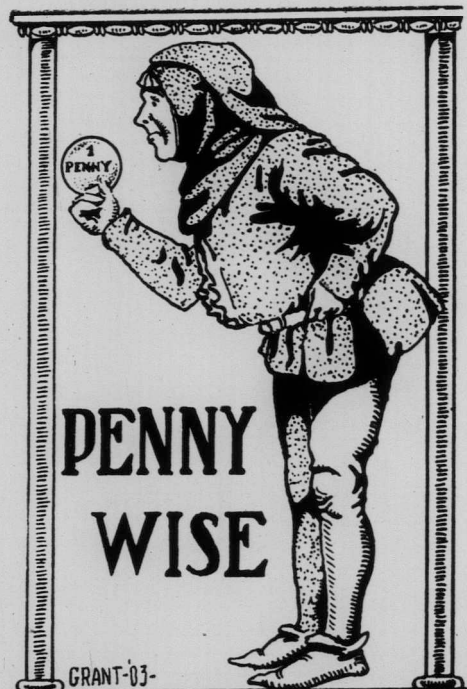
SOLD BY LEADING WHOLESALERS.

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal

20½ Front St. E., Toronto

MANUFACTURERS' AGENTS AND BROKERS.



**PENNY  
WISE**

GRANT-03-

The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.  
Are you?



**POUND  
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

TORONTO.

**W. G. A. LAMBE & CO.**  
TORONTO.  
Grocery Brokers and Agents.

Established 1855

**W. H. Millman & Sons**  
Grocery Brokers  
27 Front St. E.,  
TORONTO, CANADA.

You are getting low on  
Canadian Tomatoes.  
Let us quote you Americans

MONTREAL

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
Tel. Main 778. Bond 28.

VANCOUVER

THE  
GROCERY  
*Write or Wire*  
**CHAS. MILNE**  
BROKER  
VANCOUVER, B.C.

CALGARY.

**Start the New Year  
Right**

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

**NICHOLSON, BAIN & JOHNSTON,**  
Wholesale Commission Merchants and Brokers  
CALGARY, ALTA;  
Head Office: NICHOLSON & BAIN, WINNIPEG.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.  
Excellent Storage Accommodation.  
Consign Your Cans to Us.

**REGINALD LAWSON**  
MANUFACTURERS' AGENT and  
WHOLESALE COMMISSION BROKER  
UNION BANK BUILDING  
Correspondence  
Solicited **WINNIPEG, MAN.**

**EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in  
**CANADA and the U.S.**  
INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

BRANDON.

**WE ARE HERE**  
To store, to ship, and if you wish, to sell,  
WE CAN DO IT. Consign your cans to us.

**WILSON COMMISSION CO., Limited**  
Wholesale Commission Brokers,  
BRANDON, MAN.

The **GRAY, YOUNG & SPARLING CO., Limited**  
**Salt  
Manufacturers**

Granted the highest  
awards in competition  
with other makes. **WINGHAM**  
Established 1871

**To Manufacturers' Agents**

THE CANADIAN GROCER has en-  
quiries from time to time from manu-  
facturers and others wanting repre-  
sentatives in the leading business  
centres here and abroad.

Firms or individuals open for  
agencies in Canada or abroad may  
have their names and addresses  
placed on a Special list kept for the  
information of enquirers in our vari-  
ous offices throughout Canada and  
in Great Britain without charge.

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



# CEREBOS TABLE SALT.

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

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

Sold wholesale by the following firms:

**Montreal:**  
D. H. Rennoldson.

**Toronto:**  
W. G. Patrick & Co.

**Winnipeg:**  
Kenneth Mackenzie & Co.

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

**Vancouver:**  
Kelly, Douglas & Co.



## CAPSTAN BRAND MINCE MEAT

Package Mince Meat  
Put up in 1/4 gross cases

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

1/4 " 1/2 " " "  
25-lb. Pails. 75-lb. Tubs.  
1/2-Barrels and Barrels.

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

**THE AUER GAS LAMP**

Delightful to read by.  
Gives the Light of 100  
Candles and Costs Less  
Than Coal Oil.

No smoke or smell. The  
whitest, clearest, softest light  
for reading or sewing. The differ-  
ent styles are suitable for store,  
church or home. SATISFACTION  
GUARANTEED. Catalog on Request.  
AUER LIGHT CO., MONTREAL.

The brand "Sterling" printed  
in red ink across the bottle of  
pickles or relish is a guarantee  
to the grocer and his customer.

The grocer who is ambitious  
to command the best custom  
of his town will carry a com-  
plete line of "Sterling"  
goods.

## THE T. A. LYTLE CO., LIMITED

Manufacturers of "Sterling" Brand Pickles,

124-128 Richmond St. West,

TORONTO, CAN.

Two  
Lines  
That  
Lead.

## A Vinegar with Advantages.

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

## Quinine Wine with a Reputation.

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

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

Just a few words :

the tastes of your customers are varied, they are particular in respect to their tea-drinking. If you find they like the *Pure, Clean, Healthful* and *Invigorating* Teas of **JAPAN**, it is unwise to experiment with any other lines. Keep them satisfied.

Sell

# JAPAN TEAS

(they always please)

# MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

## West India Cane Sugar

and

Coarse, Medium and Fine Grain

## “Crystal” Brand Granulated Sugar

Made in Wallaceburg by

WALLACEBURG SUGAR CO.,  
LIMITED



# We admit it

The grocer knows quite well how that the Ceylon Tea growers have for many years appropriated a goodly sum for the advertising of

## Ceylon Teas

This Campaign of Education has had a heavy return in the essential matter of Ceylon Tea sales. At the same time it is as clear as can be, that if the people didn't like Ceylon Teas, no amount of advertising would have increased the consumption of Ceylon Teas to hundreds of millions of pounds annually.



Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

# BOAR'S HEAD

## brand of REFINED LARD COMPOUND



Orders can be filled by any of the jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs -	60 lbs.	" "	5 lbs.
Pails, wood	20 lbs.	" "	3 lbs.
" tin -	20 lbs.		

**THE N. K. FAIRBANK COMPANY,**  
Wellington and Ann Sts., MONTREAL, QUE.



This fact deserves emphasis—that

## "Cow Brand Baking Soda"

has been on the market for fifty years, and is now used in millions of homes, all over America.

Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers

# IVORINE

## COLD WATER

# STARCH

makes attractive shelf goods. Better still, it is the **Best** Starch for the customer to buy. And last, but not least, it pays the grocer handsomely—60%.

Retails at 10c.; 40 Packages to Case, \$2.50

ORDER FROM YOUR WHOLESALER.

**St. Lawrence Starch Co., Ltd.**

Port Credit, Ont.

# TEA.

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

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



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

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

## Oakey's 'WELLINGTON' KNIFE POLISH

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

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, England

Agent:  
**JOHN FORMAN, 644 Craig Street MONTREAL.**

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

### OFFICES IN CANADA

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

## 3 Lines to Sell

# Sutton's Ammonia Essences

(Worcester)

## Sauce

Write for list and particulars to

**G. F. SUTTON SONS & CO.**  
KING'S CROSS  
London, Eng.

## QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

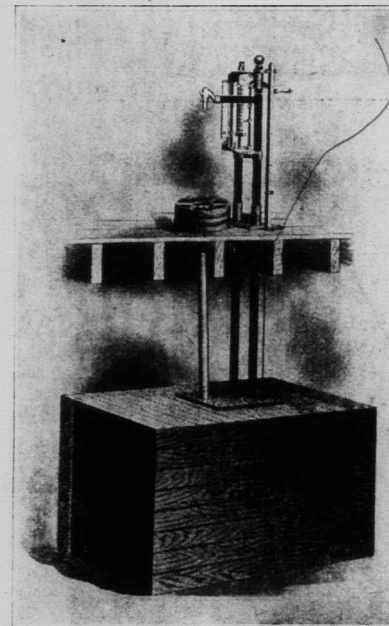
## BOWSER SELF-MEASURING OIL TANK

and keep your trade by keeping up the quality of your oil.

## BOWSER TANKS ARE TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."  
IT GIVES FULL PARTICULARS.



CELLAR OUTFIT

**S. F. Bowser & Co.,** 530 Front St. West  
TORONTO

**ORDERS**—more orders, bigger orders—that's the way they're coming already this year

FOR

**JAMES' DOME BLACK LEAD**

Sales ever on the increase; is not this proof of the best Black Lead made?

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

**SORT UP YOUR STOCK.**

**THE EXPORT**  
**MERCHANT SHIPPERS'**

of British America,  
Great Britain and Ireland

FORTIETH YEAR  
OF PUBLICATION.



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

Price:

15s. 6d. Nett.

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

# ANOTHER CAMPAIGN

By this time you are well on in another year's business. We hope it will be successful, and that you have got off with a good start. If you want to win out and finish at the front you've got to handle goods that can be relied on.

## The Truro Condensed Milk Company's

goods are absolutely reliable, and all winners.

**REINDEER MILK, JERSEY EVAPORATED CREAM,  
COFFEES, ETC.**

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

## ==QUALITY IN FISH.==

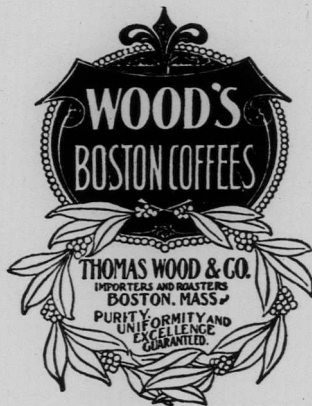
There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

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

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

## W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



## “Spring Prospects Bright.”

So say the best national business authorities.  
Such news encourages and stimulates enterprise.  
It gives the Grocer courage to expand and to improve his facilities for trade.  
Your own prospects can be brightened by selecting the best leading lines of goods.  
Sure, uniform, high grade products are the ones that create and keep business brightly polished up.  
Such are **WOOD'S COFFEES.**

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

has the words “Imperial Brand Maple Syrup” on the label—all the trouble comes of the other half.

Which “half” are you selling?

ROSE & LAFLAMME, Agents, Montreal

$\frac{1}{2}$



**“HUNTER”  
BRAND**

**OREGON PRUNES**

THE STATE OF OREGON  
PRODUCES THE HIGHEST  
GRADE OF PRUNE THAT  
IS GROWN.

**HUNTER BRAND**  
OREGON PRUNES, POSSESS  
A DELICATE, MILD, TART  
FLAVOR, WHICH IS AT  
ONCE PLEASANT AND  
APPETIZING.

IF YOU ARE NOT ALREADY  
SELLING THIS SEASONABLE  
ARTICLE—

—GET SOME IN—

—**THEY'LL GO**—

ROSE & LAFLAMME  
MONTREAL

# DEPARTMENT OF ADVERTISING SUGGESTIONS AND CRITICISM

Edited by

John C.  
Kirkwood,

TORONTO.

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

## THE PACKAGE TEA QUESTION

**T**HERE are hundreds upon hundreds of merchants throughout the Dominion who are lending themselves to business problems with tireless energy, well-guided intelligence and gratifying rewards. These men are not content with the ordinary drift of business. The unforced current of trade is too slow for their purposes. They have a goal to reach, a work to perform that requires stimulated activities, and so they build dams and dykes and force the stream of business their way.

Advertising is but a part of the ways and means they employ to accomplish their ends. They buy right, they stock judiciously, they infuse life and light into their stores and into their salesmen. The contagion of their enthusiasm is communicated to their customers. Their strength compels a general movement

I would that their number were greater. It would mean something better for all concerned.

I am in receipt of several examples of the advertisements of W. L. Martin.

### STRAIGHT TALK ABOUT TEA.

By W. L. Martin

Take my advice and don't buy package tea— not when you can buy it in bulk from somebody who understands tea.  
I'll tell you why. Package tea firms, as you know by their advertising, are hot after your tea trade. These firms spend thousands upon thousands every year in advertising, and more thousands upon those made in travellers' expense to push their tea. And on top of all this it costs from one and a half to two cents a pound to put the tea in the package and label it.  
All this comes out of the tea, mind you. And the package tea men are making fortunes.  
And all out of what? Simply out of the one line of goods—just one of tea.  
Did it ever occur to you who pays for all this? Why, the usual package tea, of course.  
I hate to say it—hateful perhaps—but I was especially trained in the tea business the same as the fellows who put up the package tea. I buy my tea right and blend them myself. And I leave the public to decide by the sure test of comparison whether the tea I sell any not better value than any package tea in the country.  
At 25c a pound I make a specialty of a tea—black or green—that you cannot equal in any package at less than 30c.  
Just put these statements to the test.

### W. L. MARTIN

MYRTLE STATION.

How W. L. Martin says things.

Myrtle Station, Ont., and they are so good, so tingling with life, purpose, conviction that I cannot refrain from passing their message on to others. Space forbids my giving them all display as sent. One or two I endeavor to give in condensed size, to show Mr. Martin's ideas of advertisement construction. They are good examples, and worthy of attentive study by other merchants, some of whom, I know, find the problem of "copy" and "display" a difficult one.

At the same time, I am giving my readers Mr. Martin's letter to me. It rings with no muffled note, and should strike a responsive chord in many a brother merchant's heart. Regarding package teas, my correspondent has no divided views. His attitude is clear cut, and because of his knowledge of teas, Mr. Martin is able to grapple with what he esteems a foe, with overmastering strength. There are, however, always two sides to a question, and packers of package teas would doubtless have something to say concerning their business which would establish to the satisfaction of many, the substantial claims of package teas. Personally I think package tea is the proper thing,—that is, from an advertising-man's point of view

The trend in all directions is towards the package article. Without the package it is practically impossible to establish a demand for one maker's or packer's goods in preference to another's. It requires a package to secure distinctiveness. Bulk goods, whatever be their merit, have nothing about them to indicate difference, nothing upon which preference can be built. A manufacturer or producer is compelled to brand and package his goods for self-protection and for the assurance of consumers of his wares. Mr. Martin, himself, I venture to say, might very properly give to his lines and grades of teas distinctive names, and thus in effect make them package teas. The point I suspect Mr. Martin is making is that through his adequate knowledge of teas he is able to provide always uniformity of quality and flavor in the teas he sells, and if this be the case, his situation and that of the package tea firm are practically identical. Mr. Martin has

### MY THANKS.

On the fifteenth of September I completed my first year in business at Myrtle Station.

To the many patrons who have accorded me such liberal support I wish to convey my thanks.

Ladies and gentlemen, I thank you!

Looking back over my first year I have every reason to feel gratified.

I came to Myrtle Station a perfect stranger. But you gave me your patronage and I have tried to merit your confidence. That I have succeeded in doing so I think I may conclude from the way in which my business is increasing.

It is my constant aim to build up a reputation for "Quality" and "Reliability." "Quality of goods—Reasonableness of Prices—General Satisfaction," is my motto.

It is my business to sell very nearly everything likely to be wanted on a farm or in a home. I make it a point to discriminate against all kinds of goods that are not worthy or that cannot be recommended; to buy only such goods as are of practical value.

I offer no "bait" or "leaders" to attract business or deceive buyers. Every line in the many hundreds must be a leader in itself. Every tub must stand on its own bottom.

Extending my appreciation to those who have favored me with their patronage, be it large or small, and soliciting orders and enquiries from those with whom I have not as yet had the pleasure of dealing, I remain

Yours faithfully,

### W. L. MARTIN

MYRTLE STATION.

An Anniversary Statement.

the advantage that comes from knowledge—he is able to make full profits on his teas, not being called upon to share them with the package tea houses; or he may be able to provide his customers

1905  
Greetings to All.

As the season for kindly feelings, greetings and thankfulness is here, and men's thoughts naturally tend toward their fellowmen, it is but human on our part to express them:

And, in so doing, we are sure that your reciprocation bubbles out also. So here's to you:—

A Happy, Prosperous New Year to you and yours!

W. L. MARTIN

MYRTLE STATION.

Light and Air in this Example.

towards themselves, and since the service they give is complete, they hold the trade they attract, none having power to take it from them.

There are such merchants, I say, and

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

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

with teas as good as those put up by the package tea firms at a lower price.

There is no escape from this conclusion, namely, that if a merchant can sell unbranded goods as successfully as he can branded goods, he can in so doing make a much larger profit. One of the great struggles going on to-day is that between the dealer and the manufacturer or producer. The manufacturer is seeking to create a preference for his particular line, largely through advertising, the cost of which has of necessity to be added to the price of his product.

plished only at big cost—the price of advertising. At the same time, there are wheels within wheels, struggles and warfare among the producers, spectators and distributors. In this strife between producers, the victory is to him who brings to his aid the best strategy, the best stamina, and the most gold.

weekly in three of the best local papers, and generally change my ad. each issue.

I might tell you something about my tea business. I don't suppose I am wide of the mark when I say that it isn't likely that you'd find another grocery or general store in Ontario that doesn't handle some brand of package tea. But none of them for me. When I took over this business about 18 months ago nothing but package tea was sold here. But I cut 'em all out, lock, stock and barrel, and I put up my own special blends, "in bulk." There was some little kicking

**TIME FOR A CHANGE**

A dinner of Fresh Fish forms a delightful change—is nourishing and delicious, and not expensive either. We carry a large stock of fresh Fish that you can always depend upon.

British Columbia Salmon Trout  
EXTRA CHOICE  
Manitoba White Fish  
Fresh Sea Herring  
Fresh Sea Cod

WE PROVE OUR ADS.

NOTED TEA STORE AND  
CHINA PALACE

**J. A. McCrea.**

Wyndham Street.  
Phone ..... 48.

BRANCH STORE,  
ELORA ROAD.

**R. J. McCrea.**

Manager.  
Phone ..... 255.

**Real Good Coffee.**

JUST at this season you appreciate a good hot cup of coffee in the morning—but it must be good—McCrea's Favorite Blend Coffee

40c. per lb.

is always the same—fragrant and delicious. Try it and be convinced : : :

WE PROVE OUR ADS.

**NOTED TEA STORE, No. 2**

**R. J. McCrea, Manager.**

Cor. Elora Road and Norwich St.  
(Robt. Millar's Old Stand).  
Phone No. 255, Guelph, Ont.

**Special Tea Set Sale.**

50 German China Tea Sets,  
44 pieces, 3 patterns. These  
Sets are retailed in the regular  
way at \$3.90 per set.  
While they last we will sell  
them at

**\$2.98 Per Set.**

WE PROVE OUR ADS.

The Noted Tea Store & China Palace.

**J. A. McCREA.**

Phone No. 48 No. 2 Day's Block Guelph.

This desire and practice of the manufacturer touches the profits of the distributor promptly and heavily, and an antagonism is straightway engendered. Both the producer and the distributor are contending for exactly the same end—their individual gains. The battle is waged on the distributor's territory and it is his property that is at stake. Success in this struggle seems to rest with the producer, but this success is accom-

plished only at big cost—the price of advertising.

Advertising Specialist of Canadian Grocer,—In response to your invitations in The Grocer from time to time, I am sending you a few of my ads., and would like to hear your opinion of them. The three tea ads. are most to my liking, and, in my opinion, the strongest of the bunch. These ads. appeared in successive issues of the papers. I advertise

for awhile, but by considerable persuasive eloquence and by not being afraid to give away samples, I more than held my ground. A few extra refractory ones "hung off" for awhile, but by "hanging on," like the proverbial pup to the proverbial root, I managed to bring them into the fold, until I do not believe I have a customer who doesn't buy tea here. What is more, I am safe in saying that we don't get an average of

# LENTEN SEASON. SOME SPECIALTIES.

Marshall's Preserved Bloaters  
 " Kippered Herrings  
 " Herrings in Tomato  
 " Red Herrings  
 Scallops, Shrimps,

Norwegian Herrings, in Oil  
 Norwegian Herrings, in Tomato  
 Boston Codfish Balls  
 Boston Mackerel, Soused  
 Boston Mackerel, in Tomato.

EMPIRE OOD STRIPS  
 HALIFAX FISH CAKES  
 ACADIA OOD TABLETS

KIPPERINES  
 SEA TROUT, IN KEGS  
 NO. 1 LABRADORS, IN BBLs. AND HALF BBLs.

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

## SALMON

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

## LOBSTERS

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

**JAMES TURNER & CO., - Hamilton.**

**O**UR travellers are with you once more with their annual bargains in all grades of

### TEAS

See their samples before purchasing.

**BALFOUR & CO.,** Wholesale Grocers **HAMILTON**

# FRENCH PEAS

We have just received a shipment of **Imported** French Peas, to retail at 15c. tin or 2 for a quarter. Write us or see our travellers.

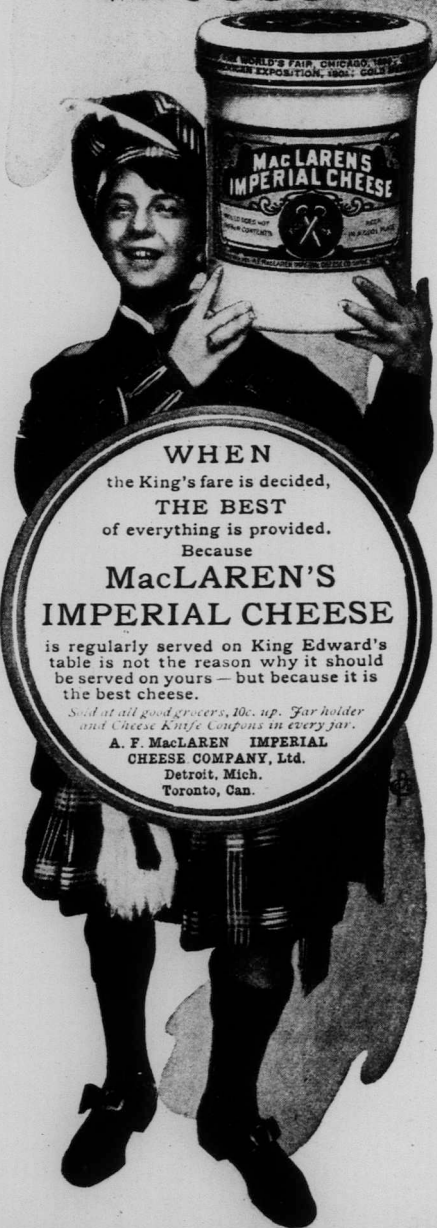
## T. Kinnear & Co.

Wholesale Grocers,

= =

Toronto, Canada

*The* **KING'S**  
Cheese

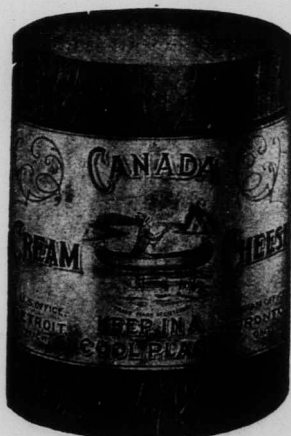


WHEN  
the King's fare is decided,  
THE BEST  
of everything is provided.  
Because  
**MacLAREN'S  
IMPERIAL CHEESE**

is regularly served on King Edward's  
table is not the reason why it should  
be served on yours — but because it is  
the best cheese.

*Sold at all good grocers, 10c. up. For holder  
and Cheese Knife Coupons in every jar.*

A. F. MacLAREN IMPERIAL  
CHEESE COMPANY, Ltd.  
Detroit, Mich.  
Toronto, Can.



one inquiry a month for any brand of package tea, not even from "casuals." Still the business is coming my way, my tea sales for December being nearly three times that of the same month of the previous year.

I should add, however, that I was trained into the tea business and know how to buy as well as blend teas. This enables me to write an ad. with force and conviction behind it. When a man knows certain things to be true—beyond dispute—he needn't be afraid to throw it out from the shoulder in his ads. The trouble with most of us merchants is that we don't put enough spice and ginger into our ads., even when we advertise. I seldom give much study to an ad.; generally wait until an "idea" strikes me and then sit down and dash it off in the plainest and simplest language in just a few minutes. My ad. space will be otherwise occupied for a few weeks, but I have a few more ginger talks about tea already on paper and you shall see them when they get into printer's ink.

I am having my ads. all set up in the same style and same type as the "Greetings" ad.

I might say that your ad. talks and advice in The Grocer are O.K., and very much to the point. Keep it up. Try and poke some enthusiasm into the merchants before the big department stores get it all their own way. The only way to hold the trade our way is to be bold about it,—as bold as the departmental fellows are, only without telling as many bold lies; \$1.50 goods for 10c., etc. and advertise.

I have at present a vision of getting out a periodical circular by and by and sending it by mail for a radius of ten miles or so. Call it "Martin's Ginger Talk for January," or some such thing. Local papers don't reach half the people.

Apologies for long-winded letter, and hearty sympathy with you in "speeding up the ad. dept."

(Signed) W. L. Martin.

Myrtle Station, Jan. 20, 1905.

STOCK THESE GOODS—THEY ARE QUICK AND STEADY SELLERS



# Aylmer Chicken Soup

The pack of this preferred brand was considerably short of requirements this season, being only about 45 % of orders booked by the packers. Our orders have all been **filled in full**, and we have a few cases to offer. These goods will be wanted very badly. This is a chance for **prompt buyers**.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### Business is the Salt of Life.

There is a young man in Guelph, not yet old enough to vote, yet with six feet of stature, who finds his chief delight in the world of trade—R. J. McCrea. Mr. McCrea served so good an apprenticeship in his father's grocery and crockery business that he was made manager of a new branch store, and later on admitted to partnership.

Mr. McCrea, Jr., is a diligent student of advertising in its many phases, and has used newspaper space effectively in the extension of the business done at both branches. His announcements are fresh every day, specific, and displayed with good judgment. He seems to have achieved in large measure the cherished goal of every advertiser—namely the time when readers will seek out the advertisement of their own accord.

I am in possession of a great many examples of Mr. McCrea's work, only one or two of which can be reproduced because of the limitations of space. This is not the first time that we have noted this young man's advertising. An interesting circumstance in connection with the last time any of his work appeared in this department is worth recording. The advertisement reproduced was one in which teas and toilet sets were "featured." Judge of the surprise of this Guelph retail house to receive an order from a Western Ontario merchant, an order for both the tea and toiletware "as per your advertisement in The Canadian Grocer."

### CALGARY BOARD OF TRADE.

At the recent annual meeting of the Calgary Board of Trade one of the principal topics discussed was "Insurance Rates in the West." The retiring president, W. I. Cushing, referred to the enormous increase in insurance rates

in the west which made it appear as if the insurance companies were forcing the west to pay for fire losses in the east. The following officers were elected for the ensuing year: President, R. J. Hutchings; vice-president, A. E. Cross; standing committees: civil improvement, W. G. Hunt; finance, M. Morris; immigration, A. Allan; new industries, W. Pearce; freight rates, W. H. Cushing; arbitration, Hon. J. S. Hall; manufacturers, Wm. Carson; wholesalers, F. G. Dawson; retailers, J. Emerson; professional, R. B. Bennett; agriculture and live stock, P. Burns; civic franchises, Dr. Lafferty. The following were elected general councillors: C. W. Rowley, D. J. Young, J. S. Dennis, F. MacBeth, R. R. Jamieson, Col. Porter, Mr. Watson, J. R. Janes, F. F. Higgs, Dan Cashman, C. F. Comer, C. W. Bowles, J. R. Miquelon, Dr. Stewart, Mr. Hanna, M. S. McCarthy, M.P.; J. J. Young, W. M. Davidson, H. Neilson, Mr. Morris.

### THE TRAVELER'S SOLILOQUY.

The breakfast foods we have to sell  
 Would make a "Saxon" "quail!"  
 And make us like a "Beaver" work  
 To close a "Banner" sale;  
 Persuasion oft may do the trick,  
 Though "Force" is now the rule,  
 And that is what is not upheld  
 By those of the "Quaker" school!  
 'Tis well 'o have a stock of "Vim,"  
 For that is hard to beat;  
 But there are some who say "Ho, ho,  
 Give me the 'Cream of Wheat.'"  
 The far-famed "Orange Meat," we know,  
 Contains no orange pips,  
 Whilst shavings never can be found  
 When indulging in "Life Chips."  
 And now the Winter season's here,  
 With men all wearing heavy coats,  
 It might be well, when selling foods  
 To make a push on "Coupon Oats."  
 Some folks still swear by "Tillson's  
 Oats,"  
 But others will not risk it,  
 So, boys, you all should do your best  
 To "Postum" to try "Triscuit."  
 The "Crank."



The demand for

## Upton's

### Jams, Jellies

and

### Orange Marmalade

is greater than for any  
other brand.

### Why ?

Quality is right.  
Price is right.

Of interest to  
**TORONTO GROCERS**  
 and Others

An important By-law is now being discussed in the City of Toronto, to enforce the law with reference to more cleanliness in Perishable Foods, such as Fish, Fruits, etc. We wish particularly to refer to the Codfish. We are endeavoring to offer through the Grocery Trade of Canada **Selected Pure Nova Scotia Boneless Codfish**, and have spared no expense in our endeavor to offer Prepared Codfish **Absolutely Pure and Strictly Free From Bones**, packed in CLEAN NON-porous Wooden Boxes and Cardboard Cartons, which will ensure the Trade and General Public they are receiving specially selected stock.

The salty flavor of this Cod makes it very palatable, and if you have not already seen samples **ask your Wholesaler** to show them to you, or apply to us direct for full particulars. The following lines are extra fine stock and are already good sellers :

## Halifax Fish Cakes

—Packed in 1 lb. Cardboard Cartons. 2 doz. to case.

## Halifax Codfish

—In 3 lb. Non-Porous Wooden Boxes.

## Halifax Shredded Codfish

—Made from Selected Atlantic Codfish.

Our "**ACADIA**" Brands are also pure Atlantic Codfish and strictly free from bones. Packed in "Acadia" 2 lb. non-porous wooden boxes : 1 lb. Tablets and other styles

**Are you getting your share of this trade?**

If you wish to double your sales on Prepared Atlantic Codfish, write us.

PACKED AND PREPARED ONLY BY

## BLACK BROS. & CO., LIMITED

MONTREAL OFFICE,

Board of Trade Building.

HEAD OFFICES,

HALIFAX, N.S., CAN.

WORKS,

LaHave, N.S.

SELLING AGENTS,

A. H. BRITTAIN & CO., MONTREAL, P.Q.  
 REGINALD LAWSON, WINNIPEG, Man.  
 CHARLES MILNE, VANCOUVER, B.C.

FISHING STATIONS,

LA HAVE, N.S.  
 MUTTON BAY, LABRADOR.  
 MEKATTINA, LABRADOR.

	<b>Business Changes</b>	
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## ONTARIO.

A MEETING of creditors of Dodds Bros., grocers, Toronto, was held on February 9; stock sold to E. Gray.

Henry A. Miller, grocer, Alexandria, has given up business.

John Calvert, confectioner, Windsor, has suffered loss by fire.

Mills & McDonald have opened a grocery business in Port Arthur.

R. A. McLennan, general merchant, Fournier, is giving up business.

E. Armitage, general merchant, Deseronto, has sold to Walker & Hill.

S. A. Kearsey, grocer and fruit dealer, Toronto, is giving up business.

Ferdinand Meier, grocer, New Hamburg, has assigned to Chas. Doer.

Hugh Ferguson, general merchant, Dundalk, has assigned to N. L. Martin.

W. Dupuis, general merchant, Glen Robertson, has assigned to H. Lamarre.

H. W. Foster, general merchant, Villanova, has sold to Cunningham & Sons.

The business of Louis Schwartz, tobacco merchant, Hamilton, is advertised for sale.

E. A. Therien, dealer in fruit and confectionery, of Almonte, is removing to Ottawa.

The C. Stephen Co., grocers and general merchants, Collingwood, have suffered loss by fire.

The assets of D. P. Gormley, general merchant, Finch, were advertised for sale on February 11.

Taylor & Green, crockery merchants, etc., Gananoque, have advertised their stock for sale by tender.

## QUEBEC.

Adrien Bergeron, grocer, of Montreal, has registered.

J. A. Sauve, crockery dealer, Montreal, has compromised.

L. H. Paquin & Co., grocers, Sorel, are offering to compromise.

Telesphore Rivard, general merchant, Grondines, is dead.

G. G. DuVarenes & Cie., grocers, Quebec, have registered.

F. Galarneau, confectioner, Montreal, has sold to H. Dufresne.

The assets of G. G. DeVarenes, grocer, Quebec, have been sold.

The assets of Phillipe Cloutier, Lac Aux Sables, have been sold.

The assets of Jos. Cote, general merchant, Ste. Flavie, have been sold.

The firm of W. & D. Bell, pottery dealers, Quebec, has been registered.

The assets of J. N. Verette, general merchant, St. Maurice, have been sold.

J. H. Laing, grocer and liquor merchant, Montreal, has sold to Wm. Hurtubise.

The assets of J. L. Bernard, general merchant, Namur, were sold on February 11.

M. Lemire & Co., general merchants, St. Guillaume D'Upton, are offering to compromise.

Z. A. Lamber & Co., grocers and liquor merchants, Montreal, have dissolved partnership.

Boisvert & Co., general merchant, St. Gertrude, have been burned out. Partial insurance.

The assignment of P. S. Hardy, general merchant, Chambly Canton, has been demanded.

C. Vezina has registered under the style of H. Gingras & Cie., tobacco merchants, Quebec.

The real estate of August Boldue, general merchant, St. Evariste De Forst, has been sold.

Jos. Dumont, general merchant, Lake Etchemin, has assigned. V. E. Paradis is provisional guardian.

C. Forcade, has been registered as proprietor of the grocery business of M. J. Boivin, Levis, deceased.

P. S. Hardy, general merchant, Chambly Canton, has assigned. A meeting of creditors will be held on February 18.

Alf. Oliver Falardeau and Constant Nap. Falardeau, general merchants, Sillery Cove, have registered under the style of Falardeau & Cie.

Jos. Emilien Thibaudeau and Jos. Edouard Francoeur, have registered under the style of Thibaudeau & Francoeur, general merchants, Victoriaville.

## NEW BRUNSWICK.

W. J. Kent & Co., general merchants, Bathurst, are applying for a charter.

Wm. Dunlop & Sons, grocers and feed dealers, St. John, are closing up business.

Watson H. Steeves, general merchant, Hillsborough, has been succeeded by Steeves & Steeves.

A meeting of creditors of John J. Melansin, general merchant, Bathurst, was held on February 4.

## PRINCE EDWARD ISLAND.

Carvell Bros., grocers and produce dealers, Charlottetown, have dissolved partnership.

A new firm of Carvell, Rattenbury &

Messervey, grocers and produce merchants, Charlottetown, has been formed.

W. H. Aitken, who bought out Varvell Bros., will take his two sons into partnership and start in the grocery and produce business in Charlottetown.

## MANITOBA AND N.W.T.

Geo. Kerndle, grocer, Winnipeg, has sold to I. Braunstein.

E. R. Sage, confectioner, Ponoka, has sold to H. E. Manning.

Wilson & Waugh, grocers, Winnipeg, have dissolved partnership.

McKenzie Bros., confectioners, Lariere, have sold to J. W. Rundle.

A. F. Ludka, grocer, Pincher Creek, has been succeeded by Ludka Bros.

Geo. Freemann, confectioner, Moosomin, has suffered small loss by fire.

R. J. Lund, miller, Selkirk W., has been burned out. Small insurance.

The English Tea, Meat and Provision Co. have started business in Winnipeg.

T. G. Denney, general merchant, Dubuc, has advertised his business for sale.

Wm. Bradley, baker and confectioner, Manitou, has sold to Lawson & Buck.

Coppleman & Chase, general merchants, Moosomin, have been burned out.

W. M. Craig, general merchant, Olds, has been succeeded by W. M. Craig & Co.

David Cassels, baker and confectioner, Portage la Prairie, has suffered loss by fire.

Campbell Bros., flour and feed merchants, Caron, are retiring from business.

W. J. Mackinley, general merchant, Whitemouth, has been succeeded by Day Bros.

A. R. Leitch & Co., millers, Weyburn, have sold to Weyburn Lumber and Elevator Co.

E. G. Wiswell, crockery dealer, Brandon, has been succeeded by Ball, Guilder & Cloyne.

The Anglo-Italian Trading Co., confectioners, Winnipeg, have sold to B. Persichini.

T. T. Bailey, baker and confectioner, Portage la Prairie, has suffered slight loss by fire.

The Anglo Italian Trading Co., confectioners, Winnipeg, are compromising at 25c on the dollar.

The stock of the estate of J. H. Saunders, general merchant, Wawanese, has been sold to Frank Harris.

The stock of the estate of A. Wagner, general merchant, Neudorf, has been sold to M. Ortenbirg at 60c on the dollar.

## Fresh and Cured Fish

### To Protect B. C. Herring.

LARGE quantities of herring have been destroyed by Japanese fishermen operating in the Straits of Georgia for the purpose of manufacturing guano and oil. Last year this business was stopped by the Government authorities, and word now comes from Ottawa that a regulation has been passed providing that fishing for herring can only be carried on by license, with a view of preserving the fish for commercial food purposes.

The herring fisheries are believed to be one of the valuable resources of the Province of British Columbia, but up to the present time their exploitation has been limited, the business being practically in an experimental stage.

At Nanaimo, however, there is quite an establishment which handles the herring, as part of its curing business, and on Burrard Inlet there are two curing houses, one established and one in course of preparation, which are seeking to develop a trade in these fish.

It is thought by those competent to

speak concerning the fishing industry, that a large trade will eventually be built up out of the herring fisheries of British Columbia and with a view of giving establishments here the benefit of his experience in the curing process, Mr. Cowie, the Scotch expert, will visit the coast again next season.

As an indication of what this industry may attain to on the Pacific coast, there is the herring trade of the Atlantic coast, which in 1901 amounted to \$1,865,391, aggregate value of fish marketed.

### Leased an Island.

Black Bros. & Co., Halifax, N. S., have leased from the Quebec Government the island of Great Mekattina on the Quebec-Labrador coast, and will conduct there a fishing and general store business during the Summer season. This island was formerly leased by the late Capt. A. L. Howard, inventor of the famous Gatling gun, who had established fishing houses on the island and did a thriving business. The island in the

hands of such a firm as Black Bros. & Co. will be a source of revenue to them and assist materially in securing supplies for their increasing fish trade.

### Fish Gossip.

A successful fish cannery has been established in England on the River Tyne. The citizens of Owen Sound are petitioning for the establishment at that point of the proposed fish hatchery.

## FISH and OYSTERS

WHOLESALE.

**The F. T. JAMES CO., Limited**  
76 Colborne Street, TORONTO.



259 PORTAGE AVE.  
Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

# FINNAN HADDIES

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## Fresh Cured Stock

In 15 lb. and 30 lb. Boxes.

AND ALL OTHER KINDS

### SMOKED, PICKLED, DRIED AND FRESH FROZEN

# FISH.

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MAIL ORDERS A SPECIALTY.  
WRITE FOR PRICE LISTS.

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## LEONARD BROS.

MONTREAL, P. Q.  
ST JOHN, N. S.  
WESTPORT, N. S.  
GRAND RIVER, P. Q.  
GASPE, P. Q.

Montreal

P.O. Box 639.  
LONG DISTANCE TELEPHONES.

## SOCKEYE SALMON

### "Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

# MEATS AND SOUPS

NOW IN STORE ————— **One Carload**

## 1905 PACK

100	Cases	KENT	Boneless	Chicken
25	"	KENT	"	Turkey
12	"	KENT	"	Duck
80	"	KENT	Chicken	Soup
100	"	AYLMER	Boneless	Chicken
25	"	AYLMER	"	Turkey
15	"	AYLMER	"	Duck
25	"	AYLMER	Pigs' Feet	
20	"	AYLMER	Chicken	Soup

**FRESH GOODS**

**FRESH PACK**

**SPECIAL DISCOUNT TO BUYERS**

*Prompt Shipment*

### **L. CHAPUT, FILS & CIE.**

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



# KING OSCAR SARDINES

**They Appeal to the  
GROCER**

because of the attractive package,  
splendid quality, handsome profit.

**They Appeal to the  
CONSUMER**

because of the choice small fish, pure  
olive oil, freedom from bones or  
scales, moderate price.

**ASK YOUR WHOLESALER**

**JOHN W. BICKLE & GREENING, Hamilton, Ont.**

Canadian Selling Agents

# The Foundation

of a good Sausage trade must be, your customer's confidence, and an appetizing display.

# Matthews' Sausages

are known for their wholesomeness of preparation and bright tasty appearance. The name and appearance will sell the goods.

Write for special price on weekly orders.

**The George Matthews Co., Limited**

ESTABLISHED 1868.

PETERBORO

HULL

BRANTFORD

## OUR SAUSAGES

Are made from fresh killed pork of choicest quality.

Always the same uniform good quality and delicious flavor.

Our sausage room is fitted with all the latest appliances, we use the best of spices and enforce the greatest cleanliness in making the sausage. They will please you, they will give satisfaction to your customers.

Now is the time to sell them. Let us have your orders.

**F. W. FEARMAN COMPANY,**

Pork Packers, Limited,  
HAMILTON, ONT.

## PURE LARD

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

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

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

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Cheese and Butter Situation.

**T**HE cheese market is absolutely lifeless, in absence of any orders from the United Kingdom. Merchants abroad have evidently made up their minds that stocks on this side are larger than reported to them, and are going slow, filling their requirements in a hand-to-mouth fashion. With a good deal of the cheese held by United Kingdom owners on this side and the other, costing much below present prices, they are in a position to take matters easy. It looks very much as if there may be a scarcity of cheese by the end of March, and should this prove to be the case, prices will open up high on new cheese in April. It would be healthier if prices should advance a little now, and have all cheese cleared off, and then when the demand came on it could be met at reasonable figures.

The butter market is wild, and prices are very high. Several cars of creamery butter were sold to New York houses during the past week at about 23c. f.o. b., Montreal. It looks also as if the usual winter stocks have not been put away by local dealers and, therefore, even higher prices are expected to rule.

## Advancement in Canadian Butter.

**T**HE following interesting outline of the Canadian butter trade during 1904 was given by W. A. Woodward, official arbitrator at Montreal, at the recent Dairymen's Convention at St. John's, Que.:

"Canadian butter has made wonderful advancement during the last few years, but there is a good deal to be done, and until we are in a position to make more butter and in large central factories, we cannot hope to attract much more attention than we have already. We have the cheese trade practically in our hands, but our output of butter is so limited that customers on the other side are not steady buyers of Canadian butter. Still we have some and are advancing.

"Increased facilities for storing and transporting our butter at a low temperature has been the agent through which we have improved. The Government has seen fit to establish a complete chain of cold storage from manufacturer to consumer, thus making it

possible to land butter in England in as fresh a condition as when first made. Large sums of money have been expended in bonus for the purpose of encouraging factorymen to establish cold storage rooms in their creameries, in which the temperature would be maintained under 40 deg. These requirements were lived up to during the first three years, covering the time which the bonus would be paid, but after that, I am sorry to say, a very large majority have not been keeping anywhere near the temperature specified.

"The quality of Quebec butter is generally very good, but lately there have crept in poor flavors that are not wholly accounted for, they are 'fishy and old cream' flavors. The latter was found more common last season, and close enquiry revealed the fact that this flavor was more commonly found in creameries where some of the patrons' milk was separated at the farm, and the cream delivered to the factory. This brings me to the gathered cream system. We are told that this system is coming, and is coming to stay, and I strongly believe it; but, it is coming to the detriment of the quality of Canadian butter, for a time at least. Wherever introduced, it means a right about face, and instead of the maker assuming all the responsibilities in the care of the cream, the patrons must accept their share, and, until such time as we have the patrons instructed how to take proper care of the cream until it is delivered to the central factory every day, properly wash their dairy utensils, we will be troubled with this poor flavor.

"The production of a desirable and uniform flavor in Canadian butter is the one thing that we must strive for. It is the one thing that gives butter its commercial value, and yet we find the public generally neglectful in this particular. From what I have seen and observed, I believe that much of our butter is injured through the ripening of the cream. It is of the utmost importance to get the milk made into butter as soon as possible after it is drawn from the cow. Just as soon as the cream is separated and the necessary preliminaries gone through, such as cooling and ripening, the cream should be churned. I believe this is necessary even under the system of pasteurizing. It is well known that the longer milk is kept the larger will be the number of bacteria present, and while bacteria are developing in this wholesome fluid, many of them are forming spore, and in this

stage are able to resist the pasteurizing process.

"Boxes of 56 lbs. weight are most commonly used, although there is yet a limited demand for 70 lb. tubs. The Danish keil of keg shape holding about 112 lbs. is becoming popular as a package for shipping Canadian butter in. I believe a good demand could be worked up for this style package, but it must be sold as Canadian butter and not as Danish. All packages should be covered with a sack to keep as clean as possible. Lumber used should be not less than  $\frac{3}{4}$  inch thick, with sides, bottom and cover in not more than two pieces, one is better. Every part of the box should be properly parafined."

## Bacon and Fresh Meats.

**D**ELIVERIES of hogs have been light during the week on account of the bad roads prevailing in the country, and, in consequence, packers are not so busy as ordinarily at this season of the year. Prices are a trifle easier than at last advices, quotations to-day being from \$5.40 to \$5.50, delivered in Toronto, whereas last week they were \$5.50. The English market is not quite so strong as last week, and a decline on bacon generally of 4 to 5 shillings is recorded, prices now ranging from 43 to 47 shillings. Cables from England advise that Danish and Irish receipts are up to the average. During the last two weeks the number of hogs killed weekly in Denmark was brought down to from 20,000 to 22,000. Last week there was an increase to 30,000.

The cured meat trade at this time of the year seldom possesses as much interest as a little later on in the Spring, or during the late Autumn, at which seasons the export trade looms up big. The tendency, however, to export evenly during the year is growing, and as recently predicted in The Canadian Grocer, is already showing favorable results as far as the producer is concerned. For the past twelve months the export trade in bacon shows a little falling off. This trade is very sensitive to fluctuation; for instance, the report two weeks ago that a peculiar disease had become prevalent among Danish hogs, had the effect of bulling the market beyond what the normal conditions of the market warranted. The result was a hurried unloading on the part of packers after prices had gone up, and a subsequent drop.

In fresh meats, the market pursues the same even course that has been characteristic of it for the last two or three weeks. Spring lamb is scarce, and trade in this article has practically switched off into mutton.

At a recent meeting of the provision dealers who are members of the Toronto Board of Trade it was decided to form a produce section.

# CHICORY

FINE IMPORTED ENGLISH.  
GERMAN AND BELGIUM  
CHICORY IN CASKS . . . .

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

S. H. EWING & SONS, Toronto Branch, 29 Church Street.  
96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

# TEAS and COFFEES

We have special values in all grades of Ceylon, from 11c. up—  
write for samples. Also full range of Teas of all other kinds.  
Mention the price you want—we have it.

GREEN COFFEES.—Special quotations on fine Javas, Maracaibos, Santos and Mochas.

## JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET

MONTREAL

## Large Profits



on cheap goods  
don't pay in  
the long  
run.

Your profits on  
Gillett's Goods are  
good all the time because  
the goods are PURE, well advertised  
and steady sellers.

Try MAGIC BAKING POWDER  
as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,  
Eng.

Toronto, Ont.

Chicago,  
Ill.

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

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.



PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision trade is quiet as usual at this time of year. On account of recent additional firmness in the English market long clear bacon is 1-2c firmer than last week, as well as smoked breakfast bacon. Owing to temporary increase in demand and shortage of supplies heavy mess, short cut and shoulder mess pork are all up this week. Lard is, if anything, a little firmer. Fresh meats continue unchanged. Hogs show a slightly easier tendency and trade in Spring lamb has practically gone to mutton during the last week or two. Our quotations are as follows:

Long clear bacon, per lb.	\$0 08½	\$0 08½
Smoked breakfast bacon, per lb.	0 00	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 50	16 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07½	0 08
"    tubs	0 08½	0 08½
"    pails	0 08½	0 08½
"    compounds, per lb.	0 06½	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	9 00
"    front quarters	4 50	6 00
"    choice carcasses	7 00	7 25
"    medium	5 50	6 50
"    common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	7 00	7 50
"    streetlots	7 50	7 75

Butter—All grades of butter are very scarce owing to the cold weather and bad roads, making it difficult for the farmers to market available supplies, in fact the shortage of supplies is so marked as to necessitate a slight all round advance this week. Creamery prints and creamery solids each being 1c higher and dairy rolls from 1c to 2c higher. We quote the following prices:

Creamery prints	Per lb.	0 24	0 25
"    solids, fresh	0 22	0 23	
Dairy prints	0 19	0 21	
"    in tubs	0 16	0 13	
"    large rolls	0 18	0 19	

Cheese—The cheese trade is quiet but strong, it being the common opinion that available stocks of cheese are held by a few of the big interests. Export trade is quiet, quotations ranging a little lower than last week, viz., 52 to 53 shillings. Our quotations are as follows:

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

Poultry—The poultry trade is dead with very little stuff arriving and prices nominal. Our quotations are as follows:

Chickens, spring, dry plucked	0 10	0 11
H. ns.	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

Montreal.

Provisions—Business is good in all lines of provisions. A steady demand both locally and from country buyers has tended to make the market active. The undertone is steady and the firmness likely to prevail. Canada short cut pork in round lots in jobbing round lots fetched \$16.50, smaller quantities \$17 to \$17.50. Compound lard moving well. The tone of the dressed hog mar-

ket has remained steady and good demand for small lots. Fresh abattoir killed sold at \$8.25 and country dressed \$7 to \$7.50.

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb.	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06½	0 06½
"    "    ¼-tierces, per lb.	0 06½	0 06½
"    "    60-lb. fancy tubs	0 07½	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½	0 07½
"    12 5-lb. tins	0 07½	0 07½
"    6 10-lb. tins	0 07½	0 07½
20-lb. wood pails, each	1 43	
20-lb. tin pails, each	1 33	
Wood net, tin gross weight—		
Wood, Tin	1 57	1 70
Pure lard, pails	0 07½	0 08½
"    tubs	0 08	0 09
"    cases (12 5-lb. tins)	0 08½	0 09½
"    cases (24 3-lb. tins)	0 08½	0 09½

Butter—Market firm. Best creamery 24-1-2 to 25c. It is believed that the market will advance further—very hard to obtain good choice goods. Country points seem to be short of stocks and the blocked roads are hindering what deliveries could be made. Supplies are short locally.

Finest creamery	6 24½	0 25
Fine	0 22	0 23
Medium	0 21	0 21½
Fine western dairy	0 18	0 18½
Fair to good western	0 17	0 17½
Undergrades	0 15	0 15½

Cheese—Local market unchanged. Cable advices from Liverpool to-day report lower market at 51s to 52s. The condition of the butter market is appreciated by cheese exporters as with the high prices ruling in butter very little early fodder cheese will be put out.

Eggs—Firm market and prices looking up. Fresh laid are bringing 32 to 35c and the legend is not an uncommon one in the retail stores "Fresh laid eggs 45c doz." Cold storage to-day jobbing easy 19 to 20c. Montreal limes, 19 to 19 1-2c; Fall gathered, 23 to 24c. Undertone of the market is firm and undoubtedly higher prices will prevail, stocks decreasing rapidly and supplies not coming in freely.

Winnipeg.

Butter—Prices are steady. We again quote:

Dairy, assorted pkgs, selected	0 21
"    round lots	0 17
"    (separator) 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
"    in 28-lb. boxes	0 26
"    in 14-lb. boxes	0 27
"    in 1-lb. bricks	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
"    Ontario	0 11½
"    twins	0 12
Square cheese	0 12½

Lard—Since the advance noted in last issue there have been no changes. We quote again:

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

Cured Meats—Since the advance in sugar-cured hams and in drv salt bacon, noted in last issue, there have been no changes. We quote:

SMOKED MEATS.	
Hams, sugar cured, assorted sizes	0 13
"    heavy 20 to 30	0 12
Picnic, "    assorted sizes	0 08
Shoulders, "    "	0 08

You can unhesitatingly recommend

BROCK'S BIRD SEED

You can't others.

NICHOLSON & BROCK, TORONTO

YOU ARE ALWAYS SURE OF GIVING YOUR CUSTOMERS SATISFACTION WHEN YOU SELL THEM

EAGLE BAKING POWDER

We guarantee it to give satisfaction or refund your money.

J. H. MAIDEN MONTREAL.



We Guarantee It.

This makes it absolutely safe to handle.

PEACOCK BRAND CREAM CHEESE

Tin foil packages, or porcelain jars.

Order from your wholesaler.

THE BATES PEACOCK CO., Hamilton Ontario

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

WALTER WOODS & CO. Hamilton and Winnipeg.

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

## CLARK'S Pork and Beans in Chili Sauce

always has and always will.

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

Patent  
Fruit-  
Washing  
Machines.

Machinery for the preparation of

### TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.



Hand



Power

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

### THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street  
LONDON, S.E., ENGLAND

Illustrated Catalogue  
Mailed (Post) Free.

## EGGS

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

CORRESPONDENCE SOLICITED.

**The WM. RYAN CO., Limited**  
70 and 72 Front St. E., Toronto,

## BUTTER and EGGS

—WE ARE—

### BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

## ACME TABLE SALT.

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

**TORONTO SALT WORKS, - Toronto, Ont.**

## COMMON SENSE

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W  
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.  
Write for prices.

## EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p><b>Agencies on Commission for Britain.</b> We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. <b>R. C. HALL &amp; CO.</b> MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p> <p><b>JOHN LETHAM &amp; SONS,</b> LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p> <p><b>JAMES MARSHALL,</b> ABERDEEN, - SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.</p>	<p><b>DAVID SCOTT &amp; CO.,</b> Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of <b>CANNED GOODS.</b> T. A. - Scottish, Liverpool.</p> <p><b>GRIFFIN &amp; CULVERWELL,</b> Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. <b>WRITE US.</b> 139 REDCLIFFE ST., BRISTOL, ENG.</p> <p><b>STOKES BROTHERS,</b> GENERAL MERCHANTS, EXETER, ENGLAND, Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited.</p>	<p><b>GEORGE LITTLE LIMITED</b> Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p> <p><b>E. BIERMANN &amp; CO.,</b> FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Codes, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p> <p><b>ALEXANDER CRICHTON,</b> 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acrion, Liverpool." Code, A. B. C., 4th Ed.</p>	<p><b>HAMILTON WICKES &amp; CO.,</b> Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p> <p><b>Agencies Wanted for Britain.</b> - European and Canadian references and an extensive connection are points upon which I rely. <b>CANNED GOODS, DRIED FRUITS, HONEY, PEAS.</b> A. S. DUFFUS, JR., 9-10 St. Mary-at-Hill, LONDON, E. C.</p> <p><b>THOS. BOYD &amp; CO.,</b> 28 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>
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**WHITELEY, HAIR & CO., 15 Victoria St., Liverpool, England**

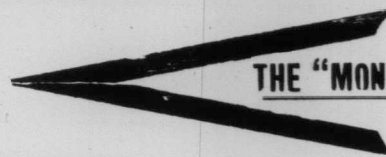
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code.

LONDON, LIVERPOOL, GLASGOW.

**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C., IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield. We buy outright.

See the point—



THE "MONEY-BACK" KIND

by making your leader

build your trade—and  
increase your profits

**"EBY-BLAIN'S"**

RETURNED.  
FEB 17 190

**"ANCHOR"**

BRAND



RETURNED  
FEB 17 190

To Owner  
Cut Book 3

Page 31

**CIGAR**

OUR  
GUAR-  
ANTEE  
WITH  
EVERY  
BOX.

The BEST 5 cent straight on the market—

Include some with your next order for proof of this statement.

**THE EBY, BLAIN CO., LIMITED**

Wholesale Grocers, Etc.,

TORONTO.

Bacon, " breakfast bellies.....	0 12½
" " breakfast backs.....	0 10½
" " Wiltshire sides.....	0 15
" " spiced rolls, long.....	0 09½
Manitoba butts.....	0 09½
" " skinned.....	0 10
" " boneless and rolled.....	0 11
" " rolls, boneless.....	0 11

**DRY SALT MEATS.**

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

**BARREL PORK.**

Heavy mess pork, boneless, per bbl.....	18 00
" " " per ¼ bbl.....	10 50
Standard mess pork, per bbl.....	16 00
" " " per ¼ bbl.....	9 00

**PICKLED GOODS (COOKED).**

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

**St. John.**

Provisions—There has been a somewhat improved business reported in beef and pork. Prices are rather firmer. Smoked meats are held firm and lard tends higher. There is fair business. In fresh beef, price keeps quite low. There is considerable domestic offered. Veal is more freely offered but it is still early. Lamb is scarce, and people do not want mutton. Pork is rather firmer.

Mess pork, per bbl.....	\$15 00	\$17 00
Clear pork.....	17 00	20 00
Plate beef.....	13 00	14 00
Mess beef.....	10 50	12 00
Domestic beef, per lb.....	0 04	0 06½
Western beef.....	0 07	0 08
Mutton.....	0 04	0 05
Veal.....	0 06	0 08
Lamb.....	0 06	0 07
Pork.....	0 07	0 07½

Hams.....	0 12	0 13½
Rolls.....	0 10	0 13
Lard, pure, tubs.....	0 08½	0 08½
" " pails.....	0 08½	0 09
Refined lard, tubs.....	0 08	0 08½
" " pails.....	0 08½	0 09

Butter—Market is not as firm here as in the west and some medium grades

Eggs—Market is unchanged. Strictly fresh are hard to get.

Eggs, hennerly.....	0 25	0 30
case stock.....	0 23	0 25

Cheese—The market is but fairly supplied.

Cheese, per lb.....	0 10½	0 11½
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**AN APPRECIATION.**

THE Canadian grocery trade has suffered a distinct loss in the death of F. B. Greening, of the firm of Bickle & Greening, grocery brokers, Hamilton, which occurred at Mentone, France, on Jan. 29, and which was referred to in a recent issue of this paper. Mr. Greening was the second son of Mr. E. Owen Greening, of Oak Lawn, Belmont Grove, Lee, Kent, England. He was born in Manchester, whence he moved to London when a mere boy. Here he received his education, and was later placed in the seeds department of the Agriculture and Horticulture Association, of which his father was managing director.

Fifteen years ago Mr. Greening paid his first visit to relatives in Hamilton, Ontario, and was so favorably impressed by the opportunities offering in Canada to a young business man that he decided to make it his home. Soon after coming out he became associated with the late John W. Bickle, in the grocery commission business. Mr. Greening's specialty was coffee, and he was looked upon by the trade as being particularly well posted on this branch of the grocery business.



The Late Mr. F. B. Greening.

are being shipped there. Really good butter is scarce.

Creamery butter.....	0 23	0 25
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 16	0 17
Fair.....	0 14	0 15

# Blue Ribbon Ceylon Tea

Blue Ribbon Ceylon Tea had to fight for its life in its early days.

Ten years or so ago there were **any number** of package teas clamoring for **existence**—and for the **golden reward**.

It was like the rush to the Klondike in **those days** in the tea trade.

Many **were called**, but **few were chosen**. It was a case of the **survival of the fittest**. **Blue Ribbon survived and survives.**

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

**TO HAVE AND TO HOLD  
HOTEL TRADE  
SUPPLY ALWAYS  
BOOTE'S ROLLED RIM WARE**

IT IS  
**BOOTE'S**  
HAS THE  
**ROLLED RIM**  
IS THE  
**BEST**

EVERYTHING IN  
**CROCKERY**  
CHINA GLASS LAMPS  
EARTHENWARE SILVERWARE CUTLERY

**LOTS OF  
SNOW,**



'TIS TRUE, YET IT IS A FACT THAT  
**SPRING IS FAST APPROACHING**  
AND YOU WILL NEED

**WATER SETS**

OUR **No. 99** ASSORTMENTS

ATTRACTIVE, LOW PRICED, DECORATED  
BOHEMIAN—ARE ADVISED AND WILL BE  
READY FOR DELIVERY EARLY IN MARCH.

ORDER NOW!

**BARNARD & HOLLAND CO.**  
MONTREAL

## CROCKERY DEPARTMENT

### Clearance China Sale.

It is not too late for the grocer or general merchant to be thinking of ways and means of disposing of surplus china, crockery and glassware, in which connection the example of a wide-awake Western dealer is worthy of emulation.

This man decided to have a clearance sale. Among the goods to be disposed of were a number of "stayers" old enough to vote; these were brightened up by the addition of a fair share of brand new goods.

Ordinarily he kept closed evenings, but during his china sale he advertised that he would open Mondays, Thursdays and Saturdays to accommodate the trade. He also made a specialty of advertising in the local papers, both in display ads. and reading notices. A man with a megaphone was employed to talk china and crockery during the noon hours and early evening.

Another excellent idea was the marking of every article with a price tag. Not only was an attractive window dis-

play arranged, but a scheme of decoration followed out in the interior, so as to invite and then hold visitors. There were no signs of "touch not," or "visitors handle these goods at their own risk," which the average woman and man resents as much as the "keep off the grass" placards that once mistakenly decked public parks. Particular care was given to a proper arrangement of the goods, the most conspicuous feature being the absence of high shelves with globes to be seen and not touched; all goods were arranged on low tables and shelves, so that they could be inspected with the utmost ease. It goes without saying that the dealer in question disposed of all his goods, and that at a fair all-round profit in a dull season.

### Don't Side-track Glassware.

Although china and glassware offer great inducements in high profits and quick returns, in the majority of stores, it is often side-tracked in some obscure corner or back room. This is a serious mistake. Why a dealer should stock up

on staples which, from their nature just admit of a narrow margin of profit, and should neglect and starve a department which admits of quick sales and frequent turning over of his capital, is unintelligible. Why not let the jobber carry the surplus stock of staples? You can always draw on his stock at short notice. Glassware and china provide all the requisites for a quick, active sale. They are gotten up in attractive designs, look big for the money, and can be bought by the retailer exceedingly cheap. Display your china fairly. Keep it clean and attractive. It will pay you as handsomely as any department in your store.

### VETERAN GROCER DEAD.

The grocery trade of Hamilton, and Canada generally, will regret to learn of the death of Mr. John Duff, of Hamilton, which occurred on Feb. 8, after an illness of only a few weeks. Mr. Duff was 75 years of age and was born in Papplewick, Nottingham, England, coming to Canada in 1851, settling in Walpole, Haldimand County. Thirty-seven years ago he came to Hamilton and founded the grocery business of John Duff & Son, which has since grown to such large proportions. The funeral took place on Saturday, Feb. 11.



JOHN MADDOCK & SONS, LTD.  
ENGLAND.



## Import Orders

Now is the time for placing import orders for German and Austrian Fancy China and Glass.

The sample range is large.  
Prices are right.  
Goods are attractive.  
Come, see, compare, and judge for yourself.

N.B.—The above Trade Marks are to remind you of the best make of English Staples.

**E. W. KLOTZ, Toronto**  
24 Wellington St. West.

## A TEMPTING OFFER



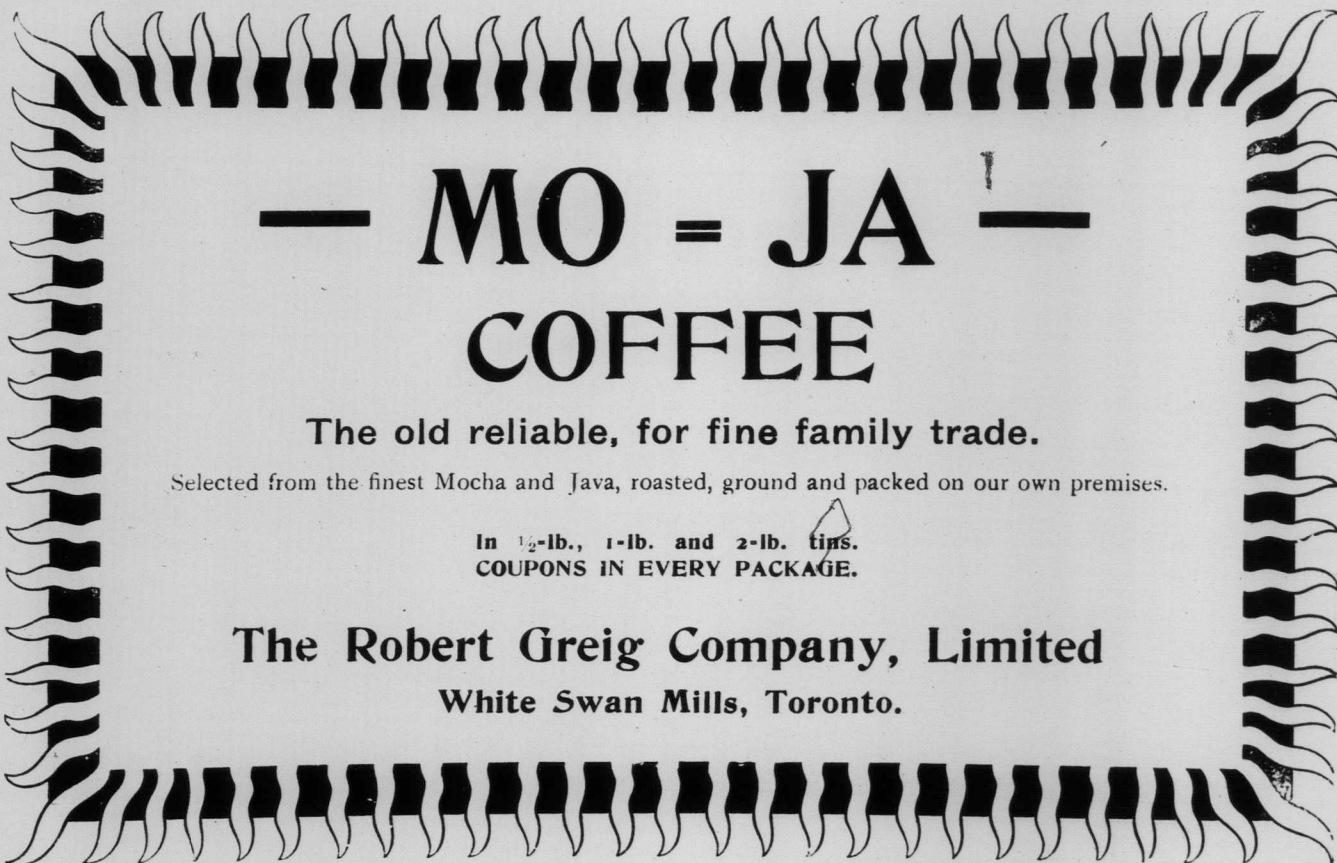
Walker Bins offer an irresistible temptation to buy. They enable you to display your entire stock most attractively, while they keep it clean, prevent picking and facilitate quicker handling.

**"Walker  
MADE IN CANADA  
Bins"**

With Walker Bins You'll Sell Two Pounds Where One Was Sold Before.

May We Send You Booklet?

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



— MO = JA —  
COFFEE

The old reliable, for fine family trade.

Selected from the finest Mocha and Java, roasted, ground and packed on our own premises.

In ½-lb., 1-lb. and 2-lb. tins.  
COUPONS IN EVERY PACKAGE.

The Robert Greig Company, Limited  
White Swan Mills, Toronto.

## Forest City Mustard

Put up in ¼ and ½ lb. tins and 1 and 4 lb. jars; also in bulk.

Doubtless you have often wondered why your mustard turned black after it was mixed, and perhaps concluded that it was caused by the vinegar, the place it was kept in, or some such reason.

More likely the cause was in the mustard.

Some grades of mustard are not suitable for table use because they turn black after mixing, while others have a bitter, unpalatable flavor.

Table-mustard should be scientifically compounded to insure that excellent flavor which always gives the appetite a keen edge and makes meats tasty.

Our mustard is blended from the choicest California and English mustard seeds by expert blenders.

We would like you to place a small order for this brand and test it well.

**Gorman, Eckert & Co., Limited,**

**London, Ont.,  
Winnipeg, Man.,  
108 Princess Street.**

P.S.—Our French Mustard is put up in new and attractive packages.  
Sold wet and in glass.

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

**Baking Powder.**  
Maiden, J. H., Montreal.  
Gillett, E. W., Co., Toronto.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robt., Co., Toronto.  
Lumsden Bros., Hamilton.  
McLaren, A. F., Montreal.  
Pure Gold Mfg. Co., Toronto.  
Royal Baking Powder Co., New York.

**Baskets.**  
Oakville Basket Co., Oakville, Ont.

**Bird Seed.**  
Nicholson & Brock, Toronto.

**Biscuits, Confectionery, Etc.**  
Canadian Swiss Trading Co., Montreal.  
Christie, Brown & Co., Toronto.  
Cowan Co., Toronto.  
Imperial Biscuit Co., Guelph, Ont.  
Lamont, Corliss & Co., Montreal.  
McGregor-Harris Co., Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Natural Food Co., Toronto.

**Blue and Black Lead.**  
James' Dome—W. G. A. Lambe & Co., Toronto.  
Oakley, John, & Sons, London, Eng.

**Business Brokers.**  
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**Canned Goods.**  
Canadian Cannery, Hamilton.

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

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Coccos and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Canadian Swiss Trading Co., Montreal.  
Cowan Co., Toronto.  
Dutch Chemical Works, Amsterdam, Holland.  
Epps, James, Co., London, Eng.  
Lamont, Corliss & Co., Montreal.  
Lowney, Walter M., Co., Boston, Mass.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
Mott, John P., & Co., Halifax, N.S.  
VanHouten—J. L. Watt & Scott, Toronto.

**Computing Scales.**  
Wilson, G. & Son, Toronto.

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

**Condensed Milk and Cream.**  
Borden—Wm. H. Dunn, Montreal.  
Colson, C. E., & Son, Montreal.  
Truro Condensed Milk and Canning Co., Truro, N.S.

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

**Crockery, Glassware and Pottery.**  
Bernard & Holland, Montreal.  
Cassidy, John L., Co., Montreal.  
Gowans, Kent & Co., Toronto.  
Klotz, E. W., Toronto.

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

**Financial Institutions & Insurance.**  
Bradstreet Co.

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Black Bros. & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton.  
James, F. T., Co., Toronto.  
Leonard Bros., Montreal.  
Luas, Steele & Bristol, Hamilton.  
Sovereign & Lynx Brands.  
Turner, James, & Co., Hamilton.  
Winnipeg Fish Co., Winnipeg, Man.

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Boyd Bros., & Co., Liverpool, Eng.  
Crichton, Alexander, Liverpool, Eng.  
Duffus, Alex. S., London, Eng.  
Griffin & Culverwell, Bristol, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Marshall, James, Aberdeen, Scotland.  
Little, G. O., Manchester, Eng.  
Saiter & Stokes, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Stokes Bros., Exeter, Eng.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

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Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton.  
Goodwillie—Rose & Laflamme, Montreal.  
Husband Bros. & Co., Toronto.  
McWilliam & Everist, Toronto.  
Ratray, D., & Sons, Montreal.  
Robinson, O. E., & Co., Ingersoll.  
Rose & Laflamme, Montreal.  
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Warren Bros. & Co., Toronto.  
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Tippet, A. P., & Co., Montreal.

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McCaun, Wm., & Co., Toronto.  
McIntosh, P., & Son, Toronto.  
Ogilvie Milling Co., Montreal.

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Castle, F. J., Co., Ottawa.  
Chaput, L., Fils & Cie., Montreal.  
Davidson & Hay, Toronto.  
Ely, Blain Co., Toronto.  
Gorman, Eckert & Co., London, Ont.  
Hudson, Hebert & Cie., Montreal.  
Kinneer, E., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
"Ozo" Co., Montreal.  
Sloan, John, & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

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

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Common Sense Mfg. Co., Toronto.

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"Ozo" Co., Montreal.  
Smith, E. D., Winona, Ont.  
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Upton, Thos., & Co., Hamilton.

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**Macaroni.**  
Tippet, A. P., & Co., Montreal.

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Dingle & Stewart, Winnipeg.  
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Millman, W. H., & Sons, Toronto.  
Milne, Chas., Vancouver, B.C.  
Nicholson & Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Ratray, D., & Sons, Montreal.  
Ryan, Wm. Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
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Lytie, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
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"Commissioner" Tea, London, England.  
Dutch Chemical Works, Amsterdam, Holland.  
Ely, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robert, Co., Toronto.  
Japan Tea Traders' Ass'n.  
Kinneer, T., & Co., Toronto.  
Lumsden Bros., Hamilton.  
"Ozo" Co., Montreal.  
Rutherford, James, & Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Sloan, John, & Co., Toronto.  
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# Soup

## Tomato Soup

### "Aylmer" Tomato Soup

There are soups and soups but only one "Aylmer" Tomato Soup.

"AYLMER" Tomato Soup only requires to be heated to be ready for the table.

Don't confuse "Aylmer" Tomato Soup with other soups that are merely mild tomato catsup.

"AYLMER" Tomato Soup is just as good as your mother used to make; in fact, it is made from mother's own recipe. The ripe tomatoes, the butter, the cream, the beef stock, the seasoning, are all there.

The housewife couldn't improve on "Aylmer" Tomato Soup if she would, and it wouldn't pay her to make her own soup if she could—not so long as "Aylmer" Tomato Soup is so good and so cheap.

"AYLMER" Tomato Soup is attractively put up with a fancy embossed wrapper label. It will sell on sight.

Try a can of "AYLMER" Tomato Soup on your own table. We did, and that is why we can so strongly recommend it.

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**Canadian Cannery,**  
Limited  
**HAMILTON, Ont.**

## 15 Minutes

Spent in our warehouse would show you convincingly why it is we have captured the

**Paper Bag, Twine,  
Wrapping Paper,**

trade of so many shrewd merchants.

We don't travel in ruts. We are awake every minute of the day.

And we have got hold of lines matchless for quality and value.

Then, too, we are lightning shippers.

Gentlemen, may we not look for your orders?

**Douglas & Ratcliff**  
LIMITED

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# Maple Syrup

for your trade.

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

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

Get our prices.

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Manufacturers of Champion Maple Syrup  
Evaporator and Maple Sugar Makers' Supplies,

**MONTREAL**



# THE CANADIAN GROCER

President:  
**JOHN BAYNE MACLEAN,**  
Montreal.

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#### NEW ADVERTISEMENTS.

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Alexander Crichton, Liverpool, Eng.  
P. McIntosh & Son, Toronto.  
Force Food Co., Toronto.  
National Cash Register Co., Dayton, Ohio.

#### WESTERN RAILWAY MATTERS.

IN the course of his able address to the Winnipeg Board of Trade last week H. W. Hutchinson, the retiring president, referred at some length to the transportation interests of the Canadian West. He pointed out that the railway companies operating in the Northwest are putting forth every effort to keep abreast with its development, consequent upon the steady influx of population.

During the year 1904 the Canadian Northern was busily extending its branch lines; 550 miles were graded and 413 miles of track were laid giving this company 1,758 miles under operation west

of Lake Superior. These figures should be of interest to Eastern readers of this paper, with many of whom the Canadian Northern is only a name. Its work has been accomplished without the beating of drums and blowing of trumpets which heralded the advent of the Grand Trunk Pacific, but its importance as a transcontinental road will be as great as that of the better known but newer road. So quietly has the construction of the Canadian Northern been accomplished that it was not until the bold action of its management in securing its prior right to the site of the proposed new Union Station in Toronto that people in Eastern Canada really awoke to the fact that so much of a second transcontinental line had already been built. The Canadian Northern had been simply a name in the newspapers.

Retiring President Hutchinson also referred to the extension of the C.P.R. during 1904, pointing out that 197 additional miles have been opened for traffic and 75 miles have been graded ready for rails in the Spring, giving this company 4,100 miles of track under operation between Fort William and British Columbia. Much money was also spent during the year in reducing grades, straightening existing lines and purchasing additional motive power and rolling stock rendered necessary by increased traffic. The progressive spirit displayed by the C.P.R. was ascribed by Mr. Hutchinson to the recommendations made by the second vice-president, William Whyte, who now manages the western system, a man thoroughly conversant with Western requirements, he has given a service to which even the Northwest farmer pays a grudging tribute.

The day following President Hutchinson's address, the Manitoba Grain Growers' Association met in convention at Brandon. Reports were submitted from the various branches of the association and the speakers were requested particularly to mention whether there had been any complaints in their section as to car shortages. To those farmers for years with the constant

complaints on this score by the Manitoba farmers it is a pleasant surprise to know that only two delegates had any complaints to make and theirs were of shortage of the most trifling character.

Although not of the highest grade, the 1904 crop was a large one and it is evident that Mr. Whyte has succeeded in solving the problem which has so long been beyond the capabilities of the C.P.R. Because of the efficient service which he is giving, Second Vice-President Whyte is one of the most popular men in Western Canada.

#### PREMIUMS.

ARE premiums a benefit to grocers? The discussion of this question opens up a wide field and the experience of many grocers might be made to show that the employment of premiums and kindred schemes has been of benefit to their business, while other grocers will be just as emphatic in stating and maintaining that harm has followed in the wake of their use. On what business plea, that is, straightforward, honest business plea, can any merchant base his excuses for the giving of premiums or trading stamps? "No one ever gets something for nothing," is a good business maxim. Nobody ever gives something for nothing in business; there is in every such case some implied quid pro quo, some veiled bribe, and every thinking merchant must know that when buying goods and receiving something in the premium line "thrown in," he has to pay for the gifts.

Manufacturers are not philanthropists, and the millennium is not yet, and all the gew-gaws, cans, watches, chairs, clocks, stoves, etc., that are offered free with goods, are figured in the cost of whatever is sold. If they are figured in the cost of goods, is it not natural to assume that the expense is taken out of the intrinsic value of the goods themselves? In other words, are the goods quite as good as they might be if they had not been loaded? It may be claimed that premiums are just a way of advertising to the consumer, and the manufacturer may use such means instead of advertising through the press. Quite true, but where is the manufacturer today that does not make a margin of profit even on the premiums he hands

out, and who has to pay for it in the end? the consumer, without doubt. Who is deceiving the consumer?

Figure it out and it will be found that all who encourage premiums are more or less guilty of deception. Why cannot goods be sold on their merits? Why not sell baking powder as baking powder without the attachment of a rolling pin or a dishpan? Why not sell a package of rolled oats as rolled oats, charging the proper price for the goods, unaccompanied by a coupon entitling the purchaser to a piano or house and lot in Squedunk? Sell goods for what they are and not for what is attached to them by a string. Your customers, if their attention is drawn to the matter and placed before them in the proper light, will see that, while they are apparently getting something free, they are in reality paying a high price for the gift. No first-class grocer will for a moment entertain a premium or trading stamp scheme, and the number of merchants doing away with the custom is growing day by day.

Build up your business on the quality of your goods, on your attention to the tastes and requirements of your customers; pay close attention to cleanliness, politeness on the part of your help; prompt and accurate delivery, and buy close; take all the discounts going, and you need fear no competition from your neighbor giving premiums or trading stamps.

#### A DEPARTMENT LIST.

As every importer knows, more or less delay and inconvenience is caused on account of lack of information as to which particular departments at the different ports of entry certain articles should be submitted for valuation. In order to overcome this difficulty the chief inspector of ports is preparing a list of goods showing to which department they should be submitted for appraisalment.

The lists are now nearly completed, and will be printed and posted up, not only in the customs house, but at railway stations and other public places.

No doubt this effort on the part of the chief inspector will be appreciated by the importers at the different ports of entry, where there are different department appraisers.

#### FREE RAW MATERIALS.

THE recent decision of the United States Attorney-General that U. S. millers are entitled to the usual drawback of the duty upon all wheat imported for the manufacture of flour for export, despite the fact that it may have been mixed with home grain, has apparently established the fact that all manufacturing industries are entitled to similar treatment. This means that every U. S. manufacturer is to have the right to import raw or partially manufactured articles, including hides, wool, lumber, metal, and manufactures thereof, cans made from imported tin-plate and filled with American fruit, vegetables and meats, according to requirements, and to have ninety-nine per cent. of the duty paid refunded on the proportion utilized in the manufacture of goods exported. Thus U. S. trade is to

Mr. A. Snuggs, grocer, Gerrard and Mutual streets, Toronto, wishes to be numbered amongst the ardent supporters of THE CANADIAN GROCER. Both as a trade newspaper and as an educational medium he considers it as invaluable to the trade, and says it is only a matter of time before THE CANADIAN GROCER will be read by every grocer in Canada as eagerly as his local paper.

have the benefit of what is practically free raw materials so long as the product is alone or in conjunction with home produced materials exported. By thus securing their raw material cheaply, United States manufacturers may become a greater force than ever in the export markets of the world.

Canada is more than a disinterested spectator in so far as she has a vast amount of raw material for export in addition to wheat, for which the United States provides an excellent market, and at the same time Canadian manufacturers are anxious to keep such raw material as nickel, pulpwood, hides, etc., at home, to build up home industries. This latter aspect of the situation has appealed so forcibly to certain Canadian interests that the imposition of a duty on raw materials generally, exported from Canada to the United

States, has been before the House of Commons, Ottawa, for discussion during the past week.

#### ANNUAL MEETING WINNIPEG BOARD OF TRADE.

THE 26th annual meeting of the Winnipeg Board of Trade was held in the Exchange on the afternoon of February 7. The following members were present: H. W. Hutchinson, C. N. Bell, A. R. Hargraft, G. H. Shaw, W. S. Evans, H. M. E. Evans, E. D. Martin, H. M. Belcher, F. W. Drewry, A. Strang, H. H. O'Reilly, N. Bawlf, N. Mackenzie, Jno. Love, R. Muir, D. D. Wood, C. A. Baskerville, I. W. Martin, G. A. Mitchell, E. A. Mott, A. Carruthers, John McKechnie, A. H. Bailey, J. H. Menzies, F. J. C. Cox, F. W. Reimer, S. P. Clark, G. F. Carruthers, J. W. Dafoe, G. F. Bryan, T. A. Anderson, D. Horn, W. H. McWilliams, H. Miller, J. M. Chisholm, Geo. Soames, Jos. Huxley, W. W. McMillan, E. H. Enderton, D. K. Elliott, J. H. Ashdown, G. N. Jackson, T. R. Newman, Jno. Aird, T. R. Deacon, W. A. Maccaffie, D. E. Sprague, Wm. Martin, Jas. Tees, A. M. Stewart, W. B. Lannigan, R. D. Richardson, C. C. Castle, A. H. Whitaker, H. Sandison, C. C. Sharpe, E. Boyce, J. H. Brock and G. H. Crowe.

The retiring president, H. Wilbur Hutchinson, delivered an interesting address, in the course of which he touched upon a number of important topics. He referred to the gratifying increase in Canadian foreign trade, to the large amount of money deposited in the savings banks, and to the increased number of branch banks which the management of the Canadian banks had seen reason to establish in the West.

Referring to the development of the Northwest, Mr. Hutchinson quoted figures to show the extent of the immigration.

"For the fiscal year ending June 30, 1904, 130,329 new settlers came into Western Canada, 51,000 of whom were British, and 43,000 Americans. The vigorous and intelligent immigration policy of the Government and the efforts of the Western Immigration association, organized but a year ago, and financially supported by many members of this board, are, I believe, doing more towards the development of the country and its commercial interests, than any other agencies. The distribution of literature pertaining to the wonderful capabilities and possibilities of our soil, and the great field for investment, has created almost worldwide interest, and I venture the opinion that 1905 will witness a still larger influx of settlers. "Free homestead entries, and land sales at advanced prices by the railway

and land companies to actual settlers, have exceeded very considerably those of any previous year. A very large number of our neighbors in the United States realize that we have lands of better quality than their own, which can be acquired at much less per acre than theirs are valued at, and have bought very freely.

"The acreage under wheat in 1904 compared with 1903, shows an increase of 5 per cent. in Manitoba, and 22 per cent. in the Territories, with an estimated yield of about 60,000,000 bushels. In the early part of the season, crop conditions were most favorable, and gave promise of an abundant yield, but in some districts, on account of damage by rust, ultimately the yield and grade were considerably reduced. It is, however, the general opinion that the higher prices obtained resulted as profitably as any previous crop, and the railway companies moved the grain much more expeditiously and with less complaint regarding car shortage, than in any previous year, much to the satisfaction of the farmers and business community, so mutually interested. These improved conditions I believe to be due to the more intelligent means adopted by the railway companies in the appointment of traveling inspectors, who are constantly engaged in ascertaining the requirements of each district, resulting in a more equitable distribution of cars."

Mr. Hutchinson also referred to the diversion of Canadian wheat to American markets.

"A somewhat new feature has entered into the grain trade of Western Canada owing to the action of the United States Government in definitely allowing what is commonly called 'milling in bond.' For probably the first time on record, shipments of Manitoba wheat from Fort William have been forwarded to United States ports east of Lake Superior to be milled in bond and the product exported. Last year a considerable quantity of Manitoba wheat was manufactured in this way in Minneapolis mills, and it is understood that somewhat heavy shipments of wheat are again going to that United States milling centre. The results of this new feature of our trade in grain will naturally be closely watched, for should the trade expand to any considerable extent, it will undoubtedly affect our transportation companies directly, and cause to a more or less extent some re-arrangement of the present method of selling and handling the grain. It is safe to say that every bushel of grain in this way diverted to the South will mean a loss to Canada through such grain not being handled at Canadian ports and by Canadian steamboats and railroads. How far our farm-

ers will be benefited seems as yet to be problematical."

#### Winnipeg Leads as Grain Centre.

Interesting figures were quoted by Mr. Hutchinson showing that Winnipeg leads as a grain centre.

"In a statement of crop movement compiled last year, our secretary pointed out that of the 1902 crop of wheat inspected and registered in the regular elevators, that the Winnipeg figures were 51,833,000 bushels; Duluth and West Superior, combined, 42,406,923 bushels; Chicago, 37,940,953 bushels, and New York, 35,101,950 bushels; which unmistakably demonstrates the importance of Winnipeg as a grain centre; in fact, with the exception of Minneapolis, it shows the largest total of any market on the North American continent.

"Our interior and terminal grain storage and handling elevator system, from the point of excellence, is equal to anything in the world, and it may be noted that a considerable extension of the system took place during the past year, some five and a half millions of bushels-capacity having been added. The capacity in the interior is now 28,178,363 bushels, and the terminals at Fort William and Port Arthur 18,432,000 bushels, or a total of 46,610,630. Taking into consideration that about one-half of the present crop is handled through elevators before the close of navigation, it will be seen that the storage available for the Winter season is certainly very great."

Mr. Hutchinson also referred at considerable length to the transportation question, pointing out the great extensions during the year of the C.N. and C.P. Railways. Statistics were quoted showing the extent of building operations in Winnipeg during 1904 and the volume of the city's bank clearings. Mr. Hutchinson concluded his very able address by a statement that in the Transportation Commission the needs of the West would be given due consideration, as J. H. Ashdown, one of the most valued members of the Winnipeg Board of Trade, has been appointed to the place made vacant by the death of Mr. Bertram, of Toronto, and C. N. Bell, the secretary of the Board of Trade, is also secretary of the Commission.

#### New Officers.

New officers were elected as follows: President, A. L. Johnson; vice-president, G. F. Carruthers; treasurer, Andrew Strang; secretary, C. N. Bell. These officers were all elected by acclamation.

#### EXPORT DUTY ON WHEAT.

THE CANADIAN GROCER is in receipt of the following letter in reference to Mr. Robt. Meighan's remarks re placing an export duty on Canadian wheat, made at the annual

meeting of the Montreal Board of Trade, Feb. 2, 1905, and reproduced in last week's issue:

Editor of Canadian Grocer,—In regard to Mr. Robt. Meighan's remarks as quoted in The Canadian Grocer of last week, advocating an export duty on wheat, in which he claims that it will compel United States millers to remove their mills to Canada or else build here. Such might be the case, provided their wheat crops are a failure year after year for the next ten years, but for an occasional crop failure I do not think his scheme would accomplish the object intended.

Neither should the Canadian Government put anything in the way of our farmers selling their wheat in the best markets in the world. In regard to Mr. Meighan's other point, I must say I am in hearty agreement with him. The placing of a preference upon Canadian flour is a matter between the British and Canadian Governments and people. Several years ago I advocated something along this line through the medium of a trade journal known as The Miller and Manufacturer, published in Toronto by a Mr. Mortimer. At that time I wrote in favor of all wheat entering the British markets from whatever source being admitted free, since it would not do to put a discriminating duty on raw material against English millers (the flour contained in this free wheat would be free also, so that the consumer would have his flour free of any duty). I also wrote advocating that all flour imported into British markets from other countries outside her colonies be subject to a duty of two shillings per sack of 280 lbs. This would give Canadian millers a preference of two shillings over flour ground in the United States. It would not increase the price of a loaf of bread to the British consumer, since all wheat would be admitted free of duty. The competition, moreover, between colonial and English millers would tend to keep down prices to their proper market value.

This scheme would, I think, enable British millers to grind more wheat and have the bran and middlings for the better supplying of dairymen, as English farmers must turn their attention more and more to dairying and other branches of like farming on account of their inability to compete against outside countries in the matter of grain growing.

This preference on flour of two shillings per sack would also enable the Canadian millers to export more flour, leaving the bran and middlings in Canada for our dairymen.

Figuring what the duty of two shillings per 280 lbs. of flour would amount to upon a 2-lb. loaf of bread, supposing the duty were to come out of the consumer, which I very much doubt under these conditions, two shillings equal 48c.; 100 lbs. of flour will make from 65 to 70 2-lb. loaves of bread. Say we get 190 2-lb. loaves of bread from 280 lbs. of flour, this would mean a duty of ½c. on each 2-lb. loaf, or ¼c. upon a 4-lb. loaf. This small item, I claim, would be divided between the miller and the baker so that consumers in England would in reality never be called upon to pay it.

(Signed) John T. Clarke.  
Glencoe, Ont., Feb. 7, 1905.

# "SALADA"

The increase in sales for the first five weeks of 1905, as against the corresponding 5 weeks of last year amounted to

**108,256 lbs.**

The enormous increase of five weeks over the corresponding five weeks of 1904 amounts to over 1,200 full chests of tea, or over

**54 Tons**

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



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ST. LOUIS  
EXPOSITION  
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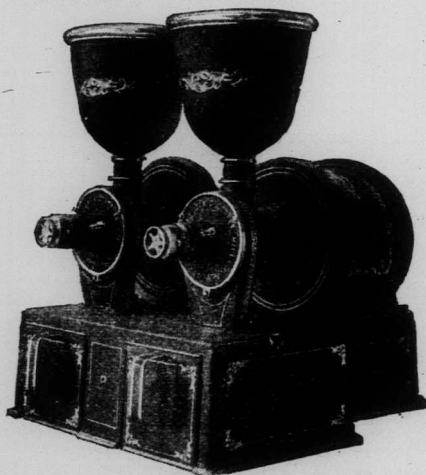
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Our Grinders

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No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing  $\frac{1}{2}$  pound per minute. Capacity of Iron Hoppers, 5 lbs. of Coffee.

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It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the consumer with logical advertising, and every trial proved that when we said SILVER GLOSS STARCH was the best starch made we told facts.

Silver Gloss Starch is in demand and dealers who observe our aggressive advertising don't hesitate, but put in a stock at once.

**THE BRANTFORD STARCH WORKS, LIMITED,**  
BRANTFORD, CANADA.

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, Feb. 16, 1905.

### Groceries.

**T**RADE conditions during the week have not been of the best. The heavy storms and cold weather have played havoc with country roads, and complaints from travelers are numerous. Business in some sections in the country is reported as practically cut off. This has naturally affected the local trade. In some cases this weather has forced prices up notably in such lines as butter, eggs and provisions, the scarcity of stocks bringing prices up. Sugar is easier, the reduction of 10c. per 100 lbs., noted last week, was not a surprise, foreign markets being easier. It is even anticipated by some that a gradual decline might set in. Teas show a decided improvement, especially in higher grades of Ceylon blacks. Orange Pekoes are also in better demand. Some 3,000 pkgs. of Ping Sueys changed hands during the past week. Japans continue steady, with upward tendency in lower grades. Coffees continue steady, with higher prices in light grades. We refer to article on coffees for closer statistical position. Spices are unchanged, with somewhat better business. Canned goods are without special interest. Corn and tomatoes are holding the trade's attention, with better opening demand for canned fruits. Molasses strong in every way, with stocks light and holders hanging on. Barbadoes reports indicate shortage in crop of about 15,000 puncheons compared to last year. Corn syrups are going freely and seem to be growing in popular favor. The fish trade has been affected by the storms prevailing lately. Frozen herring are scarce and in good demand. Green cod are also scarce and high. Foreign dried fruits are uninteresting and news scarce. Reports from Patras show Greek market steady, with no change in position. California dried fruits are in fair demand only. Rice is firm and little doing. Vinegars are up 2c. per gallon. Green fruit trade is quiet. Florida tomatoes are coming in in poor shape. Potatoes are firm and in good demand. Onions are scarce. The flour situation is unchanged, with a fair amount of business doing. Firmness characterizes the position of the market, owing to the strong position of wheat. Rolled oats are in good demand, with an upward tendency. Evaporated apples are high and the syndicate have advanced prices to 6½c. f.o.b. factory. Dried apples are being looked up again by the trade on account of the very high figure ruling on evaporated stock. Maple sugar is getting interesting, as the sap season approaches. Honey stocks are light and little doing. Provisions are firm, and there is every indication of higher prices, as the demand is good and supplies none too heavy. Butter is in good demand and bringing high prices for choice stock. Everything in butter seems to be soaring; stocks are light, and the condition of country roads is such that little can be brought to shipping points. Cheese

market is dull and export orders are few and far between. Prices maintain fairly strong tone. Eggs are eggs, and fresh-laid are bringing 32c. to 35c. in a jobbing way.

### SUGAR.

Market conditions are unchanged. The reduction of 10c. per 100 lbs., noted as The Grocer went to press last week, has not caused any surprise, as the foreign beet market had assumed an easier tone. It is even anticipated that this weakness will continue, and that an advance or recovery is unlikely. This, of course, is not the general view of the trade, but the statistical position will warrant close study. Local trade is quiet; country roads are almost impassable, and orders few.

Granulated, cbls.	\$5 85
" 1-bbls.	5 87
" bags.	5 60
Paris lump, boxes and bbls.	6 15
" 1-boxes and 1½-bbls.	6 25
Extra ground, bbls.	6 00
" 50-lb. boxes	6 20
" 25-lb. boxes	6 10
Powdered, bbls.	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2	5 25
No. 1 " bbls.	5 10
No. 1 " bags.	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

### TEA.

There is a decided improvement in the higher grades of Ceylon blacks. There has been active buying locally during the past week from London, principally of Orange Pekoes from 8½d. to 10d. Several large sales were made in Ping Suey Chinas, three blocks of tea aggregating some 3,000 packages have changed hands during the past week. No change in China blacks. Japan tea market continues steady, with an upward tendency for lower grades. Some small sales of Formosa Olongs are also noted. Generally speaking, the trade is better. Wholesalers claim stocks are getting exhausted in the country, and a better trade is looked for shortly from outside as soon as country roads are better.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Pinguey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

### SYRUPS AND MOLASSES.

The molasses situation continues strong. The situation in Barbadoes is in a state which leaves local handlers in an uncertain frame of mind. Statistics from the island report a possible shortage of about 15,000 puncheons as compared with last year, and the latest cable advices at hand are firm at 20c., including puncheons, which would mean 32½c. laid down here. Planters are claimed as holding back molasses. Stocks locally are light, and reports from the Maritime Provinces are that all the

cheap molasses available there has been bought by Montreal refiners, who are also willing to buy all they can from local holders, though there none too ready to let go. Corn syrups are receiving good attention, and it would seem, according to advices from jobbers and their salesmen, that this line is growing into favor rapidly. As molasses advances, corn syrups will be more asked for by the consumer.

D. Rattray & Sons' Montreal office report recent advices from DaCosta & Co., Barbadoes, confirming their previous estimates as to the crop this season, and they also advise that there has been very little molasses sold by planters as they expect higher prices as the season advances. Recent cables quote the value as "20c. per gallon, puncheons included first cost; planters unwilling to sell." Practically the only deliveries that have so far been made are from the estates where the cane has been burned. The crop is expected to be moving freely in about three weeks.

Barbadoes, in puncheons	0 33
" in barrels	0 35
" in half-barrels	0 36
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls.	0 02
" 1-bbls.	0 02
" 1-bbls.	0 03
" 30-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1 doz.	2 35
" 20-lb. " 1 doz.	2 10

### SPICES.

No change in market. Spices, generally, continue firm, and in some lines there has been more buying, particularly peppers and nutmegs.

Peppers, black	Per lb.	0 18	0 22
" white	0 25	0 30	
Ginger, whole	0 15	0 24	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 30	
Allspice	0 16	0 19	
Nutmegs	0 30	0 50	

### COFFEE.

Market continues steady, with higher prices noted in light coffees. Local trade is reported better, and as soon as country roads are in better shape a steadier business is expected. Watt, Scott & Goodacre summarize their last coffee report by Frederick J. West (Inc.), as follows: There has been considerable liquidation on the part of speculators and Europeans. The buying has been done by the best informed factors in the coffee world. Receipts at Brazil are not as small as expected; but deliveries in the United States are below the average for this season of the year. The net situation is, therefore, practically unchanged. Rios and Santos, under light demand for the first part of the week, brought some concessions in price, but closed stronger, in sympathy with the advance in options and increased demand. The better grades particularly showed greater firmness, owing to a scarcity of really desirable goods of this class. Maracaibos are practically unchanged, with desirable grades bringing full prices. Bogotas are attracting much attention, as showing good values in



No. 1 Herring, Labrador, per bbl.	5 00
" " " half bbl.	2 75
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per keg.	1 00
Holland herring, per keg.	0 65
No. 1 Salt mackerel, pall of 20 lbs.	0 75
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" " fish.	0 05
" " loose, in 25 lb. boxes.	0 04
Skinless cod, cases 100 lb. (new).	5 00
Green Codfish, (200-lbs.) No. 2.	5 50
" " No. 1.	7 00
Large " "	7 10
Green pollock.	5 00
Labrador Salmon, half bbl.	9 00
" (200 lbs.) bbls.	16 00
" Large (300 lbs.).	24 00
B.C. salt salmon, bbl.	14 00
" " 1/2 bbl.	7 50
Lake trout, salt, 100 lbs.	4 75
Sea Trout in bbls. 200 lbs.	9 50
" " half bbls.	5 50
Marshall's kippered herring, per doz.	1 19
Canadian kippered, per doz.	1 40
Canadian sardines, per 100.	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

BEANS.

Local market quiet; hand-to-mouth purchases only.

Choice prime.	1 50	1 55
Primes.	1 40	1 50

EVAPORATED APPLES.

Firm prices and steady market. The syndicate have decided to advance the price to 6 1/2 c. f.o.b. factory. This will stiffen up local prices, and check consumption. Dried apples are quoted at 3 1/2 c. to 4 c. Evaporated, to 7 c., according to quality.

MAPLE PRODUCTS.

Some better demand during the week. Offerings are small of Beauce County sugar, which is selling at 8 1/2 c. to 9 c. Townships sugar more plentiful, and jobbing at 7 1/2 c. We quote:

Maple syrup, in wood, per lb.	0 06 1/2	0 05 1/2
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07 1/2	0 07 1/2
Pure Beauce county, per lb.	0 06 1/2	0 09

HONEY.

Spot stocks are light. Good demand for white clover comb honey, but buyers find difficulty in getting their wants supplied. Extracted honey is plentiful and buyers scarce.

White clover, extracted, tins.	0 08	0 08 1/2
" " kegs.	0 07 1/2	0 08
" " comb.	0 12 1/2	0 13
Buckwheat.	0 06 1/2	0 07 1/2

HOPS.

Steady market, with prices unchanged. Choice Canadian bringing 32c. to 35c.

Choice	0 32	0 35
Fair to good.	0 28	0 31

Flour and Feed.

FLOUR.

There is nothing new in the situation this week. Some improvement in both local and country demand is noted. Enquiries from foreign sources also have led to some fair transactions. Receipts were lighter than last week, and slightly under same period last year.

Manitoba spring wheat patents.	5 30	
" " strong bakers.	5 50	
Winter wheat patents.	5 50	5 75
Straight rollers.	5 20	5 35
Extra.	4 55	4 65
Straight rollers, bags, 50 per cent.	3 55	3 65

FEED.

No change to note. Demand for all grades of feed holds good. Ontario Winter wheat bran is still scarce and considerable demand for same.

Mouillie.	25 00	28 00
Ontario bran, in bulk.	18 00	19 00
" " shorts.	20 00	20 00
Manitoba bran, in bags.	16 50	17 50
" " shorts.	19 00	20 00

ROLLED OATS.

There is a fair demand this week,

with no changes in price to note. Receipts light.

Fine oatmeal, bags.	2 60	
Standard oatmeal, bags.	2 60	
Granulated " "	2 50	
Rolled oats, " "	2 30	2 35
" " bbls.	5 10	5 20

HAY.

Stronger feeling exists this week and prices are advanced 25c. to 50c. per ton. Demand is good for the season, and the Lower Provinces are enquiring, though freight rates are against free shipments.

No. 1 timothy.	9 00	9 50
" " 2 choice.	8 10	8 50
" " 2 ordinary.	7 10	7 25
Clover.	6 50	7 00
Clover mixed.	7 00	7 50

ONTARIO MARKETS.

Groceries.

Toronto, Feb. 16, 1905.

THE grocery trade, though healthy in all departments for the week under review, is thought not to be quite up to the level of the corresponding week last year. This may be accounted for on the supposition that the retail trade stocked rather heavily before Christmas and will not be coming on the market to buy until a little later on. A considerable item in this connection is the pickle, sauce and bottled goods trade. Owing to the extremely cold weather, orders are being held back. An improvement, however, will be noted as soon as the zero temperature moderates.

Orders for opening of navigation are beginning to come in for shipment as late as May. These are mostly for goods in car lots and generally such goods have to be carefully classified, care being taken so as to get the very lowest freight rates possible.

Sugar is quiet and less buying is reported this week than last. At the close, the market, which is 10c. easier than a week ago—this change being noted just as we went to press last week—is thought to be a little firmer again, especially in raw sugars.

In canned goods, business is quiet, no improvement being expected until sorting up orders begin to arrive sometime within the next few weeks. Jams are moving particularly well on account of the comparative shortage in domestic canned fruit.

One of the chief items this week is the volume of business in syrup and molasses, particularly new crop New Orleans, old supplies being quite used up. The extra fine Barbadoes molasses sent up by the Barbadoes Government is meeting with a good reception by the trade. Regular supplies of Barbadoes may be expected at any time now.

Japan teas are brightening up, a freer movement being reported during the last few days. Increased demand is also noted for Indian and Ceylon blacks. Supplies of rice on spot are said to be scarce, as well as evaporated peaches, for which article there has been more enquiry. Evaporated apples are also within limited compass and prices are likely to take a further jump.

One of the most interesting items in the grocery markets so far this year is the greatly increased consumption of beans, both locally and in outlying districts. Wholesalers say that they have never sold nearly so many beans as since the beginning of the new year.

The price of starch, marked down last

week 1c. per lb. on all grades except Canada Laundry starch, which went down 1 1/2 c., has recovered, and is now re-adjusted according to the Jan. 18 schedule which, as far as prices are concerned, leaves the starch situation practically unchanged.

CANNED GOODS

Tomatoes and corn continue firm with the demand improving slowly. During the next seven or eight weeks the retail trade will be coming into the market again to buy canned goods on sorting up orders, when the volume of business will be much improved.

Canned fruits are moving fairly well, particularly jams, which is accounted for on the supposition that housekeepers did not get their own fruit in large quantities last year owing to the comparative scarcity of raw material.

In regard to the salmon situation, it can hardly be supposed that during 1906 and 1908—the close season period on the Fraser River, B.C.—the price of sock-eye salmon could be much higher than it is at present, since this year's high prices have had the effect of considerably curtailing sales, and if prices were to soar much higher, the ordinary consumer would simply make up his mind to do without salmon. Our quotations are as follows:

Tomatoes, 3s.	1 25	
Corn, 2s.	1 15	1 20
Peas, 2s.	0 82 1/2	1 30
Sliced beets, 2s.	0 85	
" " 3s.	0 95	
" " whole.	0 95	
Pumpkin, 3s.	0 75	
" gal.	2 50	
Squash.	1 00	
Asparagus tips, 2s.	2 50	
Golden waxed beans, 2s.	0 80	
Refugee or Valentine beans, 2s.	0 85	
Crystal waxed beans, 2s.	0 92 1/2	
Spinach, 2s.	1 40	
" 3s.	1 80	
Baked beans, plain, 1s.	0 45	
" " 3s.	0 72	
Tomato sauce, 1s.	0 50	
" " 2s.	0 78	
" " 3s.	1 00	
Chili sauce same as tomato sauce.		
Catsups, tins, 2s.	0 78	
" " gal.	4 50	
" " jugs.	7 70	
Apples, standard, 3s.	1 85	2 00
" preserved, 3s.	1 47 1/2	
" standard, gal.	1 85	2 00
Pears, Flemish Beauty, 2s.	1 52 1/2	
" " 3s.	2 00	
" Bartlett, 2s.	1 87 1/2	
" " 3s.	2 82 1/2	
" whites, 2s.	1 72 1/2	
" " 3s.	2 67 1/2	
Peaches, pie, 3s.	1 25	
Cherries, red, pitted, 2s.	2 20	
" " not pitted, 2s.	1 75	
" " English black, pitted, 2s.	2 20	
" " not pitted, 2s.	1 75	
" " white wax, pitted, 2s.	2 42	
" " not pitted, 2s.	2 00	
Lawtonberries, heavy syrup, 2s.	1 57 1/2	
" " preserved, 2s.	1 75	
" standard, gal.	4 07 1/2	
Plums, Damson, light syrup, 2s.	1 00	
" " heavy syrup, 2s.	1 30	
" " 3s.	1 85	
" Lombards, light syrup, 2s.	1 05	
" " heavy syrup, 2s.	1 35	
" " 3s.	1 90	
" green gage, light syrup, 2s.	1 15	
" " heavy syrup, 2s.	1 47 1/2	
" " 3s.	2 40	
" egg, heavy syrup, 2s.	1 52 1/2	
" " 3s.	2 10	
Pineapple, sliced, standard, 2s.	2 35	
" " extra " 2s.	2 47 1/2	
" " graded, " 2s.	2 62 1/2	
Raspberries, red, heavy syrup, 2s.	1 40	
" " preserved, 2s.	1 60	
" " black, heavy syrup, 2s.	1 35	
" " preserved, 2s.	1 50	
Rhubarb, preserved, 2s.	1 15	
" " 3s.	1 90	
" " gal.	2 62 1/2	
Strawberries heavy, syrup, 2s.	1 60	
" " preserved, 2s.	1 75	
Lobster, tails.	3 50	
" " 1-lb. flats.	3 75	
" " 1-lb. flats.	2 00	
Mackerel.	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
" 1-lb. tails, 5 cases and over.	1 77 1/2	
" 1-lb. tails, less than 5 cases.	1 80	
" 1-lb. flats, 5 cases and over.	1 90	
" 1-lb. flats, less than 5 cases.	1 92 1/2	
" 1-lb. flats, 5 cases and over.	1 17	
" 1-lb. flats, less than 5 cases.	1 20	

Table listing various food items such as Salmon, Chums, Sardines, and Haddies with their respective prices.

SUGAR.

The sugar trade continues quiet at the decline of 10c. all round, effective a week ago. In certain quarters it is thought that an advance may take place any day, and at the close the raw sugar market is exhibiting additional strength.

Table listing various types of sugar and molasses such as Paris lumps, St. Lawrence granulated, and Redpath's granulated.

SYRUPS AND MOLASSES.

A good volume of trade in syrup and molasses is reported during the week especially in New Orleans, which are now arriving freely on this market.

Table listing various syrups and molasses products including Dark, Medium, and Bright syrups, and different grades of molasses.

COFFEES.

A fair movement in coffees is reported for the week under review, the chief item of interest to the grocery trade being the continued high price of Rios.

Table listing various coffee types such as Green Rios, Mocha, Santos, and Guatemala with their prices.

TEAS.

A better movement in Japan teas is reported. Japans have been moving rather slowly during the last few months on account of buyers having stocked heavily before the beginning of the Russia-Japan war.

According to advices received from Bernard & Co., Yokohama, early first crop May teas are not likely to be cheaper than last year.

High-grade Ceylons are up in price and scarce. Low-grade Ceylons are also firmer in price, and an improved market is reported in black teas.

Table listing various tea types such as Congou, Indian, Assam, and Young Hyson with their prices.

SPICES.

The spice market is without special feature for the week, quotations being unchanged. We quote the following prices:

Table listing various spices including Peppers, Ginger, Cassia, and Nutmeg with their prices.

RICE AND TAPIOCA.

A good movement in rice is reported for the week under review. Tapioca is scarce on spot but otherwise conditions

continue unchanged. We quote the following prices:

Table listing various rice and tapioca types such as Rice, stand. B., Rangoon, Patna, Japan, and Sago with their prices.

Foreign Dried Fruits.

Although no longer one of the interesting items in the season's grocery trade, Valencia raisins are still moving well for this season of the year.

Evaporated California fruit is scarce and high in price, the market being practically bare of evaporated peaches.

PRUNES.

Table listing various prune types such as 100-110s, 80-100s, and 70-80s with their prices.

CANDIED PEELS.

Table listing various candied peel types such as Lemon and Orange with their prices.

FIGS

Table listing various fig types such as Tappets and Naturals with their prices.

APRICOTS.

Table listing various apricot types such as Californian evaporated with their prices.

PEACHES.

Table listing various peach types such as Californian evaporated with their prices.

PEARS.

Table listing various pear types such as California evaporated with their prices.

CURRANTS.

Table listing various currant types such as Fine Filiatras and Patras with their prices.

RAISINS.

Table listing various raisin types such as New selects, Fine off stalk, and Sultan with their prices.

DATES.

Table listing various date types such as Hallowees and Sairs with their prices.

FOREIGN NUTS.

A reasonable trade is reported in peanuts, otherwise market conditions continue practically unchanged from last week.

(The following quotations on peanuts are for sack lots, green.)

Table listing various foreign nut types such as Selected Spanish, A 1's, Japanese Jumbo's, and Virginia with their prices.

Trade in dried fish continues fair, Nova Scotia cod moving particularly freely. Wholesalers complain that the dried fish trade is not what it used to be.

DRIED FISH.

Table listing various dried fish types such as Boneless fish, Cod fish, and Salmon trout with their prices.



BIRD SEED.

There is nothing new to chronicle in bird seed for the week under review. Trade is steady and prices continue unchanged. We quote the following prices:

Canary seed, per lb .....	0 04
Hemp .....	0 05
Cottam's .....	0 08
Brock's .....	0 07

EVAPORATED APPLES.

Evaporated apples continue firm at 6½c. to 7c., with trade showing some signs of improvement. Stocks are light at the present time, viz., 8,000 boxes as compared with 90,000 boxes at the same time a year ago. This looks as if higher prices for evaporated apples might reasonably be expected, as well as for dried apples, which are still quoted nominally at 3c. to 4c.

Country Produce.

EGGS.

Owing to the continued extreme weather, the egg market is somewhat firmer than it was a week ago. As soon as the weather becomes warmer and supplies of new laid eggs begin to arrive more freely, a break in the market may be expected, say about April 1. The trade has in remembrance the inflated value of eggs at the beginning of the season last year which made the egg business unsatisfactory later on, and the desire to get eggs down to a reasonable basis as soon as possible is a commendable one. We quote the following prices:

Eggs, strictly new laid .....	0 25	0 27
Cold storage fresh .....	0 18	0 19
pickled .....	0 16	0 18

BEANS.

The bean market continues to show additional firmness; the price of hand-picked is 15c., and primes Nos. 1 and 2 respectively, are quoted 10c. higher than last week. This is owing to shortage in the crop. One bean man remarked that whereas he had 25 cars of beans available at this time last year, he has nothing whatever at the present time to offer. Western Ontario farmers report an advance of from 20c. to 25c. per bushel from the low point of six or eight weeks ago. The Michigan market is up some 30c. per bushel from the low point of two or three weeks ago, and Detroit quotations on hand-picked May delivery are at \$1.80. New York firms are enquiring freely of dealers for hand-picked beans and 3-lb. packers, and are even asking for 10-lb. packers. It is understood that a very large quantity of this low grade is being sacked for shipment to New York.

Beans, hand-picked, per bush .....	1 70	1 80
" prime No. 1 .....	1 55	1 60
" prime No. 2 .....	1 35	1 45
" Lima, per lb .....	0 07	0 07

HONEY.

Honey is quiet, the only new feature being buckwheat honey, which is quoted at from 75c. to \$1 per dozen in sections, or 3c. per pound. Our quotations are as follows:

Honey, extracted clover, per lb .....	0 03	0 05
" sections, No 1 per doz .....	1 90	2 25
" " No 2 " .....	1 65	1 85
" Buckwheat, per lb .....	0 03	0 03
" sections per doz .....	0 75	1 60

SEEDS.

The export demand is practically over and is being slowly replaced by domestic

trade. This will be slow until weather conditions improve and supplies can be shipped readily to the country. Last week's prices continue unchanged. We quote the following prices:

Alsike clover, per bush .....	3 10	5 00
R-d clover .....	5 00	6 75
Wanmoth clover, per bush .....	6 00	7 25
Timothy .....	1 00	1 35

Green Fruits.

APPLE SHIPMENTS.

Total apple shipments for week ending February 11, 1905:

	To Liver- pool.	Lon- don.	Glas- gow.	Vari- ous.	Total.
From Boston .....	9 271	1 995	3 643	4 927	19 806
New York .....	667	1 409	900	7 549	10 527
Portland, Me. ....	8 481	.....	.....	.....	8 481
Halifax .....	963	8 653	1 270	.....	10 815
St. John, N.B. ....	504	238	.....	327	1 062
Total for week .....	23 985	12 295	5 783	12 795	51 089
Same time 1904 .....	23 403	9 096	8 380	9 427	50 306
1903 .....	31 470	18 062	7 735	35	57 252
Total shipments since season opened .....	.....	.....	.....	1 998 020	.....
" " same time 1903-4 .....	.....	.....	.....	3 006 788	.....
" " " 1902-3 .....	.....	.....	.....	2 071 910	.....

Shipments in detail.

From	1904-5. Bbls.	1903-4. Bbls.	1902-3. Bbls.
Boston .....	592 592	670 735	701 217
New York .....	504 037	976 137	1 634 477
Portland .....	270 550	251 773	230 379
Montreal .....	387 681	798 132	476 754
Halifax .....	260 149	380 616	69 792
St. John .....	1 463	85 877	37 309
Annapolis .....	24 103	14 678	.....
Wolfville .....	8 701	.....	.....
Total .....	1 998 020	3 006 788	2 071 910

Eben James, Toronto, has received the following cables from Woodall & Co., Liverpool, and M. Isaacs & Sons, London, respectively, dated Feb. 15: "12,000 bbls. selling; market firm but not quotably higher." "Prospects have improved in our market."

W. B. Stringer, Toronto, has received the following cable from J. C. Hough-

**25 CENTS** per case on 2-case lots!  
**40 CENTS** per case on 5-case lots!

**AN EXTRA ALLOWANCE!**

To the Grocers of Ontario, Quebec and the Maritime Provinces, on all

**—“FORCE”—**

purchased by you between February 20th and March 20th, 1905, of  
**25 CENTS** per case on 2-case lots,

**40 CENTS** per case on 5-case lots,  
which will be deducted from the invoice by your jobber.

Order at once a sufficient stock to meet the Spring demand. No allowance made after March 20th, 1905.

**Order Now and Save Money.**

**THE “FORCE” FOOD COMPANY, - - TORONTO, ONT.**

ton & Co., Liverpool, dated Feb. 15: "10,000 bbls. selling—G. Russets XXX 17s. to 20s., XX 11s. to 13s., Baldwins XXX 11s. 6d. to 15s., XX 7s. to 9s. 3d., Spies XXX 18s. to 22s., XX 9s. to 13s., Ben Davis XXX 11s. 6d. to 12s. 6d., XX 6s. 9d. to 8s. 9d.

**Vegetables.**

For green fruit and vegetable markets, see Fruit Department.

**Fish and Oysters.**

A healthy demand for fresh fish and oysters is noted during the week, the main feature of this market being scarcity of oysters owing to heavy ice at the coast fisheries. As Lent draws near it is expected that the demand for fish will become more active. Baltimore oysters are scarce, reports having been received to the effect that some of the fisheries have been frozen up. Sea herring are also scarce. Our quotations are as follows:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish frozen, per lb.	0 07	0 07
Halibut " per lb.	0 05	0 05
Cod steak " "	0 07	0 07
Trout, lake, per lb.	0 07	0 07
Pike, per lb.	0 05	0 06
Finnan haddie, per lb.	0 07	0 07
Oysters, Long Island natives, per imp. gal.	1 70	1 40
" " Baltimores, per wine gal.	1 40	1 40
" " Select " "	1 25	1 40
Ciscoes, per basket	1 25	1 40
Bloaters, per box of 100	1 00	1 25
Labrador herring, 1/2 bbl.	3 25	3 25
" " large bbl.	6 00	6 00
Shrimps, per gal.	1 25	1 25
Sea herring	2 00	2 00
Smelts, No. 1	0 12	0 12
" " No. 2	0 07	0 07
" " extras	0 15	0 15
Frozen fresh water herring	0 04	0 04

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

The grain markets are a little higher this week on account of a general shortage in supplies. Trade, however, is on the quiet side. Manitoba Northern No. 1 has advanced 1/4c., and No. 2 and No. 3 Northern 1c. each. Red and white are each firmer by 1c.

Barley continues unchanged, as also peas and rye.

Buckwheat and oats are quotable 1c. higher than last week. Our quotations are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 13	1 14
" " " " No. 2	1 09	1 10
" " " " No. 3	1 04	1 04
Red, per bushel, new	1 11	1 11
White " " "	1 11	1 11
Barley " " "	0 48	0 52
Oats, " " "	0 42	0 42
Peas, " " "	0 73	0 74
Buckwheat " " "	0 59	0 59
Rye, per bushel, " " "	0 83	0 84

**FLOUR.**

The flour trade continues on the same even basis that has characterized it for the last two or three weeks. Prices are unchanged and there is a steady demand for domestic consumption and for export trade.

Manitoba wheat patents, per bbl. in bags	5 40	5 69
Strong bakers " " "	5 30	5 40
Ontario wheat patents " " "	4 90	5 00
Straight roller " " "	4 85	4 95

**BREAKFAST FOODS.**

There is nothing of special interest in breakfast foods this week except that American oatmeal manufacturers still have things their own way in this market. Prices continue unchanged and trade continues steady. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 70	4 70
Roller wheat in boxes, 100 lbs.	2 90	2 90
" " " " 50 lbs.	1 50	1 50
Roller oats, standard, carlots, per bbl., in bags	4 15	4 15
" " " " " " in wood	4 40	4 40
" " " " " " for broken lots	4 45	4 45
Roller wheat, per 100-lb. bbl.	3 00	3 00
Common " " "	3 35	3 35

Split peas	5 00	5 00
Pot barley, in bags	4 00	4 00
" " " " in wood	4 25	4 25

**Hides, Tallow, Skins and Wool.**

This is the quiet season for hides and wool. Very little business is doing and prices continue unchanged. Our quotations are as follows:

**HIDES.**

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

**CALFSKINS.**

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

**TALLOW.**

Rendered tallow, per lb.	0 04	0 04
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**WOOL.**

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

**LAST MINUTE PROVISION MARKET.**

Montreal, Thursday, Feb. 16, 12.30 p.m.

**CHEESE**—No change. Business light with prices firm.  
**BUTTER**—Scarce and higher. Market stronger. Supplies light. Active inquiry. Stocks small. Finest creamery 28c. to-day. Local demand good and buyers paying good prices.  
**EGGS**—Good demand. Firm market. Montreal cold storage lined, 19 to 19c.; lower grades, 16 to 18c.; selected Fall fresh, 23 to 24c.  
**PROVISIONS**—No change. Improved demand. Dressed hogs remain firm. Steady demand for small lots. Fresh abattoir killed, \$8 to \$8.25; country dressed, \$7 to \$7.50. Other lines in fair demand. Dressed poultry in good demand. Choice turkeys, 13 to 14c.; geese, 10 to 11c.; chickens, choice, 11 to 12c.; fowls, 7 to 8c.

**PERSONAL MENTION.**

Mr. J. S. McLean, of the Harris Abattoir, Toronto, has gone on a trip to England.

H. Miller, grocer, Alexandria, Ont., has closed up business and will shortly leave for the Great West.

Mr. John Creed, of the Montreal branch of J. S. Creed & Co., is on a business trip to New York.

Mr. Mulveny, of Taylor & Mulveny, wholesale china and crockery merchants, Hamilton, is taking a business trip to Europe.

E. H. Keith, for many years head clerk in C. L. Martin & Co.'s dry goods establishment at Amherst, N.S., has resigned to enter the grocery business with his cousin, H. Keith.

Mr. Howard Wilson, of the J. C. Wilson Paper Co., Montreal, is convalescent after his recent attack of grippe. His friends will be glad to see him about again and able to attend to business.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie., Montreal, has returned from a visit to Toronto, where he attended the annual meeting of the Canada Life Assurance Co., of which company he is a director.

Ex-Mayor E. Girard, of Sandwich, Ont., has been appointed Canadian com-

missioner to the World's Fair at Liege, Belgium. He will make a collection of Essex Co. tobacco, corn and native wine for the Canadian exhibit.

Mr. T. J. Fead has returned from New York, where he underwent treatment for rheumatism under a specialist. He will shortly resume his trip in his old line of coffees and spices. Mr. Fead is known to the trade from Halifax to Vancouver.

Mr. Henry Wright, president of the A. F. McLaren Imperial Cheese Co., Toronto, has the sympathy of The Canadian Grocer and of the entire Canadian grocery trade in his sad bereavement in the sudden death of Mrs. Wright, which occurred on February 12.

Mr. Geo. Lloyd, manager of W. H. Scroggie Co.'s grocery department, Montreal, is in New York, Philadelphia and Eastern cities looking up specialties and values in eatables. Mr. Lloyd is a thoroughly up-to-date buyer and salesman and watches the markets closely.

Mr. D. J. Rattray, of D. Rattray & Sons' Montreal office, was in Ottawa last week representing the Quebec Board of Trade, Quebec District Seed Merchants and the Albert Dickinson Seed Co., of Chicago, at the interview the seed merchants of Ontario and Quebec had with the Hon. Mr. Fisher in connection with the "Seed Bill" now before Parliament.

The English manager of the A. F. MacLaren Imperial Cheese Co., Mr. A. J. Moore, of London, accompanied by Mr. H. W. Bender, of New York, the sales manager for the United States, visited the Toronto office of the firm last week preparatory to Mr. Moore's return to his duties in England. Mr. Moore states that it is his belief that Britain offers a great field for Canadian products of high quality.

Mr. William Colville, with Pugsley, Dingman & Co., Toronto, has been confined to his home by a severe attack of bronchitis. Though recovering, Mr. Colville is not yet ready to go out after those "25-box lots" that are his peculiar delight, and so he hopes that none of his friends will neglect to send their Comfort Soap orders in without waiting for him to call. Mr. Colville is a prime favorite among the traveling men calling on the grocery trade, and by his brethren of the grip he is held in equal regard.

Among the passengers from Halifax by the ss. Dahome, was Mr. John Cameron, representing the following Canadian trade newspapers: The Canadian

Grocer, published every Friday; The Hardware and Metal, published every Saturday; The Dry Goods Review, published monthly; The Bookseller and Stationer, published monthly; and The Printer and Publisher, also published monthly. Mr. Cameron is soliciting subscriptions to these publications known as MacLean's Trade Newspapers, in the interests of Canadian trade. He leaves Bermuda for the West Indies on the 10th inst.—The Royal Gazette, Hamilton, Bermuda.

**A GOVERNMENT STAMP ENVELOPE NEEDED.**

Editor Canadian Grocer:

I wish to take up a matter that has come to my notice lately, and that is the necessity of a Government stamped envelope as used commercially in the United States. I lived "among them" for some years and returning to Toronto where I hope to make my home again, I find some things are done differently here compared to the other side and one is that I find here the "office boy" still wearing his tongue away "sealing envelopes" and "sticking on stamps." Now this work is reduced to a minimum in the States by the use of envelope sealers and the Government stamped envelope.

I suppose one can go to the post office and buy plain stamped envelopes, but the idea is to have them issued on some similar line as they do in the States. This is the way it was done by the company I was with about a year ago and I hardly suppose there has been any change since; the local post office has a schedule of prices showing price for one envelope up to thousands, also the different sizes and denominations. You state what size you want and the quantity, etc., and give the firm name and address and pay the cash or marked cheque for the amount of the order. The envelopes are ordered from Washington and you receive them in about two weeks. If any mistakes are made in addressing you keep the entire envelope and they are redeemed by the local postmaster once a month as face value of the stamp, so you are only out the envelope the same as you would be in any case where a mistake is made in addressing.

Just think of the saving of time to large houses in getting out their mail each day. Besides there is not the opportunity for dishonest office boys and others to take a few stamps each day or

when they please, which can be done, and is done no doubt, no matter how careful one is in this department, as it would be almost impossible for one to sell stamped envelopes with a firm's address printed on them and the stamp detached from the envelope is worthless. I find in some houses or offices where they still keep a list of every letter, invoice or statement that goes out and I suppose one purpose is to balance up the stamp account, but I should think if stamped envelopes were used it would save a great deal of this extra work, reduce the chances for "leakage" in the stamp department, not to say anything of the saving in time in getting out the mail daily. I do not see how large houses, corporations, banks and other large users of stamps in the States could ever be satisfied to go back



Mr. Percy Millman.

to the old process of "sticking on stamps" and I believe up-to-date business concerns on this side will appreciate it if some similar way is adopted in Canada.

I do not know if this matter has ever been taken up with the Postmaster-General's department at Ottawa or not, but Sir William Mulock seems to be up-to-date and I should think if it is brought to his attention he will be willing to investigate.

Yours very truly,  
READER.

**OFF FOR THE WEST.**

Mr. Percy F. Millman, of the firm of W. H. Millman & Sons, Brokers, Toronto, has just received an appointment as secretary and treasurer of the Southern Okanagan Land Co., with headquarters at Penticton, B.C., and left on

Wednesday, Feb. 15, for his new position.

This company has recently been incorporated with capital stock of \$500,000, 5,000 shares \$100 each. It consists of 30,000 acres of the richest lands in this famous valley, with the finest climate in Canada. It is the intention of the company to survey it in lots of one to ten acres for fruit farms. The Canadian Grocer and Percy's many friends extend best wishes for his welfare in his new sphere of work.

Before leaving, the Toronto Hockey Brokers got together and asked Percy to meet them at the office of Mr. R. S. McIndoe, when Fred Donaldson, captain of the team, made a presentation of a gold locket nicely engraved.

**BUSINESS CHANCES.**

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

**O**F course, you have heard of The Locators. We are here to stay and we want to get acquainted with you. If you want a business this is the place to write, as we handle nothing but running businesses of all kinds. The Locators.

**G**RO. ERY—Block of five hundred in Winnipeg; doing good business; for sale with elegantly appointed block worth seven thousand five hundred; the block would make a fine boarding house; you should write us about this at once. The Locators.

**G**ROCERY, Crockery and Fruits—On Pembina Branch, stock of twenty-five hundred, doing seventeen thousand a year; what do you think of that? it is right, and this business is therefore a money-maker; it has been established thirteen years; building for sale also; write about this at once, as it is sure to go quick. The Locators.

**C**ONFECTIONERY and Circulating Library—In Winnipeg; stock six hundred and fifty at invoice; stand is a good one and business can be greatly increased, clearing over thirty per cent.; the owner is crippled with rheumatism or he would not sell, so this is your opportunity. The Locators.

**G**ROCERY, Confectionery and Jewelry—In Southern Manitoba; good, clean little business; stock only about a thousand; doing nine thousand a year; a snap for live man; act at once. The Locators.

**G**ROCERIES and Crockery, I. 45—Near the border; stock three thousand, doing twelve thousand a year. Rent easy. Established twenty years. Will take good real estate in exchange. The Locators.

**G**ROCERIES and Crockery—In Territories, north of Regina. Stock thirty-five hundred, doing fifteen thousand yearly, clearing two thousand, at ninety cents for cash. No better spot in the country, and the fame of the Northwest rapidly spreading. The Locators.

**O**UR new book is nearly ready for mailing, you should write for a copy, it will be replete with information about the many businesses in our hands. The Locators.

**C**ITY GROCERY—Stock of four thousand, in splendid location, doing thirty thousand a year and clearing good profit. You should write about this at once. You can't often get into such a fine location as this in Winnipeg. The chance is exceptional. The Locators.

**F**OR any further information address The Locators, 63 Merchants Bank Building, Winnipeg.

**WANTED.**

**S**IDE LINE wanted by live grocery salesman leaving on Maritime Province trip FEBRUARY 22nd. Hurry your answer to R 3 CANADIAN GROCER, Toronto. (7)

**TORONTO RETAIL GROCERS MEET**

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, Feb. 13, in St. George's Hall, President Kelly in the chair. The main item of business was in connection with the annual "At Home" held last week, which was a great success in every way.

M. Moyer, of the Retail Merchants' Association, was a guest at Monday night's meeting, and brought before the association the claims of the Pure Food Show and Grocers' Convention, to be held in Toronto shortly. In recognition of Mr. Moyer's overtures, it was moved by C. Coots and seconded by D. Bell that a letter be sent the Retail Merchants' Association expressing recognition of the coming Grocers' Convention on the part of the individual members of the Retail Grocers' Association as grocers of the city of Toronto. The motion was lost by a narrow minority.

A vital question now before the association is Dr. Sheard's proposed by-law to restrict and regulate the exposure of meat, fruit, fish, etc., upon the public streets of Toronto, and thus protect them from dust and other objectionable matter. The by-law was discussed thoroughly, the general opinion being that the object to be gained by the enforcement of even such a strenuous measure was to be commended by the trade, notwithstanding the fact that this restriction might be pretty hard on certain grocers. A number of the trade still contend that the by-law is impracticable and will fail utterly to serve the trade. On account of the Board of Control, to whom the said by-law was presented a few days ago, having referred it back to the city solicitor for re-adjustment, the association decided not to take any official step until they had something more definite to work upon.

**WESTERN MERCHANTS ORGANIZE**

At meetings held in the Trade and Labor Hall, Winnipeg, on Tuesday, Wednesday and Thursday, February 14, 15 and 16, the Retail Merchants' Association of Western Canada was organized. It is intended that this association shall include all general merchants in the West.

A recommendation was passed unanimously in favor of all members rendering accounts in November and giving no credit from November to May, thus making half the year credit and half cash.

Officers were elected as follows: President, T. J. Lawlor, of Killarney; first vice-president, H. C. Hamelin, of Launder; second vice-president, J. D. Bain,

of Boissevain. The executive includes the following additional members: A. G. Munro, Morden; R. G. Alloway, Madstone; W. C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clinghan, Virden; H. McLaren, Weyburn; C. C. Sayle, Elva, and E. H. Glinz, Oak River.

**TORONTO BEATS HAMILTON.**

The Toronto branch of the Canada Grocers, Limited, defeated the Hamilton branch of the Canada Grocers, Limited, on Tuesday night, Feb. 14, at the Victoria College Rink, Toronto, by a score of 6-0 in the Bristol Cup series. The game was fast, but the home team had the advantage right through, Stewart playing his usual star game. Only six men were played a side, as one of the Hamilton team missed the train. The line-up of the winning team was as follows: Howard, Barnhouse, Stewart, Hortop, Warren, Smith. Referee, "Doc" Sterling.

**TORONTO GROCERY BROKERS WIN OUT.**

	Won	Lost
Grocery Brokers .....	5	1
T. Kinneer & Co. ....	3	2
Canada Grocers ...	2	3
H. P. Eckardt Co. ....	1	4

Thursday night, Feb. 9, was scheduled for the last match in the Toronto Wholesale Grocers' Hockey League series, namely, the Grocery Brokers and the Canada Grocers. At the appointed time the Grocery Brokers' team were on the spot, but only five of the Canada Grocers. Hugh Lambe and Charlie Rennie joined the latter temporarily, and an exhibition game was played, the score resulting 8-4 in favor of the Grocery Brokers. This last game, which goes to the Grocery Brokers by default, gives them the championship of the league, as well as the medal donated by Colonel Davidson.

The line-up was as follows:

Grocery Brokers—Goal, Guthrie; point, Millman; cover, Banks; forwards, Webber, May, Donaldson, Millman.

Canada Grocers—Goal, Joe Wilson; point, Wylie; cover, Barnhouse; forwards, Rennie, Hortop, Warren, Lambe.

**ANNUAL MEETING.**

The second annual meeting of Canada Brokerage Co., Toronto, was held on Tuesday, February 14, at the company's office, 9 Front street east. A financial statement was presented to the shareholders showing a balance to the credit of profit and loss, after paying a dividend of 7 per cent. Those of the shareholders present expressed themselves as

well pleased with the year's operations and all feel confident of the future.

The following directors were re-elected, viz., F. W. Hudson, W. F. Morley, H. T. Wilson, and at a subsequent meeting of the directors, F. W. Hudson was re-elected president, W. F. Morley, vice-president, and H. T. Wilson, secretary-treasurer.

**HINTS TO BUYERS.**

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

The Eby, Blain Co., Toronto, have a snap in a carload of "Simcoe" jams, 5s, 7s and 30-lb. pails, which they offer at prices below to-day's market quotations.

Walker's pure cocoa, a profitable line to retail at 25c. per ½-lb. tin, is in stock with The Eby, Blain Co., Toronto.

Extra fancy silver prunes, 15-20s. bxs. 25 lbs., are in stock with The Eby, Blain Co., Toronto.

L. Chaput, Fils & Cie., Montreal, are making a run on a thousand half-chests of their "Owl" chop Japan tea No. 100 and No. 200, this tea being known as one of the very best values offered to the Canadian trade.

L. Chaput, Fils & Cie., Montreal, have received into store this week 100 cases fresh shelled walnuts, which they are offering at attractive prices.

McWilliam & Everist, Toronto, have received during the week one car each of marmalade, rose brand navel and triangle brand navel oranges, and one car of California celery.

Buyers of Japan rice should get sample and price from H. P. Eckardt & Co., Toronto, who are sellers at a low figure.

The Dawson Commission Co., Toronto, report the arrival this week of one car each of California Beauty and Redland Beauty navel oranges, one car of California celery, also one car of cabbage from New York State, which they are offering to the trade at \$20 per ton in bulk or \$2 per bbl.

White & Co., Toronto, are in receipt of a car of California celery.

H. P. Eckardt & Co., Toronto, are offering special value in Barbadoes sugars.

Comadre figs may be had from H. P. Eckardt & Co., Toronto.

H. & H. Keith will open a grocery business in Amherst, N.S., about March 1.

J. Smith has opened a grocery store at Sturgeon Falls, Ont.

A canning factory will shortly be erected in Napanee.

## OPEN LETTER TO THE GROCERS OF CANADA.

Looking backwards, it is within your memory that Canada was dependent upon the United States for a large proportion of Food preparations that might be described as kitchen necessities, notably Baking Powder.

This condition was created partially through lack of faith in the ability of our Manufacturers to supply an article up to the required standard of quality, and also through deep-seated faith in the superiority of imported goods.

Taking advantage of this preference, several brands of foreign-made "high-priced" Baking Powders have been energetically placed on our market and stimulated by extensive and expensive advertising, that it is self-evident must have greatly enhanced the cost to the trade and consumers.

Looking forward, we contend that Canada has passed the necessity for supporting foreign capital and labor, and that goods Made in Canada by Canadians are entitled to your confidence and recognition by their intrinsic value and suitability for the wants of Canadians, and we specifically claim that Pure Gold Brand Baking Powder is equal if not superior to any foreign brands imported or sold, and we are prepared to sustain our claim by indisputable testimony available from large numbers of the leading Grocers in the City of Toronto and elsewhere, who cater to the best trade and demand the best Baking Powder procurable, irrespective of price.

Now as to cost, which is important :--

Our prices, as undernoted, are based upon intrinsic value only, and have never been inflated by reason of excessive advertising outlay, so we appeal to your business sense of fairness to give us an opportunity of demonstrating by actual comparison the claim we are making for your support, asking you to bear in mind that Pure Gold Baking Powder has steadily held its place for over twenty years and shown a healthy increasing sale year by year.

Mail us a Post Card for Sample Tin, Price List and Discounts, and we will promptly comply.

We are, yours truly,

THE PURE GOLD MANFG. CO., LIMITED.

## PRICE LIST PURE GOLD BAKING POWDER:

In 5 lb. cans,	1 doz.	in case,	per doz.	\$19.80
In 4 lb. "	1 "	" "	" "	16.00
In 2½ lb. "	1 "	" "	" "	10.50
In 16 oz. "	2 "	" "	" "	4.60
In 12 oz. "	3 "	" "	" "	3.60
In 8 oz. "	3 "	" "	" "	2.40
In 6 oz. "	3 "	" "	" "	1.80
In 4 oz. "	3 "	" "	" "	1.25
10 cent "	3 "	" "	" "	.90



## Quebec and Maritime Merchants

Interested in High-Grade

# Coffees and Spices

Will please note that we have not made any change in our travelling staff. Our Mr. W. J. WILSON will call on you as heretofore.

## S. H. & A. S. EWING,

ESTABLISHED 1845.

**Montreal Coffee & Spice Steam Mills,**

**53 & 55 Cote St., Montrea**  
cor. Lagauchetiere St.

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

THE OZO CO., LIMITED  
MONTREAL

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

### PACKING HOUSE CHANGES HANDS.

The Wm. Ryan Co., Toronto, have purchased the pork packing establishment in Aylmer, Ont., formerly owned by Ogilvie & Freeman. They will enlarge and entirely remodel the old premises, making it one of the most up-to-date packing houses in Ontario. Storehouses for butter, cheese and provisions will also be added.

### THE STARCH SITUATION.

During the week the price of starch, which was reduced a few days ago, has been again readjusted to the basis of the Jan. 18 list. All starches are now on the same basis; the only change in selling terms being that instead of three months net or three per cent., cash, it is now 30 days net or one per cent., cash. The former special discounts on 100 box lots have been taken off. It is thought that the new arrangement will put the starch business on a better basis; at the low price ruling during the last few days, the loss to the starch people is estimated at fully \$300,000, as the trade seized the opportunity to stock largely. Prices current will be corrected next week.

### AN ENGLISH VISITOR.

Mr. J. C. Ragg, of Whiteley, Muir & Co., commission merchants, Liverpool, Eng., who is visiting Canada in the interests of his firm, paid a call to the Toronto offices of The Canadian Grocer during the week. Mr. Ragg is interviewing some of the Canadian pork packers who have an eye on export business, and will spend the next few weeks in Western Ontario, with headquarters at Toronto.

He has just come from the Maritime Provinces and remarked casually that he found The Canadian Grocer very much in evidence among the trade there.

February 17, 1905

## THE MARKETS

The Canadian Grocer.

### NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,  
St. John, N.B., Feb. 14, 1905.

**B**USINESS continues quiet. Market while firm has shown but few changes. Sugar seems to be resting after its rapid advance. In fact at the moment it is rather lower. Rice is higher than for some time. New to arrive is higher than for some few years. This tends to rather poorer qualities being offered. This seems unnecessary as the quality as a rule is none too good. It is strange in such a cheap line, where the duty is not effected, a better grade is not imported. Hops, which for some years have continued to advance, are again higher; the demand in this market is not large. In spice prices are easy. Cloves are lower than for some time. Ginger and nutmegs are very low. It is thought there will be a rather firmer tendency in nutmegs. Seeds have more attention.

#### Oil.

There continues to be a large business in burning oil; the lower price of the past week is still quoted. Burning oil was perhaps never as low as the price now charged locally by the tank wagons. In lubricating oil the change in duty last year tends to rather lower prices in some lines as compared with prices quoted a year ago. Linseed oil is still very low. Turpentine has shown no change for some time and the price is quite high. Cod oil is firmly held.

#### Salt.

In Liverpool coarse salt quite a large cargo is due, viz., some fifteen thousand bags. There is also some factory filled. While there is a fair stock held it is much less than at this time last year. Prices are very firm. The high freights this season will keep prices high. It is yet early for much business in Canadian salt.

#### Canned Goods.

There is just a fair business. Prices of vegetables are firm. In corn and Tomatoes the market is quite well supplied. Fruits sell slowly. Gallon apples are low. Salmon is unchanged. Lobsters are very high. In oysters some rather lower prices are quoted but not enough to effect the local market. Meats have had a fair sale for Spring. Domestic sardines are a light stock. Kippers and haddies are scarce.

#### Green Fruits.

There is quite a business here this season packing apples for export. It is said so successful is the venture a large warehouse for this purpose will be built this Summer. It is found when apples are shipped from the West for export in the Winter very many are frozen coming down. This is completely overcome by shipping them down in the Fall and holding in warehouse. They can also be repacked ensuring the very highest prices when shipped. Locally apples are dull. Oranges are unchanged. Californias and Jamaicaes are quite low. Valenciaes are firmer owing to reports

of frost. Lemons are low. A few nice grapes are still offered. Cranberries quite high.

#### Dried Fruit.

Business has been very quiet since the holidays. There is quite a full stock of seeded raisins and prices keep low. There is little demand for other lines and dealers are fortunate in having but light supplies. Prunes have but a fair demand; prices are low. Apricots and peaches show a very light sale. Dates are low and sell quite freely with fair stock held. Peels are but a limited stock, but there is little sale at this season. Figs are dull. Currants are low; there is a steady sale. Evaporated apples are held firm at the higher price. Onions are higher but have a limited sale owing to the cold weather.

#### Sugar.

The trade were somewhat surprised by a decline of ten cents this week; holders, however, are confident that the market will recover and go even higher. It is said this was a move by American refiners to take advantage of an opportunity offering to squeeze holders of raw sugar arriving on consignment in New York.

#### Fish.

There is a fair demand for fresh fish. Some cod and haddock are being received. The receipts of frozen herring are very light, and smelt have not been as scarce for years. Dry fish are still high. Pickled herring are rather dull. Smoked keep low.



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DISPUTES**  
They Lose Trade.  
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**IT** gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

**National Cash Register Company**  
Dayton, Ohio

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.  
Quotations corrected by telegraph up to 12 a.m. Thursday, February 16th, 1905.

**B**ONSPIEL weeks, with their usual influx of visitors to the city, are helping most branches of the retail trade and as the visitors include a number of retail merchants the wholesale trade is experiencing a little additional activity. Business thus far in 1905 has been fairly satisfactory, but it is not believed that there is any increase over the opening weeks of 1904. The slowness of collections is still the trying feature of a situation which would otherwise be fairly satisfactory and although a continued improvement is noted the condition of affairs is still far from what might be desired.

Prices throughout almost the entire grocery list are steady this week. The one exception is the sugar market, which took a downward turn last week just a few hours after The Grocer went to press. A reduction of 10 cents per cwt. was made on all grades of refined sugars in Winnipeg by the Eastern refineries and at the same time the British Columbia Refinery announced a similar reduction of 10 cents from their January 19th list for all points east of Dunmore. New York advices indicate a weaker sugar market and the best informed buyers are of the opinion that further declines will follow. Dried fruits are firm with a tendency to further advances. Evaporated apples are in brisk demand in view of expected advances in sympathy with the rising Eastern market.

**Sugar.**

As noted above the market has shown a downward tendency at last. Shortly after The Grocer went to press last week a decline of 10 cents on all grades of refined sugars was announced by the Eastern refineries and this was followed by an announcement from the British Columbia Refinery of a similar reduction on all grades to apply to points east of Dunmore. New York advices seem to indicate a further decline and it is likely that sugar will be bought in small quantities on a falling market. The situation being so uncertain readers are advised to consult always our "Last Minute Manitoba Markets" which appear on another page when changes are made between time of writing and time of going to press. We quote:

Montreal granulated, in bbls.	6 30
" " in sacks.	6 25
" yellow, in bbls.	5 80
" " in sacks.	5 75
Wallaceburg, in bbls.	6 20
" " in sacks.	6 15
Icing sugar in bbls.	6 90
" " in boxes.	7 10
" " in small quantities.	7 35
Powdered sugar, in bbls.	6 70
" " in boxes.	6 90
" " in small quantities.	7 15
Lump, hard, in bbls.	7 00
" " in 1-bbls.	7 10
" " in 100-lb cases.	7 00

**Canned Goods.**

The canned goods market is quiet and there are no new features of interest. We quote list, as last week:

Apples, 3's, 2 doz. cases, per case.	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case.	3 35	
" black, " " " " " " " "	3 75	
Gooseberries, " " " " " " " "	3 50	
Lawtonberries, 2's, " " " " " " " "	3 35	
Pears (Bartletts), " " " " " " " "	3 50	
Peaches, 2's, " " " " " " " "	3 75	
" 3's, " " " " " " " "	3 75	
Raspberries, red, " " " " " " " "	2 90	
" black, " " " " " " " "	3 00	
Strawberries, " " " " " " " "	3 50	
Plums, Lombard, 2 doz. per case	2 35	
" green gages, 2 doz. cases, per case.	2 60	
Tomatoes, 3's, per 2 doz. cases.	2 85	3 00
Corn, 2's " " " " " " " "	2 60	
Peas, 2's " " " " " " " "	1 90	1 95
Beans, 2's " " " " " " " "	1 90	1 95
Salmon, finest sockeye, per case	3 75	
" humpback, " " " " " " " "	5 25	
" colons, " " " " " " " "	3 5	
Boneless chicken, lb. tins, per doz.	3 25	
" turkey " " " " " " " "	3 25	
" ducks " " " " " " " "	8 25	

**Spices.**

Advices from primary markets indicate a somewhat easier tone in spices, but local prices are as before. We quote:

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

**Rice, Tapioca, Etc.**

The market is quiet and featureless.

We quote:

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

**Syrups and Molasses.**

Corn syrups continue easy. Local prices are unchanged. We quote:

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

**Coffee.**

It is probable that slight concessions are obtainable on prices quoted as coffees are reported easier in outside markets. We quote:

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

**Cocoa and Chocolate.**

As noted in last issue, Baker's cocoa and chocolate have been reduced 3 cents per pound. The 1-4 and 1-2 pound packages of cocoa are sold now at 42c per pound and the 1-2 pound packages of chocolate at 37c per pound.

**Baking Powder.**

In last issue a reduction of about 10 per cent. in Price's baking powder. Quotations are:

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

**Jam.**

It was noted last week that Upton's jam has been advanced to 50 cents per pail—an advance of 2-1-2 cents. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57c, and the Edmonton price 60c.

**Nuts.**

Market is quiet and prices are unchanged. We quote:

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

**Foreign Dried Fruits.**

It is evident that the retail grocers are taking to heart the advice of the trade press, for there has been some heavy buying lately of dried fruits. The recent advances in one or two items are likely to be followed soon by others, as apricots, peaches, nectarines, etc., could not be bought by the wholesale houses now at the prices which are being charged the retail trade. Prunes are also a good investment at present low prices. We quote:

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

**Evaporated Apples.**

The local market is very firm with a tendency towards an early advance. Stocks on hand are rapidly being depleted at present prices and new stock can not be obtained in the East to sell at present prices. We quote:

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

**Green Fruits.**

Prices as quoted last week, when a number of changes were noted, are unaltered. Business is fairly active. We quote:

**ORANGES.**

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

**LEMONS.**

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

**CRANBERRIES.**

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

**BANANAS.**

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

**APPLES.**

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

**GRAPES.**

Malaga keg grapes, per keg	00
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A METAL POLISH  
A GLASS CLEANER

*The Best Scouring Soap Made*  
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A MATCHLESS ARTICLE for all SURFACE CLEANING and for polishing METALS. It does THE COMBINED WORK OF ALL OTHER PREPARATIONS, works QUICK, contains NO GRIT and WILL NOT SCRATCH. CONTAINS NO ACID and will NOT injure the hands nor any article to which in may be applied.

**BON AMI** rapidly cleans WINDOWS, MIRRORS, SHOW CASES and all articles of GLASS BRASS, NICKEL, COPPER, TIN, ZINC, MARBLE, OIL CLOTH, WOODWORK and ALL PAINTED and UNPAINTED SURFACES, also JEWELRY, FILIGREE WORK and CELLULOID. REMOVES DIRT, TAR, PAINT, INK STAINS, ETC., FROM THE HANDS.

For sale by almost every Wholesale Grocer, Druggist or Hardware Merchant in Canada :

### CASES OF 3 DOZ.

\$1.19 per doz. or \$14.28 per gross

F.O.B. WHOLESALER'S SHIPPING POINT

Lots of 5 gross.....\$13.40 per gross


Delivered to any Railway Station in Ontario, Quebec and Maritime Provinces.

TERMS: NET 30 DAYS OR 1% 10 DAYS

SOLE AGENTS IN CANADA:

**HUDON, HEBERT & C<sup>IE</sup>.**  
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THE MOST LIBERALLY MANAGED FIRM IN CANADA



**THIS SHOWS THE  
"HALITUS"**

**THE FINEST VENTILATOR OR CHIMNEY  
COWL MADE.**

It gives a positive upward draft under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator. Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates. Read all about them in our catalog.

**METALLIC ROOFING CO.,  
Limited,  
Wholesale Manufacturers,  
TORONTO, CANADA.**

**Butchers, Merchants and Hide**

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

**BUY**

**Star Brand**

**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

**Fish and Oysters.**

Lake Winnipeg and Lesser Slave Lake whitefish are selling freely: there is a good demand for the fish from the latter lake as this is the first time it has been put on the local market. We quote:

Lake Winnipeg whitefish..... per lb.	0 06
Slave Lake whitefish.....	0 07
Yellow pike (pickerel).....	0 05
Lake Superior trout.....	0 08
Lake Superior loose frozen herring.....	0 03
Tubbees.....	0 04
Gold eyes.....	0 03
Blue fish.....	0 18
Mackerel.....	0 15
Red snapper.....	0 15
B. C. salmon (case lots 9c.).....	0 09
Halibut.....	0 08
Jack fish.....	0 03
Tonicods.....	0 05
Hake.....	0 07
Perch.....	0 04
Eels.....	0 08
Cod, steak size.....	0 08
Cod, market size.....	0 07
Flounders.....	0 05
Haddock.....	0 08
Brook trout.....	0 22
Atlantic smelts, extra, 20-lb. boxes.....	0 12
No. 1.....	0 08
No. 2.....	0 07
"Halifax" brand salt cod, fish cakes 24-1's.....	0 11
"Acadia" 20-1's.....	0 09
"Bluenose" 20-1's.....	0 07
"Acadia" 2-lb. boxes.....	0 09
4-lb. boxes.....	0 09
shredded, 24 cartons, per bx.....	2 00
bulk, in 15-lb. boxes.....	0 08
Large Labrador and Nfld salt herrings per 100lb.....	5 00
per 20-lb. pail.....	1 20
Salt mackerel, in 20 or 30-lb. pails.....	0 12
Finnanhadie, in 15 or 30-lb. boxes.....	0 08
Smoked halibut strips.....	0 11
Kipperad gold eyes, per doz.....	0 50
Yarmouth blotters, 60 in box, per box.....	1 75
Lobsters, fresh boiled, per lb.....	0 25
Shrimps, large size, per quart.....	0 60
Caviar, extra, small jars, per jar.....	0 40
Frog legs, 6 doz, in box, per doz.....	0 40
Oysters, standard, per gallon.....	2 00
select.....	2 15

**Green Vegetables.**

Prices as quoted in last issue are unchanged. We quote:

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

**Flour.**

We quote as last week:

No. 1, patent.....	2 95
" 2, ".....	2 75
" 3, ".....	2 00
" 4, ".....	1 50

**Breakfast Cereals.**

Cornmeal continues easy in tendency but no reductions have been made yet. Rolled oats steady. We quote:

Roller Oats, 80-lb. sacks, per cwt.....	2 00
40-lb. " ".....	2 05
20-lb. " ".....	2 10
8-lb. " ".....	2 40
Cornmeal, in sacks, per cwt.....	1 50
in 1/2 sacks.....	1 55

**Eggs.**

Prices continue steady at former quotations. We quote:

Eggs, fresh.....	0 26
finest glycerine pickled.....	0 24
(Packed in 25c. cases) which are not returnable.	

**NEW DEPARTURE.**

N. & M. Smith, wholesale fish merchants, Halifax, who were recently burnt out, are building a new plant for the packing of all grades of fish-stuffs. It is the intention of this firm to make a bid for the fish trade of South and Central America which has hitherto been controlled by Norway. They will also put up in tin cases, dry fish similar to the Scotch pack of Ling, so largely used in India, South Africa and Australia.

**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.

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

**FOR SALE.**

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

FIRST-CLASS General Store business, with Post Office in connection, in one of the best dairy sections of Eastern Ontario. Stock \$3,000. Good store and nice dwelling attached. Will sell stock and real estate separately or together. A splendid opportunity. Satisfactory reason for selling. Address Box 220, THE CANADIAN GROCER, Toronto. (7)

**SITUATION WANTED.**

BY young man with seven years' experience in grocery business—both buying and selling—will take position either traveling or clerking. References. Address Box 219, CANADIAN GROCER, Toronto. (9)

WANTED—Position in wholesale, by young man, seven years in general store. Good references. Box 218 CANADIAN GROCER, Toronto. (8)

**COMMISSION AGENT.**

COMMISSION AGENT, acquainted with nearly all good wholesale buyers and largest retailers in the grocers and allied trades of the United Kingdom, and with personal connection amongst the majority of them, is open for sole agency for Canadian firm. Would be satisfied with comparatively small commission with view to securing large turnover. Advertiser is decided Christian, with first-class business and personal references. Mr. Dring, 50 Church Lane, Hornsey, London, England. (7)

**GENUINE**

**PRATTS ASTRAL  
LAMP OIL**

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

**WHOLESALE ONLY.**

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

**ARE YOU SELLING**

**McDougall's Bath Bricks**

THE BEST IN THE WORLD.  
D. McDOUGALL & CO., Glasgow, Scotland.

## What the Trade Think of Proposed Tea Duty

THE following expressions of opinion have been received from members of the Toronto grocery and allied trades in regard to the resolution of the National Tea Association of New York, in favor of a re-enactment of the law providing for a duty on tea brought into the United States from Canada, which was repealed by Congress some time ago.

Mr. Michie, of Michie & Co., King street, Toronto: "The only man to be affected by the 10 per cent. duty on Canadian tea proposed by the New York Tea Association, are the Canadian importers who are catering to the American trade. As far as the Canadian wholesaler and retailer are concerned such a duty would not affect them. The United States has never been a formidable competitor in the Canadian tea market and as far as the present is concerned they are not in a position to compete on an even basis with Canadian importers. Canadian consumers are years ahead of the States in general education along tea lines."

Mr. Ince, of Perkins, Ince & Co., Toronto: "At a meeting of the Toronto wholesale grocers held last week the general opinion expressed was that the imposition by the United States of a ten per cent. duty on tea coming from Canada would have little effect on their trade. The abolition of the present Canadian duty of ten per cent., however, would mean that the wholesale and jobbing tea business in Canada would be killed. If our market were to be opened up, New York would speedily become the market for Indian and Ceylon teas and Canada would become flooded with American tea. Wholesale grocers cannot help being opposed to any such scheme and it is a question whether the Government would dare to consider it seriously."

R. Barron, corner Czar and Yonge streets, Toronto: "I cannot see how the imposition by the United States of a duty of ten per cent. on tea from Canada would affect the Canadian retailer in any way. The only man to suffer would be the Canadian tea importers who pack in Canada for the United States trade. Of course something might be said in favor of the abolition of the Canadian duty of ten per cent. on tea entering Canada from the United States, in so far as I am a firm believer in international free trade.

"Years ago the Canadian duty was imposed to protect the Canadian wholesale trade against American tea importers who were inclined to dump surplus tea on the Canadian market from time to time. This day, however, has long since passed. Canada is relatively a far greater tea drinking country than

the United States. Their importers cannot begin to cater to our wants even if the duty were to be taken off. We are 15 or 20 years ahead of the States in the tea trade and for some time to come can teach them some valuable lessons in the merits of Ceylon and Indian teas. The United States simply cannot compete for the Canadian tea trade, duty or no duty. There is, however, a small quantity of Formoso Oolongs imported yearly into Canada from the United States on which the duty of 10 per cent. is paid. The consumption, however, of this kind of tea is comparatively small, else it would pay the Canadian importer to buy direct from the country of growth and so avoid the duty. As for American package tea we use little or none and have not for years. A great deal of our Indian and Ceylon tea comes in bond from the London tea merchants via New York. The imposition of a duty by the United States, however, would hardly affect this trade and even so it would not be a difficult matter to switch the port of entry to some Canadian port. From the retailer's standpoint the whole question resolves itself into 'a tempest in a teapot.'"

P. C. Larkin, of the Salada Tea Co.: "In my opinion we should have reciprocated in the way of discontinuing the tax against the United States tea long ago. What right has any merchant to claim protection? If one merchant cannot buy and sell goods as cheaply to the retail trade as any other merchant in any other part of the world, he is at a wrong occupation and should seek another sphere of employment. As a matter of fact the Canadian importer should be in a position to do better with tea than any importer in the United States, because the consumption per head here is enormously greater and enables the average man to handle more tea. It is only a matter of incompetence if he allows the American merchant under any circumstances to take away his business."

Mr. Watt, of Watt & Scott, Toronto, says: "The abolition of the duty on tea entering Canada from the United States might, probably, result in the United States refraining from giving effect to the suggestions of the National Tea Association of the United States.

"If tea from the United States could be entered free in Canada, while there is no doubt that importations from the United States would increase, such importations would not in any important degree interfere with the Canadian merchants' trade, or come in competition with him, but would, in fact, be imported by the merchants of Canada and distributed by them in ex-

actly the same way and, presumably with as much profit as their importations from the countries of growth or elsewhere.

"May we also point out to you a disadvantage which Canadian importers suffer and which would be remedied if tea were made free from the United States, but which we suggest should be dealt with by the Government if it is decided to maintain duty on tea entering Canada from the United States, viz., the regulation which prevents the free entry of tea in Canada from country of growth, if diversion be made to any port in Canada other than the port in Canada named in the bill of lading and which the regulation requires to be named on the bill of lading for free entry in Canada. This regulation, we believe, was intended as a protection to the Canadian importer and to prevent an American importer from importing tea on an optional bill of lading and offering the tea for sale in Canada in competition with Canadian importers.


"The effect is that the Canadian importer is much handicapped and subjected to heavy local freights, whereas it is beyond the power of the Government to prevent American firms from importing teas on bills of lading having a Canadian port designated on said bills of lading and, in the event of sale while in transit, forwarding to and making free entry at the port named on the bill of lading, while if no sale effected in Canada, taking possession of the goods at the landing port in the United States and dealing with the goods there, but the Canadian importer having named say Montreal on the bill of lading and having sold in Toronto or Hamilton, must enter his importation at Montreal and pay local freight thence to the domicile of the buyer, and but for the regulation in question, he could instruct the steamer's agents at Boston or New York to send the tea through to the destination of the buyer, at the same rate of freight he would incur by taking the shipment to Montreal.

LEADING Montreal merchants, including brokers, grocers and importers, are of the opinion that to take the duty of ten per cent. off would be a gross act of business folly on the part of the Government.

W. H. Halford, of S. H. Ewing & Sons, Montreal,

"I think the Canadian Government would not listen to any such proposition and as to a duty being imposed in the United States on teas going from Canada I believe the trade generally would look upon this as immaterial from the fact that the percentage of bulk teas shipped from Canada to the States as against teas from the States here is

CANADA: No better Country



MOTT'S: No better Chocolate

---

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

Are Canada's BEST and have done more than any other brands on the market to build up the chocolate consumption in Canada.

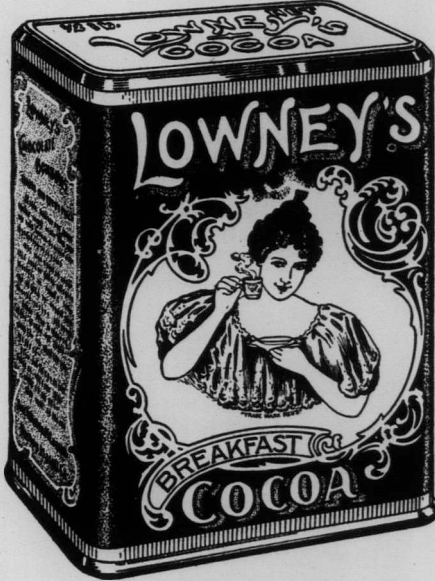
REASON—They are Pure and the Best.

---

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

SELLING AGENTS:  
 A. TAYLOR - MONTRÉAL    R. S. MCINDOE - TORONTO    JOS. E. HUXLEY - WINNIPEG.

**A TRADE WINNER  
 FOR GROCERS.**



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

**THE WALTER M. LOWNEY COMPANY,**  
 No. 447 Commercial Street, BOSTON, MASS.  
 CANADIAN BRANCH: 530 St. Paul St., Montreal

**\$10,000**

**\$10,000**

Ten Thousand Dollars in Gold will be spent by us during the year 1905 for advertising our different lines. We intend first to offer it to the Grocers of Canada.

Ask our Travellers how you can get your share.

**LUMSDEN BROS.,**

Wholesale Grocers  
and Manufacturers,

- -

**Hamilton, Ont.**

infinitesimal. A duty in the United States would of course effect our larger tea packers whom I understand ship rather extensively to different points over the line; this could be obviated by opening up branches on the other side and packing there, but I never can believe that the States will attempt to open up branches here, and bring teas on direct for the purpose of packing and avoiding the duty, they have had this privilege ever since package teas came into this country. As a matter of fact the United States in the past has looked upon Canada as a mere bagatelle, and more as a dumping ground for their inferior teas. I would obviate this as well as the difficulty of inferior teas by adopting standards and the present juncture is a splendid one for The Canadian Grocer to agitate for them. I maintain we should have a range of standards on a par with the United States. There are enormous quantities of Foochow, Oolongs, Pingsuey Gun-powders and Young Hysons, Moyunes, and Japan Dusts shipped there every season which will not pass their standards, and which are tendered to Canada, the majority of these being comparatively sweet in cup (which is all our inspector asks for) are admitted, the present duty of ten per cent. does not effect these teas owing to their having been shipped on a through bill of lading with some point of Canada designated and consequently admitted free. I therefore reiterate that should we adopt standards immediately we would then know exactly where we were, and I further maintain that all spurious, inferior or even questionable teas whether shipped to Canada or the United States should be destroyed, or else that the authorities insist on their being shipped back to the place of production at shippers' expense as positively and absolutely unfit for human consumption.

"We do not want this abominable trash, I firmly believe it is largely responsible for the long and continuous depression which we are experiencing. There is no money in it for the grower, merchant, broker, jobber or retailer, therefore, I sav adopt standards, aim at elevation not degradation."

Jas. Rutherford, of James Rutherford & Co., St. Sacramento street: "I am surprised that U. S. tea merchants have not agitated this question before and could only attribute it to the fact that a large number of United States tea dealers were not aware of the fact that Canada was discriminating against them in the matter of tea importations. No doubt if the United States Government were to place a similar or higher duty against teas shipped by Canadian firms it would affect the trade here. We have all been doing more or less business with the United States and in order to keep us out I would not be surprised to see the United States Government putting a duty of 4c to 5c per pound against us and so shut us out altogether. Of course, I do not want to see the Canadian duty of ten per cent. taken off for obvious reasons."

Mr. Denis, of Kearney Bros., tea merchants: "It seems to me that this is a question for the United States to settle, and should a higher duty be placed on teas than we exact from them we would have to open up a branch across the line. We do quite an extensive business along the border towns, the same being transacted from Malone, N.Y. If any change is made one would have to meet the altered conditions and ship to Malone on through bill of lading instead of bringing on our teas here first. I don't see how it would effect us."

B. Trudel, manager of tea department of L. Chaput, Fils & Cie., wholesale grocers: "We would hardly be affected in any way by the imposition of a duty on teas going from Canada to the United States, but we would not care to see the 10 per cent. duty against teas coming from the United States into Canada removed. Without this duty the large American tea importers could leave their teas at Canadian points and when market conditions were unfavorable on their side of the line and they wanted to close out they could easily break prices to a point where the general trade would suffer. To a certain extent this is done now, and several large New York tea houses are holding stocks of Japans here, merely in order to work in with their American requirements. When the United States market is favorable these teas are promptly sent across, in the meantime these stocks are often of use to Canadian tea dealers and available in competition with Canadian houses. No, we would not wish to see the duty of ten per cent. taken off, it would certainly be an unwise move on the part of our Government."

Alexander Anderson, of Shaw T. Nishimura, Central Japan Tea Traders Association: "I am strongly opposed to any movement whatever tending to the abrogation of our ten per cent. duty against United States tea firms. It would be suicidal, we would be swamped by the larger New York tea shippers and the general tea conditions of Canada would receive a hard knock, and Canada be used as a dumping ground whenever the United States market was in a flat condition. I am strongly in favor of a movement in the direction of establishing tea standards and carrying out to the letter the exclusion of such stuff as even the United States tea drinker is not allowed to use and which finds its way at too frequent times into this market."

Cecil Gordon, of J. Alex. Gordon & Co., tea brokers: "The imposition of a duty by the United States Government against teas from Canada is a matter of no very great import, since the entire amount done by Canadian firms across the line is a mere trifle in comparison with the rest of the tea trade of the Dominion. The only parties it would affect would be the packet tea men, and they would overcome the difficulty by establishing pack-

**JAMS  
PRESERVES  
MARMALADE  
CONFECTIONERY  
McGREGOR**

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

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

**GRANULATED  
SUGAR**

made from beets is every whit as good as if made from cane—and it is cheaper—gives the dealer a chance to make money on his sugar.

No orders, though, just now, stock all sold.

**The Ontario Sugar Co., Limited**  
BERLIN, ONT.

**40 HIGHEST AWARDS  
In Europe and America  
Walter Baker & Co. Ltd.**

The Oldest and  
Largest Manufacturers of



Trade-mark.

**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

**Walter Baker & Co. Ltd.**  
Established 1780.

**Dorchester, Mass.**

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



**WE HAVE THE BEST  
COCOANUT**

IN CANADA

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

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

**EPPS'S GRATEFUL  
COMFORTING**

IN 1/4-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**



This design a guarantee of quality.

**Manilla Paper | Fibre Paper**  
SMOOTH, TOUGH, BRIGHT, CLEAN | THE TOUGHEST OF THE TOUGH  
ALL SIZES AND WEIGHTS | ALMOST WATERPROOF

SAMPLES AND PRICES  
GLADLY SENT.

**CANADA PAPER CO.**  
Toronto LIMITED Montreal

ing houses across the line and so retain what connection they had."

Mr. H. K. Barnard, Canadian representative of Hunt & Co., Yokohama, "I consider that it is of vital importance to the Canadian tea trade that the present duty of ten per cent. on teas imported from the United States into our country be left undisturbed. If this duty were abolished our neighbors across the border could, in order to ease their markets, when they were dull and depressed and with large stocks, unload large quantities of teas here at lower than our ruling prices and upset the equilibrium of our markets, which would not be a desirable situation for any house interested in the tea trade. If the States were to place a duty against teas shipped from Canada I do not think it would affect our business to any very large extent."

Alfred Hebert, of Hudon, Hebert & Cie., wholesale grocers: "I have not given the matter any thought, in fact I do not know that it is of such importance as to warrant my giving an opinion. We are not interested in anything the United States may do in this matter that I can see. Certainly we would not care to see the present Canadian duty of ten per cent. reduced or taken off. Conditions are satisfactory to us as they are, why disturb them?"

The British Columbia Soap Works, Vancouver, are considering an offer to establish a branch factory in Vancouver.

**SHREDDED WHEAT** WHOLE

**A GOOD FOOD IN STORE**

The best foods you can have in your store are

**Shredded  
Whole Wheat Biscuit  
and Triscuit**

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

**The Canadian Shredded  
Wheat Company  
Limited**

Niagara Falls Centre, Ont.  
Toronto, Ont.

**Hard To Beat**

Our Vanilla and Lemon Bar to retail at 10c. is matchless value, and if you haven't stocked it yet you're missing a good one.

**Specialties:**

- Peanuts (Salted)**, 5c. pkg., quality, A.1., 24 to box, 80c. per box.
- Jujube Dolls**, 5-lb. boxes, 85c. per box.
- Funny Men's Faces**, 5-lb. boxes, 85c. per box.
- Orange Slices**, (Fancy), 6-lb. boxes, 90c. per box.
- Pickanninies**, 6-lb. boxes, 85c. per box.
- 1,000 Little Injuns**, 5-lb. boxes, 80c. per box.

Also a full range of gross goods and other specialties.

**Imperial Biscuit Co., Limited.**  
GUELPH, ONT.

# MAPLE SUGAR

$\frac{3}{4}$  lb.  
Blocks

If you have hitherto omitted handling these blocks you cannot afford to do so any longer. They are a necessary adjunct to an up-to-date stock.

**40 Blocks (30 lbs.) to case, - \$3.00**

Sell as a **10c.** block, or break in two and sell as a **5c.** block.

**TORONTO**

**JOHN SLOAN & CO.**

**BELLEVILLE**

# EVAPORATED APPLES

Fine large Quarters

in Bbls. and 50-lb. Bags.

Exceptional value

**WARREN BROS. & CO.,**

::

**TORONTO.**

## REPUTATIONS

count. The grocer who has the reputation of selling high-grade groceries has a double reward—one from within himself, the other from without.



## SOUTHWELL'S

JAMS and

MARMALADE

on a grocer's counter and shelves help to secure for him this double reward. Order from your wholesaler.

Canadian Agents,

**Frank Magor & Co.**

MONTREAL.

# MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

**NOTICE**—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

### PACKED IN TINS

6 gallons wine measure,	\$4.50 per case,
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.25 "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

**THE MONTREAL MAPLE COMPANY**  
MONTREAL, - - QUE.

# Fancy Biscuits

Perhaps you may forget that we make all sorts of Fancy Biscuits — make them with as much care, with as much Success as we do.

# Perfection Cream Sodas

The grocer who becomes a customer of ours gets the very best goods and the very best attention—it is pleasant to have satisfaction always assured.

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

## WHOLESALE GROCERS BRANCH OUT.

THE new Peterborough branch warehouses of T. Kinnear & Co., wholesale grocers, of Toronto, which have been under construction on the corner of Simcoe and Bethune streets for some weeks past, have now been thoroughly fitted up and active business was commenced on Monday last. C. Richer, well known for a number of years as the district traveler for Kinnear & Co., will continue to look after the outside interests of the firm. G. H. Rennie, recently of the head office, Toronto, will be in charge of the business office. These two gentlemen, with their assistant salesmen, have been busily engaged placing the heavy stocks in the different departments and looking after the orders which are already being booked quite freely.

This addition to the wholesale warehouses of Peterborough has been made necessary by the rapidly growing trade which Messrs. Kinnear & Co. have developed in this district. Peterborough, with its railway facilities, having been found to be a very convenient distributing point for their goods, and also on account of the saving in freight, was selected as an eligible point for a branch warehouse. The location secured, alongside the G.T.R. track and within easy access to the business thoroughfare of Peterborough, must prove quite an additional convenience to retail grocers, and one which they will, doubtless, properly appreciate.

### ST. JOHN BOARD OF TRADE.

The MacLean Trade Newspapers are indebted to J. Hunter White for a copy of the annual report of the St. John Board of Trade for 1904, just issued. It gives in condensed form a comprehensive account of the development of trade and commerce in the Maritime Provinces during the past few years, emphasizing in particular the ocean traffic carried on at the port of St. John, to which the St. John Board has contributed in no small measure.



We can do it

and we will to do it—  
and so you have

**E. D. S.**

**Jams, Jellies and Sealed Fruits**

(IN GLASS)

—The highest grade made in Canada—equal to British standards, yet cheaper, owing to our unique advantages.

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

We beg to advise the Grocers of the Dominion that we are making the finest

# MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

**COWAN'S COCOA** (Maple Leaf Label)  
Absolutely Pure.

**THE COWAN CO., LIMITED, TORONTO**



THE GROCER WHO SELLS

# VAN HOUTEN'S COCOA

SELLS THE BEST COCOA

THE BEST IS WHAT  
THE CONSUMER WANTS

Giving to consumers what they want is the best way to retain their confidence. "*Best and goes farthest*" has been applied to Van Houten's Cocoa for several generations.

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

"Irresistibly  
Delicious!"



One taste  
will make a  
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old  
reputation

Attention!

old  
reputation

The BEST  
of

Swiss Milk Chocolates

## KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,  
MONTREAL.

INTRINSIC MERIT is not the only  
strong feature about

## BORDEN'S



CONDENSED  
MILK and



EVAPORATED CREAM

"EAGLE" Brand and "PEERLESS" Brand  
ARE PROFITABLE SELLERS.

They please the consumer and bring repeat business.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

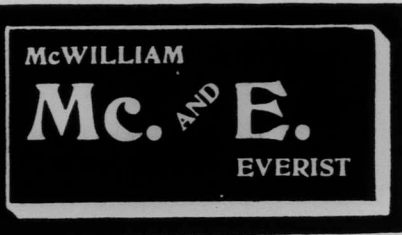
W. S. CLAWSON & CO.  
St. John, N.B.

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

Oranges are now  
in good shape.

Almeria Grapes.  
Marmalade Oranges,  
Florida Oranges,  
Washington Navels,  
Pine Apples,  
Lemons.

Also car extra fine Cabbage, which  
we offer you at \$2 00 per bbl.



TORONTO, - - ONTARIO

Your orders by mail will have our  
best attention.

The  
**DAWSON** Commission  
Co., Limited  
FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets. TORONTO

**DRIED APPLES**

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

The **W. A. GIBB CO.**  
Packers and Exporters  
5 and 7 Market St., HAMILTON

**Marmalade Oranges**

Our first shipment of Marmalade  
Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

**HUSBAND** Bros. &  
Co.

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

## GREEN FRUITS AND VEGETABLES

### The Fruit By-Law Referred Back.

**T**HE grocery, fruit and provision  
trades of Toronto will be in-  
terested to know that Dr.  
Sheard's proposed by-law to  
restrict the out-door exposure  
of fruit, meat, fish, etc., unless properly  
protected, which was brought before the  
City Council last week, has been referred  
to the city solicitor for re-arrangement,  
preparatory to an application being  
made to the Provincial Government for  
permission to enforce such a by-law in  
the municipality of Toronto.

Notwithstanding considerable opposi-  
tion on the part of a large number of  
retail grocers and wholesale fruit men  
and produce merchants, it is likely that  
the by-law will go through with one or  
two modifications.

### Fruit and Vegetable Markets.

Toronto, Feb. 16, 1905

#### GREEN FRUITS.

The green fruit trade has been serious-  
ly handicapped this week on account of  
extremely cold weather, which makes  
the shipment of fruit to outlying points  
impracticable except by express in lim-  
ited quantities. Florida oranges are  
getting into small compass and are very  
slow of sale. Jamaica grape-fruit has  
appeared on the market, as well as  
California grape-fruit, the latter of  
which is selling at \$3 per crate.

Florida tangerines are cleaned up on  
this market temporarily, although fresh  
supplies are expected during the next few  
days. There is a good demand for mar-  
malade oranges, which it is expected  
will continue until April 1. -stocks of  
California navels on spot are still too  
large to suit the wholesale trade, and  
arrivals are increasing on account of  
this being almost the height of the navel  
season. Valencia oranges are scarce; it  
is thought that comparatively few  
Valencias will be seen on this market  
during the present season. The crop is  
very short on account of severe frosts  
in Spain; this, however, will not incon-  
venience the Canadian trade, as supplies  
of California navels are so plentiful.  
Mexican oranges are practically out of  
the market.

The demand for pines is improving.  
Cuban pines will be added to the list  
about Mar. 1. Sweet potatoes are scarce  
for the present, but are expected to ar-  
rive in liberal supplies shortly. Budd's

long keeper cranberries are out of the  
market. We quote the following prices:

Florida oranges, per box.....	2 50	2 75
Florida grape fruit, per box.....	4 50	4 75
Jamaica grape fruit.....	4 50	4 75
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 50	5 00
Marmalade Oranges, per box.....	2 50	2 50
Mexican oranges, per box.....	1 75	2 00
California navel oranges, per box.....	2 50	3 00
Valencias ordinary, 420's.....	3 50	3 75
714's.....	5 00	5 00
New messina lemons, 300's, per box.....	2 50	2 75
360's, per box.....	2 50	2 75
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	1 50	3 00
Sweet potatoes, kiln dried, per bbl.....	5 50	5 50
Almeria grapes, per bbl. fancy.....	7 00	8 00
Cranberries, Howes.....	9 50	10 00
Smyrna figs, Eleme, four crowns.....	0 07	0 08
" " five ".....	0 08	0 09
" " six ".....	0 09	0 10
" " seven ".....	0 10	0 11
" " glove boxes, 1-lb.....	0 07	0 08
" " Protoben, four crowns.....	0 09	0 10
" " five ".....	0 12	0 13
Comadre figs.....	0 03	0 03 1/2

#### VEGETABLES.

The vegetable business has inclined to  
quietness during the week under review,  
largely on account of cold weather.  
Trade in domestic vegetables is quiet,  
and, although some improvement in the  
demand for imported stuff is noted, this  
need not be expected to become a large  
item in the vegetable trade until milder  
weather sets in. Our quotations are as  
follows:

Greenhouse lettuce.....	0 35	0 35
Greenhouse radishes, per doz. bunches.....	0 40	0 50
Dry Mint, per doz bunches.....	0 20	0 20
Parley, ".....	0 20	0 20
Sage, per doz.....	0 20	0 20
Savoury, per doz.....	0 15	0 15
Carrots, per bag.....	0 60	0 60
Beets, per bu.....	0 60	0 60
Beets per bag.....	0 75	0 75
Dry Onions, per bag.....	1 90	2 00
Dry Onions, per basket.....	0 50	0 50
Spanish onions, per case.....	4 00	4 00
Green house water cress, per doz.....	0 25	0 25
Canadian celery, per doz.....	0 35	0 75
Potatoes, per bag.....	0 80	0 80
Parsnips, per bu.....	0 75	0 75
Parsnips, per bag.....	0 08	0 15
Cabbage, per doz.....	1 00	1 00
Furnips, per bag.....	0 30	0 35
California celery, per case.....	5 00	5 00
Hothouse cucumbers, per doz.....	1 50	1 75
Artichokes, per bu.....	0 75	0 75
Oyster plant, per bu.....	1 25	1 25
Greenhouse rhubarb, per doz.....	1 00	1 25
onions.....	0 15	0 20
Florida head lettuce, per doz.....	4 25	5 00
Tomatoes, per case.....	3 25	3 50
California cauliflower, per case.....	3 25	3 50

### Higher Prices for Tomatoes.

The Canadian Grocer has received the  
following official information bearing  
on the agitation now going on among  
the vegetable growers of Ontario for  
higher prices from the canners:

Canadian canners used to do quite a  
large export trade in canned tomatoes  
with Great Britain, which is now en-  
tirely cut off on account of higher prices  
prevailing for raw materials. There was  
also a good foreign trade with South  
Africa, the West Indies and Newfound-  
land, which is also going back to the  
United States packers. Not only this,

but in losing their order for tomatoes, Canadian canners are losing orders for other lines of vegetables and fruits.

A short time ago a prominent Canadian canner made the statement through the columns of The Grocer that tomato growers in this country are receiving from 7 to 8c more per bushel at the present time than is being paid in the United States. It is claimed in certain quarters that an additional 5c per bushel which is what the growers want, would shut off all possibilities of an export trade and materially increase the price of canned tomatoes to Canadian consumers.

**To Utilize Surplus Fruit.**

**T**HE Victoria, B.C. Fruit Growers' Association is showing commendable enterprise in a scheme it has formulated for utilizing the surplus fruit product of the province, hitherto thrown upon the market to the disadvantage of the fruit-growing industry. At the present time it is negotiating with a number of local concerns looking to the establishment of a factory for the manufacture of jams and jellies, cider and other commodities obtainable from orchard truck and small fruits.

During the coming season, according to the estimate of a B. C. grower, about 100 tons of strawberries will be raised in the vicinity of Victoria. About one-half of this product will be shipped to the Northwest. A considerable part of the remainder, which because of size, quality, condition or other reasons, fails to find a market, will be turned into the factory and converted into those table delicacies such as jams and jellies, for which there is always a ready sale.

Then there are the culled apples to deal with, of which from five to ten thousand boxes are exposed in the local markets every year, to the detriment of the trade. The idea was to have this class of fruit manufactured into cider and jelly, or put through the evaporating process.

**U. S. Apples in Great Britain.**

Of the apple crop of the United States for 1904, the largest for eight years, 6,254,788 bushels were exported, the bulk going to England. Canada also had a large crop. The total exports to Britain from both these countries during the year just closed were 3,894,309 packages, consisting of barrels and boxes containing 10,904,977 bushels of fruit. In this number were included 388,975 boxes of California apples. The bulk of

**MARMALADE ORANGES**

We have arriving this week another car BITTER ORANGES, packed in cases, 160s, 200s, and 240s per box.

**Price \$2.50 per box**

Special price in quantities to large dealers. Now is the time to push these goods.

**White & Co. WHOLESALE FRUIT, PRODUCE AND FISH Toronto**

**W. B. STRINGER LISTEN J. J. McCABE**

**A Moment, Wholesaler.**

Keep - thoroughly - posted - on - the - market - conditions - buy - only - the - best - lines - and - you - will - increase - your - yearly - profits - materially. W. B. Stringer & Co., 61 Front St. East, Toronto, give - reliable - information - concerning - the - market - and - they - are - always - in - a - position - to - give - you - AT - values - in - oranges - lemons - peanuts - &c. Phone - them - at - Main - 5672 - wire - or - write - for - their - latest - prices. They - offer - the - best - fruit - and - never - ask - more - than - market - prices.

**IT Saves Time and Worry By Ordering From us**

**What you need in**

**FANCY ORANGES, LEMONS, ETC.** Knowing You will get Quick Service and

**HUGH WALKER & SON, GUELPH, ONT. QUALITY AND PRICES RIGHT.**

**DRIED APPLES**

BRIGHT, DRY STOCK WANTED.

**O. E. ROBINSON & CO.**

INGERSOLL  
Established - - 1886

Established 1870. 7 Gold and Silver Medals.

**MAPLE SYRUP**

**Small's Brand is Standard**

Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal. For sale through the wholesale trade only.

**Small's**

**SUGARS LTD.**

**MAPLE SYRUP & SUGAR SPECIALTIES**

11 St. Therese St., Montreal

these fruits were sold in Liverpool, London and Glasgow.

**Fruit News.**

S. Haigh, the new manager of the Westminster Packing Co., New Westminster, B. C., has assumed his new duties. Mr. Haigh has for the past eighteen years been connected with the California fruit-packing industry. The

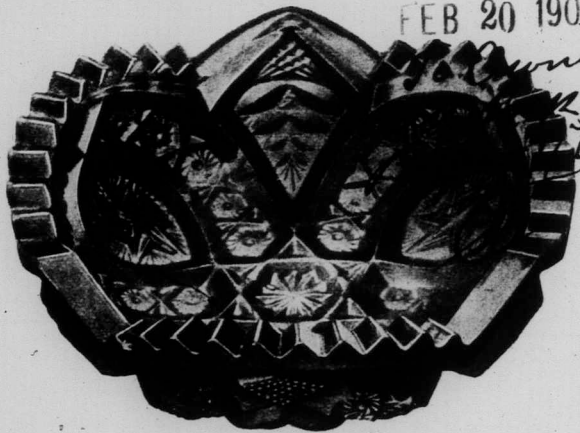
Westminster Packing Co. was recently reorganized, the directors now being W. J. Mathers, president, and C. G. Major, H. Ryall, J. A. Montgomery, and A. E. White (secretary-treasurer).

Georgia fruit growers are of the opinion that the recent severe frosts have not injured the Georgia peach crop and that with normal weather conditions from now on a bumper yield may be expected.

# Glassware Free!

The biggest thing ever offered.

You can give your customer a beautiful Pres-cut Glass Fruit or Bon-Bon Dish, or a Flint Glass Tumbler Free with every 25-cent sale.



TOP VIEW

The Dish here shown is of exceptional quality, and although not hand-cut, is so near in appearance to the rich and expensive cut-glass that few experts can tell them apart.



BOTTOM VIEW—SHOWING CUTTING

## How it is done.

Every package of **Beaver Oats** contains one of these beautiful Dishes or Tumblers. Every purchase of a 25-cent package of **Beaver Oats** gives the customer one of these handsome premiums. *They are in the package.*

**Beaver Oats** are flaked oats of best "Crown" Mills Quality, and are put up in giant 5-lb. attractive cardboard cartons. These are irresistible sellers.

## What to do.

Send us your order for one case of **Beaver Oats** (if you make it five cases, we'll deliver free) at \$4.00 per case of 20 packages, and specify whether you want Fruit Dishes or Tumblers.

This will make a red-hot "Special" for March trade.

Send order at once—to-day—and mention THE CANADIAN GROCER.

**P. McINTOSH & SON**  
Cereal Millers  
Toronto

## Flour and Cereal Foods

### Manitoba Grain Growers Meet.

**M**ANITOBA grain growers met in annual convention in the Town Hall in Brandon on Wednesday and Thursday of last week.

The meeting was of interest to grain men generally, not only because of the numbers and influence of this association, but because in view of the loud complaints from grain growers through the West with the practical working of the Grain Act and the dissatisfaction expressed with the grain standards, buyers and others were interested to know what would be the recommendations of the convention.

It was made abundantly evident at the informal meeting held on Wednesday morning before the formal opening of the convention in the afternoon, that the average grain grower, although much dissatisfied with the present state of affairs is utterly unable to suggest any practical remedy.

The principal cause of complaint was the "spread" in prices between the various grades of wheat. When there is a difference of several cents per bushel between the prices of two grades the man whose wheat just misses the higher grade and of necessity falls into the lower one, thus causing him a considerable loss, is likely to oppose all fixed grades and to favor the buying and selling of wheat by sample.

In years when the quality of the wheat crop is good there is very little dissatisfaction, but in 1904 there was a great quantity of inferior grain and hence the dissatisfaction. The higher grades were at a premium because of their scarcity and the difference in the prices of the various grades was considerable.

#### MORNING MEETING.

An informal meeting was held on Wednesday morning, Dr. Young, of Manitoba, occupying the chair, and at this meeting the general dissatisfaction and the inability to suggest a remedy were apparent from the beginning. Grotesque remedies such as the lowering of all standards in order to admit inferior wheat to be classified as No. 1 hard and thus obtaining a No. 1 hard price, and the arbitrary fixing by law of the "spread" between the prices of grades divided the attention of the meeting with proposals to recommend the abolition of all grades and the buying and selling of wheat by sample.

It was noticeable that the reasonable men were those who had had personal contact with the members of the Grain Standards Board and who had met men in other branches of the grain trade on the floor of the Grain Exchange in

Winnipeg. Notable among these was D. W. McCuaig, of Portage la Prairie, the newly elected president of the association. His address at the morning meeting showed him to be a reasonable man.

He contended that the Grain Inspection Act had been improved by experience until it is almost as perfect as it is possible to make it. That was not to say that it was always carried out in its entirety, and it should be the object of the association to see that it was thus carried out. He thought it would be impossible to devise any Act which would satisfy all parts of the country. There were many complaints this year and yet the system was as good as human ingenuity could make it. Some members of the association favored the abolition of the grading system, but he wished to remind them that it would cost as much to buy one ear of grain "on sample" as it cost to buy ten under the present system and the cost would necessarily be borne by the grain producer.

At the last convention a committee had been appointed to confer with railway men, grain buyers, members of the Grain Exchange, etc. The committee had been met in a most reasonable and conciliatory spirit by the members of the Grain Exchange and their recommendations had been adopted by the conference without a dissenting voice. The recommendations of the conference were incorporated in the new Grain Inspection Act by the Government at Ottawa.

The new Act having superseded the old, there was no Grain Standard Board in existence after it was passed. On October 12, Mr. C. N. Bell, secretary of the Grain Exchange, recommended the department to appoint certain men as members of this board. There was no time to spare at that late season and hence, as no nominations had been made before, Mr. Bell made certain recommendations. The majority of the board were farmers.

The Standards Board met, the speaker being a member. The great difficulty was the "spread" in prices of different grades. Could not the board make more grades and thus reduce this "spread"? The first thing to consider was how many grades the elevators could accommodate and it was evident that it was not practicable to insist on having many more.

It was decided to make two additional grades, one to come between Nos. 3 and 4, to be known as No. 4 extra, and one between No. 4 and feed, to be known as No. 5.

Having come to this decision the Grain Standards Board repaired to the sample room and found perhaps 150



# YOU SEE

We're human, and selfish  
—just a little—and possibly  
a trifle vain over our  
success.

If the public and grocery  
men find

# Orange Meat

more to their liking than  
they do any other break-  
fast food, we are mighty  
glad, that's all, for we  
make it.

But we try to keep  
friendly with everybody,  
because we're made that  
way.

Won't you give an order  
to your wholesale grocer?

The Frontenac Cereal Co.

Limited.

KINGSTON, ONTARIO.

samples of wheat mostly from Manitoba. There were scarcely any samples from the Territories, and there has been much dissatisfaction there with the action of the board. The fact of the matter is that the Standards Board met too late for Manitoba and too early for the Territories. The task of making two new grades was found to be a very difficult one and it occupied two days. He did not think it would be possible to strike another grade between No. 4 and No. 4 extra. As grain growers, the Grain Standards Board undertook to split grades in order to split prices. They had accomplished a little. Grade No. 5 was a benefit but No. 4 extra had not helped so much. It was an impossibility to control the spread of prices between grades.

## AFTERNOON MEETING

On Wednesday afternoon the convention was formally opened. President William Ryan, of Ninga, presiding. The president delivered a lengthy address in which he referred to such topics as railway rates, the lumber combine, and the late opening of the Lake Superior ports. He argued for an experiment with ice breakers in these ports.

Following the president's address a resolution condemning all duties on lumber was passed by a standing vote and telegraphed to Ottawa. The convention then proceeded with the work of appointing committees and afterwards listened to reports from various branches. A notable feature of these reports was that although all speakers

were requested to report car shortages only two trifling complaints were made.

## THURSDAY SESSIONS.

New officers were elected for 1905 as follows: President, D. W. McCuaig, Portage la Prairie; vice-president, R. C. Henders, Culross; directors, (William Ryan, of Ninga; C. Rogers of Carberry; J. Benson, of Neepawa; Dr. Fraser, of Hamiota, and J. Forke, of Pipestone. J. W. Scallion was re-elected honorary president.

David Home, grain inspector, of Winnipeg, delivered an interesting address explaining in detail how the work of grain inspection is done. His staff are experienced and their numbers are sufficient to enable them to attend to the work properly. He argued strongly that the present system is fair and the best that can be devised to meet the various requirements of the Western grain trade. He was of opinion that there is a sufficient number of grades now. It was a mistake to suppose that the grades had been raised this season; the whole trouble was that this year there had been a low grade crop.

## GRADING RESOLUTIONS

A long discussion waged over the recommendations of the grading committee. The resolution submitted by the grading and inspection committee was as follows:

"Whereas, the present high standard of our Manitoba No. 1 hard wheat has won for us an enviable standing in the markets of the world, we deem it unwise to lower the standard of same,

but would recommend that the Inspection Act be amended so as to provide for the testing of our wheat, so that the standards of the different grades may be established according to the relative milling value of the same. The difference in value between the different grades not to exceed 3 per cent. of the value of No. 1 hard wheat.

"We further recommend that inspectors' certificates show the weight per measured bushel of each car of grain.

"Be it resolved that this committee recommend the appointment of one or more, if necessary, qualified competent person or persons, to be clothed with the full power to act in conjunction with the present inspector in the interests of the Grain Growers' Association of Manitoba.

"That a charge to cover expenses in this direction be made on each car, and that he have full power to ask for re-inspection and a survey, if instructed by shippers to do so, and he deems it advisable.

"That we take steps to have Winnipeg made an order point, in order to enable shippers to sell on sample when considered advisable to do so."

After long discussion this resolution was adopted with the exception of the clause with reference to the three per cent. "spread." The good sense of the meeting finally prevailed, as it would be ridiculous to attempt to regulate the "spread" by legislation. The portion of the resolution in favor of making Winnipeg an order point and selling on samples provoked a long discussion and finally carried.

## "I Am Good For One Car a Month."

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

PARIS, ONT., February 6th, 1905.

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

T. M. NICOL.

This is the way the sales double up when

## "Royal Household" Flour

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

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

**THE OGILVIE FLOUR MILLS COMPANY, Limited**  
MONTREAL.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pocket

See Here,  
Friend Grocer,

Do you know that you can very greatly improve your Rice trade by selling

## Pocket Rice?

Order a 100 lb. bale from any of the following Distributers:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	
LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,  
MILLS: NEW ORLEANS.

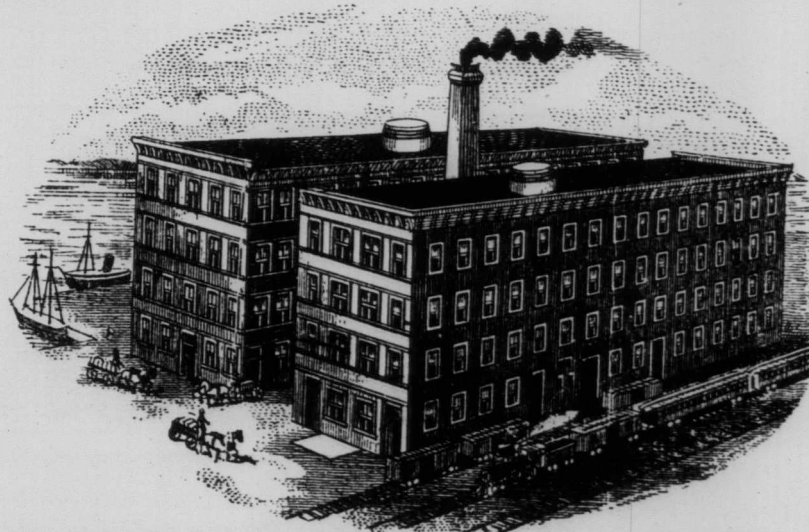
104 WALL STREET  
NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.  
Toronto, J. S. Donaldson & Co., 50 Front St. E.

*We*

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

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



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

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US  
FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS  
OR OTHERWISE.

LETTER ORDERS  
A SPECIALTY.

WM. McCANN MILLING CO.,

OFFICE and MILLS  
FOOT JARVIS STREET

Toronto

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Visitors to Cuba.

**J.** BRUCE PAYNE, of the Bruce Payne Co., Granby, Que., chatted freely the other day about his recent trip to Cuba. He visited the island ostensibly on business, and was one of a large party who were accompanied by Mr. Gagnier, of the Tobacco Journal. Mr. Payne said:

"My first visit to the island was in 1890, when I was only 25 years old; in fact, I was told that I was the youngest man that ever went to Cuba to buy tobacco solely upon his own judgment. I took \$10,000 in cash with me and secured some fine tobaccos, and did not get stuck on a single bale.

"At that time very few manufacturers visited the island, and those that did were usually accompanied by their foreman or some leaf expert.

"The week I first struck there they had nineteen deaths from yellow fever. This was one of the principal reasons that kept foreigners from visiting the island, as well as the fact that all tobaccos had to be paid cash. Further, there was no guarantee as to quality, 'no money back at the end of three months for unsold goods,' and plenty of sharks to foist poor tobacco on the inexperienced buyer.

"To-day Havana is a very clean city, and very healthy; they now have sewers, and a first-class sanitary department. Many New York and Boston houses have branches in Havana, and own their plantations in the country; there is no danger of yellow fever, and cigar manufacturers can find many Americans ready to sell tobacco, thus dispensing with the services of an interpreter.

"I took along with me one of the directors who has charge of the 'Pharaoh' department of our business, that he might get acquainted with the mode of buying, so when I drop out of the business there will be someone qualified to continue the work and maintain our high reputation for quality. As I have been to the island several times, the usual Latin race customs and tropical scenes did not attract my attention, so I attended to business.

"I took one afternoon, however, to visit the sugar cane crusher, the tobacco plantations, and pineapple plantations. While I am always in close touch with the Havana market and knew that prices this year were high, I was hardly prepared for the extremely high prices asked for Manicaragua, Remedios and Santa Clara. These grades are used for seed and Havana cigars, and are raised on dark loamy soil, while wrappers for clear Havana goods are grown on sandy soil. Owing to the high price for sugar this year many farmers found it more profitable to use their dark loamy soil for sugar cane instead of tobacco. The 1904 crop, therefore, was fully 100,000 bales short and as the high prices were

not established till after the cane had been sown on the tobacco land, the prospects are that the 1905 crop will also be high priced.

"By that time the farmers will think their fortunes will be made in tobacco, everybody will plant it, there will be an abundant crop, and prices will tumble, at least I hope it will turn that way because by that time I will need more tobacco for our 'Pharaoh,' as I have only two years' supply on hand.

"The price for second Cappaduras is correspondingly high, so that some manufacturers may have to substitute Pennsylvania, Ohio or Brazil for their 5c. lines; but I think by personally visiting the Havana market, I will always be able to pick up good tobacco at a price that will enable me to maintain the quality of the 'Pebble.'

"When in Havana I purchased enough, together with my present stock, to keep over a million 'Pebble' smokers going for a couple of years.

"The city of Havana is still essentially Spanish. Nine men out of ten you speak to on the street will shrug their shoulders and say 'No comprendo'; even the policemen cannot speak English. Their cooking is still Cuban, and I hope Sir Wm. Van Horne may be able to build an American hotel there, as it is a necessity, and will be well patronized, as tourists are going to Havana more and more yearly."

N. Michaels, Montreal, in chatting about his recent Cuban trip, said the object of the visit was to induce more

direct business connections between the Canadian manufacturers and the Cuban planters. That this object had now been attained, he had little doubt. Formerly it had been the practice of Canadian manufacturers to buy their raw materials from United States houses. Now they will do business direct with Cuban planters. The result will be to give a cigar of better quality for less money than is the case at the present time. Canadian manufacturers during the past month gave larger orders than ever before in their experience.

A number of Canadian manufacturers, including J. M. Fortier, and Alphonse Goulet, of Montreal, Bruce Payne, of Granby, and Mr. Miller, of Quebec, left New York on January 7, and had a four days' sail to Havana, Cuba. There they were met by a committee of the planters, who put them up at the Hotel Trocha on the Vedado. The Ward Line, on whose steamer, the Moro Castle, the trip was made, entertained the Canadians in royal style, as also did the Cuban planters.

### News of the Trade.

Last week the Montreal grocers, Fraser, Viger & Co., had an exclusive window decorated with the famous Craven mixture. The tobacco boxes were artistically decorated and lent themselves to a pleasing arrangement in the window. A large firm like this giving so much attention to tobacco might be an object lesson to the small grocer that there is money in a good tobacco department.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



## Unsaleable Goods

Fight shy of them. They cost too much, even at a bargain.

**You're safe** if you buy our **Pebble** 5-center and **Pharaoh** 10-center cigar. They are guaranteed to sell. Money back if they stick. They are cigars widely advertised. No need whatever to buy cigars whose sale is doubtful.

Express paid on lots of 1,000, assorted as desired

**J. BRUCE PAYNE, Limited, Mnfrs., - GRANBY, QUE.**

Feb. 17, 1905

*Every tub must  
stand on its own  
bottom.*

## FOR EXAMPLE

**T & B** Smoking Tobacco has never had to rely on any support. It has stood all the days of its life on its own merit. No buttress of words can uphold year after year an unstable article.

**GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.**

# Is it a "King Buffalo"?

Thus one smoker to another, and the fame of the best 5-center made goes from mouth to mouth. In addition we help on the sale of this Cigar by providing the dealer with liberal advertising literature.

.. RETURN POCKETS  
AND SECURE SET OF  
FINE ART PICTURES

\$35.00 per M. We pay express on Sample orders if cash accompanies order. Express paid on Sample hundred if cash accompanies order, also on all time orders of 1/2 M. or over.

**CANADA CIGAR CO., Makers, London, Ont.**

# 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 Tobacco.

We insist upon two things—1st the favor in which

**McALPIN'S Tobaccos**

are held by those who use them. This is known to you all.

**McAlpin's**

Smoking  
Chewing

**Tobaccos**

The second point is the profits that the grocer finds in

**McALPIN'S Tobaccos**

—a profit that is not yielded by other Tobaccos. A strong point. is it not?

# Freights And Charters

A BUSINESS man of St. John, N.B., has written to say that it is not desirable to quote rates which would seem to be to the disadvantage of the port of West St. John. THE CANADIAN GROCER appreciates that fact, and would be the last to do anything to injure any port, more especially our leading Canadian winter port. On inquiry it was found that the 5 per cent. primage which is charged on berth quotations from St. John is also charged from Halifax, at least this was

shipments have been made to Nova Scotia on the same basis. These are said to be in fulfilment of contracts made before the expiration time fixed by the I.C.R.

When the ss. Wyandotte sailed for South Africa she carried one of the finest cargoes that yet has been shipped from St. John. There were shipments for Durban, East New London, Port Elizabeth and Cape Town. What was especially noticeable was that the two large Canadian millers, namely, the Lake of the Woods and the

## SWEET CAPORAL



## CIGARETTES

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

### BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	5/	† 5c	† 9c	† 6c	* 5/	* 11/6	* 12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	* 12/	* 12/6					
Canned meats, fish.....	* 7/6	* 12/6	* 15/	* 12/6	* 10/	* 15/	* 15/					
Provisions.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Tierces lard.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Pail lard.....	* 7/6	* 17/6	* 20/	* 17/6	* 7/6	* 20/	* 20/					
Butter.....	* 15/	* 25/	* 25/	* 30/	* 15/		* 80/c.s.					
Cheese.....	* 10/	* 20/	* 20/	* 25/	* 10/		* 80/c.s.					
Eggs in c. s. (meas't).....	* 10/	* 15/	* 15/	* 15/	* 10/		* 40/c.s.mt.					
Clover seed.....	* 10/	* 10/		* 15/	* 10/	* 15/	* 15/					
Cotton.....	† 15c				† 15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	† Fine 20/	† Fine 20/	† Fine 20/	† Fine 20/	† Fine 20/							
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	† 12/6	† 15/					
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	* 17/6	* 25/					
Lumber, hard.....	* 8/	† 10 1/4 c	* 12/6	* 14c	* 8/	* 15/	* 20/					
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/		* 15 m't					* 17/6 m't

\* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only.

These rates liable to change without notice and are therefore Subject to Confirmation. When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

given on the strength of the C.P.R. foreign freight department. So the charge would in no way discriminate against St. John. Then, further, it merely says that the goods are subject to primage which might be imposed on perishable goods and others.

Just now some interest is being taken in the shipment of hay and the market is being watched closely. There is still some hay being shipped to the Government factories at P.E.I., upon which it is understood the freight is free. It has been found out that this is true, and that

Ogilvie Flour Mills Co., Limited, were large shippers to South African ports. W. Loggie shipped four cases of salmon, but what was most disappointing, from a Canadian trade standpoint in one way, was to see the large shipments of American canned meats, etc. Even though Canadian lines got the freight the big U.S. meat houses seem to get the trade over there. This is vital to Canadian manufacturers and certainly it is said that there is a lack of Canadian commission houses in South African ports. The Pedlar Roofing People of Oshawa seem to

be doing well and had a cargo for nearly all the ports of destination. Arkell & Douglas were also big shippers.

#### ANTI-DUTY LEAGUE.

A league has been formed in Great Britain with the object of bringing about a reduction of the 8d. duty on tea. Representatives from the Indian and Ceylon Association are actively supporting the league, whose members comprise not only many Indian and Ceylon producers but several of the large distributing firms.

# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## CLOSING THE BOOKS.

**A**T the close of a financial year in almost any business, there are a large number of outstanding items prepaid or still due, as the case may be, to be provided for, also apportionments of different charges to the proper accounts. Bookkeepers, having this department in hand, would do well to keep a record as these items turn up during the year in order that it would not be necessary to go back over the work of the year to discover them. This record may be kept on cards arranged alphabetically, showing the date paid, the date to which the account is prepaid and any other information necessary to ascertain particulars in regard to the account charged.

The following outstandings should all be provided for, viz:—

**Insurance**—Prepaid or due.

**Advertising**—Permanent advertisements, such as sign boards, magazines, etc.

**Fuel, Water and Light**—Fuel on hand, water and light prepaid or due.

therefore, should undoubtedly be to perform this department of his work as quickly as possible, still obtaining the desired results, but without re-writing the same material in any way.

The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original copy, or, if the goods are delivered by a driver, send the original to the customer with the goods. The total amount of the sale may then be posted direct from the sale book to the customer's account in the ledger and the totals of the sale for the day, week, or month recapitulated from the same book the grand total being posted to the credit of "Sales" account or "Merchandise" account.

When rendering monthly statements to the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the

<i>Dr.</i>														<i>Cash Journal.</i>										<i>Cr.</i>			
	Ex- change	Debits	Bank Deposits	Cash Receipts	Sundries	Folio	Date	Accounts	Particu- lars	Folio	Sundries	Cash Payments	Bank Withdrawals	Debits	Sales	Bills Payable											

This form of cash journal is a development of the old six column journal and comprises cash book, blank book and journal. In a small business it would be found very useful.

**Rebates**—Due on purchases or sales.

**Rents**—Prepaid or due.

**Taxes**—Prepaid or due.

**Catalogues, Price Lists, etc.**—Stock on hand.

**Salaries**—Apportion general salaries over different departments.

**Wages**—Apportion for unproductive labor over different departments.

**Freight**—Payable on goods in transit.

**Cash Discount**—Approximate allowable on sales or receivable on purchases.

**Interest**—Accrued on bills or notes.

original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically until required at the end of the month. As a good check on the delivery of goods, it might be well to have the clerk laying up the order, check each line on the left hand side of the order and the driver who delivers the goods double check the goods when packing in his wagon or on delivery.

## FORCE AS A SUCCESS-FACTOR.

More people fail from lack of force than from lack of education or opportunity. A man may be well educated, or brilliant, and yet, for lack of force, be a complete failure in his vocation. A man or woman may succeed without education, but not without force; without capital, but not without energy.—Success.

## A FEW HINTS TO THE RETAILER ABOUT HIS RECORDS.

**U**SUALLY a retail merchant has very little time to devote to his books of record, and, especially in a small business, the margin of profit would not permit of keeping a bookkeeper for this purpose. His object,

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p>JENKINS &amp; HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN &amp; TUPPER, Barristers, Solicitors, Etc. Winnipeg, Canada.</p>	<p>ATWATER, DUCLOS &amp; CHAUVIN Advocates. Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p>BEATTY, BLACKSTOCK, FASKEN, RIDDELL &amp; MABEE Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel. Main 3313. Toronto, Ont.</p>

<h2>Educational Department.</h2>	<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<h3>St. Margaret's College, Toronto</h3> <p>A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>	<p>TELEGRAPHY SHORTHAND</p> <p><i>METROPOLITAN Business College</i></p> <p>- OTTAWA, ONT. -</p> <p>BOOK-KEEPING TYPEWRITING</p>



**WE ARE AWFULLY BUSY PRINTING FOR OTHERS**

But we have time to do your work too.  
Send for our Sample Book. A 2c. stamp brings it.

**G. A. WEESE & SON, 44 Yonge St. TORONTO**

## ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay.  
Address: City Hall, Montreal, Que. Absolutely private treatment.

### HOTEL DIRECTORY.

NEIL McCARNEY, PROP.	W. C. McCARNEY, MANAGER
<b>THE PROVINCIAL</b>	
LEADING COMMERCIAL HOTEL.	GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.	
<b>HOTEL GRAND</b>	
O. F. BAKER, PROP.	GALT, ONT
First-class accommodation for Commercial Men.	

### Successful Advertising—How to Accomplish It

By J. ANGUS MacDONALD

A volume of 400 pages packed full of good stuff for advertisers. Price \$2.00.

Sent post paid upon receipt of price.

TECHNICAL BOOK DEPARTMENT  
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

### Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4 80.)  
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## STANDARD TELEPHONE SETS FOR SALE

**\$5.00** per set. Slightly used but in good order

Apply to  
SALES DEPARTMENT:  
**178 Mountain St., - Montreal, Que.**

OR

To any local manager of the Bell Telephone Company of Canada.

**The F. J. Castle Co.**  
**Limited**

**Wholesale  
Grocers**

**Ottawa,**  
**Canada**

# WM. BRAID & CO. COFFEE IMPORTERS

## How is your Coffee Trade?

**BRAID'S BEST COFFEE** is increasing in popularity every day because consumers appreciate its merit.

### ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.  
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.  
Bucking the current has carried down many a strong swimmer.*

**BRAID'S BLENDED COFFEES** are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.  
SECOND—Because the quality never varies.  
THIRD—Because they give the public better satisfaction than any other coffee sold.*

*These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.*

**Write us for  
Samples**

**WM. BRAID & CO.,**  
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

## Quotations for Proprietary Articles.

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

February 16, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—  
"Bee" brand, 48 5c. pkgs., per case... \$1 75  
" " " 27 10c. pkgs. " " " 2 00  
" " " 10 25c. pkgs. " " " 1 75

Cook's Friend—  
Per doz.  
Size 1, in 2 and 4 doz. boxes..... \$2 40  
" 2, in 4 doz. boxes..... 2 10  
" 3, in 6 " " " " " 0 80  
" 4, in 8 " " " " " 0 70  
" 5, in 4 " " " " " 0 45  
Found tins, 2 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..... \$3 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
1 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

### JERSEY CREAM BAKING POWDER.

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

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	Per doz.
" " " " 1 lb., 5 doz.	\$ 45
" " " " 1 lb., 3 doz.	80
Ocean Borax, 1/2 lb. packages, 4 doz.	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 20
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	" " "

### ROYAL BAKING POWDER CO.

Royal—Dime	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 60
3 lb.	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	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 50
3 lb.	2 20
1 lb.	4 25
12 oz.	5 50
1 lb.	15 00
5 lb.	25 00

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box.	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.
" " " " 4 doz.	\$3 25

### HOME BAKING POWDER, CO. MONTREAL.

2 doz. case 1 lb.	Per doz.
1 " " 1 lb.	\$3 40
1 to 5 cases, 5 per cent.	4 75
5 to 10 cases, 10 per cent.	" " "



### EAGLE BAKING POWDER

Cases of 48-50. tins	Per doz.
" 48-10c. tins	\$0 45
" 24-25c. tins	2 25
" 48-25c. tins	2 25

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 5c. tins.	Per doz.
" " " 36 10 " " "	\$3 50
" " " 24 16 " " "	4 00
" Beaver" brand, 24-16 pkgs.	4 80

### 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 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	" " "
according to size.	0 02 0 10

### J. M. DOUGLAS & CO.—Laundry Blue.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.—per lb. 16c  
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb. 12c  
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb. 10

### Black Lead.

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



### JAMES DOME BLACK LEAD.

Per gross	
5a size.....	\$8 40
2a size.....	7 80

### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " " 10 oz., cases, 48 " "	3 25
" " " 16 oz., cases, 48 " "	4 25

EAGLE BORAX. Per doz.  
Cases of 5-doz. 5c. packages..... \$0 45  
5-doz. 10c. " " " " " 0 90

### Boeckh's Brooms.

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

### Cereals.

Wheat Oat, 2-lb. pkgs., per pkg.	0 95
" " " 7-lb. cotton bags, per bag.	0 15c

### Chocolates and Cocos.

THE OOWAN CO., LIMITED.  
Cocoo—  
Hygienic, 1-lb. tins..... per doz. \$6 75  
" " " 1/2-lb. tins..... " " " 2 50  
" " " 1-lb. tins..... " " " 2 00  
" " " fancy tins..... " " " 0 85  
" " " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50  
Perfection, 1/2-lb. tins, per doz..... 2 40  
Cocoa Essence, sweet, 1-lb. tins, doz..... 2 55





You cannot tell your customers TOO OFTEN about the GOOD THINGS to eat.

It is a positive duty to tell them of the BEST.

"Crown" brand Table Syrup

leads all Syrups in point of quality, being PURE, CLEAN, CLEAR, HEALTHFUL, and profitable to handle.

For sale by all first-class jobbers.

EDWARDSBURG STARCH CO'Y, Limited ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's. For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Cane's Clothes Pins. UNITED FACTORIES, LIMITED. Clothes pins (full count), 5 gross in case, per case \$0 62

Cleaner. BRUNSWICK'S EASYBRIGHT. 4-oz. cans \$ 0.90 6-oz. " 1.35 10-oz. " 1.85

Food. The Davidson & Hay, Limited, Toronto. Robinson's patent barley 1-lb. tins \$1 25

Jams and Jellies. SOUTHWELL'S GOODS. Per doz. Frank Magor & Co., Agents. Orange marmalade \$1 50

Orange marmalade \$1 50 Clear jelly marmalade 1 80 Strawberry W. F. Jam 2 00

T. UPTON & CO. Pure Fruit Jams—12-oz. glass jars, 2 doz. in case, per doz. \$1 01

Licorice. NATIONAL LICORICE CO. 5-lb. boxes, wood or paper \$0 40

Lye (Concentrated). GILLET'S PERFUMED. Per case. 1 case of 4 doz. \$3 60

Matches. UNITED FACTORIES, LIMITED. Per case. Surelight (Parlor) \$3 50

WALKERVILLE MATCH CO. Parlor—1 case, 5 cases. Imperial \$5 75

Mince Meat. Wethey's condensed, per gross net \$12 00 per case of doz. net 3 00

Mustard. GOLMAN'S OR KEEN'S. D.S.F., 1-lb. tins per doz \$1 40



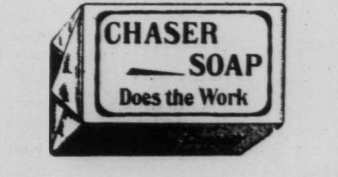
Orange Marmalade. THE EBY, BLAIN CO., LIMITED. "Anchor" brand 1-lb. glass jars \$1 50

Pickles. STEPHENS. A. F. Tippet & Co., Agents. Cement stoppers (pints) per doz. \$2 30

Soda. DOW BRAND. DWIGHT'S BAKING SODA. Case of 1-lb. containing 60 pkgs. per box \$3 00

Soap and Soap Powders. A. F. TIPPETT & CO., Agents. Maypole soap, colors per gross \$19 90

RABBITT'S. Babbitt's "1776" 6-oz. pkgs \$2 50 per box. 5 boxes a freight paid and half box free.



**You'll  
Have  
to  
Hurry!**

**NEARLY ALL SOLD!**

We haven't very many left. The book—

**100 Good Ads for a Grocery Store**

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send \$1.00; if you don't keep it, then we'll get it back.

**THE CANADIAN GROCER, 10 Front St E., Toronto.**

CHASER SOAP.

1 case ..... \$2 40  
Special quotations for quantities.

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$ 0 05 1/2
No. 1 " " 2-lb. "	0 05 1/2
Canada laundry.....	0 04 1/2
Silver gloss, 6-lb. draw-rid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters.....	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal.....	0 06 1/2
Benson's satin, 1-lb. cartons.....	0 07 1/2
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs.....	0 05 1/2
Benson's enamel..... per box 1 25 to 2 50	

Culinary Starch—	
Benson & Co.'s Prepared Corn.....	0 06 1/2
Canada Pure Corn.....	0 05 1/2

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08 1/2

"Bee" brand starch—	
laundry, 64-12 oz. pkg. per case	\$5 00
" " " " 32-12 " " per " "	2 50
corn starch, 40-16 oz. pkg. " " "	3 00
"Sun" borated starch, 40-16 oz. pk.	
per case.....	3 00
borated starch, 50 box, 100 lb. keg	0 06 1/2
laundry " 50 " " " "	0 05 1/2
"Gem" " " 100 & 200 lb. kegs	0 05 1/2

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.....	0 06 1/2
Barrels, 200 lb.....	0 05 1/2
Kegs, 100 lb.....	0 05 1/2

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case.....	0 07 1/2
6-lb. enameled tin canisters, 8	
in case.....	0 07 1/2
Kegs, ex. crystals, 100 lb.....	0 06 1/2

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.....	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Malt Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.....	0 05 1/2

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06 1/2
" " " " 2-lb. cartons, 36 lb.	0 06 1/2
" " " " 100-lb. bbl.....	0 05 1/2
" " " " 100-lb. kegs.....	0 05 1/2
Canada Laundry, 40 to 48 lb.....	0 05 1/2
Ivory Gloss, 3-3 family pkgs., 48 lb	0 07 1/2
" " " " 1-lb. fancy, 30 lb.....	0 07 1/2
" " " " large lumps, 100-lb kegs	0 05 1/2
Patent starch, 1-lb. fancy, 30 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



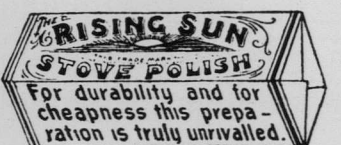
OCEAN MILLS.  
Chinese starch,  
per case of 4  
dos., \$4, less 5  
per cent.



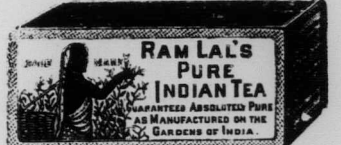
Ceylon Tea, in  
1 and 1/2-lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 19
" " " " 1-lb. " " " " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label, " " " " " " "	0 25
Red Label, " " " " " " "	0 35
Orange Label, " " " " " " "	0 42
Gold Label, " " " " " " "	0 55

SAN TOY STARCH.  
10c. pkgs, cases 5 doz., per case..... 4 75  
**Steve Polish.**



Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes.....	10 00
Sun Paste, 5c. size, 1-gross boxes.....	5 00



Cases, each 60 1-lb.....	\$0 35
" " " " 60 1-lb.....	0 35
" " " " 30 1-lb.....	0 35
" " " " 120 1-lb.....	0 35



DUNN, AGENT.  
pr. dz



Enameline No. 4, bxs. ea. 3 dz. 0 38	
Enameline No. 6, bxs. ea. 3 dz. 0 65	
Enameline Liquid, bxs. ea. 3 doz. 0 80	
Blackness, 5-lb. cans, per lb. 0 10	
Enameline stove dressing, per doz. 0 70	

Syrup.  
"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case.....	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " " " " " " " " " " " "	2 35
10 " " " " " " " " " " " "	3 25
20 " " " " " " " " " " " "	3 10
(10 and 20 lb. tins have wire handles.)	

1 gal. tins, square, 6 in case.....	\$4 40
1 gal. tins, round, 12 in case.....	4 50
1 gal. tins, round, 24 in case.....	4 60
SMALL'S BRAND—Standard. Per case.	
1 gal. tins, square, 6 in case.....	\$4 70
1 gal. tins, round, 12 in case.....	4 80
1 gal. tins, round, 24 in case.....	5 30



Teas.  
SALADA OBYLON.

Wholesale. Retail.	
Brown Label, 1's.....	\$0 20 \$0 25
Green Label, 1's.....	0 21 0 26
Blue Label, 1's, 1/2's and 1/4's	0 22 0 26
Red Label, 1's and 1/2's.....	0 23 0 28
Gold Label, 1's.....	0 44 0 50



Blue Label, 1's.....	\$0 18 1/2 \$0 25
Blue Label, 1/2's.....	0 19 0 25
Orange Label, 1's and 1/2's.....	0 21 0 30
Brown Label, 1's and 1/2's.....	0 28 0 40
Brown Label, 1/2's.....	0 30 0 40
Green Label, 1's and 1/2's.....	0 35 0 50
Red Label, 1's.....	0 40 0 50

"CROWN" BRAND.  
Wholesale. Retail.

Red Label, 1-lb. and 1/2's.....	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.....	0 38 0 40
Green Label, 1-lb.....	0 19 0 25
Green Label, 1/2's.....	0 20 0 25
Japan, 1's.....	0 19 0 25

E. D. MAROEAU, Montreal.

Japan Tea—	
"Condor" I 40-lb. boxes.....	\$0 42 1/2
" " " " II 40-lb. boxes.....	0 40
" " " " III 80-lb. boxes.....	0 36 1/2
EMD AAA Japan, 40 lb " " " "	0 32 1/2
" " " " AA.....	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27 1/2
"Condor" IV 80-lb. " " " "	0 32 1/2
" " " " V 80-lb. " " " "	0 27 1/2
" " " " XXXX 80-lb. boxes.....	0 23 1/2
" " " " XXXX 30-lb. " " " "	0 24 1/2
" " " " XXX 80-lb. " " " "	0 21
" " " " XXX 30-lb. " " " "	0 22 1/2
" " " " XX 30-lb. " " " "	0 19
" " " " LX 60-lb. per case, lead	0 20
packets (25 1's and 70 1/2's) 37 1/2	

Black Teas—"Nectar" in lead packets	
Green Label.....retails 0 26 at 0 30	
Chocolate Label.....	0 35 at 0 35
Blue Label.....	0 50 at 0 36
Maroon Label.....	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.....	0 23 1/2
" " " " Blue, 1-lb.....	0 24 1/2
" " " " Maroon, 1-lb.....	0 25 1/2
" " " " Maroon, 1-lb.....	1 50
"Condor" Ceylon black tea in lead packets	

Green Label, 1/2, 1/4 and 1/8,	
60-lb. cases.....retail	0 25 at 0 30
Grey Label, 1/2, 1/4 and 1/8,	
60-lb. cases.....retail	0 30 at 0 35
Yellow Label, 1/2 and 1/4,	
60-lb. cases.....retail	0 35 at 0 36
Blue Label, 1/2, 1/4 and 1/8,	
50-lb. cases.....retail	0 40 at 0 30
Red Label, 1/2, 1/4 and 1/8,	
50-lb. cases.....retail	0 50 at 0 34
White Label, 1/2, 1/4 and 1/8,	
50-lb. cases.....retail	0 " at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.....per lb.	0 35
No. 2.....	0 30
No. 3.....	0 25
No. 4.....	0 20
No. 5.....	0 17 1/2

Tobacco.  
THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 1/4, 5/8 and 10c.....	\$0 30
" " " " Amber, 5/8 and 3c.....	0 30
Chewing—Stag, bars, 10c.....	0 45
" " " " Bobo, 5/8 and 1 1/2.....	0 44
" " " " 10c oz. bars, 6c.....	0 44
" " " " Currency, 12 oz. bars, 12c.....	0 47
" " " " 6c and 12c.....	0 47
" " " " Old Fox, narrow, 1 1/2.....	0 47
" " " " Snowhaze, 14c oz bars, 10c 6 1/2.....	0 41
" " " " Pay Roll, 7c and 6c.....	0 42
" " " " Fair Play, 8c and 1 1/2.....	0 35

Vinegars.  
E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.....	\$0 30
Condor, pure distilled.....	0 25
Old Crow.....	0 20
Special prices to buyers of large quantities	

Bulk, 1-casks, 25 gals.....	\$5 45 \$10 85
" " " " casks, 60 " " " "	10 25 22 40
Bottles, cases, 3 doz.....	3 25 4 40

Washing Powder.  
FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages.....	\$4 65
100 lb. " " " " " " " "	7 20
100 lb. " " " " " " " "	8 00
1 case 50 c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.  
UNITED FACTORIES, LIMITED.

Per doz	
Washboards, Victor.....	\$1 30
" " " " Crown.....	1 25
" " " " Improved Globe.....	1 50
" " " " Standard Globe.....	1 00
" " " " Original Solid Globe.....	1 00
" " " " Superior Std. Bk. Globe.....	1 25
" " " " Jubilee.....	1 00
" " " " Peony.....	0 90
Diamond King (glass).....	2 50
Tube, No. 6.....	11 25
" " " " " " " " " " " "	9 25
" " " " " " " " " " " "	8 00
" " " " " " " " " " " "	7 00
" " " " " " " " " " " "	1 25
" " " " " " " " " " " "	2 00

Yeast.	
Royal yeast, 3 doz. 5c. pkgs. in case.....	\$1 65
Gillett's cream yeast, 3 doz.....	1 05
Jersey cream yeast cake, 3 doz. 5c.....	1 00
Victoria " " " " 3 doz. 5c.....	1 00
" " " " " " 3 doz. 10c.....	1 80

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# WILSON'S PURE REFINED CIDER

if you want the best.

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Take no other.

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**W. H. WILSON CO.,**  
LIMITED  
TILLSONBURG, CANADA

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### SPECIAL OFFERS

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WE OFFER OUR MAGNIFICENT

### "Butterfly Brands"

	½-lb.	¾-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. **TERMS:** Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

**SAMPLES FREE ON APPLICATION.**

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BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

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Butcher Baskets,*

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Oakville, Ont.

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a point of Keeping it  
always in Stock.

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In order to make room for our new spring line of painted flower pots we will fill mail orders received in next two weeks for our

### "Gold Spray" Jardiniere

AT **\$15.00** PER GROSS.

This is a large showy cold painted pot (oil paints), 6 1/4 in. high and 8 in. top diameter.

You can write for one gross or one dozen while this price lasts. You pay freight and packing of course.

## GOWANS, KENT & CO.

TORONTO

GOLD PAINTED POT (OIL PAINTS).



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You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

## Wethey's Mince Meat

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**J. H. Wethey, Limited**  
**ST. CATHARINES, ONT.**



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

HAMILTON, MAR. 19th, 1906.

DEAR SIRS:—

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

Yours truly,

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

**C. WILSON & SON, Limited, TORONTO.**

# Kkovah Jelly Powders.

A New Line—but like all other goods bearing the name **KKOVAN**, a line of **Highest Quality**—being manufactured from the finest gelatine and flavored with **REAL FRUIT FLAVORS**.

Send us a trial order, and we feel confident the result will be satisfactory to you and us.

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MANCHESTER.

**JAS. R. ORRIS,**