

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, MAY 27, 1904.

NO. 22.



Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

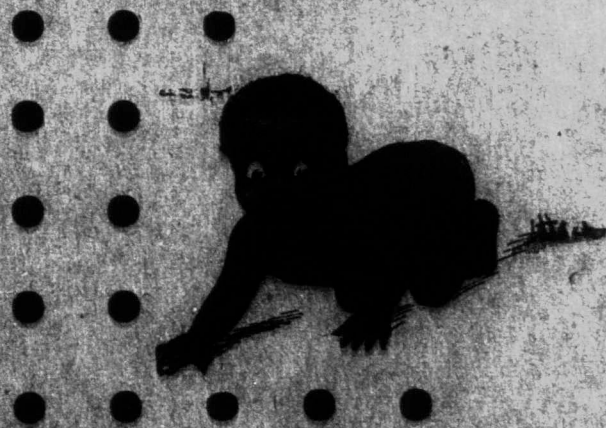
Keen's Oxford Blue

is well known as the Delight of the Laundry,
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

THERE ARE SOME SPOTS

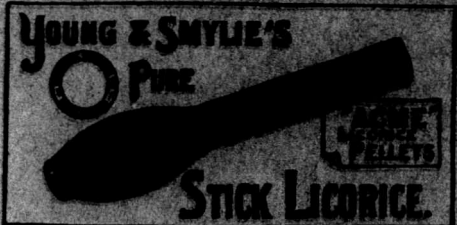
in this Canada of ours where possibly Christie's Biscuits may not be found, just as there are some spots which even the sunshine never touches. Is your store one of those spots? If so, it will pay you to get into line--become one of the links in the chain of stores stretching from ocean to ocean which sell Christie's Biscuits.



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

ADOLPHE E. SMYLIÉ President HENRY ROWLEY Vice-Pres't H. W. PETHERBRIDGE Secretary and Treasurer

NATIONAL LICORICE CO.



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

Y. & S., SCUDDER, and M. & B. Brands of PURE STICK LICORICE, Acme Licorice Peffets, M. & B. Wafers in Bags, Licorice Lounges, and a full line of Licorice Specialties, including the celebrated soft licorice lines and under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—108 JOHN ST.
 106-118 John St., }
 227-237 Plymouth St., } Brooklyn, N. Y.
 Illustrated Catalogue on request.

The Auer Gas Lamp

"Turns kerosene into gas."

New Models. Lower Prices.

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

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

Would you buy a lamp which shows your goods in daylight colors?


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

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1505 NOTRE DAME ST., MONTREAL.



When Buying Sugar

for the Summer season

DON'T FORGET

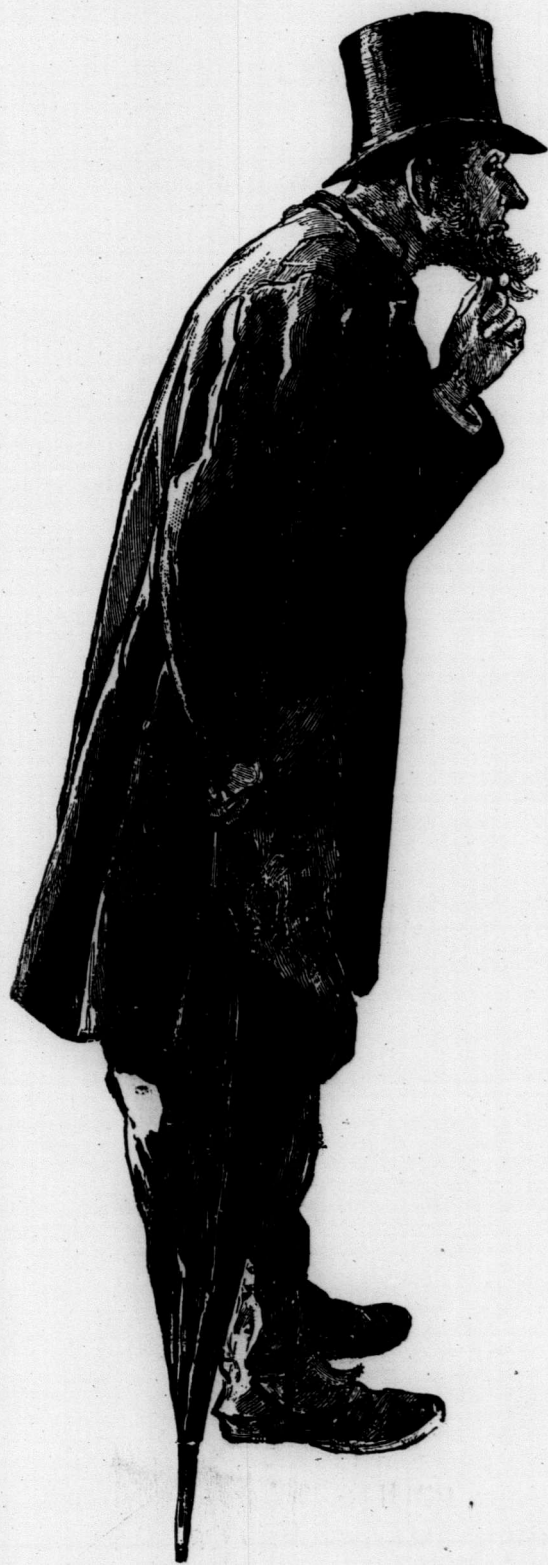
that for preserving and table use

Crystal Granulated

has no superior, and it is a true Canadian product

The Wallaceburg Refining Company

WALLACEBURG, CANADA



This Kind Of A Man

does not jump at conclusions—
he investigates! He is not “a penny wise and
pound foolish,” you can rest assured of that. He is
not misled into buying new things said to be “just as
good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up con-
fidence among his customers. You’ll find a clean stock
in *his* store—nothing unsalable, because “*Standard
goods are best to handle.*”

COX'S Powdered Gelatine.

The new Gelatine is
new in form only. It is Sparkling Gelatine reduced to powder, and re-
tains all its old, good qualities **with this addition,** that it **dissolves**
instantly in warm water.

The “Griffin” Brand California Fruits.

There is but one grade
of quality in the “Griffin” brand, **the highest.** And this refers to the
growing, the picking and the packing, which is all done right at the vineyards
and orchards on the Pacific coast. You get the “Griffin” brand **always** at
first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

The name P. Codou
stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes
It is not alone because only the very best quality of Russian Wheat is used,
but because of the long experience and consequent great skill of the makers.
They are standard goods.

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20 1/2 Front Street,
Toronto.

The warmer the season becomes, the more difficult will it be to digest **MEAT**.
Not so with **FISH**.

**“HALIFAX,” “ACADIA” AND
“BLUENOSE” BRANDS OF PREPARED
COD-**

FISH

are easy to digest, summer or winter, and are always tasty, convenient and clean to handle.

There's also a good profit in them for the grocer.

BLACK BROS. & CO., LIMITED, HALIFAX.

A. H. BRITAIN & CO., Representatives in Quebec and Ontario. Board of Trade Building, **MONTREAL.**

**“Sterling”
BRAND
Pickles
FOR THE
OUTING
SEASON.**

The picnic and excursion season means a large demand for pickles and relishes. Everyone takes something of this kind in their basket or hamper. Grocers should see that they have a full assortment of the specialties in “Sterling” Brand. Among others, these include:

- CANADIAN RELISH**—our newest, and bringing repeat orders wherever sold.
- SOUTH AFRICA RELISH**—always popular.
- CHILI SAUCE**—new and a great seller.
- ROYAL CLUB SAUCE**—should always be kept in stock.
- SWEET PICKLES**—sales large.

Write your jobber, or direct to the manufacturers

The T. A. LYTLER COMPANY, Limited

Manufacturers of High-Grade Pickles

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

Messrs. Grimble & Co.
LIMITED

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

VINEGARS

NOTE OUR GRADES.—Orleans N 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

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

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

HAVE YOU PICKED A WINNER?

IF NOT, HERE'S ONE:

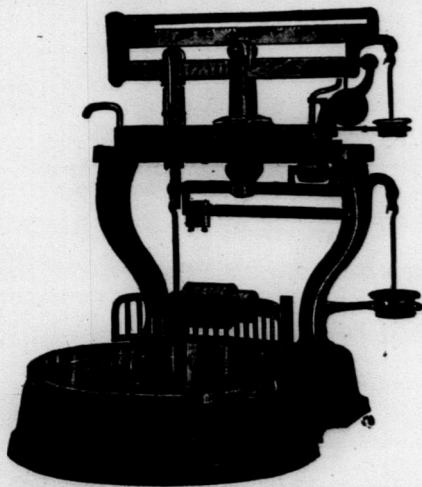
JAMES' DOME BLACK LEAD GUARANTEED.

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

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



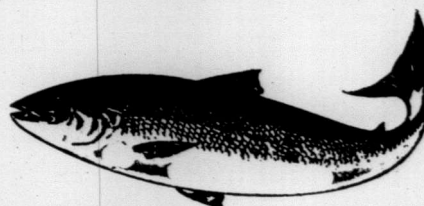
The Computing Scale Co.
of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Purnell's English Malt Vinegar

In Bottles and Bulk

Brewery, Bristol, England.

ESTABLISHED 1750.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.

Montreal, Que., J. M. KIRK, 74 Somerville Avenue, Westmount.
Toronto, Ont., J. WESTREN & CO., 639 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.

Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

—the attention that is being paid to

Japan Teas

by imitators is the highest compliment that can be paid to these teas.

A POOR ARTICLE IS NEVER IMITATED

Japan Teas

are unequalled. Imitations have one great drawback,—they are not

Japan Teas



RETURNED

JUL 11 1904

Out Book 21
Page 3
[Signature]

ENTERPRISE on an article is a

Guarantee of **QUALITY**

ENTERPRISE

FOOD CHOPPERS

Four Knives
with each Machine

No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

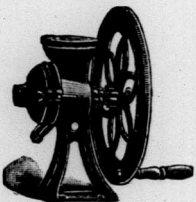
Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE

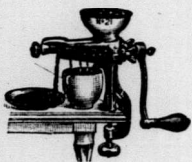
Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$8.50.

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2½, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Front Street

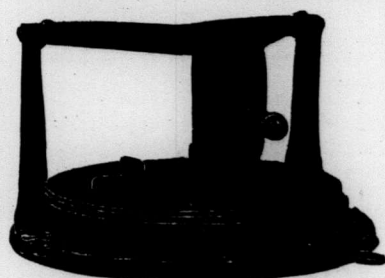
SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal,
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
Phone Main 1961.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

The Late
Philip D. Armour
said:

"There is nothing else on earth so annoying as procrastination in decisions."

And P. D. knew what he was talking about. Don't procrastinate—stock up with a good assortment of TEA ROSE DRIPS. It sells well.

ROSE & LAFLAMME, Agents,
MONTREAL.



*"Luck in business is
the handmaid of
judicious buying."*

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME,
Agents, Montreal.

Facts about ²

CEYLON

"The Spicy Isle."

The Island measures 271 miles at its extreme length, and is 137 miles broad in its widest part. It is nearly the size of Ireland. Its population exceeds 3,000,000.

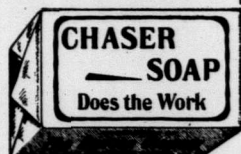
It is in this Island that the best grades of tea yet produced are grown---teas which are steadily displacing China and Japan Teas. These teas are cured black or green.

The grocer who promotes the sale of Ceylon Teas is moving with the tide.

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

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?
WILL IT NOT be good policy on your part to spread out a few sheets of Tanglefoot in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?
WILL IT NOT make you many profitable sales to keep Tanglefoot constantly at work within sight of every person who enters your store?

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

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

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John's, N.B., and Montreal.

Look at the Price

\$1.00 a dozen, F.O.B. Burlington.

And the quality is of the best. If you haven't been selling Burlington Canned Tomatoes, you have missed something. In our tomatoes, the skin, seeds and fibre are removed.

The Burlington Canning Co. Limited
BURLINGTON, ONT.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

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

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

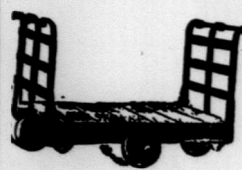
COTTON TWINE

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

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

TRUCKS

for Warehouse and Factory.



Save You Money Do Men's Work Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.
Factory, Ontario Street, Temple Building, MONTREAL.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7 1/4 per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

AUORA CORN SYRUP

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

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

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

5 " " " 12 " 2.35 "

10 " " " 6 " 2.25 "

20 " " " 3 " 2.10 "

Freight paid on 5-case lots.

Price subject to change without notice.

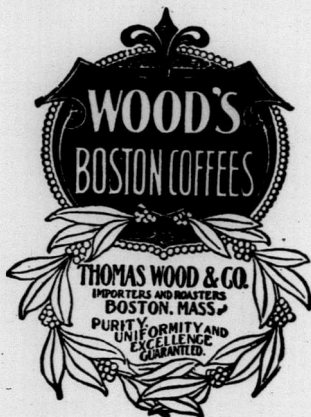
Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.



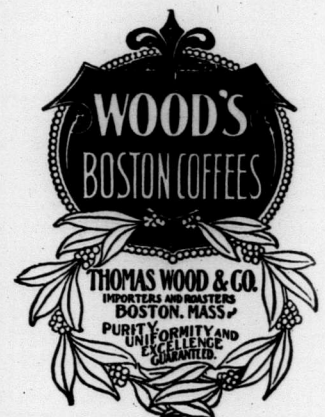
A FLAWLESS TITLE

is demanded in business when one is purchasing real estate and like property.

Likewise the grocer may safeguard himself by buying goods that have won their title to supremacy and do not require an affidavit to warrant their character.

To that class belong WOOD'S COFFEES, which have been tested, tried and scrutinized by the trade and the public for 25 years.

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



Double-Barreled Folly.

It means loss to handle goods that have not quality, loss in profit, loss in customers, which spells ruin. Can you afford it?

Always remember that **Ozo Brands** are guaranteed goods. You will be doing us a favor if you will return any of our goods you receive that are not the pink of perfection.

Write for Prices.

THE OZO CO., Limited

MONTREAL.

Pickles
 Vinegars
 Sauces

Jams
 Jellies
 Ketchups

The Most Unique Farm in North America

By C. D. C.

IN a peaceful countryside about thirty-five miles from Montreal, northwestward along the Ottawa River, and within a stone's throw of the Lake of Two Mountains, is situated the most unique farm in North America. Here a tract of land covering some eight hundred acres is owned and cultivated by the famous Trappists, or Reformer Cistercians of Old France.

Getting there is by no means easy. A portion of the way from Montreal, as far as Como, is supplied by the Canadian Pacific Railway. At this point utter barrenness strikes the eye, and an impelling desire to return to the city overtakes you. The latter feeling, however, is soon dissipated. Three or four Indians standing along the platform accost you in broken French and offer to row you across the river to Oka for a consideration. The pull over is a strong one against a heavy tide, but the Indians know how to beat about the wind, and land you most unexpectedly at a well-built wharf. Everything looks fair at Oka: the Catholic people have built a magnificent monastery there. The Trappists' farm is fully four miles and a-half further away.

The Trappist Farm.

Directly you set foot upon the ground of this farm, you are met by a man of beautiful countenance, gowned in a long white robe, with black scapulary about his neck. His salutation, "Are you tired, you must have something to eat," at once places the Trappist monks high in your estimation. It appears that one of their vows is to feed the hungry, no matter whom they may be, without money or charge of any kind, and a very excellent vow it is, as all tourists will admit.

The meal with which you are regaled leaves nothing to be desired. No meat is eaten on the farm; to make up for this lack, the table is piled high with honey, maple syrup, eggs, milk, cheese, potatoes, water-cress, other vegetables, and fruit of almost every description. All the foodstuff used is produced within the four corners of the Trappist farm—even the bottle of cider with which

you wash down the good things, is made on the premises. The Trappists make an especially fine wine, which they sell but do not drink themselves, as it is part of their vow to be total abstainers.

Two years ago the Trappists' monastery was destroyed by fire, and with it went the wine presses which they had imported from France, hence they have not been able to make wine during the last eighteen months. Nevertheless they sold fifty thousand gallons last year of their excellently prepared wines.

Their Cheese Industry,

however, is the most famous and they name amongst their customers such noted families as the Percivals, the Goulds and the Vanderbilts of New York, as well as hundreds of other wealthy people of the United States. How they make this cheese is a secret. They do not care to tell how they make it, nor how much they make, but simply state that they cannot fill all the orders which are sent to them. To begin with, they culture only the rarest cattle, having on their farm about a hundred choice Jersey and Guernsey stock, and in addition to this they buy large quantities of milk from the surrounding farmers. The cheese is of a cream color, and is harder than the famous French Camembert cheese, but softer than the ordinary Canadian cheese, and has an elasticity which is exceedingly pleasant to the taste. The flavor is strong and rich, copious with nourishment and perfectly delicious in any climate. The limitations of the cheese industry may be easily understood when it is known that they made only 82,000 lbs. last year. There are two other farms of a similar nature, excepting the cheese department, one at Mistassinie, Lake St. John, and the other at Lonsdale, Rhode Island, U.S., neither of which is nearly so extensive as the one at La Trappe.

There are beautiful streams running through the Trappists' farm, in which many varieties of the finny tribe abound. The fish are sometimes used for food, but this is the nearest approach to meat which is taken by the monks. It is amazing to notice how ducks and birds and animals all over the farm

are unafraid of anyone. "You see," said the Abbe, "we never kill anything, and none of the natural creatures are afraid." Lawyers and doctors and paupers and gamblers and drunkards have no place here.

Constitution.

The lay brother is supposed to be one who has not studied as much as the others, and he is supposed to devote his time chiefly to labor of the most severe nature. When it comes to religion, however, all are Catholics, only the lay brothers give less time to spiritual exercises and more to manual labor: both classes share in all the privileges and observe all the rules and austerities of the order. It is the province of the Superior to decide to which class a candidate shall be admitted. Fifteen is the age fixed to the novitiate of the choir monks and twenty to that of the lay brothers. In both classes, however, those who by reason of age, or for other reasons, cannot enter the novitiate, may be received as "Oblates," without giving up all right to return to the world. Candidates for the novitiate spend a short time in the monastery in secular garb. If they persevere and are deemed worthy they receive the holy habit and begin their novitiate.

Besides the regular conditions prescribed by the sacred canons, a candidate must show himself disposed to seek his sanctification by the means adopted in the order. He must also be endowed with good sense, good health, character and reputation, and be free from debt. At the end of two years the novice takes simple vows, thus binding himself for life. At a period of from three to five years later, after additional trials and renewed proof of fervor, the simple vows are exchanged for solemn vows, and solemn profession is made.

Postulants and novices are expected to compensate the community for their maintenance, during the period in which they remain free to leave the monastery, but the Superior may make certain concessions to those who earnestly desire to enter the religious state but are not able to comply with this condition. Just imagine, for instance, a classical scholar, a

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DORABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

master of seven or eight languages, conversant with all the histories of Europe and other nations, educated to a degree almost finer than any of our universities could give him, laboring with his hands like the commonest hod-carrier on the street! This is what may be seen at the Trappist farm. These self-sacrificing men toil with picks and shovels in the hot sun, as a part of their duty to the world. The objects of their order are to sanctify the members by means of retirement from the world, by prayer, mortification, silence and labor; to convert sinners by the force and example of a life of penance; to draw upon the Church and her children an abundance of Heaven's graces. It is a peculiar fact that the order is a cloistered one, and absolutely beyond the control of the Archbishop. The order is approved by the Church, but the Abbot-General resides in Rome.

History of the Trappists.

It was away back in 1098 that the order was founded by St. Robert of Molesmes, a Benedictine monk, who in that year established at Citeaux a new monastery wherein the rule of St. Benedict was to find stricter observance. Fifteen years later St. Bernard entered the novitiate at Citeaux, and his piety and genius gave such an impetus to the nascent order that he is looked upon as its second founder and greatest glory. Lapse of time brought loss of fervor and laxity in the observance of rule. One of the leading reformers of the order was Armand Jean de Rance, Abbot of La Trappe. The Trappists have been at their farm near Montreal since 1881. It was only in 1892, however, that his Holiness Leo XIII. gave his sanction to the new constitution, reaffirming the rigors of the primitive rule, but admit-

ting certain modifications made necessary by changes in custom and temperament.

Nearly all the monks are Frenchmen and French is the chief language spoken, very few being sufficiently conversant with English to speak it well. The present secretary and treasurer of the farm is a great master of languages and can converse freely in almost any tongue. Many of the monks are artists and musicians, but their long, graceful hands have become calloused with toil. Yet they are cheerful, healthy and happy.

Scientific Farming.

Over 1500 fruit trees are carefully pruned and nurtured. Grape vines yield abundant quantities of the choicest grapes grown in the Province of Quebec. The fruits include peaches, pears and many other fruits difficult to culture in the northern zone. Nothing seems too hard for these devoted monks to undertake. Sacrifices seem to make them stronger, and the cultivation of the soil is done on the strictest lines of agricultural science; so much so, that they have students at a small college of agriculture, where instruction is given after the fashion of the Trappist fathers. The students of the agricultural college are paid for by the Government, and young men have a very happy life while they are learning farming, and generally gain in weight on the excellent food and fresh air available. Special boarders are taken, men only, during the summer months, and it is an ideal resort for nerve-racked city folk, who want to tone up the system. No one is asked any questions, absolute privacy is permitted, no quarreling or harangues disturb the quietness of this Utopian spot, and Thomas Moore would no doubt

have been glad to have called there. The Trappists have, moreover, one of the finest henneries in Canada, in which run-ways and feeding rooms are built on the latest scientific lines. Their apiary is another interesting department, and honey of the finest quality can be obtained on the farm.

Routine of Life.

From September 14 until Easter Day the monks live on one meal a day. During the Summer they have two meals a day, and in addition, partake of light refreshment during the morning, known in monastic parlance as "mixtum." It must be remembered, however, that the Superior exercises very judicious paternal care in granting extra nourishment to those whose health may require it.

A new monastery is being erected now, and while special masons have to be employed to do the actual labor of the stone work, all the labor of carrying material up the scaffold or to the premises is done by the monks themselves. They also have a small saw-mill, where they cut up large quantities of wood and lumber, and a blacksmith's shop where they repair their own vehicles and shoe their own horses. The cheese factory is the largest building on the farm, and no one is permitted to enter the cheese-making department, where the secret process is carried on. They have their own postoffice, which is conducted by the monks. In fact, there is a distinctive life and character, together with memories and traditions about the place, all of which combine to give a tone of romance and interest difficult to describe. Another interesting fact about some of these monks is that while celibacy is a rigid law of the order, they have among them certain members who have at one time been married. What

Can You find time to drop us a card asking for **Coffee** Samples, to retail at 40c., viz., L. S. & B. and Cheek. Our Bargain for a 35c. line, Empire, and Mexican Mocha for a 25c. one, all in bulk. We also carry C. & S. Seal and **Ubero**, in 1 and 2-lb. canisters, ground or whole.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

James Turner & Co., Wholesale Grocers **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also will shippers please note the following:

Mark address of consignee in full.
Send typewritten copy, giving memorandum of contents and weight of each package.
Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

OUR MOTTO—Quality first.

OUR AIM—To please.

OUR BRANDS—Unequaled.

OUR TELEPHONE—No. **596** reserved for outside customers.

THE HOME OF

TARTAN
BRAND

BALFOUR & CO., Branch Canada Grocers Limited, **HAMILTON.**
Wholesale Grocers

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

It Didn't Take Long.

Just two weeks ago we warned you that the Imitators wouldn't leave our Canada Cream Cheese alone. It has grown too popular to be neglected by them.

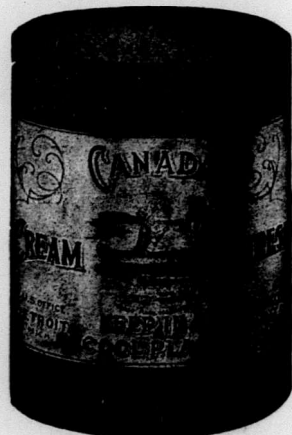
Sure Enough, One Imitation has Appeared.

Package same size and shape, label same color, type design similar, border identical, general outside appearance very deceptive. They couldn't duplicate our famous Indian paddling his canoe, the law would not allow them—but their own trade mark is certainly "a bird."

Inside the Package

you find what the Imitator usually provides—an article which will be bought only in mistake for the brand it imitates.

Don't be Fooled, Mr. Grocer



The Genuine Article.

and don't let your customer be fooled. You might as well sell sand for sugar as a cheap imitation for a standard high-grade article.

A. F. MACLAREN IMPERIAL CHEESE CO.,
LIMITED,

MANUFACTURERS AND AGENTS,
TORONTO, ONT.

great terror may have overtaken these men, no one knows but themselves. At any rate, they have now turned their backs upon the world, and as good reputation is absolutely a part of the original vow, no imputation could be cast upon any of the monks' characters.

Community is Law.

The Trappist monk is never alone. He is with his brethren at work and at prayer, when he dines and when he sleeps. All the strength of unity and good example combine to beautify his life, and patience and fraternal charity are the fruits of his constant efforts. If only Dickens had seen these monks he could have written some wondrous stories about them. One can imagine how he would have said regarding some of their faces, "that he would have liked to see them at Christmas time."

The labor of the Cistercian never ceases. He finds in fatigues and humiliations of toil a salutary mortification which he believes is necessary for his religious life. No labor is too trying or too humble. When indoors he is busy with household occupations, when outdoors he devotes himself to the care of flocks and herds, the planting of grains and the gathering of the harvest. The choir monks spend about four hours every day at work, while the lay monks employ the whole day. In Summer an hour is allowed for rest at midday; in Winter this rest is not permitted, but to make up for it, they retire one hour earlier. Seven hours are allowed for sleep. In the morning half an hour is devoted to mental prayer, and a quarter of an hour each evening. During hours unoccupied by the office and by manual labor, the choir monk devotes himself to the study of the Holy Scriptures, giving on an average four hours a day to his spiritual and intel-

We offer some very attractive values in

JAPAN NIBS

GOOD CLEAN LIQUOR

PRICE LOW

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

lectual improvement. Greater freedom in this matter is allowed to those whom the Superior destines for advancement to the holy priesthood.

Nearly all the products of the Trappist farm are shipped by steamer from Oka, and pass through Montreal en route to the various destinations in the United States and Europe. It is expected that the cheese industry will continue to grow, and more butter will no doubt be made, although up to the present butter-making on a large scale has not been attempted.

Business Changes

ONTARIO.

DELOGE & DOYLE, grocers, Chatham, have dissolved partnership. A. Deloge continues in business.

W. J. McLeod, grocer, London, is dead.

J. M. Cork, grocer, Toronto, has sold out to J. Rae.

I. Moquin & Co., Crysler, general merchant, has assigned.

Smith & Riddiford, flour merchants, Kingsville, have sold to J. Vizard.

J. B. Ridge, grocer, Hamilton, has advertised his stock for sale by auction.

J. Murphy & Bro., general merchants, Coldwater, have sold out to Garrett & Horrell.

J. E. Hettenhausen, grocer, Brockville, had a meeting of creditors on the 23rd inst.

M. Snider, miller, Conestogo, has been burned out; loss partially covered by insurance.

M. Barry, Ottawa, grocer, has been burned out; loss was covered by insurance.

The assets of E. A. Gauthier & Co., general merchants, Plantagenet Springs, have been sold.

G. M. W. McSweeney, Toronto, tobacconist, has assigned to E. R. C. Clarkson.

E. R. C. Clarkson has been appointed permanent liquidator for the Canadian Export Co., Toronto.

S. A. Gray & Co., Meaford, general merchants, have suffered loss by fire; loss covered by insurance.

I. Moquin & Co., Crysler, general merchants, announced a meeting of creditors for the 26th inst.

QUEBEC.

A. Messier, general merchant, Isle Aux Noix, has registered.

M. Desparois, grocer, St. Paul, is retiring from business.

The Sovereign Blend Tea Co., Montreal, have registered.

Lionois & Cie., grocers and provisioners, Montreal, have registered.

Bernard O'Connell, grocer, Montreal, has assigned to Wilks & Michaud.

P. Morin, general merchant, St. Thibault, has offered to compromise.

W. J. Bellingham & Co., commission merchants, Montreal, have registered.

Joseph Lemelin, fruit and candy merchant, Montreal, has registered.

S. Daignault, proprietor of the American Fluid Beef Co., Montreal, is dead.

G. O. Tousignant, general merchant, Chicoutimi, is offering 35c on the dollar.

The assets of J. Bussiere, grocer, Quebec, have been sold at 60¢ on the dollar.

The assets of F. Galipeau, general merchant, Weedon Station, have been sold.

Guimond & Cie., tobacconists, Montreal, (St. Henry), have dissolved partnership.

The assets of J. L. Sequin, general merchant, St. Simon, are to be sold by tender.

The offer of compromise of Petit Freres, grocers, St. Hyacinthe, has been refused.



Upton's Orange Marmalade

Take it on toast
for breakfast
and you will
know "The joy
of living."

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

Chas. Goldstone & Co., grocers and provision merchants, Montreal, have registered.

The assets of E. E. St. Jean & Co., grocers, Hull, are advertised to be sold by private sale.

Patterson & Baird, grocers, Montreal, (St. Louis de Mile End), have assigned to J. McD. Hains.

W. Lajeunesse, produce merchant, Montreal, has been succeeded by Lajeunesse & Duclou.

E. F. Lavoie & Co., grocers, Hedleyville, advertised their stock to be sold on the 25th inst.

J. Perron, general merchant, St. Paul's Bay, had a meeting to appoint curator on 25th inst.

J. Perron, general merchant, St. Paul's Bay, has assigned; V. E. Paradis provisional guardian.

P. Bernard, general merchant, Notre Dame Des Anges, is offering to compromise at 45c on the dollar.

Bourret & Fils, grocers and coal merchants, and D. Gaucher, grocer, Louiseville, have been burned out.

L. N. Bergeron is offering the creditors of J. A. Boivin, grocer and liquor dealer, Quebec, 72½c on the dollar.

The Happy Four Cigar Co., Montreal, have dissolved partnership. Louis Guibault continues in business under old firm name.

BRITISH COLUMBIA.

Vaio & Brooks, fruit merchants, Victoria, have dissolved partnership.

W. S. Wright, dairyman, Kaslo, has been succeeded by Flemon & Nord.

Parnell & Gunn, grocers, New Westminster, have been succeeded by J. M. McDonald.

G. C. Smith, tobacconist, Victoria, has admitted J. A. Worthington to partnership.

MANITOBA AND N.W.T.

S. McGurk, flour and feed dealer, Arcola, has given up business.

J. Taylor, baker and confectioner, Morden, has sold out to Clark & Co.

Wood & Son, general merchants, Pense, have sold out to Stewart & Birt.

R. J. Nicholson, confectioner, Milestone, has sold out to Winters & Galbraith.

E. Nicol & Son, general merchants, Boissevain, have sold out to Marston & Singleton.

S. Mendlevich, general merchant, Grenfell, has had his stock damaged by fire; no insurance.

Wood, Horne & Co., general merchants, Weyburn, have been succeeded by W. Horne & Co.

NOVA SCOTIA.

McIntosh & Chisholm, general merchants, Port Hawkesbury, have dissolved partnership.

Fresh and Cured Fish

The Most Novel Codfishery.

ON Saturday last Black Bros. & Co.'s fleet sailed for the Canadian Labrador loaded with men and supplies for the season's operations. This company has a lease of Great Macatina Island, in the Straits of Belle Isle, and here they conduct one of the most novel codfisheries in the world. The fish are taken in traps, of which the company have eight in operation. These traps vary somewhat, but a simple one is described as follows: It is of netting some sixty feet square with a bottom of the same material, with a door or opening on the land side. It is held in place by anchors, and is kept afloat by cask, buoys and corks. A leader or fence of finer netting some 240 feet in length stretches from the trap to the shore—the codfish school here in pursuit of the caplin. The latter, coming in contact with the leader, enter the trap, closely pursued by the codfish, from which, however, the latter, on account of the size of the mesh, are unable to escape. The caplin leave about the second week in June, and for the balance of the season the codfish are taken by hand-lining. This business was established about ten years ago by the late Capt. Howard, of gatling gun fame, and was acquired last season by Black Bros. & Co. of this city.

Fishermen Scarce in Nova Scotia.

The development of Nova Scotia industries is drawing from the "sea force" a number of men who can get less hazardous and more remunerative work ashore. Accordingly, a petition was sent recently to the Canadian Government by a number of fishing operators, urging that 500 Scotch fishermen be imported to man the Nova Scotia fleet.

The Government has not yet taken action, believing that the men would return to work owing to the high wages paid this season. They however, have not done so. It is now too late to get foreign crews this season, but if the exodus continues a colony of fishermen will be brought from Scotland next year to check the decadence of the bank

fishery, which requires very large crews for profitable prosecution.

The same condition prevails in Newfoundland, where fewer men than ever will be engaged in codfishing this season. Hundreds have abandoned fishing for easier work ashore, and wages paid are larger than ever. The catch of bank cod by the Nova Scotia fleet of last year was 135,000 quintals, a decline of 105,000 quintals from the average.

Salmon Prospects Poor.

British Columbia cannerymen are looking forward to a short pack this season. Preparations for a third pack are all that are being made. Many of the largest establishments in the province are likely to be completely closed down during the season, when in other years they would be busiest. The B. C. Packers' Association, it is understood, will abandon trap fishing on the American side for the year, and while experiments will be made along the southwestern coast of this island in the way of there testing this method of catching fish, there will not be the amount of preparation as might have been witnessed under favorable circumstances.

Ridiculous Duty on Fish Brine.

Fish dealers and importers from New York, Gloucester and Boston continue to discuss the objectionable duty on brine, which is being assessed under a recent ruling of the general board of appraisers in the United States. Owing to additional pressure being brought to bear upon the board of appraisers it is expected that the decision will be reversed in the near future.

Boneless Codfish.

Jno. McLean & Sons, Mahone Bay, N.S., are organizing a company for the manufacture and sale of boneless codfish. A large factory will be built shortly at Mahone and operations undertaken on an extensive scale. Their especial care will be taken up with Markland Brand, and it is understood this industry will be started by several firms along the Atlantic coast of Nova Scotia.

EVERY MAIL

brings me strong words of praise for

RED ROSE TEA

Retailers generally are so well pleased with its sale that they are not slow to tell me about it.

A LETTER received to-day says in part, "Please send me 100 lbs. Red Rose Tea, something that will bring back my old tea customers. It appears I can't get any other like I used to get from you."

This man got switched off onto other brands and lost his old tea customers. He buys **Red Rose Tea** again to bring them back.

Red Rose Tea will not only hold **old customers** but make **new ones**.

People everywhere like **Red Rose Tea**, because

"it's good tea."

T. H. ESTABROOKS,

St. John

Toronto

Winnipeg

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter Package and Export.

THE following letter has been received by The Grocer on the subject of butter package and export: Mr. Editor: In this week's issue of The Grocer I notice a few remarks on butter package for export to Great Britain. Some twenty-five years ago the father of the writer exported choice dairy but-

farmer was 12 to 15c per lb. Why cannot the same be done to-day? I think it can, provided dealers go about it in a proper manner and ship only to responsible houses. NOW AND THEN. May 21, 1904.

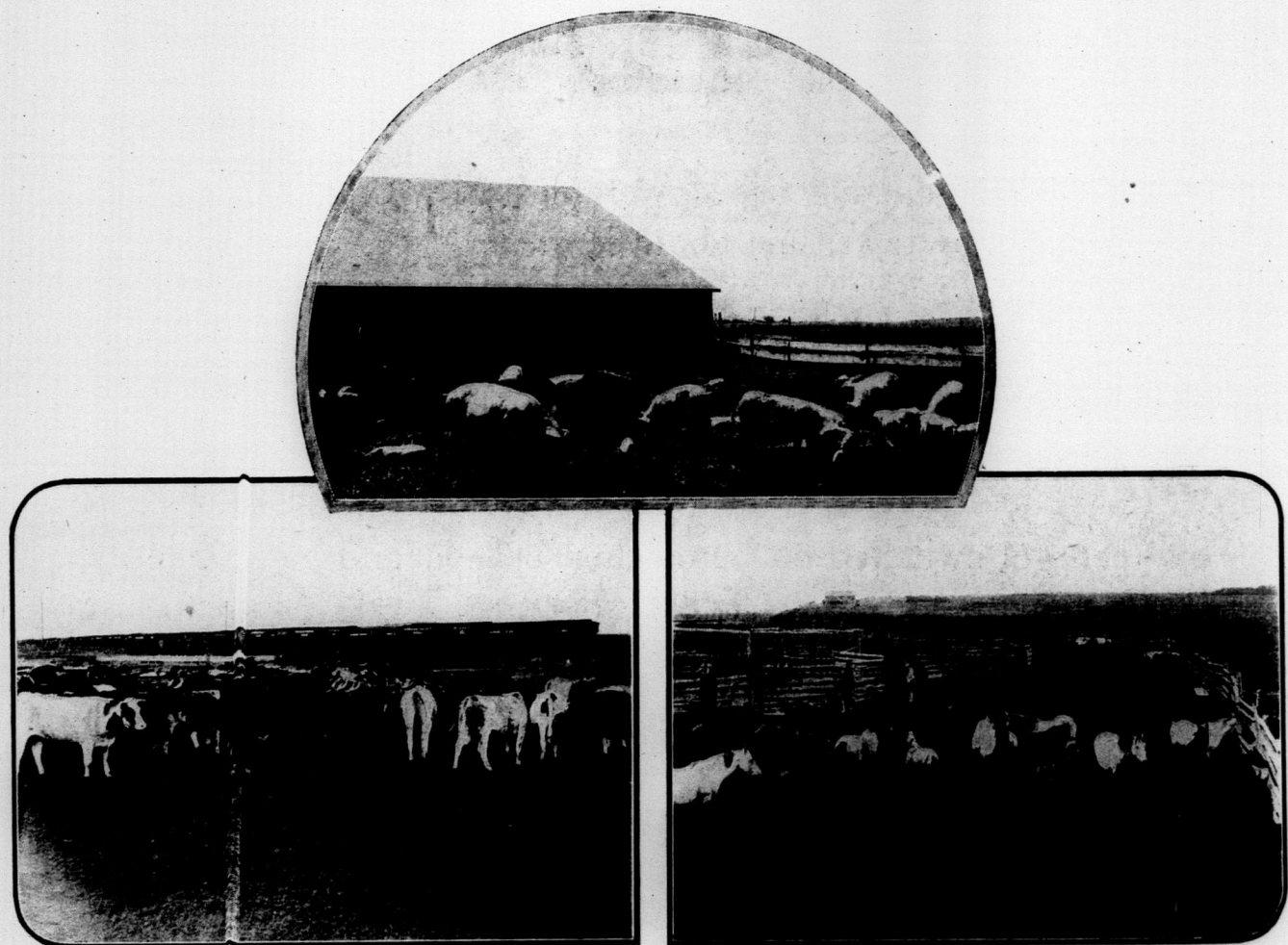
Cheese Making in 1904.

Reports from the cheese making instructors who have been touring the

and are putting in modern machinery, better drainage, etc. The greatest difficulty experienced has been in securing labor.

Going to England.

Hon. John Dryden, Minister of Agriculture, and Prof. G. E. Day, farm superintendent at the Ontario Agricultural



Some of Western Canada's Money-makers.

ter packed in 28-lb. tubs to Hull, England, on which he realized 20 and 24c per lb. This is the way he did it: He got a cooper to make special tubs; these he distributed among the very best farmers or butter makers in the neighborhood. As soon as he got a certain number of tubs together he shipped direct to England. The price paid the

Province of Ontario show that owing to the lateness of the present season the amount of cheese made during the first part of May does not compare with that made during the same period last year. Cheese making is well under way, and better results may be expected from now on. Many of the factories have profited from suggestions given last year,

College, sail on June 10 for England. One of the objects of their visit to the Old Country is the purchase of thoroughbred stock for the college farm. They will probably extend their trip to Denmark in order to investigate the bacon industry, which, it has been stated, threatens to become a keen competitor of Canada in the British markets.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your require-
ments promptly from our
warehouses in Halifax,
Sydney, Pictou or Charlotte-
town.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform tem-
perature. Consequently no rust.

Write us for Special Prices.

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



This is a representation of the
"STAR BRAND" HAM

The original will please you and
delight your customers. We shall
be pleased in turn to receive your
orders and can ship promptly either
in Pickle, Smoked or Cooked.

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

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

It does not pay

ROYAL
YEAST



to stock
more than

1

kind of

YEAST

is the standard
Yeast of Canada

You know it and
your customers know it


WHY EXPERIMENT ?

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of 

Poultry,
Butter
AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market last week was rather dull, not from any definite cause, merely as an off week in the routine of ups and downs. There are no variations of prices, although lard is a trifle steadier at the prices quoted. Fresh meats have been moving in fair volume. We quote this week:

Long clear bacon, per lb.	0 08	0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 12 1/2	0 13
Medium hams, per lb.	0 12 1/2	0 13
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Bacon, per lb.	0 13 1/2	0 14
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07 1/2	0 07 3/4
" tubs	0 07 1/2	0 08
" pails	0 08	0 08 1/2
" compounds, per lb.	0 07 1/2	0 07 3/4
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	8 00	9 50
" front quarters	6 50	8 50
" choice carcasses	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb	10 50	11 50
Veal	6 00	8 50

Butter—There is no diminution in the quantity of butter being offered to the wholesale houses. Prices for this week have dropped off a shade as a result. It is reported that eastern creameries are receiving almost a cent more for their products than last week, but in Toronto there is no sign of improvement in tubs, and a week or two will see the last of large dairy rolls. Prints are in fair demand at 12 to 14c. Our quotations are:

	Per lb.
Creamery prints	0 17 0 18
" solids, fresh	0 16 0 16 1/2
Dairy rolls, large	0 11 0 13
" prints	0 12 0 14
" in tubs	0 11 0 13

Cheese—The condition of the cheese market is far more satisfactory this week. The May cheese is all bought up and at prices 1-2c higher than two weeks ago, when board prices were 6-3-4c. On Saturday these went up to 8-1-16c and 8-1-4c. Holders of old cheese may be responsible for this stiffening of prices, in buying up all the new and holding it. There is not very much of the new offered, and the operation would not be very difficult. The result is that old cheese is slightly advanced and new is 1-2c higher. Prices are:

	Per lb.
Cheese, large, old	0 09 1/2 0 10
" new fodder	0 08 1/2 0 08 3/4
" twins	0 08 1/2 0 09

Montreal and Quebec.

Provisions—Briskness has been noted in the provision market and the receipts have increased considerably, there being in one day 191 barrels of pork, 395 packages of lard, 572 packages of tinned meat and 1,102 boxes of ham and bacon. From abroad it has been reported that Canadian bacon is advancing. In spite of this fact the market for hogs locally is much easier. The sales of good solid stock were made at \$5.35 a hundred. The fresh killed abattoir dressed stock brought the same price as

last week of \$7.25 to \$7.50. Other lines continued fair and active. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	
Bacon, per lb	0 12 1/2	0 13 1/2
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07 1/2	0 07 3/4
Carloads, less	0 00 1/2	0 00 1/2
20-lb. tin pails, tierce basis	0 00 1/2	0 00 1/2
Half-bbl. over tierce	0 00 1/2	0 00 1/2
60-lb. tubs	0 00 1/2	0 00 1/2
20-lb. wood pails	0 00 1/2	0 00 1/2
10-lb. tins	0 00 1/2	0 00 1/2
5-lb. tins	0 00 1/2	0 00 1/2
3-lb. tins	0 01	0 01
Wood net, tin gross weight—		
Pure lard, pails	Wood.	Tin.
" tubs	1 77 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 09 1/2	0 09 1/2
" cases (12 5-lb. tins)	0 09 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 09 1/2	0 09 1/2

Butter—Quietness still rules in the butter market. In country points full prices are being paid, and an advance of 1-1-4 to 2c per lb. has been paid in the Townships since last week's quotation. This, of course, has been caused by the appearance of full grass creamery butter at 17c. This, however, is not fully established locally, and it is only reported that the basis ruling is from 16-3-4c up. There is no demand for butter from abroad and no shipments are going forward.

Cheese—Cheese buyers seem to be in a mild sort of panic, for they readily concede higher prices, even though no demand is in sight for orders. Country cost to-day would indicate a price of about 8-1-2c for Ontarios and for the Townships 8-1-4c and about 8c for eastern, provided they are to be let out without a loss. There has been a decrease in the make for the past week of nearly 50 per cent. and this is given as a sensible and strong reason for the strengthening of the market. Conditions in the Old Country seem to be about the same as last week. The cheese arriving here seems to be of better quality and prices are likely to advance.

CHEESE EXPORTS.

Notwithstanding the dullness of the market in cheese generally, the exports for the past week have increased, and some new reasons have been given for the aggravated depression of the British cheese market. One cause is the remarkable increase in the shipments of American cheese, which sold in the Old Country market at exceedingly low prices. A great many of the cheese sold from the United States were small in size, which some of the buyers over there prefer to the large ones. The high prices which had prevailed in the last two years stimulated the commercial instincts of the American makers to get after that trade. The production, therefore, has been accelerated beyond the absorbing capacity of consumption, or in other words, the glut of supplies has demoralized the market. This, however, will soon be cleared, as consumption in Great Britain will set in with increased force very shortly, and this, coupled with the falling off of manufacture in Canada, will probably

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

Suggest To Your Customer

Macaroni for a quick and cheap dish for supper. She will buy 9 times out of 10.

To win her trade sell her

Napoli Macaroni

The best of them all. Get it from your wholesaler.

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

A 10 cent packet of

Wilson's Fly Pads has actually Killed a Bushel of Flies

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers BOTTOM PRICES.

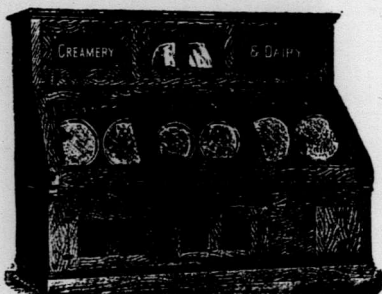
WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS

Under Excise Supervision
 Reputed the best on the market.
 Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

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.



REFRIGERATORS Useful to every one. 46 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
 Merchant and Manufacturer.
 167 to 71 N. Dame St., **Montreal, Can.**
 Write for Illustrated Catalogue.

MAPLE LEAF

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

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

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
 PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
 SEND FOR PRICE LIST.

regulate things. The following are the shipments of cheese from Montreal and Portland for last week; that is, week ending May 18, and from New York for the week ending 14th:

	Montreal.	Portland.	New York.
	36,762	1,302	8,351
Same week last year....	29,864	3,349	13,337

It may be mentioned that the exports from Montreal were principally to London, as out of the total of 36,762 boxes 24,707 were shipped to London. The combined cheese exports for the season May 1, 1903 to 1904, from Montreal, were:

1904.	1903.
40,757 Boxes	41,849 Boxes

The falling off in cheese exports has not only existed in Canada, but from statistics the exports from New York were very much less, as the following figures will show:

1904.	1903.
21,194 Boxes.	26,990 Boxes

The butter exports for the week ending May 18, and from New York May 14, were as follows:

	Montreal.	New York
	648 Boxes	170 Boxes
Same week last year.).....	452 "	27 "

New Brunswick.

Provisions—Market is dull. Pork and beef have a very light sale. In pure lard prices are rather lower, having receded somewhat from the rather higher prices quoted. The lower prices earlier led at the time to quite large buying. Sales are not large, hams and rolls are unchanged. In fresh beef even prices are quoted. Dealers have received last shipment of western dressed beef. During the Summer stock will be brought down alive. Veal is still plentiful. Lamb is not yet quoted by the pound. Pork finds little sale.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork	17 00	19 00
Plate beef	12 60	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.....	0 06	0 07
Western beef	0 08	0 09
Mutton	0 09	0 10
Veal	0 05	0 09
Lamb		
Pork	0 06 1/2	0 07 1/2
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08 1/2	0 09 1/2
" " pails	0 09	0 09 1/2
Refined lard, tubs	0 08 1/2	0 08 1/2
" " pails	0 08 1/2	0 09

Butter—Market is dull. The western price affects situation here. Real good quality stock is always in demand.

Creamery butter.....	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair	0 14	0 15

Eggs—Eggs are not as plentiful and prices are rather higher, with a fair sale.

Eggs, hennery.....	0 15	0 20
case stock.....	0 12	0 13

Cheese—Some very low prices have been quoted, but a rather firmer market is noted.

Cheese, per lb.	0 10	0 11
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Winnipeg.

Cured Meats—The market remains firm. Hams are quoted at 13 3-4c, picnic hams at 13 1-4c, shoulders at

18 3-4c, breakfast backs 11 1-2c, long spice rolls 11 1-4c, short rolls 11 3-4c, long dry clear 9c, and dry salt backs 10c.

Lard—The market remains firm, with pure lard in 50-lb. tubs quoted at \$5.20, 20-lb. pails \$2.15, 10-lb. pails in cases \$6.50, 5-lb. pails \$6.60, and 3-lb. pails \$6.65. Compound lard in 20-lb. pails \$1.75.

Butter—The demand continues strong and there is practically no dairy butter coming in. The market quotes fresh creamery at 25c; tub butter from 18c to 22c.

Provision Notes.

At the annual meeting of the London, Ont., Dairymen's Association, held recently, the following officers were elected: President, Jas. Brodie; vice-president, Wm. Tier; secretary-treasurer, J. A. Nelles; auditor, T. B. Miller; directors, David Smith, John McFarlane, John Symington, Jas. Thomas and Thos. Ballantyne, Jr.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received at the office of the High Commissioner for Canada, in London, England:

53. An important firm of soap makers are open to correspond with exporters of tallow from Canada.

57. A London firm of produce importers ask to be placed in communication with some reliable Canadian exporters of butter, cheese and bacon, and claim to have facilities for placing large quantities of the last-named product.

59. A London house with a number of travelers in touch with the grocery trade is seeking agencies for Canadian shippers.

62. A Dutch manufacturer of household and toilet soaps desires to get into communication with Canadian importers of these articles.

63. A first-class Dutch distiller of genuine Holland gin is anxious to hear from Canadian importers of such liquors.

65. A firm of cigar manufacturers in Holland desires to get into touch with Canadian importers.

66. A manufacturer of cocoa powder and chocolates is open to appoint some reliable agents in Canada.

The following inquiries have been received at the Canadian section of the Imperial Institute, London, England, with reference to Canadian trade:

39. A firm in Hamburg, Germany, wishes to hear from Canadian producers of dried apples and other fruits; and also from shippers of agricultural produce in a position to handle export trade.

The Canadian commercial agent at Leeds and Hull, England, has received the following inquiries relating to Canadian trade:

14. Large cheese and butter firms in the north desire communication with factories making "git edged creamery butter;" also cheese.

15. Addresses of good Canadian shippers of butter, apples, hay, pease, beans, clover seed and produce of a like nature asked for.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

Summer without sunshine

would be as dismal a failure as the efforts of the grocer who is trying to do a successful Summer trade without the aid we give in our special offerings in

Sardines

Our stock is very complete, embracing all grades from the cheap common domestic article to the fancy, high-priced genuine French fish. We offer you

DOMESTIC—

IN OIL— $\frac{1}{4}$ s, plain and key-openers.
IN TOMATO SAUCE— $\frac{1}{4}$ s, plain.
IN MUSTARD— $\frac{1}{4}$ s and $\frac{3}{4}$ s.

IMPORTED

Portuguese— In Oil, $\frac{1}{4}$ s and $\frac{1}{2}$ s, K.O. flat tins

Genuine French—In Oil, $\frac{1}{4}$ s and $\frac{1}{2}$ s, K.O. club and flat tins.
“ In Tomato Sauce, $\frac{1}{4}$ s, flat K.O. tins.
Boneless Sardines, $\frac{1}{4}$ s. Truffles with Spices, $\frac{1}{4}$ s.

—GET OUR QUOTATIONS WITH BRANDS.—

“LaVierge”
and “Shell” Brands

Castile Soap—

Tablets, 100s and 200s
Bars, 2 $\frac{1}{2}$ lbs.

A shipment just passed into store. Our quotations are interesting.

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

ORANGE CULTURE.

UNDER the title, “Orange Culture in California,” a graphically illustrated account of this important industry is contributed to The Booklovers’ Magazine for June. After noting the three centres of orange cultivation in the United States—Florida, Louisiana and California—the writer says: “In no country of the world has the cultivation of the orange developed more rapidly or more successfully than in Sunny California, the land of strange contradictions—of eternal snows on its lofty mountain peaks, of endless Summer in its sheltered valleys. Nearly 100,000 acres are devoted to orange culture; and with Nature at her best, and rarely giving less than 300 sunny days to every year, the groves seldom fail to yield an abundant crop.”

The article deals with the growth of the trees from seed, and details the subsequent planting out. “Ordinarily, the orange tree, a beautiful evergreen, reaches a height of from 25 to 30 feet. It is of remarkably graceful proportions, the trunk being straight and the branches symmetrical. The blossoms are of a delicate white color and deliciously fragrant, giving sweet promise of the luscious fruitage concealed in their hidden depths.”

The orange tree is long lived, remarkably prolific and very uniform in its bearing. “Orange groves in full bearing frequently yield handsome returns on the investments made. A crop of five acres recently sold for \$1,575 on the trees. Some orchards yield as much as \$1,800 per acre. Ordinarily, a carefully cultivated orchard of ten acres ought to yield a sure annual profit of from \$1,200 to \$2,000. In full bearing the average orchard yields about \$150 per acre. Good orange land may be bought from \$50 to \$150 per acre. Groves, including all the water rights and privileges, have sold as high as \$2,500 per acre. About \$50,000,000 capital is invested in California groves. Records of the State’s product show that the shipments in 1888 were less than one million boxes; in 1889 they had reached four and one-third; in 1902, a little more than eight, and in 1903 eleven and a half million boxes.

There are two classes of grocers

who do not need to buy

A “National” Coffee Mill

The first is the grocer who does not sell Coffee.
The second is the grocer who has already bought one.

ASK THIS ONE

and he will tell you that there is no mill manufactured that is the equal of

THE “NATIONAL”

— SOLE AGENTS IN CANADA —

THE **EBY, BLAIN Co., LIMITED**

Wholesale Grocers, **TORONTO.**



For a short time only
and to introduce more fully some of our
New Packages
we make the following
VERY SPECIAL OFFER.

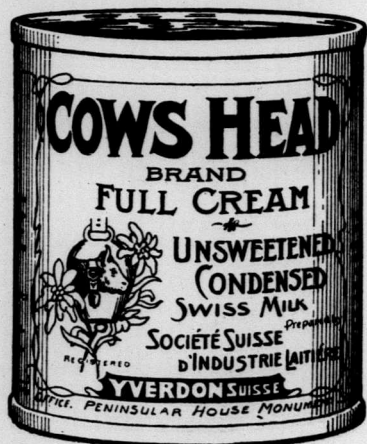
1 case, containing :		Retail Price
2 dozen packages WHITE SWAN Coconut , 5c. size,	- - -	\$1.20
2 " " " " " " 10c. "	- - -	2.40
1 " " " " " " 20c. "	- - -	2.40
1 case, containing :		
2 dozen packages WHITE SWAN Breakfast Food ,		
retailing at 15c.,	- - -	3.60
(Made from the choicest Canadian wheat.)		
1 case, containing :		
3 dozen 1-lb. tins WHITE SWAN Baking Powder ,		
None better made. retailing at 25c.,	- - -	9.00
Your selling price	- - -	\$18.60
Your cost	- - -	10.00
Your Profit	-	\$8.60

**All for the Special Price of
TEN DOLLARS**

Freight prepaid to any station in Canada, east of the Soo.

JOBBERS SUPPLIED.

The **ROBERT GREIG CO.**, Limited,
WHITE SWAN MILLS, - - - - - TORONTO.



**"COW'S HEAD" Brand
Condensed Swiss Milk**

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS.

C. E. COLSON & SON, - Montreal.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

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

High-Grade **COFFEES**

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

First New Japan Teas ^{and} Coffees

We have the first New Season Japan to arrive in Canada this year. Samples now to hand and the teas will arrive in a few days—also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.

DIRECT IMPORTERS

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D. RATTRAY & SONS

IMPORT AND EXPORT

Commission Merchants.

MONTREAL :

110 Coristine Bldg.



QUEBEC :

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REPRESENTING SHIPPERS OF

**Patna and Rangoon Rice, West Indian and European
Sugars, Raisins, Currants, Filberts, Almonds, etc., etc.**

Hot or Cold?

A COLD WATER STARCH

Ivory Starch

is better far than starch requiring boiling.

IVORINE is peerless among starches.
Pays the grocer 60 per cent. Sells fast.
Sells again.

\$2.50 per case (40 pkgs.)

GIVE AN ORDER FOR ONE CASE.

St. Lawrence Starch Co.

LIMITED,

PORT CREDIT, ONT.

What You Don't Know

about getting up good grocery advertisements is supplied in our book

100

Good Grocery Ads

FOR

One Dollar.

Worth more than \$1.00 to most men. Send for a copy.

THE CANADIAN GROCER,
TORONTO.

Ideal Household Ammonia

All makes of ammonia are not the same—some are weak in cleansing power, are not disinfectant and contain ingredients which are injurious to the hands and articles washed.

And a woman will quickly discover these poor qualities.

But she will remember the name of a good ammonia just as quickly.

Ideal Household Ammonia is a strong, quick cleanser, thoroughly disinfectant and contains no injurious substances—will cleanse everything in the home whether woollen, wood, metal or glass.

You can hold your customers' trade for ammonia by selling them Ideal Ammonia—and it helps to sell other goods.

Place a trial order with us and watch the results.

**GORMAN, ECKERT
& CO., Limited**

London, Canada.

Makers of Grocers' high-class specialities.

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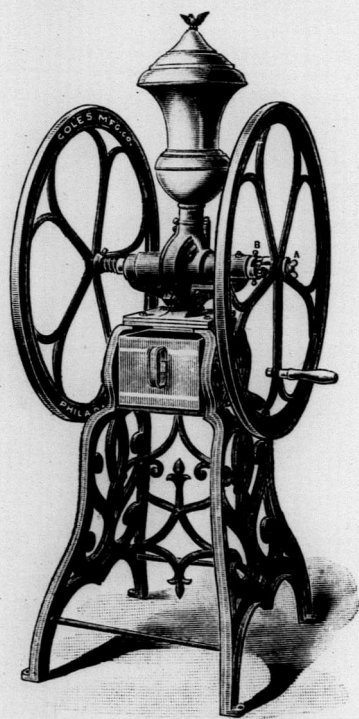
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**Blue Ribbon
 Ceylon Tea**

The 40 cent quality is equal to most
 teas sold at 50 cents.



No. 17. List Price, \$40.00.

**Goles
 Coffee
 Mills**

None better for Granulating or
 Pulverizing.

Our mills will Pulverize with-
 out heating Coffee.

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

**A GREAT
 LABOR-SAVER.**

Our Grinders wear longest.

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 TODHUNTER, MITCHELL & CO., Toronto.
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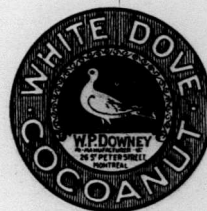
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GRAIN INSPECTION BILL.

THE new Grain Inspection Bill which was introduced in Ottawa on May 16 by Sir Richard Cartwright has already aroused an undercurrent of interest in trade circles, and in view of its possible far-reaching results we may expect to hear its pros and cons thoroughly discussed by Canadian grain dealers, flour millers and grain growers during the next few weeks.

The principal feature of the new bill is that it hands over the responsibility of selecting standards for the inspection of Canadian grain to inspectors appointed by the Government. Heretofore this work has been done by the Grain Standards Board. The board will still exist, although its duties are restricted to the preparation of commercial grade which, as a matter of fact, are fixed at rather long and irregular intervals.

Undoubtedly the promoters of the bill have had in view the unification and improvement in the standard of Canadian grain. If Canada is ever to become the "Granary of the British Em-

pire" she must preserve inviolate the high reputation which Canadian grain has won in the markets of Great Britain. A Canadian grain certificate must be on a par with Dominion of Canada legal tender, and more, since a one dollar bill is only redeemable in gold to the value of one dollar, while a grain certificate may make a difference of hundreds of dollars in a shipment of grain. Last year the Province of Ontario alone raised one hundred and ten million bushels of oats. The total production of wheat in Canada during the same year is estimated at 85,000,000 bushels. How necessary that every bushel exported should turn out exactly as represented by certificate. The immediate effect of a single shipment improperly graded might be inconsiderable, but dissatisfaction is sure to spread and Canada cannot afford the risk.

Up to the present no complaint has been heard against the work done by the Grain Standards Board. Its personnel has invariably been made up of men thoroughly informed on all branches of the grain business. When trouble has arisen it has usually been due to negligence on the part of grain inspectors, who allow, for instance, Manitoba wheat No. 2 northern to grade as No. 1 northern, although not having the requisite qualities to justify calling it the latter grade, or No. 3 Ontario oats to grade as No. 2 in the same way.

Grain men say Peter is being robbed to pay Paul. Instead of the present situation with respect to the grading of grain being bettered, grain inspectors, on whom the burden of the blame rests for irregularities in the past, are to have their administrative powers increased. It is a question whether any but grain experts are in a position to give final judgment in the matter of grain inspection. Others may be familiar with the fundamental requirements of the grain trade; it takes, however, more than a dilettante to know whether a certain grade is suited to the English trade, or whether a sample of barley has the necessary characteristics to make the

best malt. Surely a man who has learned the grain trade from the bottom up is better able to set standards which will suit the requirements of the grain trade, and at the same time be in accordance with the Grain Act, than the average Government appointee, whose only reason for official existence is often "Government pull," even allowing that the latter knows somewhat about grain, else he could not pass the Government examination for grain inspector. There is perhaps no department of the public service of Canada which warrants such close scrutiny as that of grain inspection, and it is because this is realized by many of the largest grain interests in the country that vigorous protests are being raised against the new bill. After its second reading the proposed measure will be referred to a special committee empowered to hear complaints, and there is every reason to believe that such will be vigorous. Owing to the lobby system, however, prevailing to such a marked extent in Ottawa, there is no telling whether these protests will avail anything unless a strong fight is made by millers, farmers and grain dealers throughout the country.

TRAVELERS' HOLIDAYS.

IT is a pleasure to note that at the recent meeting of the Ontario Wholesale Grocers' Guild a uniform holiday of two weeks for the knights of the grip, to be taken in August, was among the recommendations passed. This is something that The Grocer has regularly advocated for some years, and it is a satisfaction to know that the principle of "two weeks off all round" has the endorsement of such an influential body as the Ontario Grocers' Guild. It is to be hoped that the Quebec wholesale trade will follow suit, and that it may be arranged so that the Ontario and Quebec travelers will enjoy their holidays at the same time, each secure from any fear of a rival butting in.

The travelers are a fine body of men and no class better deserve a holiday or can put it to better use.

A SERIOUS IMPERFECTION.

MAYORS and city councils are time and again accused of laxity in the discharge of their duties and indifference to the interests of their respective municipalities. These charges are usually so well founded that the public has come to look on municipal councils as pretty poor business concerns. Oftentimes they advise their councils to imitate the boards of trade and follow the footsteps of such progressive institutions as the Manufacturers' Association.

Mayor Urquhart of Toronto has reversed all this. He has given an example of progressiveness that is truly welcome in this age of degenerate municipal officials, and he has not only shown his own value, but has brought both the Toronto Board of Trade and the Toronto branch of the Canadian Manufacturers' Association into an unenviable light.

A short time ago Mayor Urquhart informed the secretary of the Toronto branch of the Manufacturers' Association and Mr. J. F. Ellis, president of the Toronto Board of Trade, that a Mexican trade commissioner would shortly be in Ottawa to negotiate with the Dominion Government for Atlantic and Pacific steamship services between Mexico and Canada. Mayor Urquhart suggested that the commissioner be invited to Toronto. Receiving no response, he offered to extend the city's hospitality to the commissioner. Then he was calmly informed that the manufacturers were too busy to consider the question.

This incident certainly reflects on the manufacturers. Doubtless they are busy, but it does not follow that their organization should thereby be incapacitated from dealing with such a proposition. The same thing is true of the Board of Trade.

We do not wish to minimize the worth of either organization or the ability of their respective secretaries, but it seems to us that the day has come when the work of both bodies should be placed on a higher plane. The day of the cleri-

cal secretary is over. Modern conditions demand an experienced executive head, who shall be unhampered by technicalities and shall have a close grasp of the great trade questions of the day.

Surely the time has come when such an organization as the Manufacturers' Association and the leading boards of trade, representing tens of millions of capital, should have their interests placed in the hands of as highly paid officials as the manager of any great banking institution with only a tithe of the capital. A \$20,000 a year aggressive secretary or manager for the Montreal, Toronto or Winnipeg Boards of Trade could inaugurate broad plans for the development of local and Canadian trade that would make him worth his salary many times over.

A SUBSTITUTE FOR BONUSES.

ONTARIO towns and cities seem to have gone crazy on the bonus question, with the result that no factory will to-day locate in any town unless it is assured of a huge bonus. Naturally, towns desirous of becoming industrial centres have had to seriously impoverish themselves. Moreover, when once they have started the bonus evil they are unable to draw back. Tax exemptions, additional bonuses, free water, free dock facilities are added to the list, and the question arises, "Is the game worth the candle?"

Economists and thoughtful men tell us that the farmer is the backbone of the country. This is readily proved. Man's great and lasting need is food. He can get on without almost anything except the food he eats. All else, all the great fabric of society, depends primarily on the abundance of the food supply, and because it is to the farmer that man looks for his food, therefore it is true that the farmer is the backbone of the country.

This importance of the farmer seems to be forgotten by these would-be industrial centres. They imagine that their greatness will depend primarily on the

number and strength of the industries they can attract to their confines. Of very few towns is this true.

If a municipality is bound to spend money to promote its growth and importance, we would suggest that, instead of applying it all to bonusing industries which are at best but doubtful propositions, it would spend a part or even all of it in helping the farmers. Better roads, instruction in agriculture, better market facilities, inducements to improve the standard of products, are all means to this end. In how few towns are these objects sought after! And yet, how extremely beneficial they would be to all concerned.

If a town is dissatisfied even with this expenditure of its superfluous cash, there is another channel which might be utilized which would ensure quite as certain results as if the money were applied to bonusing factories. This is the attraction of tourist traffic. This work can be accomplished by the distribution of tourist literature and by beautifying the streets and parks of the town, and by taking good care of the tourists when they arrive. The merchant stands to benefit by both these expenditures of the town's cash. The higher the standard of living of the farmers, the more cash to their credit and the better facilities for reaching market, on the one hand, will be of direct advantage to the proprietor of a store. On the other hand, the presence of free-handed tourists will be decidedly beneficial during the Summer months, and will serve to keep business alive during an otherwise stagnant season.

Mr. Creelman, the very clever agriculturist, stated some time ago that the Canadian farmers could double their present incomes on their present farms with the same amount of labor if they could be taught how. Many of them are improving. Such an improvement would mean that every customer of to-day would spend just double what he does now in purchases from our readers.

The Heritage of Canada and Canadian Cities *

THIS is the keynote of the initial address delivered by G. B. Ryan, the new president of the Guelph, Ont., Board of Trade, at its opening meeting for the year 1904-5, held on Tuesday of last week. The Grocer has the honor of publishing in this week's issue an outlined report of Mr. Ryan's speech, which reads as follows:

"I look upon the Board of Trade of any city in point of importance as a very close second to the City Council; it is generally composed of the cream of the business men, a body of men who are responsible to a great extent for the success or failure of the place.

"The City of Guelph possibly never displayed more real life than at the present time. Evidences of prosperity are to be seen everywhere, but the place we will hold among the cities of Canada ten years hence will very much depend upon the class of business men who will handle her business affairs between now and then. If they are live, up-to-date, progressive, and at the same time cautious, we will hold a very important place among the Canadian cities.

"I have great faith in this country of ours; there is without doubt a great future before her. Canada is now on the up-grade as never before; she is going ahead with leaps and bounds, at a pace little dreamed of by the most sanguine of us a few years ago. We have only within the last few years become conscious of our strength. People from different parts of the world are just finding out our rich resources, and are fast pouring into our country. I think I am safe in saying that no other country in the world is prospering in proportion to her population as we are to-day. Only a few years ago, as you know, thousands of our young men were leaving Canada every year for the United States. Five years ago we succeeded in inducing 712 of our American cousins to make their homes in Canada; last year no less than 49,000 cast in their lot with us, mostly going to our northwest. Three years ago only 42,500 from all parts of the world located in the Dominion; last year 128,900 came to Canada, and it is estimated that in the last five years from the United States

alone settlers' effects to the value of \$19,000,000 and \$25,000,000 in cash came into this country, and from present indications this year will far outstrip the last. I hardly think the most optimistic of us realize what the growth of this country will be in the next few years. When you remember that in the last eight years our railway earnings, the total amount in our banks, and the revenue of the Government have doubled, may we not ask ourselves what this development may be in the next ten



G. B. Ryan, new President of the Guelph, Ont., Board of Trade.

years? Has it dawned on us what this great prosperity may mean to Guelph? This part of Canada, for at least many years to come, will be the great machine shop for the northwest. As hundreds of thousands of people locate there, our present factories will have to be enlarged and re-enlarged and many more built, and one of the great questions for Guelph to settle is: Are we going to get our share of this great prosperity, or will we stand idly by, with our arms comfortably folded, while the trade drifts to other places? This certainly is one of the questions the Board of Trade should keep well to the front.

"There are two ways this city can be made grow, first, by the enlarging of our present factories and establishing others, and every reasonable inducement should be offered manufacturers to locate here, such as free sites, fixed rate

of assessment for a time, and possibly we might go as far as to make loans where well secured, but I am almost persuaded that the day for bonus giving has gone by. Second, by making it very easy for people to come from a greater distance than they do now to do their business in Guelph. This can be done by tapping the outlying districts with electric roads. Fifteen years from to-day electric roads will be running in many places little thought of by us now. Will they come our way, will they be bringing business into Guelph, or will we find ourselves sidetracked, and the territory that naturally belongs to Guelph cut off by roads carrying trade to other places? This certainly will very much depend upon whether the men that are handling the business affairs of Guelph are to be broad gauge or narrow gauge men. If they are to be the latter, men who cannot see past 'the now,' men who never make a move until they see a dead sure thing, men who lay no plans for the future, men who are prepared to mount every progressive train that may leave the city and screw on the brakes for all they are worth, then we may expect, when people of other cities are walking on their paved streets, to find the mud still sticking to our shoes. I would much prefer taking my chances in a poorly situated town or city in the hands of good live business men, than in a well situated place controlled by men who allowed the moss to grow on their boots; to a very large extent it's the men that make the place. If we expect strangers to come to our city we must let them know we have something special to offer, we must make our front door swing open easily, we must be prepared to offer all that any other city of our size can offer for at least the same money, or, if possible, more for the same. Our city must be well spoken of, it must be known as a clean, healthy and pretty place, our educational system must be the very best, and at the same time our taxes must be in proportion to what we have to offer."

In conclusion, Mr. Ryan said it was a great pleasure to be able to report that Guelph manufacturers were in such a flourishing condition at the present time that many of them had found it necessary to enlarge their present buildings in order to keep pace with the increased business offering, and as well that other factories are being built.

J. Frank Crowe & Co. have now their permanent address at Wm. Muir & Sons' old stand, Lower Water street, Halifax, N.S.

* An address given by G. B. Ryan, president of the Guelph, Ont., Board of Trade, at its opening meeting for the year 1904-5.

Try it in the Cup---
'Twill Simply Walk Away
from Japans---



No mystery surrounds the instant and universal acceptance by critical connoisseurs of "SALADA" Natural Green Tea of Ceylon, wherever it has been offered.

"This is its simple story in a nutshell":

It is an actually pure Natural Leaf Green Tea of exquisite flavor, and with an unadulterated strength that renders it vastly more economical in use than the Japan Teas that it is so rapidly supplanting - - - It is of a light color in infusion, with a peculiarly delicate flavor and "bouquet."

This is a clear and concise statement of Fact published in the interest of those who have not yet studied this "SALADA" Green Tea question.

Sold only in Sealed Lead Packets. Same form, style and prices as the Celebrated Black Teas of "SALADA" Brand.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**



Your customers want dainty desserts, but they must be wholesome and nourishing. They get both in the delicious dishes made of

BRANTFORD
Prepared Corn Starch

Ask your customers to try it. 'Twill please them and make business for you.

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 26, 1904.

Groceries.

TRADE in groceries has shown marked signs of improvement during the week under review. Trade in all lines is reported as satisfactory and collections are improving. Farmers are now through with their seeding and have more leisure to lay in supplies of groceries. Even if the actual demand is not increased materially the moral effect on the retailer of a brighter market is always good. He is more susceptible to the influences of the grocery traveler than when trade is slack. Canned goods are still moving freely, particularly canned fruit, and a scarcity of corn and peas is reported. The sugar situation is phenomenally strong, prices having advanced 10c per 100 lbs. since last quotations. Syrups and molasses show an easier tendency. Teas are in good demand at firm prices, with low grade teas tending high on account of the recent English budget, and vice versa with respect to high-grade teas. The tone of the coffee market is steady with Rios in better demand. Rice shows an upward tendency, as well as peppers.

CANNED GOODS.

The canned goods market continues brisk, with demand for canned fruits noticeably increasing. Canned meats have met with good demand during the week under review. Canned corn is exceedingly scarce and high, some sales having been made during the week as high as \$1.35. Peas are also scarce. Peaches are firmer. Lobsters continue scarce and firm in price. Sardines are also firm. We quote California ripe olives for the first time this week. Our quotations are as follows:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50 1 70
Beans, 2s.....	0 90 1 10
Corn, 2s.....	1 25 1 35
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	1 00 1 45
Pears, 2s.....	1 45 1 60
" 3s.....	1 90 2 10
Pineapples, 1 1/2 s.....	1 50 1 60
" 2s.....	1 80 2 00
" 3s.....	2 25 2 40
Peaches, 2s.....	1 65 1 70
" 3s.....	2 60
Plums, green gages, 2s.....	1 10 1 40
" Lombard.....	1 00 1 30
" Damson, blue.....	0 95 1 25
Pumpkins, 3s.....	0 95
" gallon.....	2 50
Rhubarb, 3s.....	1 80
Raspberries, 2s.....	1 40 1 60
Strawberries, 2s.....	1 40 1 60
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12
Lobster, tails.....	3 50
" 1 lb. flats.....	3 50 3 70
" 1 lb. flats.....	2 00
Mackerel.....	1 00 1 25
Salmon, sockeye, Fraser.....	1 75
" Northern.....	1 65 1 75
" Cohoes.....	1 15
Chums.....	0 95 1 00
Sardines, Sportaman 1/2 s.....	0 15
" 1 s.....	0 23
" Portuguese 1/2 s.....	0 08 0 10
" P & C, 1/2 s.....	0 25 0 27
" P & C, 1 s.....	0 35 0 38
" Domestic, 1/2 s.....	0 03 0 04
" 1 s.....	0 09 0 11
Mustard, 1/2 size, cases 50 tins, per 100.....	8 00 9 00

Haddies.....	1 00
Kipperd herrings, domestic.....	1 00
" imported.....	1 45 1 55
Herrings in tomato sauce, domestic.....	1 00 1 10
" imported.....	1 45 1 55
California ripe olives, tins, per doz.....	4 25 4 50

SUGAR

The market has more than maintained the strength indicated in recent advices and we have this week to record two advances in Canadian refined sugars, following similar upward movements in New York. On Thursday last, May 19, just after we went to press, the market advanced 5c, and we have to record a further similar advance effective on the morning of the 25th inst. Great firmness prevails and all indications are favorable to continued strength. New York authorities persistently recommend jobbers to make every effort to carry a full line of stock. The margin between raw and refined in the United States is now only about 80c per 100 lbs., so that even should the price of raws now remain stationary there appears to be no reason why refined should not appreciate further. Local prices have advanced fully 1/2 c per lb. from lowest prices recorded this year, namely, from \$3.95 to \$4.45, basis f. o. b. Montreal for Montreal granulated. For about the same period quotations for centrifugal sugars have advanced fully 65c per hundred lbs.

Raws during the week under review have made further advances of from 1-16 to 1/4 c, and we hear of three sales of Cubans for late May or early June shipment, basis 96, at 2 1/2 c c. and f. Holders now talk of 2 1/2 c for basis 95, and indications are that this price will materialize, which will mean a full duty-paid price of 4c, thus verifying predictions which have been made for some time. Europe has advanced 3 1/2 d per cwt. for the week, 88 per cent. going to 9s 7 1/2 d basis f. o. b. Hamburg for May-June shipment, equal to \$4.04 for 96 test centrifugals. There are rumors of purchases of beet by American refiners on basis of 10s c. and f. New York, but as yet these are unconfirmed. We hear, however, of sales to New Orleans refiners at 9s 9d c. and f., which is equal to parity of \$3.97 for 96 test centrifugals duty paid.

For the first time in several weeks receipts at Atlantic ports were less than meltings, thus reducing stocks for the week by nearly 12,000 tons. Receipts were 27,404 tons, meltings 39,000 tons, and total stock in all hands 190,392 tons, or 69,000 tons less than for the corresponding week last year. Eleven more central factories ceased operations in Cuba during the week, the total number working at latest advices being 118. Stock in U. S. and Cuba together were 418,392 tons, a reduction of over 10,000 tons for the week, and a decrease of 206,832 tons as compared with the same period of 1903. Combined stocks of Europe and America at latest uneven dates were 3,024,392 tons, or 206,974 tons less than for the same time last year. It will be observed that the deficiency in stocks is represented almost

entirely by U. S. and Cuban figures, European stocks being about on a par with last year. There has, however, been considerable increase in European consumption which has fully offset the large production last year. For six months from September to March, or say since the bounties were removed, the consumption in Europe has increased 451,343 tons, or about 24 per cent. These figures are from the Journal des Fabricants de Suite, and cover France, Germany, Austria, Hungary, Belgium, Holland, and the United Kingdom. The consumption in the United Kingdom shows a small falling off for the same period, while that of the others has greatly increased, and it is estimated that by Sept. 1 next the world's consumption will have increased fully 1,000,000 tons, which will hardly be offset by the increased production of cane sugar. Present indications are unfavorable to a full realization of Cuban estimates, and owing to excessive heavy rains which have set in early this year it now appears doubtful if the crop will exceed if anything that of last year, which was 998,878 tons. Since January 1 the consumption of sugar through U. S. four ports has increased by nearly 100,000 tons over corresponding period last year, while receipts for the same period show only slightly over the same increase.

It is estimated that the available supply of Cubans at present remaining unsold for U. S. refiners will not exceed 100,000 tons, which on the present basis of meltings would be about three weeks' supply, and it will thus be necessary for American refiners to provide for requirements from Europe and other sources, on which they will have to pay full duty. The latter is certainly one of the strongest features of the situation.

We revise quotations for local refined, showing an advance of 10c per 100 lbs. over last week's figures.

Paris lumps, in 50-lb. boxes.....	5 18
" in 100-lb. boxes.....	5 08
St. Lawrence granulated.....	4 55
Redpath's granulated.....	4 53
Acadia granulated.....	4 48
Berlin granulated.....	4 43
Domestic beet, granulated, 1902.....	4 23
Phoenix.....	4 43
Bright coffee.....	4 33
Bright yellow.....	4 28
No. 3 yellow.....	4 23
No. 2.....	4 03
No. 1.....	3 93
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

Special cables from Cuba dated May 24 advise that harvesting is at a standstill, except at ten centrals, in consequence of the heavy rains throughout the island, and that estimates of the sugar crop have been reduced to 1,050,000 tons. The present conditions are extraordinary, as there were 118 centrals grinding last week, while at this time last year there were 90, and the year before 23. In October last the estimate of the present Cuban crop was 1,130,000 tons, based upon normal weather conditions. Since then no change has been made in the estimates, as it was thought better to wait for positive indications from Cuba, which have now come to hand. The visible production

to date is but little over 900,000 tons, and with only ten centrals grinding it is not probable that more than 100,000 tons can be produced during the balance of the campaign, especially since the weather is so unfavorable. The estimate of the Cuban crop will probably be reduced to 1,000,000 tons.

We have to note a further increase in the strength of the raw market. The news received from Cuba that all the sugar factories with the exception of ten have been obliged to close, and the reduction in crop estimates, have caused much interest and excitement in the trade. It is now evident that refiners must import beet largely from Europe before October 1, as there does not appear to be sufficient cane available before that date. There are unconfirmed rumors of sales of Cuba centrifugals, for shipment at 2.625c c. and f. basis 95 test, and of non-privileged centrifugals, to arrive, at 2.31c c. and f. basis 96 test, each of which would be equal to 4c duty paid for 96 test. Indications are that refiners will soon pay these prices if they have not already done so. Offerings are light, including a cargo afloat at 2.625c, c. and f. for 96 test.

SYRUPS AND MOLLASSES.

The market in syrups and molasses is slightly easier than last week. Plenty of West Indian, Barbadoes and Porto Rico molasses is on the way, and the majority of wholesalers now have sufficient on hand to meet the demands of local trade. Stocks of New Orleans are getting low; supplies coming in are small, and will continue so in degree until the test trouble is settled. It is thought that the next shipment of molasses from New Orleans will be higher in price. Our local dealer suggests the possibility of a cheaper grade being brought on the market, which will just pass the test. It must be remembered that the Ontario market in molasses is of secondary importance to that of Quebec, where the relative consumption is much greater. We quote the following prices:

Syrups—	
Dark	0 30 0 32
Medium	0 35 0 37
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02 1/2
“ 1-bbls “	0 03
“ kegs “	1 30
“ 3 gal. pails, each	0 90
“ 2 gal.	1 90
“ 2-lb. tins (in 2 doz. case) per case.	2 35
“ 5-lb. “ (in 1 “ “ “ “ “ “ “	2 25
“ 10-lb. “ (in 1 “ “ “ “ “ “ “	2 10
“ 20-lb. “ (in 1 “ “ “ “ “ “ “	
Molasses—	
New Orleans, medium	0 25 0 30
“ 1-bbls “	0 27 0 32
“ open kettle.	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts.	0 27 1/2
1-gal. cans.	0 95 1 00
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. Imp. brand, per can.	4 50
1-gal. “ per case	5 10
1-gal. “ “	5 60
Qts.	6 00

TEAS.

The feature of the tea market is the high tendency in low-grade teas and the low tendency in high-grade teas. Business in spot has improved considerably during the week under review. Owing to the increased demand for tea for price in England since the recent budget, one Toronto firm shipped 135 pack-

ages of tea back to England last week, where they can realize a much more profitable figure than in Canada. The general demand for tea is good. Any actual depreciation in value of higher grade teas on account of the English duty is so far distant, and the actual position so strong, that buyers are endeavoring to cover their wants for the next four or five months.

Latest cables from Yokohama say the Japan market is weak, except for choice grades, supply increasing good crop quality. A previous cable said, "expect low prices for Canada." Reports from London dated May 6-12, say the sales of Indians opened with good demand at fully previous rates; as they progressed there was a little irregularity, but differences in appearance or cup accounted for any quotable alteration in prices. There was a marked absence of anything approaching really fine quality in offerings and ordinary descriptions up to 7d per lb. continued in demand at about the previous week's rates. Medium to fine showed some irregularity, and as many of the arrivals possessed less attractive cup, quotations were lowered accordingly. This was particularly noticeable in the case of broken pekoes between 8 and 10d per lb., and such when met sold at comparatively full value.

A large number of estates have sold their final invoices and supplies in first hands must be getting very limited. Deliveries are on a satisfactory scale, and indicate smallness of duty paid stock held by the trade.

In Ceylons good competition and a fairly steady market were reported. Commonly, best invoices when quality was maintained, sold fully firm. Advices from Ceylon speak of an early closing of the late heavy flush, in which case the output for the month may turn out under what was expected, while at the same time the quality should improve. Javas passed with steady tone. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning,	0 12 0 60
“ caddies, Paking.	0 19 0 50
Indian—Darjeelings.	0 35 0 55
“ Assam Pekoes.	0 20 0 40
“ Pekoe Souchongs.	0 17 0 25
Ceylon—Broken Pekoes.	0 36 0 42
“ Pekoes.	0 22 0 30
“ Pekoe Souchong.	0 18 0 25
China Greens—Gunpowder, cases, extra first.	0 42 0 50
“ half-chests, ordinary firsts.	0 22 0 28
Young Hyson, cases, sifted, extra firsts.	0 42 0 50
“ cases, small leaf, firsts.	0 35 0 40
“ half-chests, ordinary firsts.	0 28 0 38
“ “ seconds.	0 23 0 23
“ “ thirds.	0 16 0 18
“ “ common.	0 15 0 15
Pingsueys—Young Hyson, 1/2-chests, firsts.	0 28 0 32
“ “ seconds.	0 18 0 19
“ “ half-boxes, firsts.	0 28 0 32
Japan—1/2 chests, finest May pickings.	0 38 0 40
“ Choice.	0 33 0 37
“ Finest.	0 30 0 32
“ Fine.	0 27 0 30
“ Good medium.	0 25 0 28
“ Medium.	0 21 0 23
“ Good common.	0 20 0 20
“ Common.	0 19 0 19

COFFEES.

A steadier tone is noticeable in Rios during the week and a better demand is reported. Prices for weeks have fluctuated 1-4c up and down the scale in New York at the will of speculators, having been quoted anywhere from 7 1-4c to 7 3-4c; this means the average price in Canada during the past two

months has averaged 8c. New York advices say the coffee market is dull and quiet. Receipts at Rio de Janeiro, from July 1, 1903, to May 21, 1904, were 3,873,000 bags, as against 3,693,000 bags for the same time last year. Receipts at Santos for the corresponding periods were 6,096,000 and 7,786,000 bags. Our quotations are as follows:

Green Rios, No. 7	Per lb.	0 06
“ “ No. 6	0 06	
“ “ No. 5	0 06	
“ “ No. 4	0 06	
“ “ No. 3	0 09 0 09	
“ Mocha	0 21 0 25	
“ Java	0 22 0 35	
“ Santos	0 10 0 12	
“ Plantation Ceylon	0 26 0 30	
“ Porto Rico	0 22 0 25	
“ Guatemala	0 22 0 25	
“ Jamaica	0 15 0 20	
“ Maracaibo	0 16 0 23	

SPICES.

Spices continue quiet and unchanged in price, except peppers, which have exhibited considerable strength during the week under review. We quote the following prices:

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

RICE AND TAPIOCA.

The demand for rice and tapioca continues fairly good, and firm prices rule. The tendency of rice is upward, although as yet there is no quotable change to report. We quote the following prices:

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

Foreign Dried Fruits.

The foreign dried fruit market is quiet this week and featureless. Last week's quotations continue unchanged. We quote the following prices:

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

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

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

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

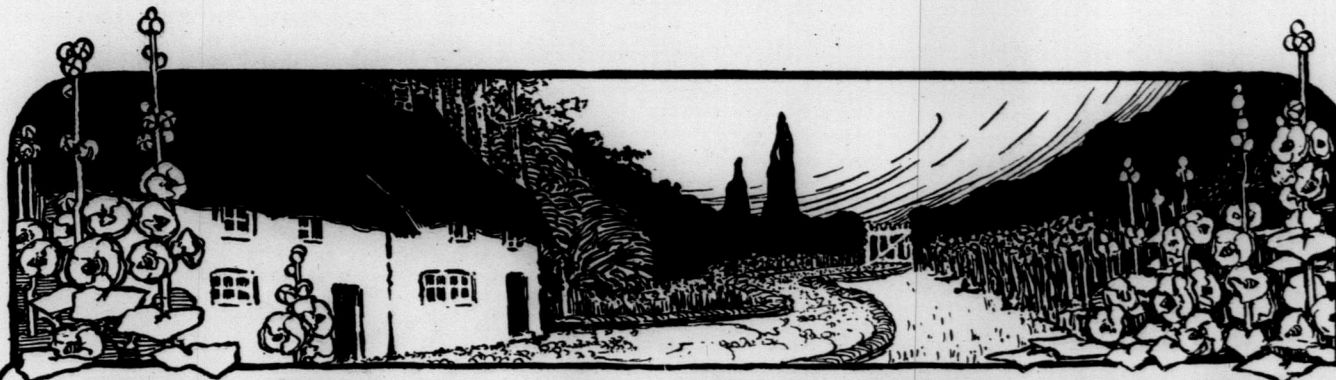
Fine Filiatras	Per lb.	0 04 1/2 up	Vostizzas	Per lb.	0 07 0 08
Patras	0 06 0 06 1/2				

RAISINS.

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

DATES.

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



ALL IN A GARDEN FAIR

M.FABIAN.



CHIVERS' FIRST PRIZE

COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—Extract from Royal Commissioner's Report.

CHIVERS' GOLD MEDAL

HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.): "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

FLAVOURED WITH RIPE FRUIT JUICES

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG.

First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES:—"The Cambridge Lemonade is far and away the best I have sold yet. . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but **CAMBRIDGE BEATS ALL.**"

CAMBRIDGE



LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.

May 27, 1904

THE CANADIAN GROCER

CHIVERS'**MADE BY THE ADDITION
OF MILK ONLY, NO SUGAR****PATENT****CUSTARDS**

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

"Very nourishing and digestible."
Family Doctor.

"With Chivers' Powder the success
of a custard is a foregone conclusion."
Ladies' Field.

"Chivers' Patent Custards contain
all the elements necessary to the nutri-
ment of the body."
Analyst.

CHIVERS'**NO SUGAR
REQUIRED.****PATENT****SUBSTANTIAL
RETAILERS'
PROFITS.****BLANC-MANGES**

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'**FREE FROM ALUM****ABSOLUTELY
PURE.****BAKING POWDER**

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients.
It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

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

Madam Huot's Coffee THE GEM.

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

TEAS

The following Teas were purchased below the market, and their value is worth your investigation. I call them **JOB**, and you will also if you see them. Ask for samples; it will pay you.

-
- 37 Half Chests (35-lbs. net), Ceylon Green **Hyson**, finished leaf, good liquor, at 15c.
- 19 Half Chests (50-lbs. net), Ceylon Green **Hyson No. 1**, finished leaf, fine liquor, at 16c.
- 22 Half Chests (45-lbs. net), Ceylon Green **Yg. Hyson**, finished leaf, fine liquor, at 17c.
- 26 Half Chests (46-lbs. net), Indian Green **Yg. Hyson**, fancy leaf, choice liquor, at 17½c.
- 100 Chests (105-lbs. net) Ceylon Green **Hyson No. 1**, finished leaf, good liquor, at 14½c.

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

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"OLD CROW"
Baking Powder, Mustard,
Vinegar, Black Tea.

"ONE"
Baking Powder, Coffee,
Spices, Vinegar.

FOREIGN NUTS.

Trade in nuts is quiet and steady at this off season. Peanuts, however, are moving freely. We quote the following prices:

Peanuts, green, per lb.	0 10	0 11
" roasted	0 11	0 12
" Spanish, green, per lb.	0 09	0 10
" roasted	0 10	0 11
Almonds, Taragona, per lb.	0 12	0 13
Walnuts, Grenoble,	0 12	0 13
" Bordeaux,	0 12	0 13
Filberts, per lb.	0 09	0 10
Brazils	0 15	0 16
Cocoanuts, Jamaica, per sack.	4 25	

Country Produce.

EGGS.

During the past week almost as large quantities of eggs were received as during the same week last year. The increase in receipts was sudden and marked. It is difficult to dislodge a price once it has become firmly established, else lower quotations would rule immediately. At present prices, picklers are running a risk in every dozen they buy. Two weeks will be sure to see a much lower level ruling. Our quotations are as follows:

Eggs, new laid, per doz.	0 15
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APPLES.

The apple market continues fair and steady at quotation prices. It is unusual to expect a lively market in evaporated apples where green stuff is so plentiful as it is in the local market. We quote the following prices:

Evaporated apples, per lb.	0 06½
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MAPLE SUGAR AND SYRUP.

There is nothing new to record in maple sugar and syrup. Fair sales continue at quotation prices. We quote the following:

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

BEANS.

A few beans are being sold, but the market is quiet and featureless. We quote the following prices:

Beans, mixed, per bush.	1 40
" prime	1 50
" handpicked, per bush.	1 65
" water-stained	1 00
" Lima, per lb.	0 05½ 0 06½

HONEY

Trade in honey continues quiet at quotation prices. Reports as to damage to the bees owing to the recent severe Winter are being further confirmed, which will tend to make next season's supply short. Our quotations are as follows:

Honey, extracted clover, per lb.	0 06½ 0 07½
" sections, per doz.	1 50 2 00

Fish.

The fish market continues to improve from week to week, with supplies from the Great Lakes increasing daily. Whitefish are 3c easier, haddock 1c easier, and lake trout are quoted this week at 9c. Pike are now on the market and are selling at 5c. Our quotations are as follows:

Flounders, per lb.	0 06
Halibut,	0 12
sea salmon,	0 18

Whitefish, fresh caught, per lb.	0 09
Haddock " per lb.	0 06
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 22
Trout, lake, per lb.	0 09
Herring, lake, per lb.	0 05
Pike, per lb.	0 05

Green Fruits.

The Spring and Summer fruit season is beginning to open out now, and shipments of imported goods are continually increasing. Oranges are still in good demand, but scarce and decidedly firmer in price, California navels having advanced 50c at the coast. Valencas are scarce and firmer and Sorrentos are now on the market; the latter arrived with the first ship cargo of the Montreal Spring shipment, which totaled some 35,000 boxes of oranges. Pines and bananas continue firm and in good demand. Florida tomatoes are scarce and firmer in price. Strawberries are 1c easier and are arriving freely. Lemons are easier in price. The Montreal fruit sale last Saturday is reported not to have been so successful as importers expected. Very little fruit went to the west, the bulk being bunched between Montreal and Toronto. No fruit went to the United States, with the exception of a few small shipments of oranges billed for Boston. We quote the following prices:

California navels, per box	3 00	4 00
Messina lemons, new, 300's, per box	2 50	3 00
" 360's, per box	2 25	2 50
Valencia oranges, 420 case	6 00	6 50
Valencias, large, per case	6 50	7 00
Havana pineapples, per crate	3 50	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	
Almeria grapes, per keg	7 00	
Florida tomatoes, per crate	3 00	3 50
Cranberries, Jersey, per bbl	5 50	
" Budd's longkeepers	7 00	
Limes, per box	1 25	
Strawberries, North Carolina, quarts	0 14	0 17

Vegetables.

The vegetable market continues quiet. Old cabbage is out of the market and new cabbage is 50c firmer. Potatoes are more plentiful and 10c easier in price. Outdoor vegetables are beginning to arrive on the market, such as radishes, onions, asparagus, etc.; next week will see outdoor lettuce. Bermuda onions are slightly easier in price. Rhubarb is somewhat of a drag on the market. Imported green stuff generally is scarce and higher in price, owing to the fact that this is between seasons; the vegetable season in the extreme Southern States is over, while that in the Middle States, from which supplies come, is just beginning. Our quotations are as follows:

Potatoes, per bag	1 15	1 25
Potatoes, per bag, car lots	0 90	1 00
Egyptian onions, per sack	3 00	3 25
Bermuda onions, per bush crate	1 75	2 00
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches	0 35	
Mushrooms, per lb.	0 75	
Mint, per doz. bunches	0 30	
Parsley, " "	0 20	
Sage, per doz.	0 15	
Savoury, per doz.	1 25	
Carrots, per bag	1 25	
Parsnips, per bag	1 00	
Artichokes, per bush	1 00	
Yellow turnips, per bag	0 35	0 40
Leeks, per doz.	0 40	
Rhubarb, outdoor, per doz.	0 25	
Green onions, per doz.	0 10	0 15
Green house water cress, per doz.	0 25	
Green cucumbers, per bush. hamper	2 75	3 25
Green cucumbers, per doz.	0 50	0 60
Asparagus, outdoor, per doz.	0 50	0 75
Florida spinach, per bush. hamper	0 75	1 00
Florida new potatoes, per bbl.	5 50	6 50
Green peas, per bush.	1 50	
" cabbage, per case	3 00	3 50
" beans, per bush.	1 75	2 00
Waxed beans, per bush.	3 00	

Seeds.

Latest bulletins on the prospects for the coming clover crop say that in the eastern half of the province the crop is fair to good, while in certain sections it is very good; in the western half it is from good to very poor. The most unfavorable reports come from the counties stretching from Welland along the Lake Erie front to Lambton and Huron, in many parts of which the crop is an absolute failure. Most of the loss has occurred with old fields, the more freshly seeded fields almost invariably turning out well. The rains prevailing about the middle of May have given the crop a good start for the season.

The actual season for selling seeds is about over, with the exception of that for corn, millet and Hungarian, a most satisfactory market having ruled in these varieties up to the present. We quote the following prices:

Corn, Dent varieties, per bu. of 56 lbs.	0 85	1 00
" Flint	1 15	1 25
Millet, per bu.	1 08	1 10
Hungarian, per bu.	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues dull. Manitoba wheat northern No. 1 and No. 2 are each 1c easier. We quote northern No. 3 at 89 to 89 1-2c. Ontario grain remains unchanged.

Latest bulletins concerning the prospects for coming grain crops say the greatest damage to the Fall wheat was sustained in the Lake Erie counties. Next in order of injury come the Lake Huron and West Middlesex groups, the Lake Huron, Georgian Bay and Lake Ontario districts following with a somewhat lighter, but still serious, proportion of loss. The bright spot in the outlook for Fall wheat is the fact that since the beginning of May the weather has been most favorable for the recuperation of the crop, and latest reports to hand indicate that many of the fields are making an encouraging recovery.

The comparatively small acreage given to rye has also suffered severely from Winter-killing, although not to the same extent as wheat. The most favorable accounts regarding the condition of Winter rye come from the St. Lawrence and Ottawa Counties.

The month of May so far has been propitious for seeding, and up to the present sowing operations have been rapidly pushed forward, nearly the normal acreage being in seed as early as May 16. In many sections sowing has already been completed. Ploughing under and reseeded of Fall wheat has delayed matters somewhat and added to the work of seeding. Spring grains as a rule found a good seed bed, although some farmers in the West Midland Counties have complained of the ground being rather hard. A good tone, however, generally pervades the bulk of the reports coming to hand regarding Spring operations.

Weekly grain reports, dated May 24, are as follows:

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

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

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

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

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

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

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.

Bradstreet's: Wheat east of Rockies, decrease, 2,345,000 bushels; Europe and afloat, increase, 1,700,000; total decrease, 645,000; corn, decrease, 1,734,000; oats, decrease, 1,305,000; total decrease in wheat last week, 3,837,000, and last year, 3,384,000.

Broomhall's weekly foreign crop summary: United Kingdom, France, Germany and Italy crop conditions continue favorable, but the growth of the plant is rather slow. Roumania—It is thought the recent rains reported in region Azo and Braila were too late to save crop; elsewhere conditions are fair to good. Russia—Taking the country as a whole there has been some improvement in crop prospects, but reports from different sections are varied. Complaints chiefly refer to rye. North Africa—Crop outlook continues most favorable. Sweden—Season is late.

Manitoba wheat, No. 1 hard, per bush, Toronto	0 97	0 97½
" " Northern No. 1 "	0 95	0 95½
" " " No. 2 "	0 92	0 92½
Northern No. 3	0 89	0 89½
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 46	0 50
Oats " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " "	0 57	
Rye, per bushel, " " "	0 64	0 65

FLOUR.

There are no changes to record in flour; the market continues in a healthy condition. We quote the following prices:

Manitoba wheat patents, per bbl.	4 75	5 00
Strong bakers " "	4 50	4 75
Ontario wheat patents " "	4 60	5 00
Straight roller " "	4 50	4 60

BREAKFAST FOODS.

The market continues brisk, with last week's quotations unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 50
Split peas	5 00
Pot-barley, in bags	3 75
" " " " in wood	4 00

Hides, Skins and Wool.

Considerable activity is being exhibited in the market and prices are firm. A slight advance of 1-2c per lb. in unwashed wool and another of 1-4c per lb. pulled wools, super, are the only quotable changes this week. Prices are as follows:

HIDES.

No. 1 green, per lb.	0 08
" 2 " " "	0 07
" 1 " steers, per lb.	0 08½
" 2 " " "	0 07½
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " " "	0 09
" " " " 1 15 to 20 lb "	0 10
" " " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00
Lamb skins	0 30

WOOL.

Unwashed wool, per lb.	0 09½	0 10½
Fleece wool, new clip, per lb.	0 16	
Pulled wool, super, per lb.	0 18	0 20½
" " " " extra	0 20	0 22

QUEBEC MARKETS.

Montreal, May 26, 1904.

Groceries.

STRENGTH and activity are features of the grocery market this week. Every one is busy. Sugar has dominated the market by having taken another advance of 5c. In fact sugar is the most interesting product of the week. Raws are very firm in New York, and the future of sugar would appear decidedly strong. There is a fair amount of West India sugar arriving here, and the market is strong in all quarters. From New York comes the news that American refiners have been giving Java sugar for July-August shipment considerable attention, for which sellers were asking 9s 10½d, c. and f. for centrifugals 96 degrees test. The anticipated advance in sugar came last Friday, and all grades were marked up 5c a hundred, which made a net rise for the week of 10c per 100 lbs. Another advance of 5c per 100 lbs. on the price of refined sugar took place on May 25. This makes a total advance of about 35c in the local market during the past month or so. The Halifax market also advanced, but Winnipeg remains steady. Syrup and molasses continue to maintain a decline, and it is understood that two-thirds of the crop are already disposed of. The market is active and there are some special cargoes expected in Montreal by schooner at an early date. Coffee still attracting considerable attention. The reports are still unfavorable regarding the growing crop. Green fruit is very dull, owing to the immense arrivals from all points. Canned goods are especially interesting as the new packs are at hand, and salmon is still a dominating feature of this market. Tea remains steady and the advance in Japan tea has been maintained. Supplies of finer grades of Indians and Ceylon tea were reported somewhat restricted. The market was irregular in these lines. Prices in pepper have declined slightly, and from abroad the new crop of white is quoted in invoice lots for May and July shipment, Singapore white at 19c, and Penang at 17c. Cloves are in a remarkably strong position. Owing to the small available stocks, it is reported that the supply visible in Europe and America does not exceed 40,000 bales. This will have to supply the demand until the new crop arrives about the first of the year. Tapioca has suffered a slight reaction, but this has not interfered with the strong position of the article. Advices from Singapore show that the production has actually been curtailed, and higher prices may be expected every day. The nutmeg market seems to have recovered from the depression caused by the failure of a large Holland house. Advices from Trinidad state that deliveries of cocoa are rapidly decreasing and are expected to be on a limited scale during the next few months. In June and July there might be a slight increase, but the change of leaves which was taking place when this advice was given, tends to make it uncertain. In most places there will probably be little picking until October. The week of issue contains three fast days, known as "Summer Ember Days," the demand therefore for fresh fish natural-

A FEW TICKLERS

If you should want anything to lead off with---to stir up a bit of extra trade, or as a kind of an advertisement, perhaps we can suggest something. At any rate you might find it a good idea to check over a few items we have to sell you. Best to order by mail in case our salesman may not get there soon enough, and these things are offered subject to being unsold.

PEARL TAPIOCA

(Sack Lots—2¾)

Now, because it's cheap, don't think the quality is poor. It's first class ---none of that damaged lot. If you need any at all soon, better get in early.

Pretty quick a demand will spring up for Canned Fish and one of the nicest of this line is Kippered Herrings---that is, if you get the right brand. We can sell you

KIPPERED HERRINGS

(Centreville Brand, cases 4 doz., \$3.65 per case.)

This is the best brand we know of---kind that usually brings \$4.00 a case, but we happened to get a lump of them right---funny how you run across these things, sometimes! Same with

KENT TOMATOES

(\$1.00 per doz.)

Elegant goods, each tin chuck full of solid meat. Can't say how long they'll last at this figure.

HERSHEY'S MILK CHOCOLATE

has them all beat every way---for eating, drinking, or for icing. Retail at five and ten cents---good-sized cakes. It's the greatest summer seller you ever knew of and pays you a good, fat profit. Since taking on this agency our sales for Chocolate have been enormous, simply because Hershey's is all right. Most anything we handle is all right anyway. We fight hard to buy and sell the best goods.

JOHN SLOAN & CO.,
WHOLESALE GROCERS, TORONTO.

ly increased. The markets show very little quotable change.

SUGAR.

To know where sugar is going to end would be a problem. However, local brokers prophesy still further advances. The advance of ten cents per hundred of last week has had no tendency to stop the demand. In fact, the demand has been very active and steady throughout the week.

Table with 2 columns: Item and Price. Items include Granulated, bbls., Paris lump, boxes and bbls., Extra ground, bbls., Powdered, bbls., Phoenix, Bright coffee, etc.

SYRUPS AND MOLASSES.

A private cable from Barbadoes shows that the tone of the market for molasses has been weak, and the first cost price has declined one cent per gallon to 8c.

Table with 2 columns: Item and Price. Items include Barbadoes, in puncheons, New Orleans, Antigua, Porto Rico, Corn syrups, Bbls., etc.

COFFEE.

No quotable changes are reported in coffee prices notwithstanding the great interest taken in this article. The small East India crop is considerably discussed in the trade, and the shortness of the Costa Rica crop, all combine to indicate that prices for home trade sorts are likely to continue dear all the season.

Table with 2 columns: Item and Price. Items include Good cucutas, Choice, Jamaica coffee, Java, Mocha, Rio.

TEA.

Not much change has been noted in the tea market for the week. There has been a good demand for all kinds of tea with spurts of activity. At the same time there do not appear to be any large stocks in first hands, and jobbers are distributing in a general way.

Table with 2 columns: Item and Price. Items include Good to medium Japans, Fine to choice Japans, Ceylon greens, Indian greens, etc.

CANNED GOODS.

Old stocks of canned goods are likely to be all cleaned out before the new pack comes in, and, with the exception perhaps of tomatoes, stocks of all kinds of vegetables in first hands are light. Corn is exceptionally scarce, and the four months of consumption between now and the crop available from the western states make the situation interesting for this article.

Table with 2 columns: Item and Price. Items include Tomatoes, Corn, Peas, String beans, Strawberries, Succotash, Blueberries, Raspberries, etc.

Foreign Dried Fruits.

The advance in currants reported in the last issue has been maintained, but no distinct change has been noted. From London it is reported that very few shipments have taken place to that port from Greece.

Messrs. Watt, Scott & Goodacre report: Currants—No new developments have occurred since our last and the market remains steady at the advance. Sultanas—Reports from Smyrna advise a more active market, with prices maintained on fine grades, but slight concessions on lower qualities.

Comadres, per tapnet, Elmes, per box, new. Dates, Hallowees, per lb. Californian Evaporated Fruits. Apricots, Peaches, Pears. Malaga Raisins. London Layers, etc.

Table with 2 columns: Item and Price. Items include Valencia Raisins, Figs, Dates, Californian Evaporated Fruits, Malaga Raisins, Californian Raisins, Prunes, Currants, Sultana Raisins, Shelled Walnuts.

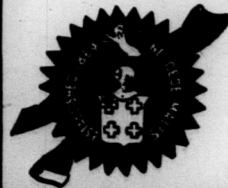
HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked

difference between Mr. Beecher's lectures with coffee, and those without.



It is easy to get the best, by simply ordering the famous



Chase & Sanborn's Coffees.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

Green Fruits.

It is a good while since the green fruit market has been as dull as it is at present. Even with the auction sales from cargoes of two large Mediterranean fruit boats going on, dullness still holds. Never has there been so little interest shown in the fruit sales. There were few American brokers present, in fact New York was hardly represented. American buyers were not in evidence at all, and this was the principal reason for the weakness of the market. In former years American buyers took from 50 per cent. to 60 per cent. of the offerings at these sales. Lemons were exceedingly weak, in fact it was stated that it was one of the worst sales experienced in Montreal for many years. The prices realized were from 75c to \$3.10 per box, and standard brands of 300 size sold at \$1.75 to \$2.50, and 360 at \$1.35 to \$1.75 per box. At ten o'clock Saturday morning 20,000 to 25,000 boxes of oranges ex steamer Fremona were sold. Prices realized were very poor indeed, and the heavy arrivals have practically made a stagnation in the fruit market. The principal Canadian buyers were: Messrs.

Hart & Tuckwell, John Barrie & Sons, and John Caldwell & Co., of this city. McWilliam & Everist, Husband Bros., and White & Co., of Toronto; J. F. Wood, of Sarnia; H. Walker & Son, of Guelph; Ryerson Bros., of Brantford; C. E. Mountjoy, of London, Ont.; R. Dixon, and one or two others representing American firms. The last named did not make any purchases. We quote:

Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	2 75 4 50
Pineapples, 24 to case.....	3 75 4 00
30 to case.....	3 50
Bananas.....	1 50 2 25
Egyptian onions, per lb.....	0 02 1/2
Bermuda onions, crates.....	1 00
New Messina lemons 300's.....	2 75
360's.....	2 50
California navels.....	3 00 3 25
Florida tomatoes, per crate.....	2 70 3 00
Cucumbers, per doz.....	0 50
Spinach, bbl.....	3 25
Asparagus, per basket.....	1 00
Radishes, per doz.....	0 45
Strawberries, qts.....	0 16 0 20
Peanuts, Bon Tons.....	0 12
Sun brand.....	0 11
Diamond G brand.....	0 09 1/2
Coon brand.....	0 07 1/2
New Brazil.....	0 13 1/2
New potatoes, per bbl.....	7 50
Cabbage, per crate.....	2 50 3 00
Mushrooms, per lb.....	0 60

Fish.

The demand for all kinds of fresh fish was heavy this week, owing to the

three fast days intervening. Dealers were well supplied with fine stocks, and prices were considerably lower than those of last week. White fish, lake trout, and dore dropped half a cent each per lb. Fresh mackerel advanced a couple of cents, and salmon trout sold freely at 9c a lb. Brook trout was selling in some quarters as high as 20c, though 18c was the ruling price. Shad brought 20c each, and dressed cat fish (Barbotte) were selling at 8c a lb. Gaspé salmon, which were expected early in the week, have not yet arrived, but no doubt will be on hand before the end of the week. There is a steady demand for all kinds of fish, and plenty of variety is coming forward. We quote:

Haddies.....	0 07 1/2
Smoked herring, per box.....	0 18
Fresh haddock, per lb.....	0 04
Pike, "round.....	0 07
Halibut, fresh, per lb.....	0 09
Gaspé salmon, frozen, per lb.....	0 15
Fresh B. C. salmon.....	0 16 0 17
Fresh steak cod.....	0 05
Lake trout, per lb.....	0 08
Whitefish.....	0 08
Dore.....	0 12
Fresh mackerel.....	0 08
Lobsters.....	0 18
Dressed bullheads.....	0 08
No. 1 Labrador herring in 20-lb pails.....	0 75 0 85
No. 1 Herring, Labrador, per bbl.....	4 75
" " half bbl.....	2 75 3 00

No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
per keg	0 95
Holland herring, per keg	0 65
No. 1 green codfish, new, per 200 lb.	7 00
No. 2 green cod, bbls. 200	5 00
No. 1 large green codfish, new, per 200 lb.	7 50
Green pollock, bbls. 200	4 00
Salt mackerel, pail of 20 lbs	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06½
" fish,	0 05
" loose, in 25 lb. boxes	0 04½
Boneless fish, in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 75
Skinless cod, cases 100 lb.	4 75
B. C. salmon, choice red, per bbl.	15 00
B. C. salmon, ½-bbl.	8 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ½ 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
Standard bulk oysters, per gal.	1 50
Selects	1 75

Country Produce.

EGGS.

There is an easier feeling in the egg market. The receipts were close on to 1,600 cases Saturday, which was practically a usual quantity for the past week,—thus the easiness can be understood. The local consumption had decreased, and the accumulation of stock on spot hinted at a decline in price. However, the prices did not change actually, although they may any day. Good stock first-class new laid sold at 16c, and second-class at 14c to 14½c per doz.

BEANS.

No change in the bean market has taken place and the demand is steady with no change in prices. Choice primes sold at \$1.40 to \$1.45, and primes at \$1.35 per bushel, while car lots at choice primes were quoted at \$1.35 and primes at \$1.30 a bushel.

HONEY.

Honey remains the same, with prices unchanged. White clover is quoted at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½ in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

The market remains stationary for these goods with little change. We quote:

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

POTATOES.

No marked change has taken place in the potato market. The demand is limited and the market is comparatively quiet, choice stock selling at 90c, and ordinary stock at 85c per bag ex track. In a jobbing way some business is doing at \$1 a bag ex store.

Flour and Feed.

FLOUR.

Firmness has been noted in the flour market, but no actual change in prices has taken place. Improved enquiry has been noted from foreign sources for Manitoba Spring wheat grade. Millers report that bids were generally higher. We quote:

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

FEED.

The steady demand in the market remains unchanged. There will, owing to

the increase of grass food in the country places, be a steady dropping off in the demand for dried feed.

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

OATMEAL.

The market is quiet for oatmeal, with no change in prices. We quote:

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

HIDES.

The demand has been good for hides, with no quotable change in prices. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calveskins		0 11

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, May 23, 1904.

THERE were only one or two fine days last week, the weather for the most part being wet, cold and in some districts foggy. Business, however, was up to the average, and May throughout has been a fair month for trade. The country generally is looking well, and notwithstanding all that has been said about the backward weather, farm work is probably as far along as usual at this date. It is not often that seeding is over by May 24, but reports from Prince Edward Island are to the effect that some farmers have about all their crops in the ground. The apple trees in the Annapolis Valley are now in bloom, and grass and vegetation generally looks promising. All the industries of the province are being successfully prosecuted, and every man willing to work is earning good wages. The colliery at the Joggins which has been in financial difficulties, is now being operated under a receiver, and the full staff of miners are again employed in the pit. Payment of five weeks' back wages has been deferred, but arrangements have been made to ensure full remuneration for all future work. Work on the Halifax and South-western Railway is being pushed forward and trains over the line will be running by September. This will make the life of the traveling man on the western shore more enjoyable, as he will then be able to spend Sunday in the city when he so desires. Business is very good in the shore district this Spring. The lobster fishery has been very remunerative and cash seems generally plentiful.

There is a lot of stir at the town of Springhill. Quite a lot of building is going on and a waterworks system is being constructed on which the contractors at present have 400 men employed.

Conditions in Cape Breton are better than at any time since the first of the year.

Flour, which declined a couple of weeks ago, is now more firmly held, although jobbing prices are nominally unchanged. Sugar is very firm, there having been two five-cent advances during May, and it is expected that another advance will be announced this week. Porto Rico molasses has firmed up about a cent, but there is a weaker feeling in Barbadoes.

Dairy produce is weak. There is practically no demand for fodder cheese, of which the factories here have considerable, as they held at so high a price at the first of the month that dealers contracted for western goods. Butter is dull and the demand weak. The outlook in these commodities is not encouraging for producers, as the export demand is stagnant.

Eggs have been scarce during the last week, as picklers have been operating largely and bought up about all the supplies. They have been jobbing here at 14c, but to-day dealers offered 15c.

Royal yeast has been advanced 5c per box, and Gillett's lye 10c per case, in single case lots.

Bananas are very scarce. The United Fruit Co. of Boston has cut down all Halifax orders of late and made only partial deliveries, while very few have come north by the direct steamers. The market has been well supplied with American strawberries of only fair quality, which have sold at 20c per box. Apples are about over for the season, there being a few nonpareils selling at \$5.50 to \$4.

Potatoes have taken a drop. Enormous quantities have been shipped from here and from Prince Edward Island to Boston, but the decline there has led to a weaker home market. People who know say the supply on the island is still large. Jobbing prices here dropped to 65c per bushel last week.

Manitoba Markets.

Winnipeg, May 25, 1904.

TRADE throughout the country is now showing up to better advantage and things on the whole are resuming a more normal condition, and the general appearance of business in the city is quite satisfactory.

Sugar—The market has now advanced and quotes Montreal granulated at \$5 in barrels and \$4.90 in sacks, and yellows at \$4.40. Wallaceburg is now held in advance of last week's quotation, and the market quotes it at \$4.90 in barrels and \$4.80 in sacks.

Canned Vegetables—The market remains firm, and corn is still quoted at \$2.50 to \$2.65 a case.

Evaporated and Dried Fruits—The market is firm. Evaporated apples are quoted at 7 1-2c a lb. Oregon prunes are still bringing good prices, as follows: 70 to 80 at 5 1-4c, 60 to 70 at

6c, 50 to 60 at 6 1-4c, and 40 to 50 at 6 3-4c. California apricots are still holding at the 1-4c advance, and evaporated peaches and pears at the advance of 3-4c to 1 1-4c a lb.

Cornmeal—The market is now firm, quoting cornmeal at 90c per half sack and \$1.75 per sack.

Rolled Oats—The market remains firm. 80-lb. sacks at \$2.25, 40-lb. at \$2.30, 20-lb. at \$2.35, 8-lb. at \$2.65, and 5-lb. at \$2.85.

Canned Fruits—The market is quite firm. Pineapples, which are now on the market, are being quoted: 2-lb. whole pineapple, \$3.75 a case of two dozen; 1 3-4-lb. sliced, \$3.75 a case of two dozen; 1 1-2-lb. sliced, \$7.20 for a case of four dozen, and 1 3-4-lb. grated, \$7.60 a case of four dozen.

Green Fruits—The market is a little easier. Strawberries are quoted at \$4 a case of 24 quart boxes, tomatoes at \$4 a case, oranges at \$3 to \$3.50 a case, bananas \$3 to \$3.50 a bunch, pineapples \$2.50 to \$3 a dozen, rhubarb 4c a lb., cucumbers, per dozen, \$1.75; green onions, per dozen, 30c; radish, per dozen, 45c; asparagus, per dozen bunches, \$1; lettuce, per dozen bunches, 40c, and new cabbage, per lb., 5c. Apples are very scarce, XX \$4 a barrel, XXX \$5 a barrel.

Flour—The market still holds the price of No. 1 patent at \$2.55.

Eggs—The market quotes eggs a little higher, and they are now jobbing to the trade at 17c.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., May 20, 1904.

MR. ALEXANDER MacLEAN, the newly appointed Canadian trade commissioner to Japan, is in the city spending a few days before the sailing of the Empress of India, by which steamer he leaves next Monday for Yokohama. Yesterday Mr. McLean was at the rooms of the Board of Trade to meet business men, manufacturers, and others interested in trade with the Orient. Mr. McLean desires to be as well posted as possible before leaving, and to that end is anxious to hear the views of those who may have some interest in Oriental trade or who are thinking of launching out in that line.

Yesterday he had a discussion with some of the lumbermen on the lumber trade, and he will place himself at the disposal of all who wish to discuss matters tending to promote the expansion of Canadian exports. There is a vast field opening for Canadian products and manufactures both in Japan and China, and the feeling in the business community here is that the appointment of a special commissioner is a step in the right direction of promoting the growth of our Canadian market in the Orient.

While there is a very considerable amount of activity in business in the City of Vancouver, and the number of people arriving here to locate is perhaps larger than in past years, the general feeling among the retail trade is that business is dull. At least nearly every retail

merchant, not only the grocers, but the dry goods and clothing merchants, express that sentiment. Some of them go so far as to say that it is duller in their business than for several years past. Seeing that there is fully as great, if not greater, activity in building lines than last season, it would at first seem that the retail men are a little out, but they should know. The trouble really seems to be—too many in retail trade for what is to be done.

On the other hand all lines of manufacture and the wholesale trade report business good. The wholesale grocers are very well contented. The business they are doing with the interior of the province and which includes also a growing trade with the Territory of Alberta, is very fair. Northern trade is promising. In fact one wholesale grocery manager said: "We have booked some nice orders, and are constantly booking more for delivery north. The goods are not moving out very quickly yet, as the through transportation is not yet sure. Through bills of lading have, however, been in force from Vancouver to Dawson since the 15th of May, so that the railway company and not the shipper or consignee is responsible. That means the railway company cannot charge \$2 per ton storage, if the goods are hung up for a while."

The date fixed for through bills of lading was May 15th, but the fact is that the opening of navigation in the northern water route to Dawson is delayed by the ice still hanging in Lake Lebarge, below White Horse. It is, however, expected that by the time the first shipments on through bills reach White Horse, the course will be clear. The steamer Amur, which sailed north from Vancouver on Sunday last, took out a large cargo consigned direct through to Dawson.

News from Dawson reports that the stocks there are really not short in any line. There was some expectation that the supplies of canned meats might be low before opening of navigation, but they have not been. Of course fresh dairy produce and fresh vegetables, particularly onions, are in demand, and of those lines the chief part of the northern shipments by the Amur last Sunday and by the Princess May, which leaves to-night, consist.

There were some sensational reports published by the daily press here this week of the prices of potatoes going sky-rocketing, and that there was a shortage of that necessary tuber. The absolute fact is, however, the very contrary. There are plenty of potatoes. There are more now offering than can be disposed of, even with the imminence of northern shipments. In proof of that is the case of an unfortunate granger from Ashcroft who still awaits a purchaser for two cars of the famous product of Ashcroft, which he rushed down here on the strength of a short market. Potatoes are offering from all sides.

There is an explanation of it. The method of getting potatoes ready for northern shipment is expensive, in that all have to be sorted, and only really good stock is shipped, every potato being selected and uniformity of size watched as well as quality.

Now it takes three or four tons of potatoes to get out one for northern or-

ders. With Ashcrofts at not more than \$25 per ton on the local market it is not surprising that such careful selection, and equally careful packing, puts up the northern shipments to \$40 per ton, which is about what dealers are getting. But that is a long way from the general market quotation. The residue of the three or four tons picked over for one ton sent north, is sold at even less than the market quotation for Ashcrofts. And of such stuff are some daily newspaper yarns. But some retailers bought on the strength of the yarn, and paid high for the potatoes, too.

Potato quotations at present are: Ashcrofts and other upper country stocks, \$23 to \$25 per ton, and lots offering. Lower Mainland stock, \$16 to \$18, and few buyers. The plentiful supply of last year's stock has prevented any importations of new potatoes from California this year. So far as reported there has not been a new potato sold here yet this season. There have been a few brought in to Victoria, but they are high.

Local apples are now down to the last car of red apples from the Coldstream ranch in the Okanagan. This car arrived this week and passed inspection splendidly. It is being sold at \$2.25. Some Ben Davis stock from Oregon is selling at \$2, and it is also pretty good stock.

California will continue to supply our strawberries for some days yet. The price has come down to somewhere near buying, being less than half of the first stock arrived. It is quoted to-day at \$2.10 per crate of 15 boxes, which is the California size of packing. Hood River, Oregon, will likely get into the market about the first week in June.

The first cherries arrived from California this week. They were good stock and well ripened. The variety is black tartarian, and the price for a 10 lb. box is \$2 wholesale. Oranges have gone up 25c per box for all grades of navels. The season for navels will last another thirty days. A few seedlings are offering at \$2 and \$2.25 per box. Bananas are moving freely at \$3 to \$3.25. Three cars have arrived in the week.

In produce the egg market has begun to receive from eastern sources, with a few from Manitoba as well. Two cars were received this week. The eastern egg is perhaps a little better stock, better selected, more quickly gathered, and shipped under more satisfactory conditions. Then the eastern eggs are shipped carload rates, while small lots of a few cases from Manitoba have to pay the local rate. Prices are for eastern stock, 22½c, and for Manitoba perhaps a cent or two less.

Butter is coming in freely enough now from local sources as well as from the east. In fact the eastern stock drags just a little from the fact that all local creameries have put the price down to 25c, at which the trade will buy in preference to the eastern stock, which is now quoted at 23c. Cheese is lower, being quoted at 12c for April eastern make. Two part cars have been received. One was somewhat delayed in arriving, being here but little ahead of the second, which was shipped later. A small stock of California new cheese,

twins, has all been sold off, and at present prices no more will come in against the eastern stock.

In groceries, the price of dried peaches is noted as being quoted 2½c higher in Frisco. That makes the local price ready to go up to 11 and 12c here, the prevailing figure having been 10c previously. Apricots are also again higher, being at least 13 to 13½c per lb. Ontario evaporated apples are scarce, the market being nearly bare here now. The price is 8½c, while the California evaporated apples bring 7c.

In raisins there is an oddity. Loose muscatels, three crown, are worth more than four crown, because the packers are taking the former grade for seeding, a big trade being done in California seeded raisins. The quotation for four crown is 7½c, while the trade is asked to pay half a cent more for three crown, and of course takes the four crown by choice.

In canned goods, corn is short and higher in sympathy. It is now held at \$1.25 per doz., and dealers say they should be getting \$1.40. Peas and beans are quoted at \$1.10 and \$1.15, with tomatoes at \$1.55. Flour is even weaker than last quotations, being available in small lots at \$5.80 per bbl., and shaded for car lots or large orders.

Sugar prices have undergone no change. The B. C. sugar refinery has, however, put on the market a new grade which it calls "Fruit Sugar," specially designed for fruit preserving. It is finer than granulated, but not so fine as bar or powdered sugar. It is put up in 10 lb. cotton sacks and the trade pays 6c per lb. for it. With ordinary granulated at 5c to the trade, it is doubtful if the new grade will go very quickly. The consumer is used to granulated and will hardly pay the extra cent, even if the retailer sells it at cost, which is almost sure to happen.

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.

Hudon, Hebert & Cie., Montreal, have this week an attractive line of new season's make of marmalade, jams and jellies, from the St. George Preserve Works, Paisley, Scotland. They are quoted at extremely low prices and will certainly appeal to the observant business man.

Jas. Rutherford & Co., Montreal, report having the first shipment of Japan teas to arrive by first steamer.

Hot weather is at hand and probably the most cooling drink that can be obtained is Montserrat lime fruit juice. Evans & Sons, Montreal, are the agents, and their announcement elsewhere explains fully the reasons why they should be generously patronized.

E. D. Marceau, Montreal, has a line of teas for sale this week. Snaps are available in various lines.

Hires' Root Beer still continues to make people immune from heat, and is selling well for the season opening. The hot weather should invite buyers.

H. P. Eckardt & Co., Toronto, are offering very fine Barbadoes sugar.

Buyers of New Orleans molasses may procure the same from H. P. Eckardt & Co., Toronto.

The Eby, Blain Co., Toronto have just passed into stock a shipment of the well known "Shell" and "LaVierge" brands of castile soap. Buyers would do well to get their quotations.

The R. & J. H. Simpson Co., Guelph, have something special to offer in a 4-string broom, to retail at 25c.

The Eby, Blain Co., Toronto, are offering some very attractive lines of sardines at prices that will interest prospective buyers.

The R. & J. H. Simpson Co., Guelph, are making a special price on selected Valencia raisins for the balance of the month.

The Eby, Blain Co., Toronto, are making some low quotations on West Indian and Barbadoes molasses in both bbls. and hf. bbls.

Warren Bros. & Co., Toronto, have received a carload of roasting coffees that are exceptionally good value.

John Sloan & Co., Toronto, report big sales for Hershey's milk chocolate.

A special price on pearl tapioca is advertised on another page by John Sloan & Co., Toronto.

PERSONAL MENTION.

Mr. W. A. Archambault, of Hudon, Hebert & Co., Montreal, has just returned from a short holiday, looking browned and well after his rest.

Mr. E. Nicholson, of the Nicholson & Bain Co., commission merchants at Winnipeg, has returned home from Chicago after being away for two weeks.

A joint meeting of the fruitgrowers of Clarkson, Ont., and the wholesale fruit dealers of Toronto, was held on Thursday, May 26, at 11 a. m., at the offices of McWilliam & Everist, Church street, Toronto, at which matters of mutual interest were discussed.

Members of the grocery trade generally will regret to hear of the sudden death of the wife of Mr. Wm. Ratcliffe, grocer, Toronto, which occurred during the week. Mr. and Mrs. Ratcliffe had just returned from a trip to California where Mrs. Ratcliffe fell victim to pneumonia, to which she soon succumbed.

During the week a number of prominent produce merchants have been welcomed back on 'Change, Montreal, from a trip to England. These included Mr. John McKergow, of the A. A. Ayer Co., Limited; Mr. A. J. Brice; Mr. Arthur Hodgson, of Hodgson Bros.; P. W. McLagan, of Lovel & Christmas, Ltd.; Mr. D. A. McPherson, and Mr. A. W. Grant.

Mr. S. Vernon Kay, of Kay Bros., of Stockport, England, was in Montreal this week in connection with the appointment of a new agent for some of the specialties manufactured by this well known firm. The house has been established since 1786, and the Mr. Kay who is visiting Canada is a grandson of the original founder. He appointed Leeming, Miles & Co. agents for several of their specialties, one of which will be extensively advertised during the Summer months, and which is called "Vampire Fly Catcher." This fly catcher should appeal to the general public as it is a unique novelty, and at the same time one of the most practicable fly catchers that has been seen in Canada.

Association News.

FEDERATION ACCOMPLISHED.

Federation of four local trade associations in Montreal was successfully accomplished last week. These associations included the grocers, boots and shoes, dry goods and the butchers. At a special meeting held Wednesday, 18th inst., the constitution was read and formally adopted, and officers were unanimously elected. The greatest harmony seemed to exist. There was one problem which seemed to occupy the attention of everyone present, and that was the early closing movement, coupled with the difficulty of dealing with employes and merchants who were not members of the association. However, this subject is to be reported upon by a committee at an early date. The following officers were elected: J. O. Gareau, president; A. Ledue, vice-president; C. Watson, second vice-president; J. A. Beaudry, secretary; C. Levallee, treasurer.

At the conclusion of the meeting Mr. Beaudry invited the delegates present to join him in refreshments.

NEW BRUNSWICK MARKETS.

St. John, N. B., May 23, 1904.

BUSINESS was somewhat interrupted this week by the holiday.

Dealers report large sales with payments fair. We have had considerable rain. The lumbermen say they have hardly water enough, and fear a large quantity of logs will be hung up. The farmers, on the other hand, say it is too wet. The season in every way is late. Our harbor fisheries are very valuable, and this is the busy season. Gaspereaux in particular are caught right in the harbor. When salted and packed they are called "Alewives," and several thousand barrels are packed, besides the very large quantity sold fresh. These are very largely sold for bait. Some are sold smoked. There are also large quantities of shad and salmon caught. In shad the best fish are what are called the Fall shad, caught later in the season.

In markets many are changing their opinion in regard to flour, and are giving up the idea of low prices. Cream of tartar, which was reported lower, is firmer. Rice, of which there is a good stock held and quite a quantity afloat, is rather higher and reported very firm. In spice there are few changes. Ginger is low. Cloves still quote high. Nutmegs, which have ruled so much lower than former years, are still low, and the old profits are a thing of the past, the lower cost leading to cutting of price.

Oil.

There is little out of which to make a market report. We have a new oil company called the Canadian Oil Co., who have taken over the business of the Sun Oil Co., and the King Edward Oil Co. This last company was only here for a very short time. The Canadian Oil Co. is a Canadian concern, who have their own Canadian and American refineries. Besides handling burning, lubricating and paint oils, they are large handlers of paints. In prices no changes are reported. Linseeds are still low.

Salt.

In Liverpool coarse salt prices are firmly held. It is sometime before further arrivals are expected. There is a steady sale. In fine salt the fact that Liverpool factory filled is quoted well below Canadian fine, leads to some sale, but in fine sale there is a large sale for the higher priced grades, as Canadian cheese and dairy salt.

Canned Goods.

Except a few American tomatoes brought here early in the year, the market has been supplied with Canadian. It looks as if all lines would hold out. Corn is a light stock. In salmon, market is well supplied. Packers are looking forward to a light pack. There are ample fruits. In domestic fish, a few new finnan haddies have been seen. Full prices are asked. In all lines very few were carried over.

Green Fruits.

Oranges are higher. At this season they need repacking. Lemons are still low. Bananas received are very good, but supply is not large. Apples are

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

BLACK JACK

TRY A
3 DOZ. CASE



ASK YOUR
JOBBER FOR IT

A BIG WINNER

SELLS ON SIGHT



CAPSTAN BRAND

High-grade Tomato Catsup

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

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

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

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

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/2-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.

"CRYSTAL" BRAND VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN.
JUST RIGHT FOR BUTTER WRAPPERS.

Samples and prices for the asking.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ALEXANDER CAIRNS & SONS,

Makers of Marmalades, Jams and Jellies,

St. George Preserve Works PAISLEY, SCOTLAND.

NEW SEASON'S MAKE NOW IN STOCK of these
 "MOST DELICIOUS COMBINATIONS OF DAINTIES."

PATENT AIR-TIGHT CAP, 1-LB. GLASS JARS, CASES 2 DOZEN.

Cairns' Finest Home-made Orange Marmalade.....	\$2.20 per dozen.
Cairns' Pure Scotch Orange Marmalade.....	1.70 "
Cairns' Tangerine Orange Marmalade.....	2.20 "
Cairns' Pineapple..... Marmalade.....	2.30 "
Cairns' Ginger..... Marmalade.....	2.30 "
Cairns' Green Figs and Ginger Marmalade.....	2.30 "
Cairns' Ginger and Pineapple Marmalade.....	2.30 "
Cairns' Green Fig..... Marmalade.....	2.30 "

Cairns' Bramble Jelly from the Scottish Highlands, 1-lb.
 stone jars, cases 4 dozen 2.00 "

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.
 Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary cultivated fruit. It is manufactured from Wild Brambles.

Cairns' Pure Scotch Orange Marmalade, 7-lb. tins, cases 1 doz., \$7 20 per dozen.

For less quantities than original cases, add 10c. per doz. on 1-lb. glass jars and 1-lb. pots.

TERMS :—NET 30 DAYS OR 1% 10 DAYS, F. O. B., MONTREAL.

For direct importation, Sterling prices F.O.B., Glasgow, supplied on demand.

Sole Agents for the Dominion of Canada:

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,
 MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.



**FIRE-PROOF
GLASS WINDOWS.**

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO.,
Wholesale Mfrs. LIMITED,
TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

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

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

She Buys Bird Seed

at the grocery store that sells ours.
A seed without merit, a cheap seed, is bad for the bird.

SAMPLES SENT.

NICHOLSON & BROCK, - TORONTO

about out of the market. Pines are held at full prices, with sales light. Strawberries arrive quite freely. Prices are rather easier. Rhubarb is lower. The market is now supplied with local grown.

Dried Fruits.

In raisins the market is easier, owing to the low prices quoted on the coast for Californias. The supply of seeded is light, but quite a stock of loose raisins is held. Currants are firm. Dates are still low. Prunes are low and in spite of reports small sizes are still offered. The Egyptian onions received this year have shown quite a range in price. The quality has not been equal to former years. Peanuts are still high.

Sugar.

Dealers are holding good stocks and the higher prices are firmly held. Dealers outside the Guild are selling quite a quantity of foreign granulated.

Molasses.

The situation is still one of much interest. Practically all the Porto Rico which has arrived this season is held by one firm. The Porto Rico market is firm and present prices quoted here look low. Other members of the trade are receiving some stock via American ports. Large quantities of Barbadoes are being sold. The price is low and the large difference between it and Porto Rico is attracting attention.

Fish.

There is a fair catch of gaspereaux and shad are beginning to come in quite freely. It is still early for salmon, though a few are seen. The price is very high. Dry fish are still scarce and high. In pickled herring there is little sale and very few are held. Smoked are very scarce.

Flour, Feed and Meal.

In flour, particularly in Ontario grades, the feeling is firmer, and many feel they have seen the lowest price for at least some time. In feed, prices are firm. Oats and oatmeal are unchanged. Cornmeal is at least not higher. Beans are very dull. Market is easy. The sale for barley and peas is light. Seeds have had a fairly good season, prices having ruled low, particularly for alsikes.

THEY LIKE "THE GROCER."

The following extract is taken from a letter received by The Grocer last week from Syda & Cousins, wholesale fish dealers, Digby, N.S. :

"We appreciate The Grocer much. We look for the same each week and read it all. The Grocer does us a great deal of good, circulating as it does all over the great Dominion of Canada."

E. D. MARCEAU, MONTREAL.

The attention of readers of The Grocer is directed to E. D. Marceau's interesting tea advertisement, which appears on page 36 of this week's issue of The Grocer.

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.

BUSINESS CHANCES.

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas Ave., Belfast. 30tf

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis; highest references. Address Box 130, CANADIAN GROCER, Toronto. 28

FOR SALE.

GOOD paying grocery business in live town in British Columbia; stock and fixtures about \$8,000, well bought; first-class shape: annual turnover \$50,000; an excellent opportunity for increased capital; terms cash; do not inquire unless you mean business. Address Box 134, CANADIAN GROCER, Toronto.

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.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in **HARDWARE AND METAL**, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL

Montreal Toronto Winnipeg

EVERY GROCER DOES NOT SELL.

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's**. Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's**. **Best and goes farthest.**

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



Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

MOTT'S CHOCOLATES

are the best on the market for the money.

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

SELLING AGENTS:
J. A. TAYLOR, R. S. McINDOE, JOS. E. HUXLEY,
MONTREAL. TORONTO. WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

SHREDDED WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

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

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

For information and prices address...

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

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

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND**. Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

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

Biscuits And Confectionery

Confectionery in the Grocery Stock.

MODERN methods of manufacturing and packing choice confectionery render its sale in the grocery store not only possible but profitable as well. The equipment necessary is quite simple. A silent salesman and an attractive stock of daintily boxed confections, placed in a prominent position in the store, are all that is required.

The advantages of handling confectionery are many; its disadvantages few. For one thing, it attracts other business. A person who steps into the store to purchase a box of candy will probably see something in the fruit line or in the staple stock of groceries, which he or she is led to buy. This is one of the principles of modern business methods, and is carried to a high degree of perfection in the departmental store.

Another advantage derived from handling a good class of confectionery is to be found in the advertising it gives the store. Let a store once get the name for being the headquarters for a certain choice line of chocolates, for instance, and the amount of advertising it will thus receive will be of material benefit. The store will share directly in the advantages of the manufacturer's advertising of the chocolates, as well as in the local house-to-house advertising of neighbors and acquaintances.

A third advantage is to be found in the raising of the store's standard. A neatly arranged confectionery department, stocked with high-class goods, will certainly do much to attract a better class of trade and will give the store an advantage over the competing store which pays little or no attention to its confectionery department.

Other advantages might be enumerated, but these should prove sufficient to give the retailer an idea of the advisability of carrying a stock of high-class confectionery. It is, of course, by no means advocated that the dealer should throw out all his cheap candy. The latter stock is of too much importance for that. What is intended is that the grocer should supplement this regular stock with higher-priced and better confectionery, and make it the important section of his candy department.

There are to-day several manufacturers of candy who have a reputation for turning out first-class goods. These are daintily packed in fancy decorated boxes or packages, and are guaranteed to be all that their makers claim for them. When different brands and different kinds of boxes are grouped together, the general effect is excellent. All grocers who have not yet made up their minds to stock these lines should seriously consider the advisability of doing so before Summer comes.

Every Summer the tourist trade grows in importance, and Summer visitors to our Canadian towns are just the people who want good confectionery and plenty of it. Let the grocer be advised to secure as much of this tourist trade as possible.

Inventor of Ice Cream.

A French chef who prepared a snow-like dish for the Duc de Chartres in 1774 is said to have been the first to make that cool luxury known as ice cream. Lord Bacon was possessed of the knowledge that there was a process of congelation by means of snow and salt; but to him this was a scientific fact, and he little dreamed of the idea that in after years this congelation would prove such a delightful refreshment. Iced drinks and water ices were known to the Parisian epicures fully a century and a half before they were introduced into England. These dainties, it is thought, probably came from the Far East by means of some traveler, who probably had tasted sherbet.

NEW AGENCY.

D. Rattray & Sons, Quebec City, have completed arrangements for taking over the agency for Armour & Company, and the Armour Soap Works of Chicago, for the entire Province of Quebec and the districts of Ottawa and Renfrew. Hitherto Armour & Company have had agents in the various cities, but now the whole business will be managed through D. Rattray & Sons.

Who's Who?

Who made

**PERFECTION
CREAM SODAS**

—the best ever?

We have made immense strides in winning public and trade favor through the manufacture of soda biscuits of such pronounced excellence as "Perfection"

Orders shipped Promptly.

3-lb. Cards
or Tins.

**THE Mooney
Biscuit & Candy
Company,**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG and HAMILTON
Manitoba Ontario

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

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

DECLINE IN THE EXPORTS OF FRENCH WINES.

(From United States Consul Covert, Lyons, France.)

THE Wine and Liquor Review, a Paris weekly publication, recently sent a number of questions to French business men residing abroad, asking their reasons for the decline in exportations from France, stating that since 1893 the falling off had reached nearly 700,000,000 francs (\$135,100,000). The replies, briefly stated, are:

In Italy improvements in wine culture and an increase in protective duties have shut out the better brands of Bordeaux and Burgundy. Higher customs duties have produced the same results in Spain, Greece, and the Transvaal. Purchases of wine have fallen off in Naples on account of the impoverishment of the aristocracy. In Florence the decline in the consumption of fine French wines is attributed to the removal of the rich foreign colony from that city to Cairo.

"The great English market," one correspondent writes, "no longer receives our Bordeaux wines since Australian wines are so cheap and are more acceptable to a people who are becoming iron-bound in their imperialism."

As a result of the increased competition of Italy and Spain, and also of the growing importance of the imports into England from Australia and California, France has been hit in the business in which she enjoyed a monopoly—the wines of Bordeaux and Burgundy.

English wine dealers are charged with selling other wines—a mixture of several brands—as high grades of French wines, thus throwing discredit on the best products of France.

"On account of numerous middlemen," another writes, "the prices of pure French wines are so high that the great consuming middle classes cannot afford to drink them."

French Wines and Brandies in England.

After bitterly complaining of Californian and Australian competition, a London correspondent gives the following table of the sales, in round numbers, of French wines and brandies to England:

Year.	Wines.	Brandies.
1897.....	\$2,116,225	\$6,500,000
1898.....	2,357,745	5,400,000
1899.....	2,737,425	9,500,000
1900.....	2,670,175	5,760,000
1901.....	2,548,640	6,720,000

All who write from England are evidently alarmed at the competition of California wines. They say that France

is invulnerable, but she must satisfy the demand for a good table wine at a fair price, such as can be had from California and Australia. One correspondent says that "Italy with its Chianti, Spain with its Rioja, Germany with its Rhine wines, and, above all, Australia and California with their imitation, Bordeaux and Burgundy have materially injured the flourishing market of France."

CROP REPORTS.

Some enterprising crop students in the district of Montreal, and especially in parts east of the city, have reported flattering prospects in regard to this season. Potatoes have all been planted and early Spring work has been hurried along in readiness for the sowing of grain, and it is expected that there will be a much larger seeding of wheat and oats than for several seasons past.

WAR AND DRUG PRICES.

The price of camphor has been steadily increasing since the first announcement of the war. Cod liver oil is also affected by the war, and the price is very stiff indeed. No low prices are expected. Carbolic and picric acid are necessary ingredients in the manufacture of modern high explosives, and the laws of war have therefore had their effect on increasing the prices. Anise seed and cinnamon bark, as well as the oil of these drugs, come from the seat of war, and the supplies are therefore likely to be limited. Lycopodium has advanced in price, and the reason given is that Russia is using this chemical in signal service, as it enters into so many chemical fires; this explanation would appear reasonable.

AUCTION SALE SYSTEM.

THE auction system of marketing live stock advocated by the Live Stock Commissioner, Ottawa, seems to be gaining ground steadily and surely. This month at Calgary nearly four hundred head of pure-bred cattle have gone under the hammer at the sale conducted by the Territorial Breeders' Associations, and several district sales are being established in Ontario. The Seugog Agricultural Society and the Port Perry Board of Trade are now arranging for an important sale to be held at Port Perry on June 16, 1904. These sales will be held at intervals, and if sufficient encouragement is extended

to them, they will probably be held monthly to sell by auction of all kinds of farm animals, including stockers, fat stock, dairy cows, pigs, etc. Several very prominent breeders of pure-bred stock are consigning excellent animals to the first sale. A number of buyers from the Toronto stock yards will be on hand. This will be a great convenience to the farmers and stock raisers of the district, bringing the buyers and sellers together for disposing of surplus stock. In England and Scotland nearly all stock is sold in this way in the market towns on stated days, which proves a great advantage to the seller and convenience to the buyer.

CASEIN WANTED IN BRITAIN.

MR. HARRISON WATSON, of the Imperial Institute, London, writes W. W. Moore, chief markets division, Department of Agriculture, Ottawa: "I am sending you a small sample of casein, a by-product of milk, as used in this country by paper makers and manufacturers of certain kinds of paints. There is some consumption of the article and I understand that most supplies come from South America. The casein varies considerably in quality, but must be free from fatty matters and strong smell, otherwise it would in the case of paper-making be detrimental. Casein is put up in bags containing either 1 1-2 or 2 cwt. (112 lbs.) and sometimes in casks holding 2 to 3 cwt. The quality sent is worth about £28 to £30 per ton, c. i. f. London, Liverpool and other ports. This is, I understand, the buying price. I also send another sample which is quoted £35 ex wharf Liverpool, and I hear of other quotations varying from £40 to £50, depending on the quality. I am unaware whether Canada is exporting any of this kind of casein or whether prices would be profitable but if any of your correspondents are interested let them communicate with this office and I will place them in touch with importers who supply the casein to actual users as required."

A grocery department has been added to Hulet's emporium, Norwich, Ont.

The premises occupied by Mr. Eastman, baker, at Almonte, Ont., have been sold to Mr. Frawley, who will convert it into a grocery store and embark in that line of business.

E. Lafrance, grocer, Quebec, has removed from the corner of St. Augustia and St. John streets to 320 St. John street.

BETTER GOODS.

We are Gelatine specialists ; nothing less, nothing more.

GEL-O Jelly Powder is better than any other. Sell it because it is better.

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

COWAN'S



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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited . . . TORONTO

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

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

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.

GIVE ME

A Trial Order For

SAN-TOY STARCH

It will please your customers and
pay you a good profit.

Put up in 10c. packages.
5 doz. in a case.

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

Montreal to Toronto

After "Fremona's" sale
our ticket called for
10 cars filled with

Fancy Messina Lemons
Fancy Maiori Lemons
Fancy Sorrento Oranges
Fancy Messina Oranges

Now they're here. They're fancy and we're in a position to give you satisfaction. Good stock, low prices. Our price list tells the tale. Be sure and see it or get quotations direct.

The _____
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and
Colborne Streets. **TORONTO**

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.
5 and 7 Market St., **HAMILTON**

Pinapples Tomatoes

Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.

Give us your orders.
We can fill them to your satisfaction.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 8428.

GREEN FRUITS

The Fruit Crop.

THE fruit division at Ottawa sent out a request for information as to the damage to fruit trees from mice and frost during the past Winter, and has received a large number of replies from all parts of the Dominion.

The damage from mice has been most serious in Ontario and Quebec, particularly to nursery stock, and it is safe to say that not less than 25 per cent. of all stock "heeled in" outdoors has been destroyed. The young trees in all parts of Ontario and in the St. Lawrence and Ottawa Valleys suffered, according to their location. Several correspondents estimate their loss at 50 per cent. of all the trees of three years' growth and under. The injury, however, was almost nothing where young orchards had clean culture throughout the season.

The damage by frost, though exceedingly serious in Ontario and Quebec, will not affect to any great extent the amount of fruit put on the market this year, except in the case of plums and peaches. Apples and pears were seriously injured along the northern border of the fruit belt. The Baldwin, Greening, Ontario, Spy and Blenheim have been killed in places where they are usually considered hardy. Top-grafting only very slightly increases the hardiness of the variety. None of the large apple-producing sections were seriously injured.

The Flemish Beauty pear again proved one of the hardiest of good varieties. In both pear and apple orchards the trees suffered much less from frost and more from mice when grown in sod or cover crop. Plums were killed in some of the heavy plum-producing sections, and in all probability the buds are so seriously injured everywhere as to render a heavy crop this year improbable. Reports from the Essex peach district show a damage approaching that of 1899; 50 per cent. of the trees will be killed outright. The Niagara district is not so severely injured. The Crawford type proved particularly tender. Cherries are injured severely in bud. Small fruits escaped with less injury.

New Fruit Warehouse.

Work on the new warehouse to be erected on Macdonnell street east,

Guelph, by Hugh Walker & Son, fruit dealers, will be commenced almost immediately. The dimensions of the new building will be 50x106 feet; it will be three storeys in height, with basement built on an improved plan for storing green fruit. Modern conveniences are being provided which will make the warehouse one of the most up-to-date in the province. The entire cost will be in the neighborhood of \$10,000.

Seedless Fruits.

SOME time ago The Grocer recorded the appearance of a fruit novelty in the shape of a seedless apple. The nurseryman who is responsible for introducing the seedless apple has up to the present withheld information of his success until he has secured forty trees of his new variety. Expert pomologists have examined the new apple, and declare it to be very handsome in appearance. Details of the methods by which this achievement was attained have not been divulged, but when it is remembered that the million-box crop of navel oranges came from a single shipment of six slips the start that has already been attained with forty productive trees presages an early appearance of the seedless apple in commerce.

Grape growers have been working for years on the problem of a seedless grape, and, while rumors of success have appeared from time to time during the past decade, the Sultana and Thompson seedless varieties have during the past year established their reputation among the viticulturists. The Japanese plum, without a stone, is also reported to be a reality, although the seeds have not been obviated. Cherries without stones are promised in the immediate future. Seedless tomatoes are alleged to have been perfected by an Indiana woman, being grown from the stock of the tomato, which is replanted when it is at its full height. Watermelons of the same freak nature are also rumored from Georgia, but not much credence is placed in this report, though if tomatoes have been perfected there is no essential reason why similar success should not be attained with the watermelon.

May 27, 1904

Fruit Nursery for Newfoundland.

A Nova Scotia fruit grower is to make an important experiment in Newfoundland, in which the Government is taking considerable interest. Up to the present fruit trees have been exceedingly scarce, if not altogether unknown, in that island. There seems, however, little reason to suppose that the hardier varieties of fruit trees cannot be successfully cultivated. F. W. Ford, who has extensive nurseries at Lunenburg, Bridgewater and Milton, has entered into partnership with John E. Lake, of Fortune Bay, Newfoundland, and is leaving for that place with 15,000 roots and grafts of apples, pears, plums and cherries. A large nursery is to be established at Fortune Bay.

Apple Crop.

Editor CANADIAN GROCER.

Sir: Last Fall in my travels through the Annapolis Valley, Nova Scotia, I came in contact with the farmers of that country, who were then elated over the magnificent apple crop of 1903 and the prices being realized. Some farmers expected to receive \$500, \$800, \$1,000, and as high as \$3,000, and in a few cases nearly \$4,000 for their crops. Nova Scotians appear to handle their apples in a far more businesslike way than the farmers of Ontario. A large number of them ship direct to Great Britain under their own special brands. Some farmers have been shipping in this way for twenty years and have built up a reputation for their brand, so that these bring on the auction mart often as high as 3s to 4s per barrel more than the average sale of the day. (This means 75c to \$1 per barrel above the average sales.) Besides they claim to pay as high an export freight on apples per barrel to London and Liverpool as Ontario men do via Montreal. So there's nothing gained by living near the seaport.

All the farmers pick, pack and brand their own apples with their own name, the name of the apple, the quality, etc., let the quality be either XXX or XX, and every farmer to-day knows as well as the buyers and shippers a No. 1 apple from a No. 2. As you pass along the railway you see large apple warehouses built on the railway sidings, with the names of the owners painted on. Certain English houses have their agents in the country buying from farmers for direct shipment. Last Fall some shippers realized as high as \$3, \$3.50 and \$4 per barrel for their No. 1 fruit. Some odd lots netted even more money. The farmers depend altogether upon their apple crop; if it fails, and it often does, they are in hard luck. Certain farmers are beginning to devote more attention to other crops, so as to avoid the possibility of such a set-back. Some farmers are turning their attention to the culture of peaches.

BY THE WAY.

May 21, 1904.

THE CANADIAN GROCER

**MESSINA AND SORRENTO
ORANGES and LEMONS**

Our Spring arrivals are to hand consisting of Sorrento Oranges in boxes and half-boxes. Size:—80s, 126s, 160s, 200s and 300s.

LEMONS — For present use, we are quoting very low prices.

WHITE & CO., Wholesale
Lemon Importers
64 FRONT ST. EAST,
TORONTO.

PHONE Main 4106.

Private Branch Exchange connecting all departments.

**Arriving Daily—
Almost** Fancy Ripe BANANAS, PINEAPPLES
and FLORIDA TOMATOES.
Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.**Canned Meats.**

The season is here when your customers will want all kinds of Canned Meats. We sell "CLARK'S," all varieties. They are the best. See our travellers about a five-cast lot assorted, freight prepaid.

Canned Salmon.

We have something special to offer. Write us for particulars. We feel satisfied the price will interest you.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.**McDOUGAL & LEMON**

OWEN SOUND

Wholesale dealers in Foreign Fruits,
Butter, Eggs, Cheese, Poultry, Raw
Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and
we will buy your butter and eggs.

WRITE FOR OUR PRICES

**ROW'S PURE
SPRUCE
LUMP GUM**

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

ROW'S
GUM

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

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

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

Co-Operative Egg Export Trade in Denmark.

THAT co-operative marketing of produce has been reduced to a perfect system in Denmark cannot be gainsaid by any of her competitors in the British market. Many of them are beginning to realize that the only possible way of holding their own will be to introduce in a measure at least the co-operative methods which have proved so successful in Denmark. The following is a short account of the methods employed by the Danish Egg Export Association:

The Danish Co-operative Egg Association has a membership of 33,500 farmers, divided into 500 local societies, or circles, each circle being an integral part of the central company, and subject to the control and supervision of the central organization. Each circle has its own by-laws, but such by-laws must conform to the provisions of those of the central organization. Naturally, therefore, the by-laws of the 500 circles are quite uniform. Each circle collects, at its own expense, the eggs produced on the farms of its members and prepares them for shipment to one of the eight general shipping centres at its own expense. After leaving the circle (the local collecting centre) all expenses are borne by the company. Profit sharing is absolute.

By-Laws.

The by-laws of the co-operative company declare that the "principal object of the company shall be to build up the most profitable trade in Danish eggs in foreign countries." To this end the company guarantees to purchasers that all eggs delivered by the company shall be new laid and clean, each egg being stamped by the company's registered trade-mark for new-laid eggs.

No circle of less than ten members is admitted to membership in the company. Each circle on being admitted pays into the company 13 1-2c per circle member. Each circle admitted is obliged to deliver all eggs collected from its members to the company. Eggs over seven days old must not be delivered, under penalty of a fine of \$1.34 for the first offence and double that for further offences. A circle must not keep eggs longer than four days after collection before sending them to a general shipping station of the company. The eggs must be delivered absolutely

clean. Each egg must be stamped plainly both with the number of the circle and with the number of the member of the circle delivering the egg. Each circle must provide its members with stamping ink and rubber stamps bought of the purveyor indicated by the company.

Each member of a circle must forward all eggs produced, except those needed for home consumption and for hatching. Eggs must be carefully gathered every day and in hot summer days twice each day. Only artificial nest eggs must be used and the nests must be barred at night.

Each circle is governed by a circle board, consisting of an uneven number of members. This board provides for the expense of collection and superintends crating for shipment to central stations.

The eggs are shipped by the 500 circles to one of the central shipping stations in ordinary cardboard egg crates set in pine boxes of uniform size.

Grading and Testing.

The work of grading and testing is done mostly by women, who become very expert. The eggs are graded according to weight. There are six recognized classes, ranging from 6 1-2 to 9 kilograms per 120 eggs (1.43 to 2 pounds per dozen eggs).

The expert graders work behind a long table, upon which they have six wooden egg racks, or frames, each frame with ten dozen holes in which the eggs are placed. The graders can tell at a glance to which grade an egg belongs, and they distribute them very deftly. When a frame is filled with ten dozen eggs (which are taken directly from the boxes received from the circles), the frames are taken by a man and weighed. If the 120 eggs weigh too much or too little for the grade for which they are intended, eggs are taken out and substituted with larger or smaller ones, as the case may be. The frame of 120 eggs is taken into a small, tightly closed room and set on top of a hopper-shaped box, which is about two feet deep, the sides of which are lined with looking-glass. The bottom of this hopper-shaped box is about 8 by 30 inches. Four 16-candle-power electric lights stand up from the bottom, equal distances apart. The eggs, as above indicated, are placed over these

lights and looking-glasses, thick ends up. The tester looks carefully at and through each egg, and if any be unsound they are rejected.

Packing and Shipping.

The eggs are then carefully and snugly packed, side by side, with nothing between them in four layers, in pine boxes 22 by 72 inches, 9 inches deep. Between each layer of eggs is a substantial layer of straight, clean rye straw; on the top layer of eggs another layer of straw; the thin boards are securely nailed on, the boxes are properly marked with the company's trade mark, the number of eggs and the grade indicated, and are then sent to the ship. All eggs are sold by the pound f. o. b.

Expenses.

The co-operative company pays all expenses from the time the eggs leave the circles until they are placed on board ship. The average expense is 6 ore (1.5 cents) per kilogram (2.2 pounds). In other words, the expense is a trifle over 1 cent per dozen.

The cost of collecting the eggs from the farmers and bringing them to the circle centres is borne by the circles themselves. This work is done by a collector selected by the circle board. The collector is usually paid so much per pound of eggs collected. The expense of this collection is very low, perhaps on an average not more than 2 ore per kilogram (0.5 cent per 2.2 pounds) or something less than 0.5 cent per dozen.

The total cost to the farmer from the time the eggs leave the nests until they are on board steamer is therefore 1 1-2c per dozen. English buyers pay for the eggs f. o. b. Denmark.

VALUABLE DIRECTORY.

AN extremely valuable directory for the use of shippers and buyers has been issued by the Grand Trunk Railway System. The directory contains an alphabetical and geographical list of every station on the system, a list of rail, boat and stage connections, the names of stations where stock yards and track scales are located, a list of shippers of staple commodities, and lists of manufacturers and dealers in every possible line of goods. These include bakers, boot and shoe dealers, dealers in building materials, carriage makers and dealers, crockery dealers, druggists, grocers, dry goods dealers, fruit dealers, grain dealers, hardware dealers, etc.

Flett's

**Pickle
Selling
Record.**

All previous records are broken by
the store that sells

FLETT'S PICKLES

People have a way of repeating
their pickle orders that is particu-
larly pleasing to the dealer.

• •

ROSE & LAFLAMME

Agents, **MONTREAL**

MHS

**GOOD ALL THE YEAR
ROUND—BUT ESPECIALLY
IN SUMMER.**

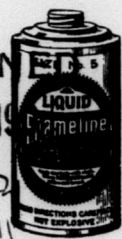
HAVE YOU



**LIME JUICE CORDIAL
AND
LEMON SQUASH
ON YOUR SHELVES?**

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

**Nothing yet made
to do the work so
well as Enameline**



The Modern Stove Polish.

**Quality Guaranteed.
Quality Sells the Goods**



Our New Enameline

Liquid is as much better than any
other liquid or cake stove polish as our old
reliable Enameline Paste is superior to all
other paste stove polish.

**WM. H. DUNN, Agent
MONTREAL.**

Borden's PEERLESS Brand
CREAM
EAGLE Brand
MILK

You cannot afford to pass
these lines.

They are the most extensively
sold brands of Milk or Cream
on this or any other market,
which is proof conclusive that
they are **the best.**

SELLING REPRESENTATIVES:

WM. H. DUNN, Montreal and Toronto.
SHALLCROSS, MACAULAY & CO., Vancouver and Victoria.
ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO., St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.

FREIGHTS AND CHARTERS

NO especial tonnage is being offered for charter with any freedom. Steamer freights are not improving in any way, and the future does not look encouraging. The volume of business done in ocean grain this season has been comparatively small, as compared with the same period of previous years. The engagements to date do not exceed two million to two and a-half million bushels. The demand during the past week has been limited, and

FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool.....	6d.	9d.
London.....	7½ d.	9d.
Glasgow.....	7½ to 9d.	9d.
Avonmouth.....	1/	1/
Manchester.....	91.	....
Hamburg.....	1/	....
Antwerp.....	1/	....
Leith.....	1/4½	....
Dublin.....	1/7½	1/3
Belfast.....	1/6	1/4½
Cardiff.....	1/3	....
Rotterdam.....	1/3	....

tract special attention, as it will be the first vessel of the kind to be completed for Canadian trade. She will arrive in Montreal early in June, making the trip across from Newcastle under her own steam. Steamship men and shippers are particularly interested, as the Allan Line have already two turbine steamships of this type under way. It is said that if these boats can be made to work successfully, either large or small, it will

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Carliff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	....	10c.	10/	....	10/	....
Oilcake and cotton seed cake.....	"	5c.	6c.	5c.	9c.	12/6	10/	11/3	....	....	....	10/	10/	....	10/	....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	....	....	16/	10/	....	10/	10/	....	10/	....
Lard, beef, pork, tallow and oleo in barrels or tierces.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	....	16	17/6	....	17/6	....
Lard in pails and other small packages.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16	17/6	....	17/6	....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16	17/6	....	17/6	....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	....	16	17/6	....	17/6	....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	....	30/	30/	....	30/	....
Cheese in crocks, in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	35/	35/	....	35/	....
Butter, in cases and kegs.....	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	....	35/	35/	....	35/	....
Seeds, timothy and clover, in bags.....	"	1/	15/	12/6	15/	25/	15/	15/	25/	12/6	....	20c.	12/6	....	12/6	....
Seeds, blue and other grass, in bags.....	"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Leather, black and other, in heavy bales and bundles.....	"	15/	21/	2/	20/	25/	....	....	25/	15/	....	30/	30/	....	31/	....
Leather, rough sole, and split, in rolls and bales.....	"	20/	31/6	25/	25/	25/	....	....	25/	20/	....	35/	35/	....	35/	....
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6	....	....	16/6	7/6	....	12/6	12/6	....	12/6	....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	....	....	17/6	8/	....	13/9	13/9	....	13/9	....
Heavy lumber—oak, elm, birch and maple.....	"	8c.	16c.	14c.	12/6	17/6	....	....	17/6	8/	....	15c.	13/9	....	13/9	....
Weight (coarse).....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	....	12/6	12/6	....	12/6	....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	....	....	17/6	7/6	....	12/6	12/6	....	12/6	....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	....	....	15/	15/	....	15/	....
Measurement (coarse).....	40 cb. ft.	8/9	15/9	....	12/6	12/6	15/9	15/9	12/6	8/9	....	12/6	12/6	....	12/6	....
Measurement (fine).....	"	20/	21/	....	20/	20/	21/	21/	20/	20/	....	20/	20/	....	21/	....
Woodenware, etc.....	"	8/9	10/6	....	12/6	12/6	12/6	12/6	12/6	8/9	....	12/6	12/6	....	12/6	....
Furniture, etc.....	"	10/	13/1½	....	12/6	12/6	....	....	12/6	8/9	....	12/6	12/6	....	12/6	....
Implements etc.....	"	10/	10/6	....	12/6	12/6	....	....	12/6	10/	....	12/6	12/6	....	12/6	....
Eggs, in cases or barrels.....	"	....	....	....	....	15/	....	....	15/	....	....	....	....	....	....	....
Apples, flour.....	Barrel	....	3/	....	....	3/	....	....	3/	2/6	....	....	....	....	....	....
Apples and other green fruit, in boxes.....	40 cb. ft.	15/	15/9	15/9	17/6	20/	....	....	20/	12/6	....	....	17/6	....	17/6	....
Smalls, of less than ¼ ton wt. or msmt.....	each	10/	10/	10/	10/	10/	....	....	10/	10/	....	....	10/	....	10/	....
Grain, in shipper's bags.....	Quart	....	....	....	....	3/	....	....	3/	....	....	....	....	....	....	....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

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 replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

principally for small lots, therefore the market is quiet. Berth quotations remain about the same as last week.

Charters:

British schooner J. W. Hutt, 349 tons, from Savannah to Montreal, 8; Universe, time charter for six months, St. Lawrence trade, £725; British steamer Hong Wan, 12,060 tons, from New York to Norfolk and Lemford and Glasgow with general cargo, p. t. late June; British

steamer Nymphaea, 1,249 tons, from Sicily to New York, fruit; Italian bark Sorrento, 708 tons, from St. John, N.B., to Mediterranean with deals.

A steamer closed last week from New York for Yokohama with 200,000 cases of oil at 21 1-2c.

The advent of the new turbine steamer, which was launched recently at Newcastle, and designed specially for the lake trade of Canada, will no doubt at-

mean a revolution in the steamship business.

Freights on molasses from Barbadoes are quoted as follows: 110 gallons to Montreal, \$3.50; the same quantity to Quebec, \$3.15. The reason for the marked difference in freights from Quebec and Montreal is assigned to the fact that schooners come to Quebec under their own sail, while in coming to Montreal they require to be towed, thus increasing the cost very materially.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

FLOUR FEED CEREALS

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

Ontario Winter Patents, Manitoba Blends, Pure Manitoba.

Rolled Oats (Standard and Granulated) " Barley, Oatmeal, " Wheat, Pot and Pearl Barley Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

RICE

Fancy Carolina Head

Fine Bold Javas

Imported Japans

Extra Quality Rangoons

Polished Patnas

WARREN BROS. & CO.,

35 and 37 Front Street East, TORONTO.

MOLASSES

New Crop 1904 Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

COFFEE and CHICORY 1/4-lb. 1/2-lb. 1-lb. 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.

Flour and Cereal Foods

Wheat Outlook in the West.

THE crop report of the C. P. R. just issued shows that a large percentage of the season's acreage in wheat in the Canadian West has been seeded. In a dozen districts sowing has been completed, while the average in others runs from 85 to 90 per cent.

F. O. Dowler, secretary of the Northwest Grain Dealers' Association, says the growth of wheat is in advance of that during the same period last year. He does not expect the wheat acreage will be greatly in excess of that of 1903, but the total acreage will be increased by other grains such as oats and barley. Other estimates make the increase in acreage about 10 per cent., which would mean 240,000 acres more under wheat in the Province of Manitoba alone.

G. W. Hastings, of Winnipeg, manager of the Lake of the Woods Milling Company, speaking of the western crop outlook, says the late season is certain to cut down the increase in the wheat acreage in Manitoba and the Territories, which from present indications will not be more than from five to ten per cent. While there is a good deal of new ground under cultivation, the amount of water in the fields has prevented many portions of the old land from being used.

In speaking of the wheat available in the West at the present time, Mr. Hastings states that there are still two million bushels in farmers' hands outside the elevators, and that the old wheat which will be exported during the present season will be considerably above the usual estimate, which is 2,500,000 bushels.

It has been contended that the district lying between Winnipeg and Port Arthur is unsuited to grain raising. This illusion has, however, been pretty thoroughly dispelled by facts. Sir William Van Horne is the owner of a 5,000 acre stock farm at East Selkirk. Three years ago he tried the experiment of wheat-raising and last year succeeded in shipping three cars of wheat, of 80,000 pounds each. It is predicted that much wheat will be raised and marketed from this section of the West in the years to come.

Orange Meat Coupons.

THE Frontenac Cereal Company of Kingston and Toronto have inaugurated the popular system of distributing coupons with every box of their "Orange Meat." On presenting these coupons at the International Brokerage Company, Toronto, which is the distributing agency for the Frontenac Cereal Company, they are redeemable in valuable premiums.

The following is a list of towns in Canada from which "Orange Meat" coupons were received by the International Brokerage Company, Toronto, in a single day, namely, May 9.

Hamilton, Bridgeburg, Waterloo, Shelburne, Vinemount, Toronto, Steelton, St. Thomas, Brisbane, Stratford, Uxbridge, Wilton, Trenton, Wallaceburg, Belleville, Mitchell, Milton, Kingston, Newboro', Brockville, Claremont, Wheatley, Perth, Speedside, Bowmanville, Berwick, Glencoe, Dunnville, Toronto Junction, Rat Portage, Holmesville, Westboro', Amigari, Simcoe, Oakville, Merriekville, Napanee, Westbrooke, North Williamsburg, Niagara Falls South, St. Catharines, Northport, Woodbridge, Bailieboro', Sunbury, Carleton Place, Galt, Burlington.

Montreal, Baie St. Paul, Richmond, St. John, Moncton, Bathurst, Milltown, Fredericton.
Halifax, Sydney, Yarmouth.
Alexander, Winnipeg, Belmont.
Stratheona, Calgary.
Victoria, Nanaimo, Lawyer's Island, Light House.

Notes.

A grain elevator will be erected at Collingwood with a capacity of 1,000,000 bushels. The structure will be of steel and concrete.

The Conestogo flour mills at St. Jacob's, Ont., have been destroyed by fire. The loss is estimated at \$12,000, of which \$8,000 is covered by insurance.

Mr. A. H. Wagner, of the firm of Wagner Bros., until recently dealers in grain at Plum Coulee, Manitoba, has moved to Winnipeg.

WEST INDIAN SUGAR CROP.

It seems to be the general opinion among the West Indian planters and shippers that the present season's sugar crop will not go to the United States. They claim that the prices will be much better in Canada and Great Britain than in the United States. The reason for this they attribute to the treaty with Cuba.

First of all

IS —WHAT ABOUT THE SOAP?

Mrs. Dooley's

LAUNDRY

SOAP

equal to or better than other soaps?

It is with all certainty **better than any other soap on the market.**

AND THE PRICE IS LESS.

Two excellent reasons for the grocer's favor.

Order a box, if you are interested, from your wholesale grocer.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

They are NOT all alike.

The difference when

Orange Meat

is tried, is at once apparent. Orange meat is a breakfast food flavored with honey. It is highly appetizing.

The 25 cent package

holds about 2½ times the quantity of the common 15c. package, —and pays the grocer an even 25 per cent.—something no other package cereal does.

Sell it.

Get it from your wholesale grocer.

\$4.00 the case—20 pkgs.
Freight paid on 5-case lots.

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

SOAP?

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AL CO.,
Limited
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The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground. And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression. Which means that you must often keep your ad running a long time before it "hits" some readers.

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

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

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

Grant -05-
Dep. of Advertising Service

THE CANADIAN GROCER

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,
AGENTS AND IMPORTERS,
29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1855

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business

AGENTS FOR
C. CERONI, Patras,
INGERBOLL PACKING Co., Ingersoll,
OLD HOMESTEAD CANNING Co., Picton,
ONTARIO SUGAR Co., Berlin,
ROYAL CROWN SOAP Co., Winnipeg,
TILLSON Co., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES
BRADSTREET'S OF DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

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

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

Increase your trade.

Appoint us your Representatives.

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

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers.
CALGARY, ALBERTA.

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

**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.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.
Commission Brokers,
Storage.

Correspondence Solicited.
If you have any snaps let us hear from you.

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Monopoly in Austria.

THE manufacture and sale of tobacco is a State monopoly in Austria which nets the national treasury over \$27,000,000 a year. The Government purchases the raw material, manufactures it into cigars, cigarettes, smoking tobacco and snuff, and sells to the consumer through licensed agents, who receive a fixed commission—averaging about 10 per cent.—on the proceeds of their sales.

The prices are uniform throughout the empire. There are in all fourteen brands of domestic cigars and eleven brands of cigarettes, the prices of the former ranging from 0.6 cent to 3.6 cents and those of the latter from 0.2 cent to 1.2 cents. Of smoking tobacco the State manufactures twenty-six varieties, which are sold at from 18 cents to \$2.80 a pound. This tobacco is usually put up in packages containing from one to six ounces. The Government factories produce, furthermore, no less than twenty-seven different kinds of snuff. This commodity is also put up in similar packages. Common snuff is sold at the rate of 28 cents and the best quality at the rate of 74 cents per pound.

Since chewing is not a popular habit in Austria, the State manufactures but two kinds of chewing tobacco—both of the twist variety. This tobacco is especially cheap, twists weighing 1 3/4 ounces costing only 1.2 and 1.8 cents, respectively.

In the sale of all the various products of tobacco, the State adheres strictly to the post-office principle of allowing no discounts on large sales. Whether the consumer buys one cigar or a hundred, an ounce or a pound of snuff, the rate is the same.

The total amount spent for tobacco during the year 1902 was \$44,574,000, or about \$1.16 per capita. The amount expended by the State for raw material, salaries, wages, commissions, etc., was \$16,922,000. The State manufactured in its thirty factories 1,307,000,000 cigars, 3,114,000,000 cigarettes, 526,756,000 pounds of smoking tobacco and 30,062,560 pounds of snuff.

Hints to Retailers.

WEIGHING PLUG TOBACCO.

After receiving a parcel of plug tobacco, it is always wise to take the tins out of the caddies, and weigh them sep-

arately. Very often evaporation is responsible for bringing the net weight considerably below that marked on the caddy, and it is always advisable to carefully check the weights before passing invoices.

MOISTENING DRY TOBACCO.

When plug tobacco has become dry by exposure to the air, the following remedy will usually prove effective: Steep a cloth in a solution of rum, sugar and water, wring out and wrap round the tobacco for some hours. A few applications of this will usually bring the driest tobacco back to its requisite moisture.

MIND THE ASHES.

Don't let your customer blame your brand of cigars because he doesn't know how to smoke them. Some men take considerable trouble to keep a lighted cigar free from ash, and will be constantly knocking the ash off. This is a mistake, as the ashes on the end of a cigar help to retain the flavor. Then the constant knocking often breaks the outside "wrapper," and this also spoils a good smoke.

Winnipeg Tobacconists Object.

The tobacco interests of Winnipeg are objecting strongly to the proposed

amendment to the by-law regulating the sale of cigarettes and tobacco. This amendment calls for a license fee of \$500, instead of \$10 now charged.

Notes.

The McAlpin Consumers' Tobacco Company, Toronto, have had inquiries from a firm in Jamaica, wishing to obtain an agency for their tobacco.

J. M. Siegel, foreman of the cigarette department of the Tuckett Tobacco Company, is dead.

THE
PIPE
SMOKER'S
FAVORITE—

Meerschaum

CUT
SMOKING
TOBACCO.

Sold by all Wholesale Houses.

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

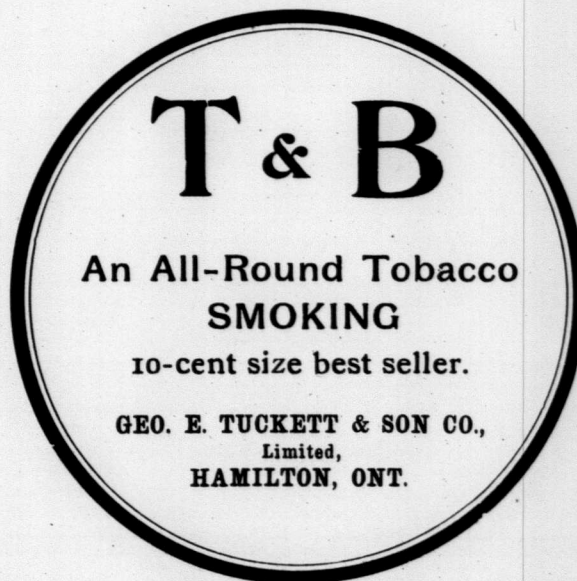
THE ESTABLISHED FAVORITE.

A Sure Thing that pays over 50%

CIGARS.—Cigars bought from us. Cigars that we manufacture carry with them and in them our word of honor that they are not excelled, price for price, by any other Cigars made. We give "money back" pledges with our Cigars.

Hundreds of men smoke hundreds of Cigars daily where you live. These men help your bank account if you keep the right sort of Cigars. You know our Standing Offer, do you not ?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.



T & B
An All-Round Tobacco
SMOKING
10-cent size best seller.
GEO. E. TUCKETT & SON CO.,
Limited,
HAMILTON, ONT.

W. B. Reid & Co.

Wholesale
Tobacconists,

58 Yonge St., TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

BRANDS

Smoking—

Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—

British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

We Value the Service of the Grocer

and reward it by providing a good profit for him in the making of our tobaccos.

That our tobaccos are well liked by those who use tobaccos has abundant proof—a convincing one is to see our busy and large and expanding factory.

McAlpin Consumers Tobacco Co.,
TORONTO. LIMITED.

Egypt's Cigarette Trade

THE many apprehensions existing as to the source of many of the so-called Turkish cigarettes and as to the origin and quality of the materials used, have induced the Egyptian Government to compile the following figures with special care:

The tobacco and cigarette industry of Egypt is regarded as of such importance that in tabulating the export and import returns, leaf tobacco and cigarettes are stated separately, while all other kinds of merchandise are consolidated in a single class. The total imports of tobacco during the calendar year 1903 amounted to 15,182,323 pounds, valued at \$3,029,245. The amount imported in 1902 is not stated, but the value is given at \$3,015,670, showing an increase for 1903 of \$13,575. The exports of cigarettes, which constitute the only tobacco product separately reported, aggregated 1,168,640 pounds, valued at \$2,076,475. The value of the exports in 1902 was \$2,149,680, showing a decrease during 1903 of \$73,205. From these figures it appears that Egypt consumes all but about 8 per cent. of her importations of leaf tobacco.

The reputation which Egyptian cigarettes enjoy in well-informed quarters as being manufactured from high-grade Turkish tobacco is sustained by an examination of the detailed import figures, from which it appears that of the total of 15,182,323 pounds imported, nearly one-half, or 7,355,211 pounds, came from Turkey. This tobacco was invoiced in the country of origin at \$1,701,485, or about 23c per pound. It is probable that the actual imports of Turkish tobacco are much larger than stated, for the reason that considerable quantities are annually shipped from Turkey to Grecian ports, and thence transhipped to other ports on the Mediterranean Sea. This fact is reflected in the figures shown in this summary, from which it appears that there were imported into Egypt from Greece in 1903 no less than 4,954,088 pounds, valued at \$675,550. It would seem, therefore, that about 80 per cent. of the total imports of tobacco into Egypt are brought in, directly or indirectly, from Turkey.

The following table shows the imports of leaf tobacco in detail by countries of origin:

	Pounds.	Value
Great Britain.....	96,555	\$25,170
British Mediterranean pos- sessions.....	47,746	20,740
British Oriental possessions.....	5,698	2,560
Germany.....	10,714	4,000
United States.....	20,904	6,025

Austria-Hungary.....	1,053,221	251,620
Belgium.....	4,107	1,955
Bulgaria.....	608,410	152,110
China and Orient.....	431,833	98,145
Spain.....	198	95
France.....	2,521	690
French Mediterranean pos- sessions.....	250	55
Greece.....	4,954,088	675,550
Holland.....	12,031	5,635
Italy.....	26,140	12,355
Persia.....	413,402	46,975
Roumania.....	45,350	10,315
Russia.....	7,744	1,755
Switzerland.....	25,069	11,965
Turkey.....	7,355,211	1,701,485
Other countries.....	176	45

Total..... 15,182,323 \$3,029,245

The great bulk of cigarettes exported from Egypt go to Germany, which last year imported 536,355 pounds, valued at \$975,200, out of a total of 1,168,638 pounds, valued at \$2,076,475. Great Britain was the next largest purchaser, taking 215,094 pounds and the British possessions in the Orient absorbed 152,781 pounds. Austria took 73,913 pounds, but no other country imported more than half as many.

Following are the exports of cigarettes in 1903 in detail:

	Pounds.	Value.
Great Britain.....	215,094	\$351,040
British Mediterranean pos- session.....	6,349	11,555
British Oriental possessions.....	152,781	277,790
Germany.....	536,355	975,200
United States.....	13,666	24,840
Austria-Hungary.....	73,913	134,375
Belgium.....	22,316	40,575
China and Orient.....	34,535	62,775
Denmark.....	772	1,545
Spain.....	1,212	2,010
France.....	36,205	65,830
French Mediterranean pos- sessions.....	794	1,595
Greece.....	536	1,080
Italy.....	9,040	20,640
Massawah.....	97	185
Portugal.....	404	740
Russia.....	242	450
Sweden and Norway.....	8,540	55,535
Switzerland.....	15,460	28,100
Turkey.....	6,195	3,870
Other countries.....	400	300

Total..... 1,168,640 \$2,076,475

Tobacco Exports for 1903.

The principal exports of tobacco from Canada are in the shape of tobacco stems and cuttings, which are exported principally to Germany, where they are manufactured into cheap cigars, etc. Owing to the relative cheapness of labor in Germany the manufacture of cheap lines of cigars pays, whereas it cannot even be exploited in Canada. British Guiana, Newfoundland, Belgium, Germany, Holland, St. Pierre, Spanish Africa and the United States, also take considerable quantities of Canadian stems and cuttings, the total exports in 1903 being 540,980 lbs., valued at \$28,755.

Canada's exports of all other tobaccos in 1903, with the exception of comparatively small quantities of cigars and cigarettes, amounted to 209,655 lbs., valued at \$102,828. These went to

GROCERS!



JUST IN
LAST WEEK

OUR NEW **ECHO** 5 CENTS
UNION BRAND EACH.

Equal to most so-called roc. Cigars.

THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Great Britain, Australia, British Africa, British Guiana, Newfoundland, Belgium, France, Germany, St. Pierre, and the United States.

Dutch Imports and Exports.

THE following statistics represent the totals of tobacco and cigars exported, imported and consumed by Holland during 1903. The total importations of tobacco and cigars to Holland amounted to 164,126,088 pounds, of which 81,048,512 pounds were landed at Amsterdam and 83,077,576 pounds at Rotterdam. America furnished 28,484,446 pounds and the Dutch East Indies 81,886,246 pounds. For domestic consumption there was imported American leaf to the amount of 20,892,332 pounds, a slight increase over the amount in 1902, which was 19,117,496; of this 7,470,152 pounds came by way of Amsterdam and 10,261,824 by Rotterdam.

Imports of European tobacco amounted to 7,810,716 pounds, of which all but 39,672 pounds came from Prussia. Java supplied 15,026,872 pounds for domestic consumption against 12,723,692 pounds in 1902, of which 8,644,088 pounds came through Amsterdam and 5,953,004 pounds through Rotterdam. All other countries supplied 11,535,736 pounds in 1903 against 11,793,604 pounds in 1902.

The total exports amounted to 140,789,316 pounds, of which 76,888,744 pounds were exported from Amsterdam and 51,569,192 pounds from Rotterdam. The heaviest exportation was to Prussia, which took 74,620,828 pounds.

THE KNOCKER AND HIS SAD TALE ABOUT THE FOOL GROCERS

By Knock M. Hard.

I MADE a little trip into the country this week to see if I couldn't get me a rabbit or two, and while up there I dropped into a grocery store in the town where I was staying. It's hard to get out of this grocery habit when once you get it, so I just naturally drifted in and began to compare notes with the groceryman. He told me a sad tale about a cut-price fellow that had played havoc with the grocers of that town while he lasted.

This fellow blew into town one day, rented a good store building, put up a sign that said: "Wilberforce & Company, Wholesale and Retail Grocers for Cash." In a few days a new stock of goods came in by freight. Part of it was from St. Louis, part from Chicago and part from Hannibal, Mo. When he got the stock assigned, "Mr. Wilberforce" got out a lot of dodgers and put an ad. in the town paper, and the way he cut the price of groceries would have made a patent feed-cutter sick with envy. The man who was telling the tale to me found his business on the dead run over to "Wilberforce & Co." and he talked it over with himself—mind you, with himself—and concluded there was nothing for it but to meet the prices. He did not go over and talk it over with his neighbors, but just with himself. Then his neighbors, the other grocers in town, they talked it over with and by themselves, and they each concluded to do the same thing. The result was that groceries were selling in that town at a closer price than you could buy them from a wholesale grocery house for spot cash, and they do tell me that's mighty cheap these days.

The result was that the whole town began to roast the old-time grocers. "A lot of robbers" they called them. "Been charging us four prices for our groceries for ten years and now when they have got a decent, nice competitor, that's honest, they come down to where prices ought to be. We'll do our business with Mr. Wilberforce." And so they did, and the grocers of that town looked sick for a while. One morning there was a new face over at Wilberforce & Co.'s store and Wilberforce himself was not to be found. On the front door there was a card that said:

"Wilberforce & Co. have sold this stock of groceries to the undersigned." The undersigned was a man who had been running a coal and wood yard when he wasn't trading horses. Three or four days after a couple of strangers dropped into town and asked around for "Mr. Wilberforce." They really seemed to want him, and when somebody told them that he had sold out his store and could not be found, they looked as if their poorest friend had died and made both of them guardians for his nine children. Well, the upshot of it all was that they turned out to be credit men from Chicago houses, and when they told the story about "Mr. Wilberforce" having bought his stock on credit and then sold it out to the wood and coal man without notifying his creditors, the merchants of the town understood how "Mr. Wilberforce" could sell groceries at less than cost.

This is a pretty hard story of itself, but it is not all of the story. The wholesale people lost all their money because the coal and wood man had a bill of sale for the stock. The toughest part of the whole thing was, however, that the fool grocers of that town had got so in the habit of selling goods at cost while Wilberforce was in the field that they did not know how to get back again to respectable profits, and when I was there every one in the lot was trying to run every other one in the lot out of town by selling sugar twenty-four pounds for a dollar, and other things in proportion. What do you think of that? I talked to two or three of the grocers around there and told them what they were doing to themselves, and I got them to agree to get together and talk it over and see if they couldn't stop being lunatics. The rabbits ran short and I had to come home, but I think those folks will gain some sense.

Now, there is a moral in all this, namely, that the country ought to have a law that would compel the retailer to give five or ten days' notice to his creditors before he could legally sell out his stock in bulk. That kind of law would hurt no honest man, and it would protect honest merchants against those rascals who move into a town, start a

store, ruin the business of every other merchant in that town and then sell out to some innocent party or to a confederate.

A NEW AGENCY.

THE premises of Renouf, the bookseller, at 2,238 St. Catherine street, opposite Victoria street, have been transformed into one of the finest modern wine houses in Montreal. The firm of W. & A. Gilbey, wine growers and distillers, known in the four corners of the globe as one of the largest wine and spirit concerns in the world, have opened this store under the management of Mr. Duncan Cameron. This house has 3,038 agents in Great Britain and Ireland, and upwards of 1,000 agents abroad. They certify that their annual sales amount to 15,000,000 bottles. Mr. Cameron, in conversation with The Grocer representative, stated that it seemed almost incredible, when some of the facts regarding the Gilbey house were related. For instance: The Government returns show that they supply every eleventh bottle of wine and every thirty-fourth bottle of spirits consumed in the United Kingdom. They pay to the British Government about \$50,000 a week excise duty. They have their own distilleries at Glen Spey, Morayshire, Scotland, and Strathmills, Keith, Banffshire, Scotland, which enables them to export the finest Scotch whiskies at lowest rates. Having their own distilleries, they have special facilities for exporting their famous gins, "Old Tom," "London Dry" and "Plymouth." They export 147 brands of ports, sherris, clarets and other wines, as well as whiskies, brandies, rums and gins. Mr. "Dun" Cameron, as he is familiarly known in Montreal, is a capable, far-seeing business man. He has the best of social connections, and is known throughout Canada for his sterling social qualities, his enterprise and ability.

GERMAN TRADE AT HOME.

It is said that a million and a quarter sacks of sugar beet seed are produced annually in Germany, constituting at least three-quarters of the world's supply. Of this million and a quarter the Province of Saxony alone contributes 800,000 sacks. The production of sugar beet seed is an occupation separate and apart from that of the production of sugar beets for sugar manufacture. The professional seed growers produce a smaller quantity of sugar beets, while the professional sugar beet growers make no effort to raise beet seeds.

It pays to be particular what you sell. A first-class store soon gets a first-class reputation. A man who sticks to inferior goods is soon lost in the crowd. There is only one best when it comes to Baking Soda. Every package bearing this trade-mark



is a personal guarantee to all your customers. You run absolutely no risk in selling and recommending it.

JOHN DWIGHT & CO., Manufacturers
TORONTO.

ONE MORE ADDITION

TO CANADA'S ALREADY
Enviably Reputation
FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

AMERICAN COFFEE & SPICE CO.
TORONTO.

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.

May 26, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2-lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	Per doz.
" 4 ".....	\$0 75
" 3 ".....	1 25
" 2 ".....	2 25

Ocean Mills.	Per doz.
Ocean Baking Powder, 1 lb., 4 doz. ..	\$ 45
Ocean Baking Powder, 1 lb., 3 doz. ..	90
Ocean Baking Powder, 1 lb., 3 doz. ..	1 25
Ocean Borax, 1-lb. packages, 4 doz. ..	40
Ocean Cornstarch, 40 pks. in a case. ..	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$ 1 00
" 1 lb.	1 60
" 8 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S—DIME.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 90
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
---------------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.....	\$2 40
1 " 1 lb.....	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
" 48-10c. tins	\$0 45
" 24-25c. tins	0 75
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 02
according to size.....	0 10



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb. 10	

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

Per gross	
5a size.....	\$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 14 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Per doz.	
Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c.	0 85

Brooms.

UNITED FACTORIES, LIMITED.	Per doz.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " " B, 4 ".....	4 40
" " " " C, 3 strings.....	4 10
" " " " D, 3 ".....	3 85
" " " " F, 3 ".....	3 55
" " " " G, 3 ".....	3 20
" " " " I, 3 ".....	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	6 05
7-lb. cotton bags, per bag.....	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilson's Oats, 2-lb. pkgs., per case.....	00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocos—	Per doz.
Hygienic, 1-lb. tins.....	\$6 75
" 1/2-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocos Essence, sweet, 1-lb. tins, per doz.....	2 25

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL



H. D. METCALFE, President. CHAS. J. ANDERSON, Vice-President and General Manager. C. A. MORIN, Sec.-Treas.

The Walkerville Match Co. LIMITED

WALKERVILLE, ONT.

Manufacturers of

PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights." Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

Chocolate—	per lb	
Queen's Dessert, 1/2's and 1/4's	\$0 40	
" " 1/2's	0 42	
Mexican Vanilla, 1/2's and 1/4's	0 35	
Royal Navy Rock, " "	0 30	
Diamond, " "	0 25	
" " 8's	0 28	
Icings for cake	Per doz.	
Chocolate, pink, lemon color, lbs.	\$1 75	
Orange, white and almond, 1/2-lbs	1 00	
Confections—	Per doz.	
Cream bars, large boxes	\$2 25	
" " small	1 35	
Chocolate ginger, lbs	3 75	
" " 1/2-lbs	2 25	
" " wafers, 1/2-lb. boxes	2 25	
" " 1/2-lb. boxes	1 30	
Chocolate—	per lb.	
Caracas, 1/2's, 6-lb. boxes	\$0 42	
Vanilla, 1/2's	0 42	
"Gold Medal, sweet, 1/2's, 6-lb. boxes	0 39	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40	
" " 1/2's	4 50	
" " 1-lb.	8 25	
Homeopathic, 1/2's, 14-lb. boxes	.....
" " 1/2's, 12-lb. boxes	.....
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	
BENSCHORF'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1 lb tins, 4 1/2 doz. to case, per doz.	\$ 90	
" " 4 " " " " " " " "	2 40	
" " 2 " " " " " " " "	4 75	
" " 1 " " " " " " " "	9 00	
JOHN P. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
MOTT'S DIAMOND CHOCOLATE		
Per lb.		
Mott's Broma	\$0 30	

Mott's Prepared Cocos, 1/2's and 1/4's	Per lb.	0 28
Mott's Breakfast Cocos, 1/2's in boxes	0 40	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 23	
Mott's Navy Chocolate, 1/2's in boxes	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	1 00	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Liquors	0 20	0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47	
German sweet, 6-lb. boxes	0 37	
Breakfast cocoa, 1/2, 1 and 5-lb tins	0 43	
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35	
Caracas sweet chocolate, 6-lb. boxes	0 37	
Caracas tablets, 100 bundles, tied 5's, per box	3 00	
Soluble chocolate (hot or cold soda)	0 42	
1-lb. cans	0 42	
Vanilla chocolate wafers, 48 to box, per box	1 56	

LOWNEY'S.

Breakfast cocoa—		
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	45c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins	42c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	42c.	
Sweet chocolate powder—"Always Ready"		
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.	
Premium chocolate—		
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	34c.	
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	34c.	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	36c.	
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	36c.	
Medallion sweet chocolate—		
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	48c.	
Milk chocolate—		
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	40c.	
Tid-Bit chocolate—		
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	25c.	
Vanilla sweet chocolate—		
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	32c.	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	32c.	
Diamond sweet chocolate—		
6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs.	19c.	

Condensed Milk.

Anchor " brand, cases 4 doz., per case	\$5 00
" " evap. cream, cp. fd.	4 65



Borden's Condensed Milk Co. Eagle " brand... \$1 50 Gold Seal " brand... 1 30 Peerless " brand evaporated cream... 1 20



"Reindeer" Brand Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb.
Mocca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec	0 15
Rio No. 1	45c.
Condor I, 40-lb. boxes	42c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

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

Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	\$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.		
\$1, \$2, \$3, \$5, \$10 and \$20 books.		
Un- num bered.	Cou- num bers.	Cou- num bers.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURG

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE ?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Allison's Coupon Pass Book.

\$ 1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
doz. packages (12 to a case)	0 75
5 doz. packages (12 to a case)	0 95

Cleaner.



BRUNSWICK'S EASY BRIGHT
WESTMAN'S CLEANER
CLEANS EVERYTHING.

4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

Knox's No. 1 sparkling	Per gross \$15 00
" " " 6 doz., at \$1 30z.	Per doz. \$1 50
" No. 3 acidulated, at \$1 50z.	Per doz. \$1 50

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.	
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Orange Marmalade.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails,	per lb. 0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	per lb. 0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.
UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case. 5 cases.
Imperial	\$5 75 \$5 50
Best	3 50 3 25
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur—	
Club	3 90 3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.
COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

4-lb. tins	per lb. \$0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

4-lb. tins	per lb. 0 25
1-lb. tins	0 23 1/2
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Meat.



ORANGE MEAT
MADE IN CANADA

Cases, 36 15c. packages	\$4.50
5 case lots	4.40 (Freight paid.)
Cases, 20 25c. packages	4.00
5 case lots	4.00 (Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40


T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.
STEPHENS.

A. P. Tippet & Co., Agents	
Cement stoppers (pints)	per doz. \$2 20
Corked "	1 90

Soda.
COW BRAND.



DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1-lb. (containing 120 pkgs. per box, \$3 00.

Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.

Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

"EMPIRE" BRAND.
Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case	\$2 70.
Case 96 10-oz. pkts. (60 lb. case)	\$2 80.

"BEE" BRAND.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " { 30 1-lb. " } 60 1/2-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Soap Powders.
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 30
" " black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	\$4 10 per box.

BABBITT'S.



BABBITT'S SOAP

Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per box. 5 boxes, freight paid and a half box free.

Babbitt's "Best" soap, 100 bars, \$4 10 per box.

Potash or Lye, bxs.

each 2 doz., \$2 per box.
WM. H. DUNN, AGENT.

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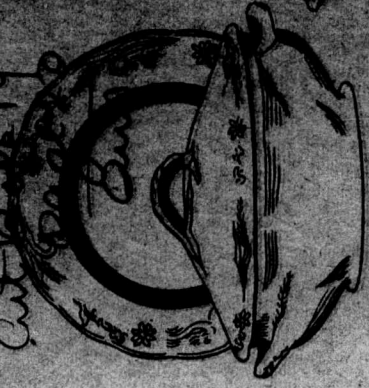
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FINEST QUALITY.

PACKED IN ASSORTED GRAFES
READY FOR SHIPMENT.

GOWANS, KENT & CO.,

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16 Front St. East.

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Celebrated Condensed Fruit Juices.

ORANGE, LEMON, CITRUS, &c.

7-lb. Tins, 7-lb. Metal Baking Powder.

SPECIALLY LOW NEW PRICES.

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KNIFE POLISH

JOHN DAKEY & CO., LIMITED

Every Street and
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JOHN FORBES



When you visit your country...

Wether's

Mince

You improve them with the best
the best quality of ingredients.
How is your mince?
How? Don't you think you
a recent order?

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