

**PAGES
MISSING**

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

**PUBLISHED
EVERY FRIDAY**

Allied Trades in Canada.

**CIRCULATES IN
EVERY PROVINCE**

DOCTORS and NURSES

RECOMMEND

ROBINSON'S PATENT BARLEY



as the most reliable Infants' Food.

All grocers in Canada sell

ROBINSON'S Patent BARLEY.

Quality the Secret of Success.



Where there is not quality there cannot be success. Christie's Biscuits are based on quality. The various ingredients that enter into the manufacture of our 500 varieties are the very best that can be obtained; the machinery and labor are of the best, and every batch of biscuits is carefully tested before being packed and shipped. Christie's Biscuits can therefore be recommended with confidence.

Christie, Brown & Co., Limited
TORONTO and MONTREAL.

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Successors to
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"TURNS NIGHT-TIME INTO DAY-TIME."

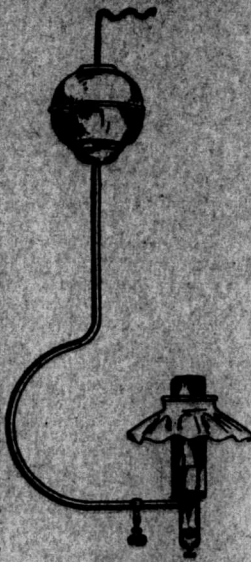
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Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
 100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA
 and **MYSORE COFFEES.**

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S
COFFEE
ESSENCES

WILL ACHIEVE YOUR DESIRATUM

The HOSPITAL says:—"It is quite the best of its kind we have ever tested."

The LANCET says:—"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and caffeine was abundantly found therein."

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr. Laing's
Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING

PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO. MONTREAL

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

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

"Griffin" Brand Dried Fruits.

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

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

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

"Thistle" Brand Canned Fish.

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

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

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

Messrs. Grimble & Co.

LIMITED

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

VINEGARS

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

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

I. S. WOTHERSPOON,

204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles

sell themselves.

If you sell them the first time they will sell themselves afterwards. It is a very desirable thing in the grocery business to have pleased customers, and Sterling Brand Pickles do this. In the manufacture care is taken to have all the stock of a uniform quality meaning the highest grade. This accounts for the success of this brand of pickles.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

The chief buyer of the Army and Navy stores says there is no better sauce made in England.



The buyer for a large corporation in Canada says there is no better sauce imported.

Dear Mr. Grocer :—

Yours is a busy life—you must rush the orders out and in giving orders for stock, you haven't much time to consider the profits on many lines. Has this policy made you rich? Do you know the percentage of profit on **Stretton's Prize Medal Sauce?**

Importing Wholesale Grocers Supply Our Goods.

THE CANADIAN GROCER

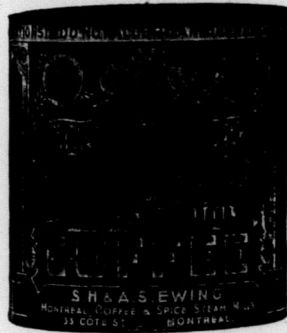
AS A TRADE-WINNER TRY A CASE OF

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

in 1 and 2-lb. tins.

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills.

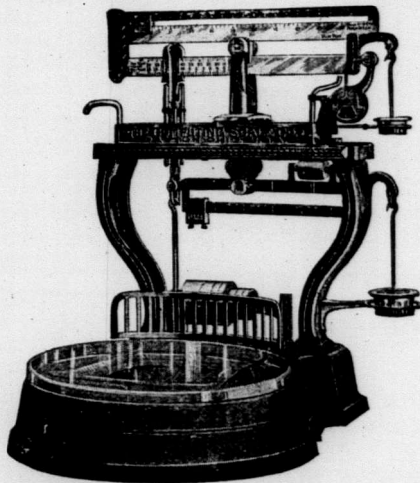


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THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



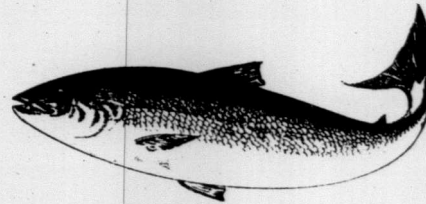
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164 King Street West, Toronto, Canada.

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.

WHAT DO YOU OFFER

your customers in the Condensed Milk line?
Quality should be the only thing to consider.

Give REINDEER BRAND

And you are right.



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

You can sell any kind of Tea to some people
and please them—once in a while.

You can sell some kinds of Teas to some people
and never please them

you can always sell **Japan** teas to
all kinds of people, and
please them all the time.

—remember that for purity
flavor
delicacy
aroma
and
healthfulness

JAPAN TEAS

cannot be excelled.

How is Your Coffee Trade ?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

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

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold**
Water

STARCH IVORINE

**ASK
TRAVELLERS
THE PRICE**

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

"Imperial Brand"
Maple Syrup

is a popular
seller at
all good
grocers.



The
store
that does
not keep it
loses business.

ROSE & LAFLAMME,
Agents,
MONTREAL.

Satisfaction to your
customer.

PATERSON'S WORCESTER SAUCE

Good profit to the
dealer.

ROSE & LAFLAMME, Agents, - MONTREAL.



Don't throw money away handling inferior teas. If you are up-to-date and want to secure a good profit sell—

**The Tea that is
everywhere admitted
to be the best.**

CEYLON TEA BLACK and GREEN

Its ability to satisfy old customers and make new friends is unsurpassed.

Consumers throughout the Dominion are always willing to testify to its merits.

TEA.

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

"COMMISSIONER,"

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

Use Live Bait.

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

Catches Trade

and Holds all it catches.

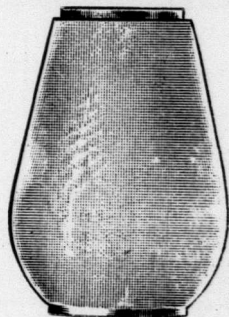
Let your customers know you recommend the BEST.

It will make you money.

ROYAL SALAD DRESSING is making new friends every day.

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

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Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
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**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.



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C. O. BEAUCHEMIN & FILS, MONTREAL.

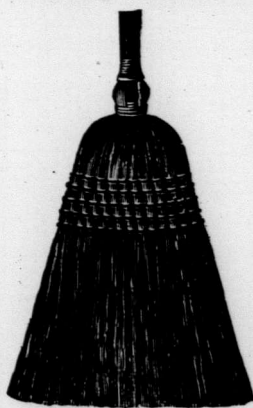
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

OUR WAY.

"The Burlington Way" of treating Tomatoes, is to remove skins, seed and fibre. We thus get about 3 times the substance in one of our cans that packers of the ordinary goods do, and our price is \$1.00 a doz. F.O.B. Burlington. You can't afford to buy the ordinary kind.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...



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

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

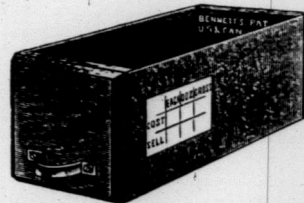
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Bennett Manufacturing Co.

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

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:
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"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firm communicating should give reference as to bona fides.

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DURABLE
LIGHT



POROUS
AND
CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, \$5.10 and \$4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
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REFRIGERATORS.



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

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased.
ESTABLISHED 1854.

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

**Caledonia Mills,
BOWMANVILLE, ONT.**

Correspondence solicited.

Want Ads.

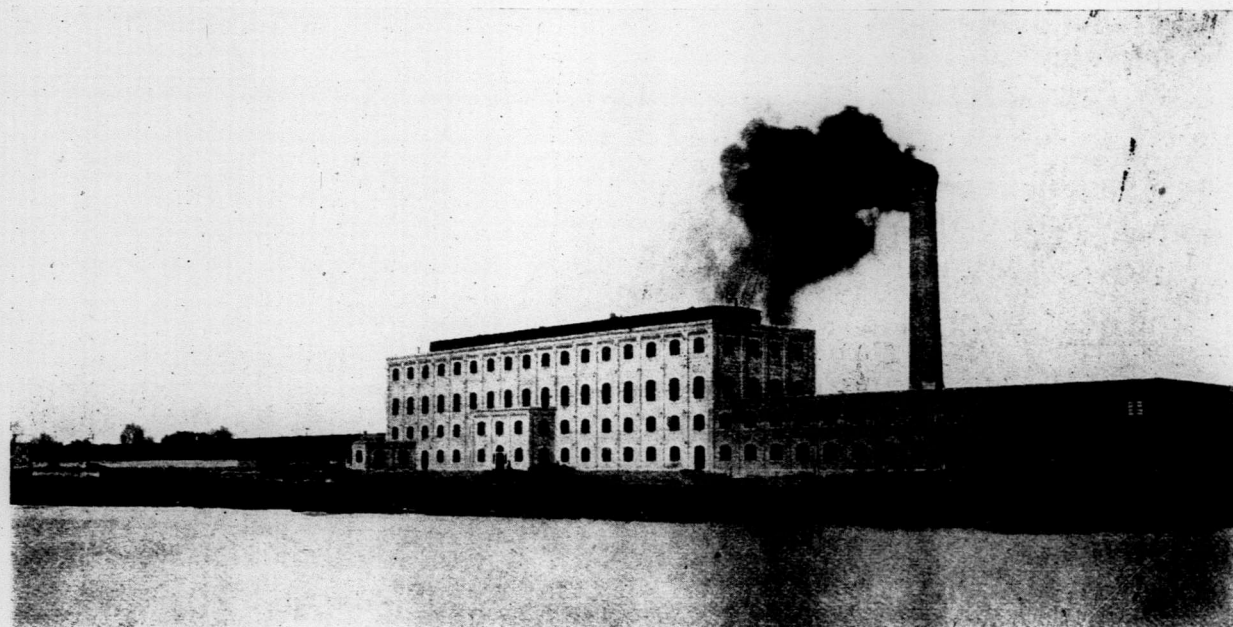
In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When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

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A MODERN FACTORY

— TURNING OUT —

ABSOLUTELY PURE SUGAR



NOTHING BETTER FOR PRESERVING AND
GENERAL HOUSEHOLD USE THAN

Crystal Granulated

— MANUFACTURED BY —

The Wallaceburg Sugar Company, Limited

WALLACEBURG, ONTARIO.

Grocerymen

How many package teas have arisen during the past ten years? How many endured?

There is a tea that has stood firm amidst the conflict and stands to-day without a peer.

Blue Ribbon Ceylon Tea

Push The Red Label—40c., worth fifty.

YOU CAN MAKE LOTS OF MONEY

by telling people how much better fish is for the health than meat, particularly if, at the same time, you sell "**HALIFAX,**" "**ACADIA,**" and "**BLUENOSE**" Brands of Codfish to those people.

There's nothing people are more interested in than their health, unless it's their stomachs, and here is something with which you can appeal to them on both grounds.

These fish are extremely nice and tasty, they are most convenient and clean for culinary purposes, and make a decidedly healthful diet.

Emphasize these points and you will be sure to sell lots of these brands. And on every package you sell you'll make a good profit.

BLACK BROS. & CO., Limited,

OFFICE, Halifax, N.S.

FACTORY, LaHave, N.S.

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

AURORA CORN SYRUP

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

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.

THE RECORD SPEAKS

"What is the record?" is a question so frequently asked concerning things animate and inanimate.

It is something that effects the price and sale of the horse and the yacht, and a good record is a prize to the merchant and the statesman.

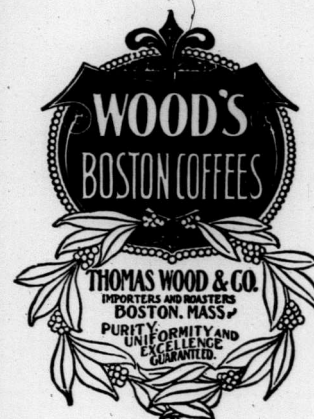
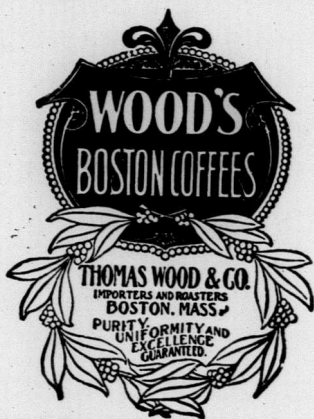
It speaks volumes for **WOOD'S COFFEES**, with their quarter-century success.

The record is plain; it reads. Purity, Superiority, Uniformity.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



It Will Pay You To Handle It.

We beg to call the attention of all **RETAILERS** and **GENERAL STOREKEEPERS** to the important advantages "**BLUEOL**" has over all other **Washing Blues**, viz —



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

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

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

Are there any reasons why you should not handle it?

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

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

and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

The Scientific Preservation and Preparation of Foods*

MR. PRESIDENT and gentlemen—When your secretary did me the honor of asking me to address you at your annual meeting I understood it as the expression of a feeling that a chemist, whose work has to do mainly with the products of animal and vegetable life, might be able from a theoretical standpoint to suggest some things which may be of value to you as practical men, who have to do with the preparation and handling of food-stuffs that are of course obtained entirely from these same sources. I do not suppose that you will credit me as a professor of chemistry with more than a general knowledge of the many processes which you employ in the preparation of the various articles of food in which you are severally interested, it is from this standpoint that I wish to address you.

I shall commence with the assumption that the aim of the food manufacturer is to present to the public an article which is entirely wholesome, as appetising as possible, and therefore as like as possible to the original freshly-prepared material even after the lapse of a considerable period of time, at the minimum of cost and with the maximum of profit, and I hope to be able to suggest one or two things which may, if followed out, advance that aim. I propose to consider very briefly the food problem from two points of view: first, under what condition is even first class material likely to deteriorate by preservation and storing; second, are there any legitimate means by which material of a lower grade may be so treated as to be of higher value than it is at present? Both of these are problems which as practical men must be of very great interest to you.

Deterioration by Preservation and Storing.

Regarding the first question I intend to say very little, for to the expert manufacturer along established lines the treatment of a high-class raw material is not likely to be a matter of very much

difficulty. He can afford to spend greater care in its preservation because it will generally fetch its price in the market. Even here, however, there are some fundamental chemical rules which ought to be of guidance, while there are other points which are open to debate.

In the case of meats or fish the best material preserved while fresh is very little liable to be impaired by storing in tin even when the solder employed is not of a good order, but the same can scarcely be said of fruits or of some vegetables. Fruits are mostly acid even when ripe, and should surely never be canned in anything but glass unless the best possible solder is employed, for the acid juices are bound to act on the lead of a poor solder and give rise to a contamination of the contents of the tin which must be hurtful to the system when taken in quantity and frequently. Personally, I should never intentionally eat any fruit or tomato which had been canned in tin for this reason. I fail to understand why, as I am informed, only the highest grade of many of these classes of foods are put up in glass. I cannot think that the cost is so much higher but that a ready market would be found for even a secondary quality at a much lower figure with a quite reasonable profit. Certainly, however, if it is necessary that tin should be used to meet the purse of the poorer consumer, the canner should see to it that the highest grade of solder is employed.

Take the case of peas. Here the canning is not a matter of so much importance but the method of preserving employed in France at least (I do not know if the Canadian canner does the same or not) is from a chemist's point of view open to very grave question. There seems to be a public demand for a nice green pea, and this is attained by heating in copper vats. The copper acts on a certain constituent of the pea and forms a bright green compound with it. But copper compounds are distinctly poisonous and although the amount of it contained in a 1-lb. tin may be quite harmless, it seems from analogy as if the continued use of such a food must in the end be hurtful. I would

suggest to any of you who are connected with that line that the same result might be obtained in a perfectly harmless way by using the green coloring matter of plants, the so-called chlorophyll. But it might need the aid of an expert chemist to work out a process of applying it.

Improving Lower Grade Material.

This mention of the service an expert chemist may give you in almost any line whatever you choose to name, leads me to the second question that I proposed, viz., whether there are any legitimate means of so treating a substance of poorer quality that it will fetch a higher price in the market. It is here that a chemist would be of use to you. As an example, let me take what has in the last ten years come to be one of the great Canadian industries—the manufacture of butter. Last Summer I spent part of my holiday on Speyside in Scotland, and among the many delightful things that charmed me there was the delicious butter. It had a delicate flavor and aroma that I have seldom found before, and which is certainly wanting in the best grades of that material which I can obtain in the city of Montreal. Canadian butter, as we get it here, may be perfectly pure, and it may be excellently preserved, but I can seldom accuse it of having a flavor. Wherein lies the difference? It was only necessary to walk along the country roads at Speyside to feel that. The air was filled with the delicious scent of some herb that abounded in the pastures and a small quantity of this fragrant chemical found its way into the cream and the butter. Now, if Canadian Summers are too dry to raise such pastures as that, if it needs the mist and the rain of old Scotland, why cannot the Canadian manufacturer set some one to work to find out what the chemical substance is which is contained in the herbs of that pasture and to which the butter there owes its flavor? It seems to me that it would assuredly pay him to do so; the butter would command two or three cents a pound more, I should think.

*An address delivered by Professor J. W. Fraser, F.R.S.C., of McGill University, at the annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association at Montreal, March 4, 1904.

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

Where the Chemist Comes In.

It would not be necessary in a case like that to rely on the pastures of Spey-side to supply the amount of the aromatic substance that Canadian butter needs, for the use of a chemist lies in this, that when he has found out what a substance is, he is very often in a position to tell almost at once how the same substance may be made from some entirely different common material. To instance what I mean, take the production of the fragrant vanilla from the bark of the pine trees, of the very valuable indigo dye from the naphthalene of coal tar, or of vinegar and alcohol from sawdust and wood chips. Such an addition to our Canadian butter I should call a perfectly legitimate means of obtaining a higher price for the article, as it surely would in any market. I may seem to be advocating a contravention of the "Adulteration of Foods Act" but if such treatment of a necessary food is contravention of the Act, the worse, say I, for the Act. The sooner it ceases to interfere with the ordinary citizen obtaining as delicately flavored an article of food as possible, the better.

And if a trained organic chemist could be of use to you here, his service would surely be in equal demand in the fruit canning industry. How often does a spell of wet weather spoil the flavor of nearly a whole crop of strawberries, cherries, or peaches! And yet to discover the essence to which any particular fruit owes its flavor and to prepare the identical substance from some other cheap source ought to be, for a well trained chemist, a comparatively simple operation. The necessary amount of the flavoring material could then be easily added, and the less valuable crop brought up to the best standard. This

suggestion would again, I think, be worth your while looking into, as a perfectly legitimate means of giving to a food the requisite quality. And even in preserving the best of fruits they lose something in flavor. Well, why not return it to them? We all want to think in Winter that our pears and peaches have the full flavor of the fresh ripe fruit. It is only a question of putting the right man to work on the subject to find out the way of doing it, and assuredly the increased returns will soon pay the chemist's salary many times over. And then, what about the waste material which reaches very large proportions in every canning industry? In many other industries it is just the disposal of the waste bye-product and its conversion into something useful which enables one manufacturer to compete against another, as you very well know. To take the fruit canning industry once more, it would not take an organic chemist of very extensive training to suggest a use for the skins and kernels and general refuse of peaches, pears, cherries and such like, or to find out whether something valuable could not be extracted from the leaves and pods of the pea or bean.

These, gentlemen, are some of the lines which occur to me in the short time which, in the stress of other business, I have been able to spend in considering what I should say that would be of interest to you. In all of them the nation or the man who would reap the profit must be first prepared for some outlay, but I have never yet heard of an industry in which a well trained chemist was employed where he did not rapidly save his employer far more than his salary, and that very often in the utilization of what had before been waste. In fact it is very often the function of the

chemist to fulfil the letter of scripture in "gathering up the fragments that remain, that nothing be lost," and not infrequently he makes it worth twelve basketfuls of the original material.

But I said a well trained chemist. You can scarcely expect a youth fresh from the mere routine work of college to undertake at once the difficult task of finding out the essential principles of plants and fruits. Give him a chance first to see how such work is done in college. Let him stay on for a year or more doing scientific investigation; he will learn how to tackle the problems that you have to set him afterwards. I may have given a very poor outline of them; you know better than I what they are, and if he is worth his salt he will find them out for himself when he gets into your business. But an extra year at college means extra expense to him, and he is anxious to earn a livelihood as soon as possible. Why not help him, gentlemen, to spend the extra year—the best year of all his course—in the university? It will pay you in the long run as I have tried to point out, by his far greater efficiency in knowing how to tackle your problems.

Gentlemen, I would conclude by saying that I hope in a short time to see established by the Grocers' Section of the Canadian Manufacturers Association as has been done by similar associations elsewhere, a research scholarship for organic chemistry in McGill University.

J. WALLACE WALKER, Ph. D.

NEW SOAP CONCERN.

The Ritchie-Hearn Company, Toronto, have purchased the plant of the Industrial Soap and Oil Company, Bradford, and will continue the manufacture of Ivory Bar soap, linseed oil and soft soaps, etc.

FIGS

SOME BARGAINS

Mats, Comadra, 1902, 5 mats or over.....	1c.
Bags, 60-lb. Tokat, 5 bags	2c.
Boxes (10 bricks to box) Jewel of Asia.....	7c. brick
Boxes (5-lb. and 10-lb.) Smyrna Blossoms (pulled) ..	7c. lb.
Boxes, 10-lb., 2½-in. layer.....	10c.
Baskets, Defender.....	15c. each

WOULD YOU LIKE A SAMPLE OF THE TOKAT.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Everybody Drinks Ram Lal's



AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

**Teas
and
Coffees**

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

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

Just a Hint—Try us and save money.

James Rutherford & Co.

27 St. Sacrament St.

DIRECT IMPORTERS

MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

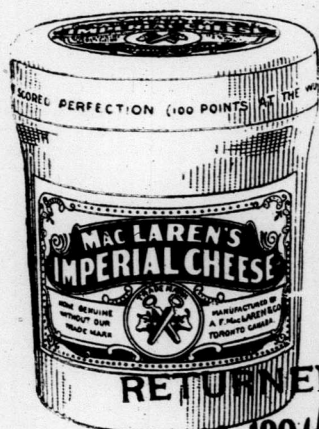
JAPAN

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

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

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

There are troubles enough in the grocery business without taking chances on the quality of cheese you sell. When you send out these brands the only "echo" you will have from the sale will be a repeat order. They sell themselves, once your customer has tried them. And don't forget that every jar contains a premium coupon.



RETURNED
MAY 10 1904
at Book 18
Page 70
Ans.



A. F. MAC LAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

A WINDING-UP order has been granted the Morrisburg Cold Storage and Freezing Co., Morrisburg.

J. Paisley, grocer, Napanee, has been burned out.

S. J. Wilson, grocer, London, is closing out business.

Wm. Harvey, baker and confectioner, Hespeler, is dead.

D. J. Keogan, general merchant, Hastings, has sold out.

C. Ballantyne, grocer, Atwood, has sold out to E. T. Greensides.

The assets of C. S. Milburne, tobacconist, Ottawa, have been sold.

J. Burgess, general merchant, Vienna, has sold out to A. B. Lawrason.

Buck & Stewart, general merchants, Hastings, have dissolved partnership.

N. G. Pratt, general merchant, Malakoff, has been succeeded by A. Johnson.

H. Patrick, flour and feed merchant, St. Thomas, has assigned to A. Patrick.

The premises of the Coxall Co., grocers, Napanee has been damaged by fire.

J. Prescott, general merchant, Rutherford, has sold out to C. L. Robertson.

A. L. Stewart, general merchant, Rainy River, has sold out to Lauer Bros.

Haskett Bros., grocers, London, have dissolved partnership; J. J. Haskett continues.

F. Dutton grocer, Ingersoll, has been burned out. Loss partially covered by insurance.

The assets of F. X. Laframboise & Co., general merchants, South Indian, have been sold.

THE CANADIAN GROCER

The premises of Siebert & Co., general merchants, Plattsville, have been damaged by fire.

A meeting of the creditors of F. Lovelace, general merchant, Cargill, was held on March 22.

A meeting of the creditors of F. A. Allingham, grocer, Old Springs was announced for March 24.

Williamson Bros., grocers, Hamilton, have dissolved partnership; G. H. Williamson continues in business.

QUEBEC.

S. Paxman, tobacconist, Quebec, is dead.



It will pay you
to try

Upton's
HOME-MADE
JAMS and
ORANGE
MARMALADE

They are guaranteed
finest quality.

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

C. L. Bedard, grocer, Plessisville, has assigned.

D. C. Michon, grocer, Montreal, has compromised.

H. Pepin, general merchant, Stanfold, has assigned.

N. Charland, general merchant, St. Gertrude, has been burned out.

Piche & Comean, grist millers, St. Gertrude, have been burned out.

The stock of R. Fortin, cigar dealer, Montreal has been damaged by fire.

L. J. Giroux, grocer and liquor dealer, Berthier, has sold out to F. Lefebvre.

The stock of A. Gagnon, grocer, Quebec, has been sold at 76c on the dollar.

The Rock City Tobacco Co., Quebec, have increased their capital stock to \$100,000.

G. D. Worrington & Co., produce merchants, Montreal, have dissolved partnership.

The assets of the Greig Mfg. Co., manufacturers of essences, etc., Montreal, have been sold.

H. Lamarre has been appointed curator to L. S. Plamondon, general merchant, South Durham.

The assets of L. Corriveau, general merchant, Ste. Anne de Beaupre, were sold on the 22nd inst.

Chartrand & Turgeon have been appointed curators to Charbonneau & Co., grocers, Lachine Locks.

The assets of B. Larouche, general merchant, Les Grandes Bergeronnes, are advertised to be sold by tender.

V. E. Paradis has been appointed curator to J. L. Roberge & Co., general merchants, Thetford Mines.

P. Gagnon, general merchant, St. Flavie Station, has assigned; Lefavre & Tashereau have been appointed provisional guardians.

The assets of J. E. Robichaud, grocer, Montreal are advertised to be sold on March 24th; A. Desmarteau has been appointed curator.

MANITOBA AND N.W.T.

D. Curtis, general merchant, Wolseley, has sold out to W. E. Lord.

C. Tomlin, general merchant, Ashville has assigned to C. H. Newton.

J. Langevin, general merchant, St. Leon, has gone out of business.

F. Whelpley, general merchant, St. Clair, has sold out to Smith Bros.

Zado & Co., general merchants, Beausejour, are removing to Ridgeville.

E. Nicholson, grocery broker, Winnipeg has been succeeded by Nicholson & Bain.

Wiebe & Penner, general merchants, Rosthern, have been succeeded by Wiebe & Epp.

A. C. Chaytor, general merchant, Roland, has sold out to Higgins and Webster.

The Swedish Importing and Grocery Co., Limited, Winnipeg, have been incorporated.

A meeting of the creditors of F. Brinkworth, general merchant, Belmont, is to be held.

R. C. Heatherington, fruit dealer and confectioner Souris, has been succeeded by R. Heatherington.

RICE

All Grades

Get our quotations
before placing
your order.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

Vanwhort & Co., confectioners, Emerson, have sold out to J. E. Bedford. D. C. Wall, grocer, Grand View, has assigned to J. J. Barnett.

BRITISH COLUMBIA.

S. S. Ray, General merchant, Port Hammond, has been succeeded by Dale & Co.

Manense & Greco, grocers, Morrissey Mines, have been succeeded by A. Caravetta.

Manning & Lacy, general merchants, Cranbrook, have admitted N. Siddons to partnership.

The premises of A. E. Howse Co., general merchants, Princeton, have been damaged by fire.

P. Herman & Co., general merchants, Port Essington, have advertised their business for sale.

W. R. Hartley, tobacconist and confectionery, Ladysmith, has been succeeded by N. Galini.

The creditors of G. B. Batho & Co., general merchants, Ferguson, have been requested to file claims with J. C. Murray on or before May 25, 1904.

THE MOLASSES WAR.

THE molasses war goes merrily on, and the arrival in St. John, N.B., of ever increasing supplies of the new crop will tend to reduce the price, says an eastern exchange. As recently as March 17 a large consignment from Barbadoes was received by rail.

The fight in the molasses market which is now in progress, has been going on for five or six years; but broke out rather more fiercely than usual last season, when one concern almost cornered the market. This combine is known by different names in different places, and has agencies all through Canada as well as in different parts of the United States. Last year the combine by buying high secured the greater part of the output from Porto Rico and much of that from Barbadoes. Late in the season other wholesale dealers were unable to buy direct and had to get their supplies from the combine. This concern gradually increased the price to about ten cents per gallon more than usual, and the result was a proportionate increase in the retail price.

Early in January a large firm of molasses importers in St. John managed to get hold of a consignment of the new crop Porto Rico molasses. This was bought at such a reasonable rate that the firm was able to sell much below the prices then demanded by the com-

bine, and even lower than the latter concern could well afford to sell. Accordingly a cut of six cents per gallon was made, and all that the said firm could secure was rapidly disposed of. At that time the combine had perhaps 15,000 puncheons of molasses of different quality in Canada, stored in warehouses at their agencies chiefly in St. John, Halifax and Montreal. Since that time the snow blockades on the railways have greatly interfered with trade and some thousands of puncheons of old crop molasses are still held by the combine, in addition to the supplies of new crop now coming in.

Porto Rico molasses is the best and is now selling, according to size of lots purchased, at 35 or 36 cents. Barbadoes new crop brings an average price of 27 cents. There are some thousands of puncheons of Porto Rico and of the cheaper grades of molasses stored in the provinces, which must be sold at a reduced price. They belong to last year's crop and have already been held long enough. These grades will in all probability be sold for about 24 cents, and the sale will undoubtedly be forced by the steadily increasing importations of new crop now being received. The Porto Rico new crop is not yet here, but is due at almost any time, when further cutting of rates may be expected.

According to latest advices the combine is again endeavoring to corner the market. At one port the St. John firm bought largely and next day the market dropped one cent. They then tried to purchase the balance of the output, but found that the combine had stepped in ahead and secured what remained.

FABULOUS PRICE PAID FOR POTATOES.

At a sale of seed potatoes at Spilsby, Lincolnshire, Eng., recently, all existing records for extraordinary prices were eclipsed. Six tubers of the Eldorado variety were disposed of by auction, the lot weighing only five ounces. They realized £56 3s 6d, and as this works out at £402,658 13s 4d per ton, it constitutes a world's record. One potato sold for £11 and another for ten guineas. Nine guineas was paid for a tuber that weighed only half an ounce. A stone of a new variety, which has been named the Sir John Franklin, and which has only been on the market a fortnight, sold at the rate of £3,000 per ton.

RICE GROWING IN TEXAS AND LOUISIANA.

THE development of rice culture on a commercial scale in Texas and Louisiana has been carefully fostered for the past six years by the Bureau of Plant Industry. An expenditure of about \$3,000 annually has been devoted to the work, the amount being spent in the introduction of new seed, the testing of varieties of rice and experiments in better cultural methods. Largely as a result of this work the rice production of these two states has been increased from 115,000,000 pounds in 1898 to 300,000,000 pounds in 1903. With the increase of home production the imports of the United States have fallen from 4,000,000 pounds in 1889 to practically nothing in 1903. The value of the land in these two states where rice is now grown has increased from \$1.50 per acre, to \$35 and \$50 per acre.

READJUSTMENT IN BUSINESS.

The firm of V. S. White & Co., grocers, lumber merchants, etc., St. John, N.B., in view of the increasing demands of their business, have been compelled to make some important readjustments. Their grocery division will in the course of a short time be controlled by the St. John Mercantile Company, which will be composed of the White firm and McCavour & Co., who have been conducting a grocery business in the immediate vicinity.

EXTENDING BUSINESS.

The "Salada" Tea Company has opened a branch in Minneapolis with Mr. Weaver as manager. The "Salada" Tea Company has now branches in Toronto, Montreal, New York, Chicago, Buffalo, Detroit, Pittsburg, Boston and Philadelphia, and from those branches do a very large business extending from the Atlantic to the Pacific.

NEW DEPARTMENTAL STORE FOR WINNIPEG.

Another departmental store to be known as the Central Department Store, was opened in Winnipeg last week. Among other interesting features in connection is the accommodation for farmers provided by the proprietors in the way of stables and attendants for their horses.

“What you get out of an ad.
depends largely on what
you put in it.”

WE OFFER—F. O. B. New York.

RICE, Extra Fancy Head, 100-lb. pockets.....	.06¾ per lb.
“ “ “ 350-lb. barrels.....	.06⅞ “
“ Fancy Head 350-lb. “.....	.06⅝ “
“ Screenings, clean and white, 100-lb. bags.....	.03 “
TOBASCO Pepper Sauce, “Premier” Brand, small regular bottles (with each bottle we give free one silvered bottle stand), 1 dozen to box.....	\$3.50 per doz
ABSOLUTELY PURE BORAX, “Premier” Brand, 1 s, 24 lb. boxes.....	.10 per lb.
½s, “ “.....	.10½ “
¼s, “ “.....	.11 “
MACARONI, imported.....	.09, .08½ and .08 “
SPANISH SWEET PEPPERS, in tins of about ½ kilo each, 50 to case.....	\$5.00 per case
¼ “ 100 “.....	6.25 “
PEARL TAPIOCA, bulk, original bags.....	.02½ per lb.
MEDIUM FLAKED TAPIOCA, bulk, original bag lots.....	.03 “
CHINA CASSIA BARK, mats.....	.08 “
“ “ cases.....	.11 “
BROKEN MACE, cases.....	.30 “
PAPRIKA, bottles, 3 oz., octagon shape, sifting top....	1.50 per doz.
PAPRIKA, in tins, 3 oz. size, Weizenfeld & Cie.....	1.45 “
COCOA, absolutely pure, guaranteed, Howard & Co.'s Cabinet Brand, ¼ or ½-lb. tins, 6-lb. boxes.....	.28 per lb.
FAT BROILERS, a Smoked Bloater of extraordinary quality, put up in very attractive style.	
AUTO BRAND BONELESS HERRING, 100 tins in case, (¼ sardine style).....	5.50 per case
OLIVES IN GLASS, 100 styles and sizes.	

We will be pleased to hear from you with orders for goods in our line. Should it be that quotations herein named, do not interest you, we will be pleased to have your request for quotations on such goods as you do buy in this market, and we assure you that our prices named will be the lowest.

“HOTNESS CONDENSED.”

Premier
Tobasco
Pepper
Sauce

2 OZ. BOTTLES, 1 DOZEN IN CASE, PER DOZEN, . 3.50.

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

Francis H. Leggett & Co.,

West Broadway, Franklin and Varick streets,

MANUFACTORY,
132 TO 138 KING ST.

NEW YORK.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter Trade.

OWING to the war in the Far East, says the Trade Bulletin, it is expected that a largely increased demand will be experienced for Canadian butter during the coming season, in consequence of the prospects of a heavy decrease in the Russian and Siberian supply, the gap in which, it is claimed, can only be profitably filled by Canada. It is not thought, however, that there will be much call for Canadian creamery before the grass product is available. Although shipments from Australia and New Zealand have fallen off somewhat within the past few weeks, they have still been ample. These, however, will soon show a material decrease, the English markets have already evinced signs of decided improvement. No very great advance in prices is looked for, as the Irish and English make, as well as the Continental, will soon show an increase. But if the shrinkage in the Russian imports into England prove as large during the coming season as European trade apprehends there will necessarily be a much greater demand for Canadian butter to take its place.

The imports of Danish butter into Great Britain for January were 136,109 cwt., against 161,988 for the same month last year, being a decrease of 25,800 cwt., but those from Australia were 126,000 cwt., against 46,462 last year, showing an increase of 77,000 cwt. The Danish decrease was there more than compensated by the large increase from Australasia and New Zealand. There were 2,972 packages shipped from Canada in January last against 2,624 packages in January 1903; but Canada has never shipped much butter of late years in January, February and March. She has just experienced an unusually long and severe Winter, which has extended into March and the new milk product will be later than usual in coming on the market. Owing to the bad condition of the country roads it is still impossible to get the milk to the factories in many districts. It is therefore improbable that stocks on hand will last beyond the season when the new make is available.

Dairying in Prince Edward Island.

One of the most important industries in Prince Edward Island is that of dairying. In 1903 there were manufactured in the province 2,729,556 pounds of cheese valued at \$220,769, and 556,547 pounds of butter valued at \$87,707.

Canadian Butter Industry.

The chief of the Dominion Government Dairy Service has been suggesting improvements to Canadian butter makers, which, if followed, will help Canadian butter greatly in the English market.

The chief complaint is that of irregularity of quality, and the cause of this defect is held to be due to the fact that the butter is not kept cold enough at the creameries, is exposed to heat unnecessarily in transit to Montreal, and is not frozen properly at that point before being placed in the cold storage chambers of the steamers conveying it to this country. The remedy is to be found in better supervision at the creameries, on the railway, and at the port of shipment. Considering the interests at stake, measures will now be taken to secure the arrival of Canadian butter in a proper condition.

Mould on Butter.

COMPLAINTS are received from time to time at the dairy division, Ottawa, regarding the appearance of mould on the parchment paper linings of butter packages, which in some cases is said to have penetrated the butter for some distance. Mould will grow readily in damp wood; hence the necessity for keeping the interior of a creamery, and especially the refrigerating room, as clean and dry as possible. Poorly constructed refrigerators are apt to be damp, because the warm air which gets in from outside carries moisture with it, which is deposited on the cooler surfaces of the walls, floors and packages. Frequent and prolonged opening of the doors also causes dampness.

Care should also be taken that parchment paper and empty packages are kept in a thoroughly dry, clean place, and that only the very best pure vegetable

parchment paper is used, as inferior paper encourages the growth of mould and does not protect the butter.

Dairy Industry in Western Ontario.

As evidence of the large proportions the dairying industry is assuming in Western Ontario, it is reported that one firm in Ingersoll will use 7,000,000 lbs. of milk this season and that arrangements are now being made for contracts to supply this vast quantity. The numerous cheese factories in the district also consume a large amount of milk in the aggregate and are keenly prosecuting the development of the dairying industry.

A Pork-Packing Suit.

AN action preferred by O. Wade, as liquidator of the Pakenham Pork Packing Co., Limited, Stouffville, against the directors of the company and the Standard Bank, is being tried in the non-jury sittings.

The suit involves the history of the pork packing industry in Stouffville. The first concern was known as the Pakenham Pork Packing Co. It became involved, and was taken over by another concern of the same name with the word limited added. Through Mr. Wade the shareholders of the limited concern contend that the old concern unlawfully so manipulated matters that the new firm was loaded up with the liabilities as well as the assets of the old one, and that the latter benefited unlawfully thereby. The sum which it is sought to recover for the shareholders is about \$40,000.

Provision Notes.

The Maritime Dairy Co., of Sussex, N.B., is seeking incorporation. This enterprise proposes to purchase butter and cheese factories and go into the production and sale of dairy products on a large scale in New Brunswick.

In consequence of an exceptionally poor hay crop in Nova Scotia last season New Brunswick shippers are sending large quantities of pressed hay to their sister province.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control the product of

**"The Charlottetown
Preserving Co."**

**Pure Fruit Jams,
Canned Fruits, etc.**

TO THE TRADE

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

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

Potted and Deviled Meats, sizes, ½'s
and ¼'s.

Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.

Royal Baked Beans, sizes, 1's, 2's and
3's, either plain or with sauce.

Lunch Sausage, size, ½'s, 4 doz. to case.

Vienna Sausage, size, ½'s, 4 doz. to case.

Soups, Ox-Tail, size, 2's, 2 doz. to case

Kidney Stew,

Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

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

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

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

Easter 1904

THIS year the Easter Season comes with the opening of the first Spring month, and after the long and continued cold weather, will be doubly welcome.

So will be your orders for "Star Brand" Sugar Cured Hams and Fearman's English Breakfast Bacon.

NONE FINER. NO OTHER QUITE SO GOOD.

Order Your Easter Requirements Early.

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

Our Hams and . . Breakfast Bacon

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

**Delicious and
Appetising.**

Just the quality your trade demands.

Prepared from selected Pea-Fed Hogs only.

**WE ARE BOOKING EASTER
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

SLICING HAMS FOR EASTER

The "**Rose Brand**," with its mild, sweet cure, and its bright, fresh-smoked appearance, makes the ideal ham for your fancy Easter trade.

Absolute reliability and highest quality are guaranteed in every ham bearing the name of Matthews.

ORDER NOW FOR EASTER

The George Matthews Company, Limited.

Established 1868.

The **ONLY** yeast
that will please
your customers



is the
famous

Royal Yeast.

Sold by Every Wholesale
Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is fairly steady for this time of year, although a marked improvement is looked for as soon as navigation opens. There is a better demand for hams and breakfast bacon than last week. The demand for lard is good, especially for first-class material and prices tend to become a little firmer. Fresh meats are quiet and unchanged in price with the exception of lamb, which shows a wider range of prices. Light sheep, fine quality, are scarce and in big demand. Our quotations are as follows:

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

Butter—Fairly large quantities of butter are coming forward, and supply about equals demand. Rolls are likely to be especially plentiful as farmers are only now able to market their winter supplies. Good stock arriving is being readily absorbed. Supplies of creamery are also on the increase and the market is in good shape to take all that is likely to come forward for some time. Dairy rolls are 1c easier and dairy prints from 1 to 2c easier. Prices will likely become lower with the advent of warm weather. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market has brightened up to some extent since last week, as the result of a cable from England to the effect that higher prices prevail there. Dealers do not appear to think the local cheese market will be effected on account of the proximity of the new cheese season. Large cheeses are 1-2c firmer. Our quotations are as follows:

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

Montreal.

Provisions—The provision market remains dull, prices are much the same as those of last week. The demand for cheese is still strong. For cured meats a very marked demand has cropped up. Dressed hogs are much easier, there has been no change in the price of lard. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	17 50
Bacon, per lb.	0 12½	0 13½

Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00	0 00
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
60-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 77½	1 77½
" tubs	0 08½	0 08½
" cases (6 10-lb. tins)	0 09	0 09
" cases (12 5-lb. tins)	0 09	0 09
" cases (24 3-lb. tins)	0 09	0 09

Butter—A scarcity for fine quality of butter still holds. Sharp demands were in evidence every day this week. The bad weather has still interfered with the arrival of fresh goods, and it may be said that the quality of the fresh butter is not as good as it ought to be; and the held over Fall goods seem to be getting the preference. There is a good feeling reported from England, and the market remains unchanged. We quote:

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

Cheese—The advance in cheese of last week was maintained admirably, and there was very little cheese on the market. It is reported that it is 3-4c better than two weeks ago, and 10 to 10 1-2c is quoted now for good cheese. Some second grades have reached as high as 10c. Reports from the country still seem gloomy and it is safe to say that the season will be very late. The condition of the English Cheese market has improved and a marked confidence is in evidence among holders here. A report from Liverpool says: "There has been a further expansion of demand, and a brisk business has been done. There is more firmness manifested, and quotations are a little higher on the week. All grades have participated in the movement, and the present outlook is more promising."

New Packing House in Egypt.

A Hamburg, Germany, company has been organized and now has in operation a packing house at Matarien-Menjalen, Egypt, for the curing and shipping of eels caught in the Nile and its tributaries. This unusual enterprise is purely the result of the high price of meat in Germany, and the consequent increase in the consumption of dried and salted fish. The cause of the high prices of meat is attributed directly to the inhibitory measures of Germany against the importation of American cattle and meat products.

Notes.

Large supplies of potatoes are being sent to the West Indies from Nova Scotia and New Brunswick. Halifax is the place from which the larger part is shipped, though a 3,000 barrel shipment went from St. John recently.

WANTED.

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

JOHN HOPKINS,

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

A Little More Money.

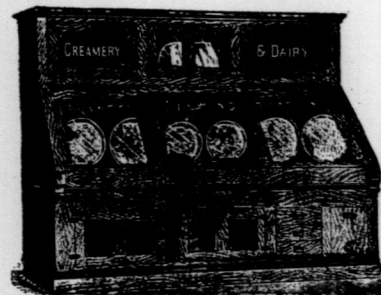
Sell more goods if you would make more money.

SELL MACARONI.

Our Macaroni—better, cheaper and more attractively packaged—a good seller.

Send for samples.
Give your wholesaler's name.

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



REFRIGERATORS Useful to every one. 46 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer,

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

Write for Illustrated Catalogue.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden
Ware
Willow
Ware

Walter
Woods
W& Co.

Hamilton and Winnipeg.

Mrs. Dooley

sings the "Song of the Soap"—the Soap with borax in it—and she is finding scores upon scores of wide-awake grocers very attentive. They have put some of their money into

Mrs. Dooley's Laundry Soap

—a 5-box lot "for a trial"—for a trial, if you like, but there is about 10% more money in selling this Soap, besides its better quality. A safe trial, Mrs. Dooley thinks.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

FIRST--Quality.

Without merit—real, positive, outstanding merit, **Orange Meat**, the ready - for - serving cereal, has little chance of making headway in public favor.

SECOND--Price.

Though better and more costly to make than other cereals, its cost to grocer and public is no more than other cereals of poorer sort.

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

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

Fresh and Cured Fish

New Regulations for Fishermen.

SOME radical changes in the regulations governing the taking of fish were agreed upon at the recent conference at Ottawa between Commissioner Bastedo, and Hon. R. Prefontaine, Col. Gordean and Prof. Prince, of the Ontario Fisheries Department. They are in effect as follows:

Orders-in-Council will be issued to provide that in future no black bass under 12 inches in length can be taken, and the number to be taken in one day by a fisherman can not exceed eight. Formerly the minimum length of ten inches and the maximum number 12.

A change is also made in the close season. In the past the season extended from April 15th to June 15th, but it was found that tons of fish were slaughtered through the ice, either by spearing or by other means, so the close season will now extend from January 1st to June 30th. Fishermen will note that it will be illegal to take black bass until July 1st. A Winter close season is also provided for the protection of maskinonge and yellow pickerel or dore.

A new regulation prohibits absolutely the sale of bass, maskinonge and brook trout, either by whites or Indians, and the Order -in-Council permitting anglers to take fish out of the province will be cancelled.

An important change is meditated in regard of the Lake Erie fisheries. In the past it has been the custom to take herring all the year round, a practice which has had a bad effect on the fishing. It is now proposed that no fishing be allowed in these waters from November 15th to March 15th. This meets the approval of the majority of the fishermen of Ontario, provided a similar law is enacted by the American States of New York, Pennsylvania, Ohio and Michigan. Judging by the expression of opinion at the recent Detroit conference, Mr. Bastedo is convinced that similar regulations will be made by the Americans interested.

Another regulation of interest to lake fishermen is that increasing the minimum size of lake trout and whitefish which may be taken. Heretofore the minimum has been two pounds, but at

the Detroit conference experts stated that if it was desired to propagate the species it would be advisable not to take any fish of that kind which had not reached a weight of two and a-half pounds. In view of these arguments it was agreed that in future two and a-half pounds should be the minimum for Canadian waters. No sturgeon under 36 inches can be taken, and hereafter all jacklights, or flares, will be prohibited. The penalty for infraction of the new regulations will be a minimum of \$10 instead of \$1, as in the past, and Dominion authority will be conferred on all provincial fishery overseers.

There is no change in the close season for brook trout, but no angler can take in one day more than 20 trout, eight black bass, four maskinonge 12 yellow pickerel or four lake trout.

British Columbia Fish in Japan.

When war was first rumored in the Orient, British Columbia firms are reported to have arranged provisionally with the Japanese Government for large shipments of salmon and herring in barrels and salted for army provisions.

These orders are said to have been subsequently confirmed, and as a result extraordinary preparations to handle salted salmon for the Japanese army are now going on while herring now running near Nanaimo in Departure Bay are being shipped forward in large quantities by each steamship.

A Codfish Famine.

ST. JOHN is on the verge of a cured codfish famine, and the same conditions will be felt all over the country, says an Eastern exchange. Prices have risen to figures much higher than usual and dealers are unable to get fish enough to fill their orders. Prices on codfish ex vessel have advanced steadily; in fact, it is no longer merely a question of price, but simply can the fish be had? The price per quintal has been \$3.50 to \$4, but \$5 is about the least that must be paid. Vessel owners are making unusual efforts to fit out their boats, but as the season does not commence until the middle of April, it will be the beginning of June before fresh stock will be on the market. Long

CANNED MEATS— a timely hint for wide-awake grocers.

are
particularly
good
buying
NOW.

There has been a combination of circumstances that has enhanced the prices of meats. This will greatly affect CANNED MEATS. Prices are sure to advance,—in fact, in many lines have already advanced.

We give you the opportunity of placing your orders for your season's requirements at opening prices,—which means lowest prices.

DO NOT DELAY PLACING YOUR ORDER.

Although we placed our contract this year largely in excess of other years, yet we are nearly sold up to our limit and our present quotations will shortly be withdrawn.

Write for
Special Freight Allowance
on 5-case orders.

SPECIAL QUOTATIONS ON

“Clark's,” Montreal, and “Libby's,” Chicago.

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

before then, however, the present stock will be exhausted. To make matters worse there is an unusual scarcity of bait, and it is unlikely that the codfish boats will be able to make any quick trips unless better weather conditions prevail. Last season's catch was much below the average, which fact accounts for the present scarcity. Haddock are also hard to get and local dealers are importing quantities from Boston for the manufacture of haddies.

Protection for Alaska Salmon Fisheries.

THE new administration bill for the further protection of salmon in Alaska,” says a Western exchange, “is by far the most stringent means yet devised for the protection of the salmon fisheries, and will impose much hardship on several cannery owners, although it is deemed necessary by the Government as a safeguard against the serious depletion of the salmon stock.”

The most sweeping change in the bill is that by which all fishing for red and king salmon in the lesser streams of Alaska, above mean low tide, is made unlawful, and penalized by fine and imprisonment.

The new bill also provides that the Secretary of Commerce may prohibit fishing for salmon of all kinds in certain streams, tidal basins and estuaries, in order that these localities may be set aside for purposes of propagation.

Salmon Sold to Russia and Japan.

A report is current in New York that an order for 1,800 cases of red Alaska salmon at \$1.35 had been placed there by an English export house, which was believed to be acting in behalf of the commissariat department of the Russian Government. There was also an inquiry for 3,000 cases more of the same grade. It is assumed that if such purchases are being made for the Russian Government the fish is intended for the navy or for the army officers' mess, and that if anything is bought for the rank and file rations it will be cheap salmon, such as pink or humpback.

By some of the trade strong doubt is cast upon the assumption that the purchase of red Alaska salmon above referred to was on behalf of Russia, the contention being that if that country were a buyer of that grade it would go to the nearer London or Liverpool market,

where according to last advices, red salmon was obtainable at less than the equivalent of \$1.35 New York. It was admitted, however, that reasons might exist which would make it advisable for Russia to buy in New York rather than in England, even though she would have to pay more for the goods.

Notes

Extensive alterations are being made in the plant of the Dominion Fish Company, Owen Sound.

In order to re-stock the waters of the Grand River with game fish, the Ontario Government have decided to prohibit fishing along the river for the year.

Fresh fish shipments through Owen Sound for the season 1903 amounted to 6,600,000 lbs. Two hundred and seventy-five cars were forwarded to Buffalo, Detroit, Chicago and other points, averaging twelve tons to the car.

D. Mowat, Secretary-Treasurer of the Western Canadian Fish Company, Vancouver, was in Winnipeg last week, where he succeeded in selling two carloads of dried codfish, smoked halibut and salmon. Hitherto these goods have all been brought from the Maritime Provinces. Mr. Mowat is extending his business trip to Ontario.

CANADIAN TRADE WITH WEST INDIES.

E. H. COOPER, secretary of the Montreal branch of the Canadian Manufacturers' Association, who has recently returned from a trip to the West Indies and British Guiana, reports as follows on the possibilities of trade with these countries:

"The West Indian producers realize the growing and permanent value of the Canadian market for their tropical products; they welcome every effort to create reciprocal trade.

"The Brussels convention, which achieved the abolition of the sugar bounties, has not increased the price of West India sugar; the United States market is now almost completely supplied by Porto Rican, Cuban and home-grown cane and beet; the English market offers now more favorable terms to the colonial than to German sugar, so that the only market in which the West Indian sugar has a preference is in Canada. As yet we can take only about two-thirds of their total sugar production, a fact which keeps the Canadian price of sugar almost equal to the New York parity, permitting but a small portion of the Canadian preference to go to the sugar producer. They hope in time we shall need their entire output, but meanwhile the sugar industry is languishing on account of the extremely low price of sugar.

Want Our Trade.

"Additional estates are being abandoned year by year, and unless the most modern machinery is employed, it does no more than pay to harvest the crop, and that with labor getting from 18 to 30 cents per day. With all the celebrated fertility of these lands, only in one place (British Guiana) does the amount of exports exceed the imports. Many of the planters are deserting sugar for cocoa, oranges, limes and other tropical productions.

"These products the West Indian producer hopes to sell in Canada, and the desire to see and retain for these commodities a permanent market in Canada is, to Canadian observers at least, the supremest political desire in the West Indian's breast. If Downing street would grant the privilege (and it is not probable that its consent would be withheld) it should not be difficult to negotiate a series of reciprocity treaties with these colonies. Even federation is frequently advocated, the colonists feeling that the \$200,000 per year paid to resident governors is not a profitable

investment. Since I left British Guiana I see that their local governor has expressed a willingness to grant a preference of 10 per cent. upon Canadian goods, and I have no doubt that if our association would take the matter up with the different chambers of commerce throughout the islands, we could initiate an agitation that would result in a general reciprocal tariff arrangement.

"Although it would appear that there should be natural advantages for an exchange of commodities between Canada and the tropical colonies, yet we take only 51-2 per cent. of their exports and send them only 5 per cent. of their imports. The United States contributes 32 per cent. of the imports, and Great Britain 41 per cent. This year's figures, I believe, will show a good increase in their exports to Canada, in view of the large amount of sugar now being bought on Canadian account, and it is, therefore, incumbent upon Canadian shippers to provide an equivalent increase in the opposite direction.

Canadian Flour.

"The objection has been heard in the West Indies that Canadian flour would not stand the hot weather. That complaint has been disproved, and has been changed to one of insufficient quantity. Regular shipments of Ontario flour could supply the demand. Demerara alone imports 15,000 barrels of flour a month, but only about 2,000 barrels come from Canada. Barbadoes takes 48,758 barrels of flour a year from the United States, but not one-tenth of that amount from Canada. All foodstuffs, including grains, beef and pork, cheese, butter and canned goods, are wanted in proportionate quantities. If those could be obtained in sufficient quantities in Canada, I am confident that the colonies would not hesitate to grant Canada a tariff preference. About the only commodity of which they can secure sufficient quantity from Canada is fish.

"Canadian soap finds considerable market in the West Indies. A few of the islands will take nothing but Canadian cheese, while in others you hear that it is too rich and becomes oily in the extreme heat. Supplying as we do both foodstuffs and manufactures, there is still much of that \$35,000,000 market that could be gained, with effort and persistence, and an evident desire to give just what is asked for. It is doubtful whether there is a more favorable market offers to Canada now."

TEA PRICES AND THE WAR IN THE EAST.

A DISPATCH from Ottawa says that the Russo-Japanese war has caused an immense increase in the importation of teas into Canada. The information is supplied by officials at the customs department, after a study of the import returns. Although the shipments show a heavy increase, there is, however, no indication that the proportion of suprious or deleterious teas is growing. The reason assigned for the greater importation is that merchants in Canada fear that the war may cause a shortage, and are replenishing their stocks with that idea in mind. The apprehension that the Japan field may be closed is also causing an increased demand for the Indian and Ceylon varieties.

So far the Russo-Jap war has scarcely affected the market, beyond the heavy importations of teas mentioned. The fact that the Japanese control the sea means cheap tea for the people of the United States and Canada. If Russia had control of the Pacific she would blockade the Japanese ports, and tea prices would soar skyward in America.

Later on it may be found, if the war assumes very large proportions, that Japan requires many men to serve in the army whose places on the tea plantations will be very hard to fill, and thus a scarcity of labor may furnish a sufficient reason for the raising of the prices of tea. As a matter of fact, however, the Pacific Ocean and all Japanese ports are wide open, and as there is plenty of tea in Japan, it is hardly likely that even speculative attempts to increase the price will be crowned with success.

INSTALLED ELECTRIC COFFEE MILL.

The increased demand for Stratheona coffee has necessitated W. H. Scroggie Co., Montreal, putting in an electric coffee mill and one of the largest store coffee mills obtainable. This mill, which is a "Cole," was purchased through Todhunter, Mitchell & Co., Toronto. Everything pertaining to prompt, proper and careful handling of groceries is looked after by Mr. Lloyd, manager of the grocery department.

SUGAR COMING.

Montreal has two sugar boats booked. The ss. Crown of Navarre will be at this port in May, coming from Demerara and another steamer of 1,795 tons will bring a cargo from the Port of Spain, West Indies.

One of Our Customers

shows his confidence in our goods by advertising as follows:

COFFEE

If you want the best coffee, coffee that is a uniform roast, the kind that carries the greatest strength and the richest flavor, you will buy Chase & Sanborn's Coffee.

Chase & Sanborn

GROWERS AND IMPORTERS,

MONTREAL.



Here's To Better Starch Business.

Please your customer's eye and you have her attention. Then you can tell her your story. The new drum package in which we put up our

LILY WHITE GLOSS STARCH

stands out well in your stock. It will catch your customer's attention and then you can tell her what good starch it is.

We pack Lily White Gloss Starch in handsome 6 pound drums, 8 drums to a case and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

MAPLE SUGAR PROSPECTS.

SOME difference of opinion seems to exist as to the probable supply and quality of this year's syrup. Some dealers are inclined to think both quantity and quality will be deficient, and give as reasons the fact that snow followed the first frost in very quick order and remained, covering the ground practically ever since. To ensure a plentiful formation of sap, a frosted state of the earth is needful, and the snow blanket they believe, will prevent the frost penetrating deeply. As a result there will be little sap, and on the first really warm day it will be released and flow upwards, the premature flow resulting in a "budded" flavor, as one put it.

Others, however, cannot see any menace to the supply, and several predict an unusually good output. All, however, agree on one point, that the demand will be easily met. There is on the market at present a lot of the adulterated left over from last year while some dealers make a practice of melting down their last year's surplus of maple sugar, converting it into syrup, which is claimed to suffer no loss in flavor.

From all accounts the adulterated form of syrup is driving the real stuff

out of the market. The former can be retailed at 90 cents a gallon, while the latter calls for \$1.40 or \$1.50. "The public appear satisfied with what is handed out to them," say the dealers, "and we get no encouragement to trade in the simon pure brand."

"I don't suppose there will be enough coming in to Toronto this year to fill a cart," remarked one. He didn't mean to be taken literally, of course, but his words were suggestive. It is authoritatively stated that nine-tenths of the so-called maple syrup consumed is an ingenious concoction in which brown sugar and water play leading parts. "We got our first barrel of real maple syrup in on the 23rd of March last year," said a representative of the Dawson Commission Company, "and it will probably be about a month later this year."

AN INTERESTING PAMPHLET.

Snowdon, Forbes & Co., Montreal, have issued a new catalogue, as their introduction reads: "Our first catalogue for dealers only." The catalogue which comprises some 40 pages of cuts of premiums with values, and price list

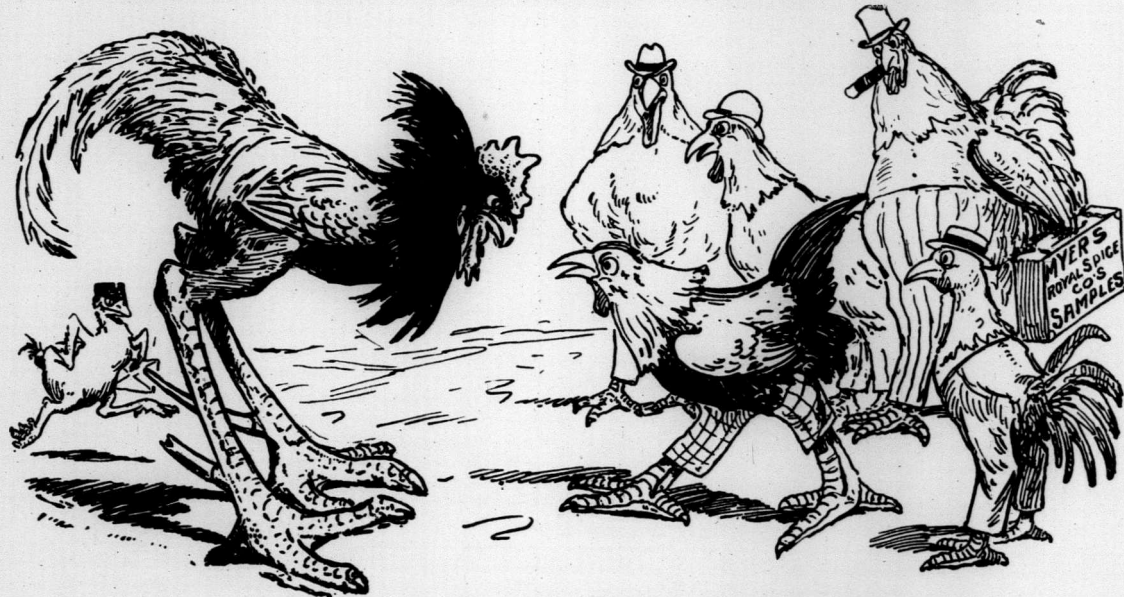
of Tetley's teas and "Bee" brand grocers' specialties, is bound in dark slate cover—the front cover presenting photo of Tetley's famous elephant carrying a large can of "Bee" coffee in his trunk. An encouraging little poem on the first page is worthy of preservation by every merchant who appreciates the policy of "Dig in!" The cuts of premiums offered certainly look tempting.

GROCERS' SPECIALS.

F. H. Leggett & Co., importers and manufacturers of grocers' specialties call attention in this week's issue of The Grocer to a desirable line of goods adapted and suitable to Canadian trade, and solicit the trade of dealers direct.

Leggett & Co's manufactory is located at 132 to 138 King street, New York, where this great house pack and prepare preserves, pickles, meats, soups, grind spices, roast coffee, pack olives, and prepare hundreds of grocery specialties, which for lack of space cannot be mentioned. Suffice it to say, however, that if you are a dealer you are cordially invited to inspect this wonderful plant, which is well worth a visit to the metropolis.

DON'T BE BEHIND THE TIMES.



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write MYERS ROYAL SPICE CO., Niagara Falls, Ont., for further particulars.

NINE MONTHS

as wholesale grocers has proved to us that our past experience of

EIGHTEEN YEARS

in the Brokerage Business is of inestimable service to us in our new sphere.

BUYING RIGHT

enables one to sell at prices that sometimes look like cutting.

WE INVITE YOU TO TAKE ADVANTAGE OF OUR OFFERS.

Tomatoes, 3s,	Belleville, \$0.98	per doz. net, f.o.b. Factory	} 10 doz. lots and over
Pumpkin, 3s,	" 0.80	" " " "	
Raspberries (in Syrup), 2s,	" 1.26	" " at Toronto	
Strawberries " 2s,	" 1.26	" " " "	
Pears, Flemish Beauty, 2s,	" 1.30	" " " "	
Plums, Damson, 2s,	" 0.85	" " " "	
Currants, Fine Filiatras, Greek cleaned			4¼c. net } 5 packages
" " uncleaned			4⅛c. " } and over
Gray's Lemon Peel			8c. "
" Orange "			8¼c. "

Tea Send along samples of what you want matched, and compare our offerings with your previous purchases.

WE CARRY A FULL LINE OF GROCERIES.

CANADA BROKERAGE CO., LIMITED

Phones { 2282 Main.
870 "

9 FRONT ST. EAST, TORONTO.

We Have Bargains in

Prunes, Figs, Apricots, Peaches, Evaporated Apples, Valencia Raisins, California Muscatels, Currants, also Canned Fruits, Preserved and Pie Fruit. "TARTAN BRAND"

Have You Tried Our Cabinet Maple Syrup? It is a good line.

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

'Phone or Write for Quotations.

CANNED GOODS

Tomatoes, 1903 pack.....	\$1.00 doz.	Red Cross 3-lb. Pork and Beans in	
Belleville Sweet Wrinkle Peas....	.95 "	Chili Sauce.....	\$.90 doz.
Belleville Sifted June Peas.....	1.00 "	Lowrey Bros. 3-lb. Pie Peaches...	1.00 "
Bloomfield Extra Fine Sifted Peas.	1.25 "		

F.O.B. Kingston, Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.



---a large percentage

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AUG .3 1904

Out Book 22

Page 11

cool

of your customers leave the selection of goods to you.

Your judgment is to please them. You can always do this if you sell them

B. T. Babbitt's

TRADE "1776" MARK

Soap Powder.

"1776" Soap Powder has no equal as a dirt-remover. It pays you to handle, because it pleases your customers. Handsome Premiums and Panel Pictures free for trade marks. Send for Illustrated Catalogue.

WM. H. DUNN, Agent, Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

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

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

Bird Seed.
Nicholson & Brock, Toronto.

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

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakley, John, & Sons, London, Eng.
Reckitt's - Gilmore Bros., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Hudson, Hebert & Co., Montreal.
Tippet, A. P. & Co., Montreal.
Todd, J. H., & Son, Toronto.

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

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

Cheating Gum.
Row & Co., Brockville, Ont.

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

Cocoa-nut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
VanHouten's - J. L. Watt & Scott, Toronto.

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

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

Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Manitoba Commission Co., Brandon, Man.
Nicholson & Bain, Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm. Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

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

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

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

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

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Floors and Cereals.
Carter, G. Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fruits - Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P. & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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

Grocers - Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.

Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudson, Hebert & Co., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Robertson, Geo., & Son, Kingston, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.

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

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

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

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Eby, Blain & Co., Toronto.
McGregor-Harris Co., Toronto.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Upton's - A. F. MacLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldimand, Ceylon.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

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

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

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

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

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Eby, Blain Co., Toronto.
Ewing, S. H., & Sons, Montreal.
Flett's - Rose & Laflamme, Montreal.
Laporte, Martin & Cie., Montreal.
Leggett, Francis H. & Co., New York.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr. - W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's - Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Stretton & Co., Worcester, Eng.

Polishes - Metal.
Oakley, John, & Sons, Montreal.

Polishes - Stone.
Morse Bros., Canton, Mass.
Prescott's - W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.
Myers Royal Spice Co., Niagara Falls, N.Y.

Poultry Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, N.Y.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Rice.
Chaput, L., Fils & Cie, Toronto.
Davidson & Hay, Toronto.

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

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

Soap.
Metropolitan Soap Co., Toronto.

Sodas - All Kinds.
Winn & Holland, Montreal.

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

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie., Montreal.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips - Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Pure Gold Mfg. Co., Toronto.
Robertson, Geo., & Son, Kingston.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Washing Compound.
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Wines, Liquors and Beer.
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Laporte, Martin & Cie., Montreal.

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Salt—Reduced Prices

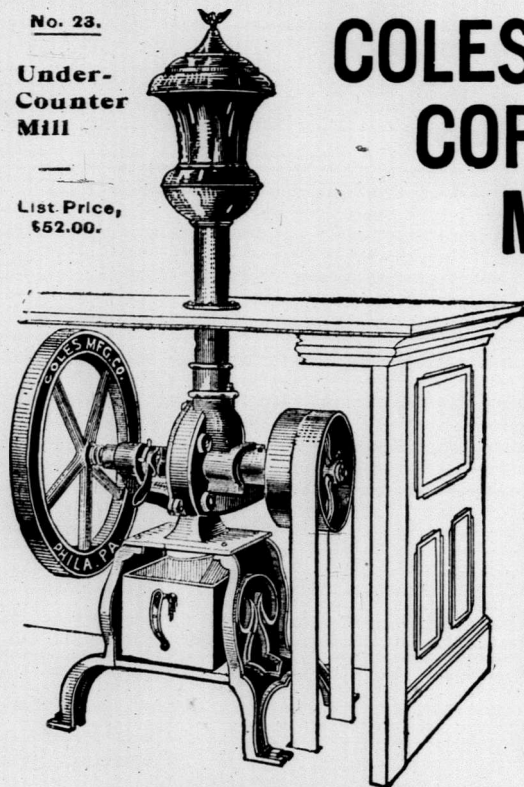
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Windsor, Ont.

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Under-
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Pulverizing.

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fee.

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Coffee Mill has a
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breaks the Coffee
before it enters the
grinders, thus re-
ducing wear of
grinders.

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MONTREAL and TORONTO



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BRITISH GUIANA PREFERENCE.

PREFERENTIAL tariffs seem to be in the air. The latest colony to declare a preferential tariff within the Empire is British Guiana; Sir James Alexander Swettenham, governor of that colony, having announced recently a preference of 10 per cent. in duties to imports from the United Kingdom and Canada. To Canada this is especially interesting, as it gives to Great Britain and herself an advantage over the foreigner in their markets. E. H. Cooper, secretary of the Montreal branch of the Canadian Manufacturers' Association, who has just returned from a trip to the British West Indies, tells *The Grocer* that the West Indian people want Canadian goods, and want to send us more goods. Figures show that the exports from British Guiana to Canada increased nearly four hundred per cent. in three years, and taking the statistics of 1901 to 1903, the bulk of this export trade was carried on in sugar and rum. It is the only place in the whole West Indies where the amount of export exceeds the imports.

EDITORIAL

And herein the preference will be most important to Canada. For instance, we should send to that colony far more flour than we do, far more food stuffs of all kinds, such as cheese, butter, bacon, lard and canned goods of all descriptions. Nearly half of the goods imported from Canada at the present time is fish. The chief reason given by business men for not exporting more of these goods to the British colonies, is that other exporters in the United States have established a connection there and a market is not easily obtained.

Taking the report of Mr. Cooper as a basis, many of the sugar planters of the Indies are abandoning their industry and are taking up the cultivation of oranges, limes, cocoa, and other tropical productions. If possible, there should be a chance for the Canadian trader without any disparagement to Californian and Florida fruits, to give the preference of his orders to the British West Indies. Such a move would invite reciprocity, and the old saying of one good turn begetting another, would be realized by Canadians taking exchange orders at least or direct orders for our excellent food products, which without boasting, cannot be surpassed in the United States. The old yarn about our Canadian flour being too full of acidity to be useable in tropical climates is entirely exploded. The complaint is that we have not the quantity of the kind of goods they need; if we have not get it is high time our Canadian producers set about getting it. It would seem idle to tell us that Ontario and the Great West could not more than supply the Indies with the very finest of food stuffs. To illustrate further Barbadoes took nearly 50,000 barrels of flour from the United States per year, while less than one-tenth of this amount came from Canada.

In the butter export trade, for instance, a special variety of tins for packing butter has been brought into use by Mr. Pierre de Bacourt, a Montrealer, manager of the Canadian Pressed Butter Co. It is a vacuum tin insuring perfect preservation of the contents in all

climates. This should be useful for the West Indian trade. In fact it is an old saw that states, "Where there is a will there is a way," and this year's exports will no doubt show a good increase in the exports to Canada from this colony, and vice versa. In sugar, Canada gives a preference of 33-1-3 per cent. to West Indian products, but this suggests another complex subject, which is explained by a report received from the Canadian Commercial Agent at St. Kitts as follows:

"British West Indian sugar planters are drawing no benefit from the customs preference of 33-1-3 per cent. which West Indian sugars enjoy entering Canada. The bone of contention in this matter is the retention by the refiners of the whole customs rebate, no portion of the advantage finding its way into the pockets of the growers. At a meeting of sugar planters and merchants in St. Kitts it was strongly urged that the producers of muscovado sugar in the British West Indies should combine to cease all consignments to Canada for the present, with the just possible result that if refined 96 degree crystals, which Canadian refiners really want, are scarce, there may be some demand for muscovadoes to take their place, and a consequent small improvement in quotations may follow. British West Indians recognize that this is the best market for their output of raw sugar, but the price paid by refiners for muscovadoes is the bare equivalent of that paid in New York."

To explain this statement clearly would require an intricate and technical explanation of the sugar grading, but that may be done in a special article. The point is, that Canada is not the market for the West Indian sugar, which it ought to be, or at least, conditions are not as favorable as they might be.

Another fact which will be very important to fruit dealers in Montreal and Toronto, is that there is likely to be a direct line of steamers established between Montreal and the British West Indies, the Pickford & Black service from Halifax and St. John, it is understood, being withdrawn as far as Government support is concerned. The advantages of such a service to Canada cannot be spoken of here, but must be self-evident.

WEST INDIAN SUGAR PREFERENCE.

A REPORT received recently by the Minister of Trade and Commerce, Ottawa, from one of the Canadian commercial agents stationed in the West Indies, states that British West Indian sugar planters are deriving no benefit from the customs preference of 33 1-3 per cent. which West Indian sugars enjoy entering Canada, and that they are planning co-operation in order to secure if possible, more favorable terms from Canada.

The trouble seems to be largely due to the Cuban preference granted last Autumn by the United States, which is only now becoming operative. At the present time 96 centrifugal Cuban sugar c. and f. New York are quoted on a basis of \$2.25 per cwt. There is a specific duty of \$1.68 1-2 per cent. on raw sugar entering the United States, and in the case of Cuban sugars there is a preference of 20 per cent., making the net duty \$1.35. Thus the total cost of this sugar duty paid in New York is \$3.60 per cwt. according to the prices ruling at the time of writing.

The volume of Cuban production at present is just sufficient to dominate the New York market during the months when sugars from that island and the other West Indies are entering the United States and the sugar producers of the British West Indies have to meet the price named for the Cuban product, duty paid, in New York.

Since West Indian sugars have to compete in New York with Cubans the regular duty of \$1.68 1-2 per cwt. leaves only \$1.91 1-2 for West Indian 96 centrifugal sugars c. and f. New York.

Canadian refiners, it is asserted, have made an arrangement with brokers whereby they pay the same price as that which rules in New York c. and f. dian sugars duty paid is only \$2.38 1-2. The specific Canadian duty is 71c. per cwt. on raw sugars and there is a preference of 23c. making the net duty 47c. The total cost then of West Indian sugar duty paid is only \$2.38 1-2 per cwt. It is easily seen that Can-

adian refiners have the advantage of the New York price in addition to that of the Canadian preference.

One local sugar broker when questioned on the subject, said there was no question about the West Indian sugar planters having the poorer end of the bargain and that Canadian refiners were profiting from what was neither more nor less than a favorable turn of commerce. It is a question whether certain brokers are not to be blamed for the situation and the apparent injustice to West Indian sugar planters. But whoever may be to blame it is evident that the planters in the West Indies are at present deriving little or no benefit from the Canadian preferential tariff.

RECIPROCITY WITH THE UNITED STATES.

IT seems to be the universal tendency of man to fail in appreciation of what is within reach and to ever strive after the unattainable.

At one time Canadian economists, politicians and business men were convinced that Canada needed closer commercial relations with the United States. Delegation after delegation went from the Canadian Parliament to Washington to ask for a reciprocal tariff arrangement which might be of advantage to both countries. Canada was at the time willing, even anxious, to give much in the hope of some gain for herself. But the United States would not deign to even consider seriously the Canadian proposals. Large interests which might have been affected by reciprocity with Canada used their influence so skillfully and so persistently that the efforts of those who desired closer relations with Canada were completely overshadowed.

In the passage of the "McKinley Bill," the climax of United States hostility to Canada was reached. At one stroke this enactment shut out many products, the sale of which contributed much to the country's prosperity.

In the opinion of many Canada was ruined by this hostile legislation. It

is well known that it takes years to turn the farmer from the crops he has found profitable under certain circumstances and to direct his energies to building up industries comparatively new to him. But this was done, and while the years immediately after the passage of the McKinley Bill were decidedly lean ones, they were well spent in turning the attention of the Canadian farmer to stock raising, cheese and butter making, etc. In a decade a market has been secured for Canadian products in Great Britain which is infinitely more valuable to Canada than our exports of agricultural products to the United States ever could have been.

At the same time the contemptuous indifference to Canadian trade manifested by the utterances of leading public men of the United States was exasperating in the extreme.

All of this combined to nourish a national spirit and to develop a bond of Imperial loyalty which expressed itself first in the preference of 33 1-3 per cent. to British products and later in the general approval which greeted the statement by Sir Wilfrid Laurier, after the failure of the treaty negotiations in Washington a couple of years ago, that "Canada should go no more to Washington for tariff favors."

Since that utterance, which bears the weight of the conviction of the Canadian Premier and the moral support of the Canadian people, reciprocity has been a dead issue in Canada. Almost in inverse ratio as the desire for reciprocity has decreased in Canada it has increased in the United States. To-day it is recognized that Canada is, in comparative proportion and almost in aggregate volume, the best customer the United States has. It is also recognized that the strongest industrial organization in the Dominion, the Canadian Manufacturers' Association, seeks a higher tariff against United States goods even though that entailed a bigger preference to Great Britain.

So far Canada has never been stampeded into tariff enactments as a result of the hostility aroused by the

unfriendly tariff legislation of the United States. And it is to be hoped that the same caution, the same moderation will dominate our future relations with the big Republic to the south.

Yet it must be made clear to United States commercial bodies that any movement for reciprocity with Canada must be initiated by the United States and must be backed by sufficient influence to guarantee to the Canadian Parliament that its proposals will be considered on a purely business basis. Canada is willing to give advantages to the United States, but for each advantage she gives she will insist on an equivalent in return.

At a banquet in Boston the other evening two of the foremost speakers, H. M. Whitney and Col. Clarke, in pointing out Boston's need of developing the fish trade, declared in no uncertain tone in favor of reciprocity with Canada.

It must be remembered, however, that Canada is unready to discuss reciprocity in any one line. Unless the United States fish interests, lumber interests, manufacturing interests, etc., who desire closer relations with Canada can unite their forces sufficiently to win the support of the United States Congress and overcome the antagonism of the United States Senate their desires for reciprocity will be of no avail.

A DROP IN POTATOES.

POTATOES became much easier in Montreal on Tuesday; in fact they dropped from 80c. to 60c. a bag on track lots. This was accounted for the merchants having laid in large stocks, before the roads broke up to prevent movement of large lots.

Abundant quantities are in the hands of the dealers, and it is quite possible that the low prices may prevail for some time.

PERSONAL MENTION.

Mr. E. Brown, a well-known grocer of Peterborough, is dead.

Mr. T. B. Greening, Toronto and Hamilton, was a visitor to the trade of Montreal last week.

Mr. A. Wills, import agent, Montreal, was in Toronto this week and favored the Grocer with a call.

Mr. H. R. Bernard, of Hunt & Co., was in Quebec this week, where he found business flourishing in the tea trade.

D. D. Currie, general merchant, Belleville, has gone to Saskatoon, Sask., where he intends opening a general store.

The many friends of Mr. Witmore are pleased to welcome him back to St. John, N. B. He takes a responsible position with Dearborn & Co.

Mr. W. Hay and a staff from the Department of Agriculture, Ottawa, have left for St. Louis, Mo., to superintend the installation of the Canadian exhibit there.

Messrs. W. R. Hooper of New York, and H. L. Rice of St. Mary were introduced on Montreal 'Change yesterday, the latter by Mr. H. D. Matcalie of Montreal.

Mr. W. D. Brown, confectioner, Galt, is dead. Mr. Brown started in business there over a score of years ago, and through his ability was enabled to build up one of the leading retail establishments of the town.

Mr. F. J. Cheeseworth, representing John Dwight & Co., Toronto, was a visitor to the Montreal trade this week. Mr. Cheeseworth has been doing some good advertising work for "Cow" brand soda as well as looking after orders.

Mr. P. G. Shallerross, of Shallerross, McCaulay & Co., Vancouver, who has been visiting the chief trade centres in Canada and the United States in the interests of his firm, is in Toronto this week.

Mr. H. Graham, of Graham & Company, Belleville, the well-known packers of evaporated apples, onions, etc., was in the city this week. He reported a decided activity in the evaporated apple trade, and stated that a marked advance had taken place.

Mr. C. E. Thurston, one of the biggest fruit buyers of New York, was in Montreal yesterday. He anticipates great activity in the green fruit trade this season, and that new arrivals by steamer will ease prices from week to week.

Mr. J. A. Courtemanche, of Ocean Mills, Montreal, who was scheduled to represent his firm in Winnipeg and the West, has been transferred to St. John, N. B., where he will commence an active campaign with Chinese starch, baking powder, &c.

R. Henderson, a representative of the well known Chalmers firm, fruit importers, Glasgow, Scotland, who has been located in Colborne for the past few months, was banqueted by the citizens on March 15, on the eve of his departure for home.

Mr. N. H. Stevens, president of the Canada Flour Mills Co., Chatham, Ont., accompanied by Mr. R. Newman of the Canada Bean Co., were in Montreal this week on their way home from a tour to Quebec and other Eastern cities.

Mr. J. K. McLennan of Winnipeg was in Montreal this week and was introduced on 'Change by T. A. Crane. Mr. McLennan was here in the interests of the Independent Grain Co., a concern of considerable magnitude in the West.

Mayor Laporte, head of the big wholesale grocers, Laporte, Martin & Co., Montreal, has been so busy with his city duties that he has been unable to rest from his arduous campaign. He left on Wednesday for a prolonged trip to Atlantic City.

Mr. Wm. J. Joyce, of R. Herron & Co., Montreal, was in the city during the past week. Mr. Joyce, who covers the territory between Montreal and Quebec City, reported that despite the bad roads and heavy travelling, business has been satisfactory.

Mr. A. E. Sterling, representing T. A. Lytle & Co., Toronto, was a caller at the Montreal offices of The Grocer last week. Mr. Sterling was on his way West from Quebec and reported good and increased demand for his firm's well known grocers' specialties.

Mr. M. Scully, of Lloyd & Scully, produce merchants, Owen Sound, Ont., was introduced on Montreal 'Change yesterday by H. A. Hodgson, one of the largest local produce merchants of Montreal. Mr. Scully was in town several days, and visited some of the big local dealers.

Mr. W. G. Winter, of the firm of T. & M. Winter, St. John's, Nfld., was in Montreal this week, and was introduced on 'Change by Mr. Robt. Meighen, head of the Lake of the Woods Milling Company. Mr. Winter is on his way to England, and stated that in his business of provisions and flour, things were prosperous.

Mr. F. L. Hart, of Hart & Tuckwell, has just returned from an extensive trip through the U. S. While ostensibly on a pleasure trip to Atlantic City, Mr. Hart took advantage of business widening pursuits, and visited New York, Washington and other centres. He is considered one of the best local authorities on green fruits.

The many customers and friends of Mr. H. Forrest, representative of the Salada Tea Co., on the north shore of the St. Lawrence, will regret to learn that he is laid up with appendicitis. As he may have to undergo an operation it will be several weeks before he will be able to call upon his trade. The Grocer wishes him a speedy recovery.

Mr. Eugene Rosedale, manager of T. Lipton's coffee department, New York, was a caller at the Montreal offices of The Grocer this week. Mr. Rosedale's report of the growth and development of Lipton's Canadian business was very interesting, some of the statistics submitted being particularly so. Mr. Rosedale says the future outlook is bright.

Mr. Walter C. Gaden, salesman for Red Rose Tea in the city of Montreal and district, was a caller at the Montreal offices of The Grocer last Friday. Mr. Gaden says "Red Rose Tea has made more friends than seemed possible against the numerous package teas on sale here, and I am thoroughly satisfied with the good opinions expressed by trade and consumer."

SALADA TEA CO.

The "Salada" Tea Co. report that their trade during the past six weeks has increased 61,535 pounds over the corresponding six weeks of last year. This is an average increase per week of 10,256 pounds.

NEW AGENCY.

D. Rattray & Son, of Quebec city, were appointed agents this week for the Canada Bean Co., of Chatham. They intend introducing the bean tester supplied by Stevens & Newman, of the Chatham Co., which will establish a solid grading system for beans in the trade generally.

"A Knock At Your Door"—

Big or Little, you are alike interested



No matter who you are where located whether operating a large concern, or conducting a village grocery for the well-being of your business, you must have a daily use for "SALADA" Ceylon Tea.

No firm, company or corporation can possibly serve you as well as "SALADA" can.

No bulk or packet Tea upon the market has the immense sale or gives the lasting satisfaction that "SALADA" does.

12
Million
Packets
Sold
Annually

This is no bombast or idle talk, but a straight, truthful, business statement to earnest thinkers.

Will you recognize your opportunities and write us for a sample case ?

BRANCHES and AGENCIES

- Toronto.
- Montreal.
- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville.
- Rochester.
- Norfolk, Va.
- Scranton, Pa.
- Portland, Me.
- Baltimore, Md.
- San Francisco.
- St. Louis.
- Minneapolis.

Black, Mixed or Natural Ceylon Green. **SEALED PACKETS ONLY.**
Retailing at 60c., 50c., 40c., 30c., 25c. per pound.



**"Horse Shoe"
SALMON**

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

New Pack is in the hands of the wholesale trade

BUY

BRUNSWICK BRAND in SARDINES —
Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS**, in Tomato Sauce and Kipperd. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

—Address all enquiries to

Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, March 24, 1904.

THE grocery market is fairly active and business generally is improving. The demand for sugars is improving; an active demand is reported and many retailers have begun to think this is a good time for stocking up. Buying of teas is brisk, with the market showing signs of firmness throughout. Canned goods are firm. The demand for syrups and molasses is good. Coffee is firmer and likely to go higher in price. Dried fruits are quiet with prices unchanged. Spices are firm, also rice and tapioca with the latter stiffening in price appreciably.

CANNED GOODS.

The market for canned goods is brisk with good demand. Canned goods are getting into continually smaller compass, and people are kept guessing as regards prices. At any rate the present prices will not become lower. 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
Beans, 2s.	0 90
Corn, 2s.	1 20
Cherries, red, pitted, 2s	2 20
" white	2 40
Peas, 2s.	0 97 1/2
Pears, 2s.	1 45
" 3s.	1 90
Pineapples, 1 1/2s	1 50
" 2s.	1 80
" 3s.	2 25
Peaches, 2s.	1 55
" 3s.	2 45
Plums, green gages, 2s.	1 10
" Lombard	1 00
" Damson, blue	0 95
Pumpkins, 3s.	0 95
" gallon	2 50
Rhubarb, 3s.	1 80
Raspberries, 2s.	1 40
Strawberries, 2s.	1 40
Succotash, 2s.	1 00
Tomatoes, 3s	1 12
Lobster, tails	3 35
" 1 lb. flats	3 50
" 1 lb. flats	1 90
Mackerel	1 00
Salmon, sockeye, Fraser	1 65
" Northern	1 65
" Horseshoe	1 65
" Cohoes	1 15
Chums	0 95
Sardines, Sportsman 1s.	0 15
" Portuguese 1s.	0 23
" P. & C. 1s.	0 08
" P. & C. 1s.	0 25
" Domestic, 1s.	0 35
" Domestic, 1s.	0 03
" Mustard, 1/2 size, cases 50 tins, per 100	0 09
Haddies	8 00
Kipperd herrings, domestic	1 00
" imported	1 45
Herrings in tomato sauce, domestic	1 00
" imported	1 45

SUGAR

The strong position in raws has been well maintained and there have been sales at a further 1-16 advance, that is

on basis of 2 1/4 c. and f. New York for 96 test Centrifugals, which is equivalent to full duty paid basis of 3.59. There are still buyers on this basis for shipment, but sellers are now holding for further advance and at the moment there are no further transactions to report. There are rumours of sales of centrifugals in Cuba at 25-16 c. and f. but it is believed these were for speculators. The spot quotation remains nominal on basis of 3 1/2 duty paid, with no transactions to record.

There are 171 central factories grinding in Cuba against the same number last year, but with heavy sales of the present crop at shipping ports, stocks are about 62,000 tons less than for the same period last year. Combined stocks in the United States and Cuba at latest reports were 347,144 tons, a decrease of 110,166 tons from last year. Combined stocks of Europe and America at latest uneven dates, were 3,455,144 tons, an increase of 13,339 tons over the same period last year. It would be observed that the comparative increase in world's supply is gradually disappearing. On January 1 last this amounted to 209,885 tons.

Receipts at United States Atlantic ports for the week ending March 16 were 43,503 tons, with meltings reduced for the week 1,000 tons, or say to 33,000 tons, leaving stock on all hands of 125,144 tons.

European markets put on further strength for the week. The price of 88 percent beet advanced 1 1/2d per cwt, or was 8s 5 1/4d f.o.b. Hamburg, quotation on basis of March and April shipment. This is equivalent to 3.78 duty paid New York for 96 test centrifugals. By cable from Europe dated March 19, 1904, F. O. Licht reduces the estimate of the beet crop 80,000 tons, making the estimate for the entire European crop 5,830,000 tons. In this connection recent advices from Europe show that the consumption of sugar in the principal countries for the period from September, 1903 to January, 1904, inclusive is 338,991 tons, or 23 per cent greater than that during the same period of the previous campaign. The period covered is since the Brussels sugar convention went into effect, and it would

thus be observed that experience is bearing out predictions along the same line.

Little new business is doing in refined in the United States or Canada. The strong tone of the raw market is reflected in the refined market where prices are firmly held without special indications for the immediate future. Now that the weather has taken a more Springlike turn and the freight blockade has been raised there should be large increases in the local consumption of sugar. Quotations remain as follows:

Paris lumps in 50-lb. boxes	4 88
" in 100-lb.	4 78
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 13
Domestic beet, granulated, 1902	3 98
Phoenix	4 13
Bright coffee	4 03
Bright yellow	3 98
No. 3 yellow	3 93
No. 2	3 73
No. 1	3 63
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

SYRUPS AND MOLASSES

A fair demand continues for syrups and molasses at firm prices. Our quotations are as follows:

Syrups	
Dark	0 30
Medium	0 35
Bright	0 37
Corn syrup, bbl. per lb.	0 02 1/2
" 1/2 bbls.	0 03
" 3 gal. pails, each	1 30
" 2 gal.	0 90
" 2 lb. tins (in 2 doz. case) per case	1 90
" 5 lb. (in 1 " ")	2 35
" 10 lb. (in 1/2 " ")	2 25
" 20 lb. (in 1/4 " ")	2 10
Molasses	
New Orleans, medium	0 25
" 1/2 bbls.	0 27
" open kettle	0 45
Barbadoes	0 38
Porto Rico	0 38
Maple syrup	
Imperial qts.	0 27 1/2
1-gal. cans	0 95
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
1/2-gal. " " "	5 60
Qts. " " "	6 00

TEAS.

The firm tone of the tea market recorded in last report is still confirmed. Japan tea is scarce and getting into very small compass in this country. Few desirable Japan and China teas are offering although the demand for Japan is more brisk than for some time. The new Japan market opens next month. The price of flavory Ceylon teas on the last London sale advanced in most cases 1c per lb. There is a complete dearth of teas of a stand out flavory quality. The general market of India and Ceylon teas is strong and higher in price.

THE MARKETS

Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb.	0 25	0 30
Cranberries, Jersey, per bbl	5 00	5 00
" Budd's longkeepers	7 00	7 00
Limes, per case	1 25	1 25
Limes, in 1/2-straps	2 25	2 25
Strawberries, per box	0 45	0 45
" quarts	0 50	0 50
" pints	0 25	0 25

Vegetables.

Trade in vegetables continues much the same as last week, with brisk demand and many varieties difficult to obtain, particularly parsnips and cabbage. As soon as the ground thaws sufficiently, however, parsnips will become more plentiful. Potatoes are a little easier. Red onions are practically out of the market. The demand for Valencia onions continues fair, and prices are easier. Some stocks on the market are showing signs of growth. Only a few carrots are to be seen this week. California celery continues to find a ready sale. Green onions are scarce and higher in price. Florida spinach is on the market this week for the first time this season. Our quotations are as follows:

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

Seeds.

The seed market is brightening appreciably from week to week, and increasing sales are reported regularly. There is no change from last week's prices. We quote as follows:

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

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is quiet this week and prices are again fluctuating with a downward tendency. Manitoba wheat, No. 1 hard, is 1/2c easier. Northern No. 1 is 1/2c lower in price, also No. 2 Northern. Red and white wheat are each 1c easier. Peas are 2 to 3c firmer. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 07	1 07 1/2
" " Northern No. 1 " "	1 05 1/2	1 06
" " No. 2 " "	1 00	1 00 1/2
Red, per bushel, on track Toronto	0 98	0 98
White " " " "	0 98	0 99
Barley " " " "	0 50	0 52
Oats " " " "	0 38	0 38 1/2
Peas " " " "	0 75	0 77
Buckwheat " " " "	0 59	0 59
Rye, per bushel, " " " "	0 89	0 70

BREAKFAST FOODS.

The demand for breakfast foods continues brisk with firm prices of last

week unchanged. Our quotations are as follows:

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

FLOUR.

The flour market is active and easier this week. Supplies are beginning to come in readily from the farmers. The flour market moves to a large extent in sympathy with the grain market, and until the latter becomes more stationary it will be impossible to fortell the price of flour. Manitoba wheat patents, strong bakers' patents, Ontario wheat patents and straight roller patents are each 10c easier. Our quotations are as follows:

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

Hides, Skins and Wool.

Business has changed little since last week. Trade is fairly good. A decline of 1c is noted in fleece wool. White tallow has dropped off 1/2c per lb. We quote as follows:

HIDES.		
No. 1 green, per lb.	0 07	0 07
" 2 " " "	0 06 1/2	0 06 1/2
" 1 " steers, per lb.	0 07 1/2	0 07 1/2
" 2 " " " "	0 06	0 06
Cured, per lb.	0 08	0 08
CALFSKINS.		
Veal skins, No. 1, 6 to 14 in. inclusive	0 09	0 09
" " " 2 " " "	0 07	0 07
" " " 1 15 to 20 lb " "	0 08	0 08
" " " 2 " " "	0 06	0 06
Deacons (dairies), each	1 00	1 10
Lamb and sheep skins	1 00	1 10
WOOL.		
Unwashed wool, per lb.	0 09	0 16
Fleece wool, " "	0 16	0 17
Pulled wools, super, per lb.	0 18	0 21
" extra " "	0 20	0 22
Tallow, per lb.	0 04 1/2	0 05

QUEBEC MARKETS.

Montreal, March 24, 1904.

Groceries.

THE local market has been devoid of animation, and only immaterial changes have taken place. Again the weather has interfered, and the anticipated rush has not set in. Tea and sugar are still interesting the market. In fact the rise in sugar, of last week, has been maintained, and it was stated by a large importer that the Canadian refiners have agreed together, to pay only the New York prices, minus the United States duty, for bright, grainy, grocery sugars. The result is that very little West India sugar is coming here, in fact, this importer stated that it would pay West Indian importers better to send this kind of sugar to the English market where there has been an advance in price. The advisability of such a move, however, is questionable when the greater freight charges to England might absorb all the gain in price. Teas of all kinds remain firm, and there is very little Japan left in stock, the advance in

The Canadian Grocer

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.

certain drugs which was noticed last week, such as camphor and sulphur, has been maintained. Camphorated chalk has advanced to 25c per lb owing to the advance in camphor. Menthol, another drug, has also gone up in price, which is not surprising when it is remembered that all the peppermint from which menthol is made is grown in Japan. Carbolic acid and iodine have also advanced. Higher prices may be anticipated in glycerine, sulphur and all incidentals that go towards the manufacture of explosives. The demand for cereals is still good, the drop in rice has been well observed all over the province. Canned goods are still slow, and as fresh fish is coming freely, and next week is the last week of Lent, a lull may be expected in canned fish. Word comes from abroad that there is a scarcity in French sardines. Green fruits are beginning to be active, and there has been a large auction sale of Sorrento oranges of 3,000 packages, which sold from \$1.20 to \$1.65. Celery will be in great demand for Easter week, so a good supply should be secured. Florida strawberries were sold freely at 40c. Malaga grapes are exceedingly scarce and have sold as high as \$8.50 a keg.

SUGAR.

The recent rise in values here has been followed by activity in the United States, although American refiners seem well supplied with raw sugar. American speculators seem to be acting as if sugar had been depressed too much, and it is reported that further advances may be made on the prices at which they are supplying themselves with cane sugar. There is a very decided firmness on the local market, and a marked probability of it being maintained. We quote:

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

SYRUPS AND MOLASSES.

No new features have arisen in the molasses market, only that the demand is increasing from day to day. In some quarters the price is expected to go down, but that cannot be immediately. A dealer from Newfoundland who was in the city this week, verified the report of The Grocer that there was a substantial amount of old molasses in that place. This will tend to make the dealers very careful, and may cause some guessing in trade. We quote:

Barbadoes, in puncheons.	0 30
" in barrels.	0 32 1/2
" in half-barrels.	0 33 1/2
New Orleans.	0 22 0 35
Antigua.	0 37
Porto Rico.	0 45 0 48
Corn syrups, bbls.	0 02 1/2
" 1/2-bbls.	0 03
" bbls.	0 03
" 50-lb. pails.	1 30
" 25-lb. pails.	0 90

Bbls., per 100 lb.	2 75
1/2-bbls.	2 75
Kegs.	3 00
Cases, 2-lb. tins, 2 doz per case.	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

COFFEE.

Coffee prices are solid without any marked advance. The market remains almost stationary. Rios strengthened a little, but dropped back again to 8c and 9c yesterday. Reports from abroad state that the East India crop was disappointing in nature, and that the bulk of trade was being driven on Costa Rica. Men who follow the planters report that should the quality of Costa Rica be inferior also, an unsatisfactory season might be looked for. We quote:

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

TEA.

The firmness of last week has steadily held out throughout the week and Japan stocks are pretty well cleaned out. The advance in the China Congous has also held out and 10-1-2c is readily obtained. Reports from abroad state that this price may last some time as the stocks have considerably depreciated in comparison with similar periods last year. There has been plenty of enquiry for the medium qualities of tea. Ceylon and Indian teas show a stronger market, and the closings have been firm every day. We quote:

Good to medium Japans.	0 18	0 24
Fine to choice Japans.	0 25	0 35
Ceylon greens.	0 16	0 20
Indian greens.	0 18	0 30
Japan style China congous.	0 10	0 10 1/2
Pealeaf and Pinhead Gunpowders.	0 23	0 40
Coarse to good Gunpowders.	0 13	0 22
Ceylon blacks.	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

The demand for some kinds of canned goods during the past few days shows signs of improvement, and as fine weather is expected, better enquiry will follow. Old stocks are getting steadily less as the weeks go on, and the last week of Lent will notice a diminution in the canned fish trade. Some vegetables, especially tomatoes have had good sale at firm prices. The demand has been good for lobsters. The future of salmon is reported strong, and dealers do not anticipate any marked decline in values for some time. We quote:

Tomatoes.	1 12 1/2
Corn.	1 15
Peas.	0 87 1/2 1 50
String beans.	0 85 0 90
Strawberries, preserved.	1 40 1 60
Succotash.	1 00
Blueberries.	1 10
Raspberries.	1 40
Lawtenberries, 2s.	1 50
Raspberries, black.	1 35
Gooseberries.	1 55
Pears, 2s.	1 45 1 60
" 3s.	2 10
Peaches, 2s.	1 55 1 67
" 3s.	2 40 2 60
Plums, Lombard 2s.	1 30
" Green Gage, 2s.	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s.	0 90
3-lb. apples.	2 20
Gallon apples.	2 00 2 10
2-lb sliced pineapples.	2 40
Grated pineapples.	2 40
Singapore whole pineapples.	2 40
Pumpkins, per doz.	0 95
Spinach.	1 00
Sugar beets.	0 90 1 40
Salmon, pink.	0 90 1 00
" spring.	1 40
" Rivers Inlet red sockeye.	1 50
" Fraser River red sockeye.	1 50 1 70

Lobsters, tall.	3 45
" 1-lb. flats.	4 00
" 1/2-lb. flats.	2 25
Canadian Sardines, 1s.	3 65 4 00

Foreign Dried Fruits.

The interest in dried fruits is well maintained and we learn from Wm. Rogers & Co., of Denia, that Valencia raisins are in good demand, and that they have shipped 2,000 boxes of prime fruit for which about 22s to 23s cost and freight to Montreal, is the price asked. From Malaga shelled almonds are reported firm with a recent slight decline in some lines, notably Jordan's which are almost exhausted. Currants continue firm without much change in price, although the demand has increased in volume, and now embraces all qualities. For the time of year a healthy business is being done in Sultana's. Grenoble walnuts maintain a high price. Shelled nuts are now down to the price at which buyers are going in for securing supplies to put in cold storage for the early Autumn and Christmas trade. Filberts are reported slightly easier; F. Baller & Co. quoting 40s 3d per bale, cost and freight. Candied peels are still high, the advance which obtained last December has been firmly maintained. Dates are weaker in the London market, and the local stock is not abundant, but this has not effected the market for spot supplies. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06	0 06 1/2
Selected, per lb.	0 07	0 07 1/2
Layers.	0 07 1/2	0 07 3/4

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 3/4
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CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

PRUNES.

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

CURRANTS.

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

SULTANA RAISINS.

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

Green Fruits.

The green fruit market has been active all week, and there has been a steady demand for all good sound fruits. Some very nice Florida strawberries have sold well at 40c, but the demand for Florida

Weather conditions are favorable

now for shipping **Vinegar**
and **Pickles** by freight.

Note—We have contracted with the best Vinegar manufacturers for a large quantity at exceptionally low prices, and we are in a position to defy competition. All grades of strength in stock, 60 grs., 80 grs., 90 grs., 100 grs. and 119 grs., in barrels of 10, 15, 20, 30 and 40 gallons.

WE PAY FREIGHT on 50 gallons and over. Note that fact. We are also still giving a *Non-corrodible Hale Vinegar Pump FREE* with every 100-gallon order.

PICKLES - -

We claim to have the best assortment of *Canadian* and Imported Pickles in Canada. We specially offer **ROWAT'S** at tempting prices. Ask for them.

Buyers of fine goods should remember that we carry in stock

The **E. C. Flaccus Co's** (Wheeling, W. Va.) highest grade products :

Tomato Catsups, Chili Sauces, Tabasco Peppers and **Prepared Mustards**, the latter in 12 different styles and shapes. These mustards are guaranteed equal to the very finest Imported French Mustards.

You try the *Flaccus* goods for your trade. *They are winners.*

"La Grippe" -

For your own and your customers' Grippe (and this is the time when everyone is in line to get an attack), there is nothing like

Mitchell's Scotch Whiskies "Hether Dew" and "Special Reserve"

WE ARE CANADIAN AGENTS.

LAPORTE, MARTIN & CIE.

Wholesale Grocers,
Wine and Spirit Merchants

Montreal.

oranges has been very light. For choice apples the demand has been fine, firmness marking all good fruit. Celery is on the market in excellent quality, and will be advanced in price, no doubt, for Easter week. Cucumbers are a little easier, selling at \$2.50 a dozen. Pineapples have gone up 50c a case. Spanish onions have increased 25c a case. Florida tomatoes have dropped 50c a case. A large quantity of new arrival of lemons in New York has sent the price down here. Cauliflower hardened a little and is now selling at \$3.50 a case, other lines have remained about the same this last week. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	2 50	4 00
Canadian apples, in bbls	5 50	5 50
Pineapples, 24 to case	4 50	4 50
30 to case	2 25	2 50
Bananas	4 50	4 50
Valencias oranges 714 s	3 75	3 75
420 s	5 60	6 00
Sweet potatoes, per bbl	3 50	3 50
Spanish onions, cases	3 00	3 00
French onions, 110 lb cases	2 75	2 75
New Messina lemons 390's	2 50	2 50
360's	5 25	5 25
Florida oranges, per box	2 50	3 00
California navels	3 50	3 50
Florida tomatoes, per crate	5 00	5 00
California celery	3 50	3 50
California cauliflower, case	7 00	7 00
Florida grape fruit	2 50	2 50
Jamaica oranges	6 50	6 50
Jamaica grape-fruit	2 00	2 00
Florida tangerines		

Fish.

Fresh fish has been coming in very freely this week, and prices may go down quickly but this is not to be taken as advice, as the weather will have something to do with it. All kinds of fish continues to be scarce. Frozen fish is practically finished. Oysters are easier selling at much the same price as last week. One dealer stated that he expected to have to throw away his full stock of tom-cods this week. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Haddies	0 08	0 08
Smoked herring, per box	0 15	0 15
Fresh haddock, per lb	0 04	0 05
Dore, per lb., frozen, fancy Winter	0 07 1/2	0 08
Pike, " round	0 05	0 05 1/2
Halibut, frozen, per lb	0 09	0 10
Gaspe salmon, frozen, per lb	0 14	0 14
Frozen B.C. salmon, per lb	0 08 1/2	0 09
Smelts	0 08	0 09
Steak cod	0 05	0 05
Choice round trout	0 06 1/2	0 07
Whitefish, small	0 06 1/2	0 07
Tommy cods	1 00	1 50
No. 1 Labrador herring in 20-lb. pails	0 85	0 85
No. 1 Herring, Labrador, per bbl	5 00	5 00
half bbl	2 75	2 75
No. 1 Holland herring, per half bbl	6 50	6 50
No. 1 Scotch herring	0 95	0 95
per keg	0 65	0 75
Holland herring, per keg	7 00	7 00
No. 1 green codfish, new, per 200 lb	5 00	5 00
No. 2 green cod, bbls 200	5 50	5 50
No. 1 green haddock, bbls 200	7 50	7 50
No. 1 large green codfish, new, per 200 lb	4 00	4 00
Green pollock, bbls 200	0 6 1/2	0 6 1/2
Salt eels, bbls 200 lb	1 60	1 60
Salt mackerel, part of 20 lbs	0 06 1/2	0 06 1/2
Boneless cod, 1 and 2-lb. blocks, per lb	0 05	0 05
fish	0 04 1/2	0 05
loose, in 25 lb. boxes	0 05	0 05
Boneless fish, in crates, 12 1/2-lb. boxes	4 75	4 75
Skinless cod, cases 100 lb	14 00	14 00
B. C. salmon, choice red, per bbl	7 00	8 00
B. C. salmon, 1/2 bbl	1 40	1 40
Marshall's kippered herring, per doz	1 00	1 00
Canadian kippered, per doz	3 75	4 00
Canadian 1/2 sardines, per 100	1 30	1 30
Canned cove oysters, No. 1 size, per doz	2 25	2 25
Canned cove oysters, No. 2 size, per doz	6 00	8 00
Shell oysters, No. 1 Malpeques	3 00	4 00
common	1 40	1 40
Standard bulk oysters, per gal	1 60	1 60
Selects	0 07	0 07
Qualla salmon, frozen, cases		

Country Produce.

EGGS.

Eggs are coming in freely, yet very little decrease in price is expected immediately. Local dealers report the market lower, and it is difficult still from

day to day to know just what price to ask. To-day 21c rules. Lower prices are expected any day. We would advise buyers to be careful of the egg market from day to day, as Easer is at hand and large supplies will be served out with a good deal of judgment.

BEANS.

The bean market has weakened very considerably, and whether it was the visit of the Western bean men that caused it or not the market went "all to pieces," and primes sold at \$1.30 a bushel in carlots, and that means good three-pound pickers; smaller lots sold at \$1.50 and lots of one to five barrels at \$1.55, hand-picked, \$1.60 to \$1.65.

HONEY.

Comb honey is still scarce, and prices rule for white clover at 14 to 16c, buck-wheat is still quoted at 6 and 7c, there is none in sight. Extracted white clover is easier at 8 and 9c.

POTATOES.

Potatoes are still active, and high prices are ruling for first-class stock, 75 to 80c, being quoted for earlots on track, and 80 to 85c per bag with plenty of offerings. Large quantities of potatoes have been shipped from Halifax to the West Indies.

MAPLE PRODUCTS.

No new maple sugar has arrived yet, and the market has remained absolutely featureless in this line. It is notable how little fraudulent sugar is being offered. We quote:

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

Flour and Feed.

FLOUR.

The firmness of flour has kept up steadily. The price for straight rollers ranging from \$4.75 to \$4.90, but yesterday it was reported strong again. The expected weakening has not taken place in Manitoba grades, although it may come any day. The easiness of Ontario flour is accounted for in the arrival of late shipments.

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

FEED.

Feed has become considerably firmer and a brisk demand for all kinds, Ontario bran in bulk has advanced a little, and while the normal price of \$19 is quoted \$20 and \$20.50 has been reached. Shorts remain the same. We quote:

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

OATMEAL.

Oatmeal is practically the same as last week, but oats themselves have been coming into the city very rapidly and considerable concession has been made

by dealers; 36c for No. 3 on track was the price ruling, this is a decline of a cent since last week. We quote:

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

HIDES.

The hide market continues tame and uninteresting. The price advanced 1-2c on beef hides early in the week and 1c on calf skins. Normal conditions now rule as follows:

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

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Mar. 18, 1904.

THE position of business at White Horse, dependent upon the rush of gold seekers to the New Alsek diggings is well described by Dr. F. W. Cane, an old Toronto and Newmarket diggings is well described by Dr. F. W. Horse. Dr. Cane was in Vancouver this week on his way east. He says that from all information received at White Horse there is every prospect of the new field warranting all the excitement and activity it has caused. The Winter has been exceptionally severe, yet the work of putting down prospect holes has resulted in good values being found. As the Spring season approaches the price of claims in the district has gone up, and many of them have sold at good figures. On creeks which have been partially proved claims which could be bought last Fall for \$100 to \$500, cannot now be bought for \$1,000 to \$1,500.

White Horse merchants are well stocked up with all sorts of supplies for the wants of those outfitting, and prices are fairly reasonable. Many people are daily leaving over the snow for the creeks to be in before the break up of Winter, and more are outfitting daily. To provide for the rush when Spring opens, the White Pass Railway Co. has given assurances that a steamer service will be put on the Tahkeena river up to Mendenhall landing, on the way to the diggings. Commissioner Congdon of the Yukon Territory has also given assurances that the Government will construct a wagon road from White Horse to the diggings if the development at warrants it. The distance would be from 175 to 200 miles to cover all the creeks. Governor Congdon has expressed himself well satisfied with the information he has gleaned concerning the new district. He was in White Horse last week and may come south after looking into matters there more fully.

The increasing attention being paid to fruit growing in all parts of the Province is very noticeable. During the Winter months the B. C. Fruit Growers' Association has been very active in holding meetings in various parts of the Province to organize branches of the association for local work. These have been well attended by the farmers and fruit growers as a rule, and the program mapped out for these local associations will, if carried out, greatly increase the industry.

In the interior there is marked activity in the disposal of lands suitable

BARGAINS IN CANNED GOODS

Hickmott's Golden Crown Asparagus, 2½-lb. Square Tins,
Cases 2 doz..... \$3.50 per doz.
Loggie's Eagle Brand Blueberries, 2-lb. Tins, Cases
2 doz..... 1.00 "

Simcoe Lynn Valley Brand

		Canners net prices to the Wholesale Trade	Our prices to the Retail Trade.
Preserved Apples.....	3 lb.	Cases 2 doz. \$1.25	\$1.25 per doz.
Pr served Grapes	2 lb.	Cases 2 doz. 1.26	1.25 "
Preserved Grapes	2½ lb.	Cases 2 doz. 1.57½	1.57½ "
Yellow Peaches.....	3 lb.	Cases 2 doz. 2.34	2.35 "
Bartlett Pears	2½ lb.	Cases 2 doz. 1.75½	1.75 "
Bartlett Pears	3 lb.	Cases 2 doz. 1.89	1.90 "
Standard Pears.....	Gall.	Cases ½ doz. 3.15	3.15 "
Pine Apples, Sliced	2 lb.	Cases 2 doz. 2.00	2.00 "
Pine Apples, Whole.....	3 lb.	Cases 2 doz. 2.35	2.35 "
Pine Apples, Grated.....	2 lb.	Cases 2 doz. 2.25	2.25 "
Lombard Plums, Heavy Syrup	2 lb.	Cases 2 doz. 1.17	1.15 "
Lombard Plums, Heavy Syrup	2½ lb.	Cases 2 doz. 1.39½	1.35 "
Rhubarb, Preserved.....	3 lb.	Cases 2 doz. 1.62	1.60 "
Strawberries in Heavy Syrup.....	2 lb.	Cases 2 doz. 1.26	1.25 "
Strawberries, Preserved.....	2 lb.	Cases 2 doz. 1.44	1.40 "
Standard Strawberries.....	Gall.	Cases ½ doz. 4.50	4.50 "
Beets, Sliced	2 lb.	Cases 2 doz. .81	.60 "
Beets, Whole.....	2 lb.	Cases 2 doz. .81	.60 "
Beets, Whole.....	3 lb.	Cases 2 doz. .90	.70 "
Onions, Select Table.....	2 lb.	Cases 2 doz. 1.25	1.25 "
Parsnips, Select Table.....	2 lb.	Cases 2 doz. .81	.75 "
Spinach, Select Table.....	2 lb.	Cases 2 doz. 1.26	1.25 "
Turnips, Select Table.....	3 lb.	Cases 2 doz. .90	.75 "
Succotash, Log Cabin	2 lb.	Cases 2 doz. 1.12½	1.00 "

TERMS: F.O.B. MONTREAL, Net 30 days or 1% 10 days.

Mudon, Hebert & Cie.
MONTREAL.

Porto Rico is about due now. There is still quite a stock of old being held. Values are rather easy. Buyers are backward.

Fish—This is a line of much interest. Market has not been as bare in years nor prices as high. In dry fish a few are being received; quality at this season is but fair. High prices are asked. Smoked and pickled herring are about out of the market. The extreme price has effected the demand. In fresh fish a few haddies for smoking are being brought from Boston. In other fresh fish there is a light local supply. Gaspareaux are beginning to be offered.

Flour, Feed and Meal—Though some dealers have cut flour prices the market is firm at the advance. Feed, while quite high, has a good demand. Oats and oatmeal hold at full figures. Beans show little change. Barley and peas are firm at the advance. Seed shipments begin to arrive. Prices, particularly in clover, tend higher. They have ruled low. In timothy little but American seed is offered.

Provisions—In barrelled pork, sales are light and values at least no higher. Beef is firm. In pure lard, while prices are rather higher the situation is not altogether satisfactory. Our dealers have been bought freely. Price have been very low. Smoked meats hold firm. In fresh meats the market is well supplied. Prices are unchanged. Pork is being more freely received. We quote:

Mess pork, per cbl.	\$17 50	\$19 00
Clear pork	19 00	21 00
Plate beef	13 00	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 07	0 08
Mutton	0 05	0 07
Veal	0 07	0 09
Lamb	0 07	0 08
Pork	0 07	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 09	0 09
pails	0 09	0 09
Refined lard, tubs	0 08	0 08
pails	0 08	0 09

Butter—For best creamery the whole-sale trade still offer Western stock. Local butter of medium grade is plentiful. We quote:

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

Eggs—There has been a big drop in prices with stock coming more freely to hand. It is thought rather firmer prices will rule. Our quotations are:

Eggs, henry	0 30	0 35
case stock	0 22	0 28

Cheese—While stock is very light prices are no higher. We quote:

Cheese, per lb.	0 12	0 13
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OF INTEREST TO GRAIN MEN.

A well-known Montreal transportation man stated yesterday, that in his whole business history, covering 28 years, he had never noticed such slackness of bookings for shipment of grain from the West as this year. At this time last year, he had at least 2,000,000 bushels ready for carriage. He thought it would not be very hopeful for the early loading of outgoing steamers.

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.

Canned corn on cobs, in gallon tins, is in stock with the Eby, Blain Co., Toronto.

White & Co., Toronto, are in receipt of a shipment of Florida strawberries, and a consignment each of Florida spinach and Jamaica grape fruit. This firm also report the arrival of a small trial shipment of United States lemons.

H. P. Eckardt & Co., Toronto, are selling a pure cane sugar syrup in half barrels at a low price.

James Rutherford & Co., Montreal, are offering interesting values in Japan teas and Japan tannings and siftings this week. See their ad. in another section of this issue.

Rowat's Olives offered by Snowdon, Forbes & Co., Montreal, in their ad. this week are claimed by the agents as unequalled value, both as regards quality and quantity.

The Eby, Blain Co., Toronto, are showing some novelties in toilet soaps that are especially good sellers for Easter trade.

Imported Patna rice is an interesting line with L. Chaput, Fils & Cie, Montreal, this week. A good selection can be made from the varieties offered by them.

"Lily White" starch in the new 6 lb. drum tin is in stock with the Eby, Blain Co., Toronto.

L. Chaput, Fils & Cie. expect daily arrival of carload of "Force Food." A special inducement to buyers is offered for purchases during month of April. Information will be furnished on application.

Williams Bros. & Co., Detroit and Windsor, have shipped their Montreal agents, L. Chaput, Fils & Cie, a carload of mustard, and a carload of assorted pickles, jams and catsups. Prices are attractive.

Buyers of canned minn haddie may procure same from H. P. Eckardt & Co., Toronto.

Dawson & Co., Toronto, report the arrival of one car of "Redland Beauty" brand California navel oranges, one car of Valencia onions, the last of the season, and one car of California celery.

The Canada Flour Mills Co., of Chatham, Ont., have just completed a well equipped corn meal plant.

MacLaren Imperial Cheese Co. beg to inform the trade that T. Upton & Co., Hamilton, for whom they are agents, are packing new season's marmalade. It is the best marmalade they ever produced. You cannot afford to be without it.

L. Chaput, Fils & Cie., Montreal, are taking orders for new season's Eastern Township maple syrups and sugars. Quality is A 1 and prices right. They report good demand and satisfactory sales.

Arriving this week—carload of Beauce County maple syrup, for MacLaren Imperial Cheese Co. New season syrup.

McWilliam & Everist, Toronto, report many orders for the Easter trade.

Geo. Robertson & Son, Kingston, are offering some lines of canned goods at low figures.

Pierre de Bacourt, manager of the Canadian Preserved Butter Co., manufacturers and exporters of tinned Canadian butter, has made an improvement upon the tins which he has formerly been using. The tins are much more rigid in quality and material and the can, as before, will be absolutely airtight, thus making the contents perfectly preserved in any climate and for any length of time. The can will be explained fully by communicating with Mr. de Bacourt, 58 Wellington street, Montreal.

Good Friday being a holiday, Laporte, Martin & Cie., Montreal, will be closed. Goods desired by the trade next week should be ordered early.

Laporte, Martin & Cie., Montreal, report receipt of 200 half chests "Lady" and "Duchess" brand green Ceylon teas—guaranteed best value on the market. Also again in stock their "Victoria" brand Japan tea, a line that has pleased all buyers.

Laporte, Martin & Cie., Montreal, are taking orders for Canadian milled rice for delivery April 1st. Present prices are guaranteed against decline.

Just received by Laporte, Martin & Cie., Montreal, another shipment of 500 cases Lipton's black and green Ceylon teas to retail at 25c, 30c, 40c, 50c, 60c and 70c. The increase in sales of these teas has been phenomenal.

HAMILTON CANNING HOUSE CHANGES HANDS.

SWIFT & CO., the big Chicago packing firm, which bought out the Fowler's Canadian company some time ago, and has since been running the business in this city, has purchased the Rosemary Canning Company. The canning industry has been conducted by the Rosemary Company in connection with the stock yards, and jams and jellies are manufactured by the company. Swift & Co. intend to enlarge the factory premises, and to considerably increase the business. It is said that Swift & Co. intend to make additions to their present factory on Rosemary avenue. The business has increased in a satisfactory manner, and enlarged premises will likely result. It is rumored that a wholesale meat business may be started in the north end of the market building by Swift & Co.

OFF FOR ATLANTIC CITY.

Mr. W. H. Dunn, commission and manufacturers' agent, Montreal, left for Atlantic City on Tuesday last to be gone about three weeks. Mr. Dunn, who has been applying himself too assiduously to work during the Fall and Winter has felt the need of a rest. It is to be hoped that the salt sea breezes and absence from business cares will benefit him to his fullest expectations.

MANITOBA MARKETS.

THE market is very active, and there are no important changes to record with the exception of sugar, which has advanced 10c both on the barrel and sack. Yellows are quoted in advance of last week's prices. Wooden wares are still advancing. New eggs retail at 50c on the Winnipeg market.

Sugars—Montreal granulated has advanced considerably, \$4.90 in barrels and \$4.90 in sacks, yellows being quoted at \$4.25.

Evaporated and Dried Fruits—All lines are a little firmer, particularly apricots and peaches. Evaporated apples will be higher.

Tea—Japan teas and other lines remain unchanged.

Coffee—The market is a little easier. No. 5 Rio is quoted at about 9½ and is likely to advance.

Rice—A high advance in Japan rice is recorded, but Patna and Rangoon remain unchanged.

Butter—There is a heavy demand for choice butter with the market a little firmer. Good fresh pound prints are worth 25c. Tub butter remains unchanged, ranging from 10c up.

Eggs—The market is easier, case eggs being worth about 28c. We may expect lower prices.

Flour—The market remains firm and the demand for flour is still heavy. No. 1 patent being quoted at \$2.75.

Cured Meats—The market is somewhat firmer. Hams are quoted at 13½c, breakfast bellies at 13½c, picnic hams at 9c, breakfast backs 11½c, long spice rolls 11c, short rolls 9½c, dry salt long clear 10c, and long dry clear 9c.

Canned Vegetables—There is practically no change in prices and the market remains firm.

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

WEST INDIA SUGAR PLANTERS MAY COMBINE.

A report received by the Minister of Trade and Commerce from the Canadian Commercial Agent in St. Kitts says that British West Indian sugar planters are drawing no benefit from the customs preference of 33 1/3 per cent. which West Indian sugar enjoys entering Canada. The bone of contention in this matter is the retention by the refiners of the whole custom rebate, no portion of the advantage finding its way into the pockets of the growers. At a meeting of sugar planters and merchants in St. Kitts it was strongly urged that the producers of muscovado sugar in the British West Indies should combine to cease all consignments to Canada for the present with the just possible result that if refining of 96 crystals, which Canadian refiners really want, are scarce, there may be some room for muscovadoes to take their place and a consequent small improvement in quotations may follow. British West Indians recognize that this is the best market for their output of raw sugar but the price paid by refiners for muscovadoes is the bare equivalent of that paid in New York.

Quality and Quantity

Explain the Prestige of

**Clark's Pork and Beans
In Chili Sauce.**

You See Them EVERYWHERE.



**CAPSTAN BRAND
High-grade Tomato Catsup**

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

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

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

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

**EPPS'S GRATEFUL.
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE CEYLON GUAVA JELLY

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

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO

In 1lb. tins

Dudley Warren,

PLANTER AND SOLE EXPORTER,

Haldumulla, Ceylon



This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

Samples and prices for the asking.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

REVIEW OF THE LONDON TEA MARKET.

Indian Tea.

THE Indian tea crop for 1902-3 totalled 146,750,000 against 155,750,000 lbs the previous season. The yield of the present season promises to be easily 18,000,000 pounds ahead of this. Last season cold weather set in very early and very little tea was made after November. This year the weather is open and prophets calculate an extra output of at least 6,000,000 or 8,000,000 pounds between the end of November and the closing of the season.

Up to the beginning of December 7,000,000 pounds of the surplus had been received but about 15,000,000 pounds extra are required this season if all wants are to be supplied and prices kept steady, since Ceylon imports have fallen off 9,000,000 and there is no reason to anticipate that this deficit will be made up in the first half of next year. China is also short and it is unlikely that New York will be of much assistance.

The total deliveries for the year show a falling off of about 2,000,000 pounds home consumption shows 1,000,000 pounds increase, with a decrease of 3,000,000 pounds in re-exports. Continental and Russian houses now have their own buyers or agents in Calcutta, and the business is being done direct. Russia, by a recently made new law, is assisting direct importations via the new Siberian Railway, and London is fast losing its position of being the centre of supply to the whole world. Ever since the great dock strike the Continent have been taking the bulk of their wants direct from China, and the recently increased Russian import on all tea not coming direct from its port of origin aims at shutting out all orders from thence to our market for either Chinese or British-grown tea.

China Tea.

Figures point to an improvement in the demand for China tea during 1903. During the season 1902-3 nearly two million pounds less were landed in London than during the present season, while this season's crop will be again 2 or 3 million lbs. less. Export shows a small falling off this year, partly owing to cargoes destined for the London market being diverted to the continent. During the earlier part of this season more was received than for the corresponding period last year, but lately there has been a marked falling off in the imports. Old stocks of common tea have

been gradually used up. New York has supplied several million pounds since the Spring, otherwise the price would have been forced up to the extent of prohibiting consumption altogether. Fresh supplies in quantity from any quarter cannot be hoped for, and six or seven months must yet elapse before next season's supply comes to hand. Home consumption of China tea shows an increase of over 3 million lbs. while re-exports have decreased about 3-4 million lbs.

Ceylon Tea.

Deliveries of Ceylon tea have fallen off considerably, the decline being attributed entirely to the falling off in the supply. Ceylon teas are fast growing in favor with all other countries of the world to the displacement of China tea and now that the largest consumers have their own buyers on the spot, shipments are being made direct instead of getting their supplies from the London market. Hence one of the reasons of a smaller import for 1903 of 9,000,000 pounds. Deliveries show a decline of about 8,000,000 pounds made up of 6,500,000 less for home consumption and 1,500,000 less for export. The shipment of Ceylon tea direct to other countries for 1902 was 45,000,000 pounds, and this year will be more owing to the manufacture of some 10,000,000 or 12,000,000 pounds of green tea, the bulk of which goes to Canada and the States. Australia now takes some 18,000,000 or 20,000,000 pounds instead of China tea, and Russia comes a good second with about 12,000,000 pounds, while the demand from the latter is likely to grow considerably, as the taste for Ceylons increases. Other countries, however, are not likely to divert so much as Russia in proportion unless it is in the form of green tea. It will thus be seen that England is not likely to get any appreciably larger supplies of Ceylon tea for next year, at all events, and the home trade must not expect to see the low prices of a year or so ago for some time to come. The quality throughout the year has been fairly good, but there are too many light liquoring teas about to please the trade, and values in consequence often look very cheap. Thick liquoring and really fine teas have been scarce, and have always commanded full prices and keen competition.

OLD COUNTRY COMMISSION FIRM CHANGES HANDS.

The firm of Morgan & Biermann, fruit importers, produce brokers and auction-

eers, Cardiff, Eng., have dissolved partnership and will be succeeded by E. B. Biermann & Company.

COMMERCIAL FEDERATION.

A PLAN is on foot in Montreal to bring together into one organization the commercial associations of the city, somewhat after the manner of the labor unions. J. A. Beaudry, secretary of the Grocers' Association, was the originator of the idea, and it was at his suggestion that a meeting was held recently in this connection. There was a representative attendance, including Messrs. Watson, Ethier, J. Blondin, M. Gareau, Adelstein, Louis Poire, Dansereau, Fortier, Gravel, Ald. Couture and Paquin, M. Giroux, Rouleau, J. A. Maynard, J. A. Labonte, E. Guillemette, A. Laurendeau and E. Limoges. Mr. Guillemette presided, after an extended discussion of the subject the following resolution was adopted:

"That on the evening of April 13th at 149 Berri street, a special meeting of the officers of all the commercial associations of Montreal be held for the purpose of studying the plan of a commercial federation and making all necessary arrangements."

INDUSTRIAL NOTES.

THE Ontario Government has granted a charter to George Foster & Sons, Brantford, to carry on a general storekeepers' business, and to manufacture and deal in wholesale and retail groceries, provisions, produce, etc. The share capital is \$100,000 and the provisional directors are F. M. Foster, A. G. Olive, J. Ruddy, E. Sweet and M. H. Robertson.

The Edwardsburg Starch Company has been licensed by the Ontario Government to trade in Ontario.

The Force Food Company, Buffalo have been granted a license by the Provincial Government to manufacture, purchase and sell Force food and kindred food products in Ontario to the extent of one hundred thousand dollars.

The Canadian Inspection Company have been licensed by the Ontario Government to transact business in Ontario.

The Keewatin Flour Mills Company have been granted a license by the Provincial Legislature to trade in Ontario.

10 years ago

OLIVES

were only handled by fancy grocers, and in many Canadian towns were considered a luxury.

NOW every up-to-date grocer all over Canada can sell them, particularly if they are

ROWAT'S OLIVES

OTHER SIZES "QUEENS"

10 ounce, oval
16 " "
32 " "

the most remarkable seller this year will be the **84 oz.**, or wine gallon, bottle of "Queen" Olives, to retail at **\$1.00**. Cases only 1 doz.

Snowdon, Forbes & Co.

Write for Prices

MONTREAL.

—in catering to the wants of your customers it is always important to consider **Quality** as well as Price—the Price may tempt the buyer, but **Quality** will **hold** the trade ;

a combination of both as guaranteed in "**OZO**" brand goods makes for sure, steady and lasting and **profitable** business.

Our
**Jams, Jellies,
Catsups, Pickles
and
Vinegars**

are unequalled—If you will drop us a post card we will mail full particulars.

The "OZO" Co., Limited
MONTREAL

Window and Interior Displays

Timely Hints
and Suggestions

Easter Display.

OF all seasons of the year none offers so much scope to the window dresser in a grocery store as Easter time. Not only is it a good thing to show the public that you are alive to passing events and celebrations, but there is a direct connection between a grocery stock and this time of the year. A principle is involved in this recognition of days of local, national or world-wide importance which will give the public the impression that the merchant is up-to-date and attentive to the needs of his business.

In the Easter window of the grocery store the stock itself can be used to make up a great part of the display, but in addition there can be something of a spectacular nature that will not detract from the goods offered for sale, while forming an additional attraction for the crowd. Eggs are the articles most closely connected with the season and a great deal should be made of them. The little novelties in addition which are now such a common sight at this time of the year are all carried by grocers. Among these are chocolate and cream eggs in all sizes and with all kinds of decorations, hens, doves, rabbits, nests with eggs inside, and a variety without end which is being added to each year. There are tiny chickens and ducks from Holland which are said to be the young fowl killed when very young and stuffed. At any rate they are as natural as the live ones.

The presentation side of Easter is gaining more force every year, particularly the presentation of small articles and confectionery. This should be taken advantage of in the display of candy figures, and also of the little toys so common. A very attractive window can be made from these, which very few will pass by. City grocers have been showing them for a couple of weeks and report great profit therefrom.

Flowers are a never failing drawing card, and just now they have an extra value, as they speak so strongly of Spring and its wealth of colors. Many grocers are now handling flowers as a part of their stock and to such are open

very effective windows and interiors. Banks of different colors are good inside, and for the window, a large central bloom, surrounded by lilies, hyacinths, carnations, palms, etc., look exceedingly well if some judgment is used. To those who do not sell flowers, it would pay to purchase a few for the occasion.

The egg is, however, the most suitable and most fertile groundwork of a grocer's Easter window. Many a window filled with eggs on a straw or packing foundation will be seen, and though extreme simplicity is its characteristic, it is always attractive. Bank them up towards the back and scatter a few colored eggs through, which will improve the effect. Any article of color such as canned goods, bottles, etc., arranged in rows through the eggs, break the monotony of the surface. The colored egg of Easter affords a simple and striking color scheme for the windows. An effective curtain for any arrangement is that made of egg shells, white or colored. These are strung on strings attached a few inches apart at the top of the window and draped down to the sides. The eggs need not be close together. Or a tent of egg shells on strings can be arranged over some object of special interest in the centre of the window. Single eggs on the end of strings dropped from the ceiling and arranged along the front glass will attract attention. The name can be spelt in eggs on the floor of the window, or dozens of other designs can be thought of if the window dresser possesses any ingenuity.

A large egg can be made by placing two wooden chopping bowls of different sizes the proper distance apart and facing each other. Attach these together by means of slats which can be bent to represent the curve of the egg. The result is an egg shaped object that can be covered with any material. One of these placed in the centre of the window can be surrounded with white cloth rabbits. This egg can expose an opening towards the glass, and inside can be displayed a special line, many of which can easily be found in the grocer's stock.

Chickens have always been objects of great interest to the public, particularly in large centres where live fowl are seldom seen. A hen with her brood of chickens enclosed in a part or all of the window will attract crowds who will be constantly amused with the actions of the fearless little chicks, who never notice the people gazing in at them. One merchant set an incubator hatching, so that the chickens would arrive just at Easter time, and during the last few days kept the incubator in the window, where the hatching could be watched. These little chickens when allowed to run around the window are perfectly fearless.

With a little thought and ingenuity a window dresser can design schemes for a grocery window which will combine the picture with the advertising display. But this point should be remembered in every trim. All attempts at the introduction into the display of crosses, "gates ajar," etc., the sacred memories of the first Easter, should be strictly avoided. The window has no other purpose than to advertise, and as a part of the business should not make use of sacred things for purposes of gain. This custom of working upon the feelings by means of Biblical references is altogether too common, and should be frowned upon.

Above all have the windows bright and Springlike. Make it appear that your store, as well as Nature, has opened up with renewed life. Endeavor to have fully as attractive (preferable more so) a window as your competitor, and work nights to make sure that the design is novel, and contains many original points. Make it appear that much time and labor has been expended on the arrangement, for by this means the spectator will feel more firmly convinced that his custom is considered of sufficient importance to draw forth special efforts on the part of the merchant, and he will think that the same care and thoughtfulness will be shown his trade if he enters.

Don't confine the decorations entirely to the windows. It is a good plan to turn the store around in some way as

The Roof

Gets the Worst of it

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

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

Eastlake

Steel

Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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



If Birds
Could Speak

they would say :

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

NICHOLSON & BROCK, - TORONTO

regards the arrangement of the interior, so that customers will think that improvements are being made. This retaining of the same interior plan from year to year is apt to give the impression that old time methods are being used in all parts of the store system. A re-arrangement will show that improvement is aimed at, and whether it is really obtained or not, the novelty of it will have the desired effect. It is well to have some dividing line, some definite division between the Spring and Winter seasons, and Easter time is the proper time to bring this about.

Mr. J. B. Berthiaume, corner St. Lawrence and Prince Arthur streets, Montreal, whose windows are always attractive arranged, reports that the late display of Bovril was solely arranged by himself, and not by an outside window dresser. Mr. Berthiaume prides himself, and with reason, on his tasty and artistic window displays, and The Grocer takes pleasure in recording this fact.

ST. JOHN'S TEA IMPORTATIONS.

THE GROCER received the following telegram on March 21, from T.

H. Estabrooks, tea importer and blender, St. John, N.B.: "In reply to the Salada Tea Company's letter of March 12 I beg to say that a very large quantity of tea passes through St. John on through bill of lading to other points in Canada and does not appear in the customs figures of this port and of this fact the Salada Tea Company are very well aware, as part, if not all of their imports, through St. John are not entered here, but are entered at the custom house in Toronto and are included in the figures credited to that port. These facts add further weight to the point of my advertisement, viz., that "St. John is the natural port for the distribution of Ceyon and Indian teas."

CORN MEAL GOING UP IN PRICE.

A well-known local miller stated on Tuesday last that cornmeal was likely to advance in price very materially. He based this on his knowledge of general grain conditions. For instance, Canadian corn cannot be used for milling cornmeal, and the American supply is much less than usual for this time of the year; in fact, it is very noticeably less. May corn has advanced during the week from 3c to 4c, and even July corn is very firm, hence it is well to be forewarned.

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.

AGENCY WANTED.

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

BUSINESS CHANCES.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man. (13)

FOR SALE.

BY TENDER—In Clifford, Wellington Co.; Graef Bros. will receive tenders until April 5, 1904, for their stock, consisting of staple dry goods, groceries, boots and shoes, etc.; stock must be sold, as proprietors are engaged in other business; a snap for someone; investigate quick.

FLOUR MILL—At Irwin, Pa.; modern equipment; capacity one hundred barrels per day; all local trade; value thirteen thousand dollars; part cash or will take real estate, improved or unimproved, in exchange. Send for full particulars to Exchange Department, Henry Lewis Operating Co., real estate and business brokers, 685-693, Ellicott square, Buffalo, N.Y. f

DRY GOODS AND GROCERY STOCK—About \$2,500; new; mostly staples; clean and saleable; no furs or millinery; smart village, 1,300; surrounded by large agricultural district; nice store, refitted; rent low; lease can be had. Box 60, Palmerston. f

SITUATION VACANT.

BAKER—Good on bread and cakes; baseball player (pitcher) preferred. J. A. Shields, Box 5, Manitowaning. f

BAKER—First-class on bread and cakes; dough mixer in shop; state wages expected. Apply at once to Nathan Farr, Claremont. f

BAKER—First-class on bread and cakes; must be sober and industrious and willing to do delivering. Apply Graham & Ross, Kirkfield. f

BAKER—Must be first-class on bread and cakes. Apply to W. H. McCullough, Box 22, Georgetown, Ont. f

GROCERY CLERK—Experienced; best references; immediate engagement. Box 81, Orillia. f

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

SPRING IS COMING. VAN HOUTEN'S COCOA

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

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

MOLASSES

**New Crop 1904
Barbados.**

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

STEWART'S FINE CHOCOLATES

Some leaders from our large list :

**Dipped Pineapple Fruit,
Dipped Filberts,
Dipped Chylong Ginger,
Lady Mintos,
Josephines,
Pearls,
Nougatines,
Jim Crows.**

MOLASSES KISSES—The extraordinary demand for this line is the result of skilled labor, combined with pure ingredients—along with a little business energy on our part.

A. J. STEWART, Limited

Manufacturers, TORONTO.

WE ARE ALWAYS introducing new lines both in Biscuits and Candy. See our samples before buying.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

BAKING POWDER COMBINE.

ADVANCES from New York are to the effect that the manufacturers of the cheaper grade goods throughout the United States are preparing for a merger or combination of interests. It is not understood that there is to be any merging of plants, but that the union shall be a sort of agreement under the terms of which all shall work together for mutual benefit. In this way they hope to increase their own influence sufficiently to counteract any deleterious influence of any other company and still preserve their separate identities.

The baking powder business has reached enormous proportions. Where formerly soda and cream of tartar were the ingredients used in practically all household culinary operations, now they are scarcely ever used, excepting in remote country districts. Baking powder has taken their place in nearly all parts of the country.

Under such circumstances it can be readily understood why a fight should be made for an absolute understanding. From the point of view of the manufacturers an understanding is necessary, otherwise competition will reduce profits below the living point. Fortunes have been spent in advertising baking powders and there are still immense sums of money paid for that purpose. All advertising has been direct to the consumer and the demand thus created has been satisfied through the retailer and wholesaler, but they both complain of more or less unsatisfactory business tactics and declare that they have not received their rightful share of the income. It is represented that one of the things the proposed new combine will take up will be better treatment of the retailer.

MEXICO TO TRADE WITH CANADA.

D. A. Ansell, Consul-General for Mexico in Canada, says regarding the steamship subsidy recommended by the Dominion Government:

"Immediate advantage will be taken of the subsidy of \$50,000 that the Dominion Government have offered for the establishment of a steamship service between Canada and Mexico. At present there are three companies anxious to take the subsidy, two of which are leading Canadian companies. In order to bring about closer commercial relations, I may say that Mexico has decided to place consuls in all parts of

Canada just as soon as arrangements are made for the establishment of the line. The amount of business that will be done between the two countries will be found so large that the subsidy will not be necessary after a few years. It is intended that the new line will run from Montreal to Vera Cruz by way of Havana and Progresso. From Canada thousands of tons of coal and unlimited amounts of manufactured goods will be shipped, and in return Mexico will always be able to supply full cargoes in the way of sugar and hemp, and the steamer by calling at Havana will be able to get large consignments of tobacco. The service will be passenger as well as freight, and the trip from Montreal to Vera Cruz, whence the run to Mexico will take but twelve hours, will be made in eight or nine days."

DO KNOW BEANS.

Editor of The Canadian Grocer—We have noticed in the last number of your paper your article entitled "Didn't Know Beans," page 46, and must protest against such a statement in the name of the Quebec people. We "do know beans," and we do know, too, how difficult it is to get redress from certain Ontario shippers when after paying their drafts we find the goods inferior to standard sold. To avoid trouble, however, and law suits from one province to another, which means a lot of expense and time wasted, we have stood a lot in the past. We may show shippers in the future that we are up to all the tricks of the trade and can detect as well as they do a 3-lb picker from a 6-lb. In December we rejected four cars from one man and now out of ten cars received during the past three weeks we would have had to refuse at least six cars had it not been for difficulties above mentioned and scarcity of beans on spot due to blockade of railroads.

The bean tester does not adjust claims and what we would require more than anything else is an understanding between shippers and receivers to appoint an arbitrator in Montreal to sample and test all cars of beans upon which there would be a dispute. If the test was not up to specification of contract an allowance should be made to the buyer.

Being, we think, one of the largest receivers of beans in Montreal we are willing to enter into such an agreement, sincerely believing it would greatly benefit all concerned in this line.

In short, "we do know beans," but that we are not kickers, is what Stevens and Newman should have said for the benefit of the readers of your valuable commercial paper, after their flying trip through Montreal and Quebec.

C. A. CHOUILLOU & CIE.

Montreal, March 22.

THERE would have been little use of our hoping to build up any considerable demand for

**PERFECTION
CREAM SODAS**

if they were inferior in any way to what already had a good sale.

It is in making them better than other Sodas that has led to their success.

3-lb. Cards or Tins.

**THE Mooney
Biscuit & Candy
Company**

LIMITED,

Stratford, - Canada.

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.

**I Can Sell Your
Grocery Business**

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

PURE GOLD TALK.

No. 10.

Cream of Tartar and Soda—no necessity for anything else in making Baking Powder, yet some people add Terra Alba, Ammonia, Alum—not to save the consumer's money, but to make money for themselves.

Making money at the expense of the health of men, women and children is a crime.

We have a standard, absolutely pure goods.

PURE GOLD BAKING POWDER

is pure, and the acme of quality.

It does all grocers good to sell it, all people good to use it, and it is Canadian made. No duty charge to be added

9 sizes, from 5-lb. cans to a 10 cent size.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

COCOA CULTIVATION.

THE following memoranda represents in outline the process of preparing the Colombia cocoa bean for commerce.

The first thing is to observe care in gathering the crop in season, else the bean suffers in appearance and quality.

The cocoa berry is generally extracted at the plantation, thus avoiding transportation of the husk.

No machinery is used for the purpose of extracting the berry, the husk being broken by hand with a wooden mallet or with a short curved-edge machete. The husk is cut open lengthwise by two cuts on opposite sides, care being taken not to cut the berry.

After opening the husk the grains are removed by hand or a small wooden ladle and taken to the cleaning house, where they are put in a wooden tank having a slight slope, or into a room tiled with bricks and also having an inclined floor, the object of which is the draining off of the fluid from the cocoa. This tank or room is known as a drain. The cocoa is left to drain for from 30 to 48 hours and is then placed in the sun to dry, either in brick-yards or on hurdles of wood which can be covered with sacking.

After a day in the sun it is stored two days for fermentation, as this is necessary to give the cocoa grains the market requirements. It is then placed in the sun every day to thoroughly dry and, to hurry this process, is laid out in layers and stirred frequently with wooden rakes.

Whenever this sunning process is hindered by rain, hurdles are used, being placed over a fire made of dry wood, the latter precaution being taken to prevent smoke. There is also a machine made for the purpose of drying cocoa.

There is also a kind of cocoa known as "Caracas cocoa," and sometimes it is desired to give cocoa the appearance of the Caracas. In this case a different process must be gone through, as follows:

During the sunning and previous to laying out in yards or hurdles, and while the cocoa is still fairly moist, it should be mixed up with brick dust to which has been added a little common ash in the proportion of about 9 to 1. The result of this is that a varnish-like dust forms over it, giving it not only the necessary color but preserving it from what is known as the grub insect.

The husk of the cocoa is used on the plantations as manure.

CENTRAL
Business College.
STRATFORD, ONT.

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

**ROW'S PURE
TAMARAC
LUMP GUM**

**ROW'S
GUM**
in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.

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

"ACME"
TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

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

YOUR ADVERTISEMENT

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

One Hundred Good Ads.

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

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

TELEPHONE { MAIN 1257
" 4675

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

B-E-S-T
BEST
G-E-L-O
BEST

—Same thing. Gel-O,
the new dessert, you sell
it of course—or will do so.

Send for sample.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

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

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

"MADE IN CANADA"

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

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

Ask your jobber for these 2 reliable
Canadian goods.

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

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

People Like Them.
Others Sell Them.
Why Don't You?

Successful grocers all over Ontario are handling and
pushing "Pepsin" Sodas, because it is easy to create and
hold a demand, and they yield a better profit. We would
appreciate a trial order for Fancy Biscuits, and would do our
best to satisfy both in the matter of price and quality.

"PEPSIN" Price List:
Tins, 25c. Cardboard Packages, 20c.
1-lb. Cardboard Packages, 7½c.
Jumbo Tins, Barrels, Boxes, 6c. lb.
Prices Net—Delivered within 200 miles.

IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

Causes of Advertising Death.

Adapted from Printer's Ink.

IN a widely circulated and high-priced advertising medium in the United States there were upwards of 600 firms advertising to a greater or less extent one year who failed to make any use whatever of the same medium the succeeding year. An investigation into the reasons for this wholesale dropping out from a medium of tested excellence disclosed some interesting and instructive facts, facts which apply to the present day quite as forcefully as they did a dozen years ago, when this inquiry was made.

After exhaustive correspondence and study it was found that the three chief causes of advertising death were as follows:

First—The single insertion. A large percentage of business men who had been persuaded to begin advertising went no farther than one insertion as a "trial" of advertising. Many of the little moral stories of advertising success were tales of wonderful results secured from single advertisements by men who had starved themselves to pay for the space. Some of these stories were true, perhaps. All of them were pretty. They were popular, and had created the impression that the single insertion was a decisive test. But it was discovered upon investigation that advertising did not begin to pull until several insertions had been made and the idea had become well fixed in readers' minds. Size of space made little difference. Single insertion of a page advertisement only made a more expensive failure than that of an inch.

Second—Too small space. Tabulations of the spaces used by successful and unsuccessful advertisers showed that the latter, nine times in ten, attempted to create an initial impression with less than one-half the space used by successful advertisers to maintain an impression already created. Some advertisers attempted to market new articles with skimpy space. Another prime cause of advertising failure was imitation of successful advertising, the imi-

tator attempting to compete with established successful advertisers on a third the space they had found necessary. Too small space was as fatal in continuous advertising as single insertions.

Third—Lack of follow-up facilities. Nobody seemed to know much about taking care of results. Advertisements were seldom keyed. The advertiser

that makes for the recovery of a patient with tuberculosis, typhoid and appendicitis in conjunction. To apply the results of these discoveries to individual advertisers was not easy or reassuring. There was, for example, the successful business man who said he had managed his business thus far without advertising and could get along without it; and there was the man who "would advertise his own business in his own way."

Many advertise because it is the fashion to advertise, because competitors advertise; because they are forced into doing some advertising by the persistent solicitations of advertising men. Back of such advertising is little conviction, little faith. It is a sort of leap into the dark with a hope that things will turn out well—a hope that is but poorly sustained. There is no real deliberation over the matter, no genuine investigation into conditions, mediums or means. If success attends the effort there is surprise; if failure, it is "just what was expected," and there is a relapse into the former disbelief.

To what extent a man should advertise—how much money to spend, what mediums to use, what pamphlets, catalogues, circulars, etc., to issue, how to tell one's story effectively are matters capable of a fairly definite statement. At any rate, the element of doubt, of conjecture, can be largely eliminated. But it requires patient and thorough study—a study that will pay for itself in money saved. A man will consider with full deliberation the purchase of merchandise, machinery or equipment, reckoning the cost from the view point of an investment, but when it comes to buying space in a magazine, newspaper or trade journal, he too often neglects to make the same searching inquiries.

If there are people to buy what one has to sell there is an opportunity for advertising, for influence, for making the advertiser and the buyer see eye to eye. There is a compelling force about advertising which if properly and persistently used will work wonders, but which if ignorantly and indifferently employed represents lost power and opportunity.

Star Sale of the Season.

WE have held some very successful sales this season—but this one is going to eclipse them all.

We handle the odd China of a great Crockery House at half price. Last time it was Dinnerware—and we cleared over 4,000 pieces—this time it is Toilet Ware, consisting of Odd Basins and Chambers. They are out of the best sets, and in this sale you can buy two for the price of one. Read this list—ponder—and then come with the crowd to The Noted Tea Store and China Palace.

A Real Cut in Prices

150 Basins, printed, gilt and illuminated, in about 30 different designs, regular price 75c. to \$1.00, sale price.....**40 cents each.**

140 Chambers, printed, gilt and illuminated, in about 25 different designs, regular price 75c. to \$1.00, sale price.....**40 cents each.**

If you want a Basin and a Chamber the two will cost you.....**75 cents.**

We Prove Our Ads.

The Noted Tea Store and China Palace.

J. A. McCREA.

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

A Brisk Announcement.

with a small appropriation gave least attention to follow-up, whereas he should have given the most, of necessity.

Any one of these defects was sufficient in itself to bring disaster to the advertiser, and had done so in many of the cases diagnosed. Then what chance of success did an advertiser stand where two or all three were present in his campaign? Nothing better than the chances of great good luck, or about the chance

1842

1904

TAKE YOUR CHANCES

BUY EARLY, BUY ALWAYS FROM THE RIGHT PEOPLE.

We offer you a **RICE** We have some
bargain in . . . bought you know.

SAY 3,000 SACKS.

Including "Ordinary Common Rice," Patna Rice, "Glace and Polished,"
Java Rice, Carolina Head Rice, Japan Rice (Glace).

These were bought right. If you want to know our prices drop us a line.
YOU WILL BE SURPRISED.

MAPLE SYRUP AND SUGAR

We are prepared to take your orders now for "NEW CROP" for delivery in
APRIL and MAY.

Barrels, Half-barrels, Kegs, Tins all sizes.

WE PREPAY FREIGHT ON SHIPMENT OF 350 LBS. OR OVER.

QUALITY GUARANTEED.

FOR SPRING

GREENBANK'S GOODS

Best, Purest,
Strongest.

HOW IS YOUR STOCK?

GREENBANK LYE, 1-lb., solid.

GREENBANK "RED HEART," 1/2 lb. and 12 oz.

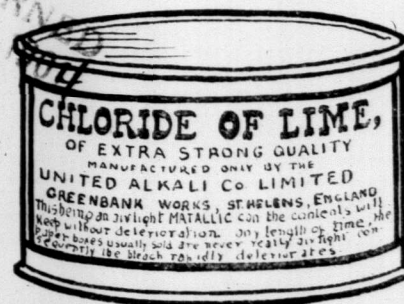
GREENBANK "CHLORIDE OF LIME," 1/4s, 1/2s, 1 lb. tins.

Best disinfectant.

Finest goods on the market.

Here is
the Cut

Sold by all Wholesalers and Retailers in the Dominion
of Canada.



QUICKEST SHIPPERS

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers,

MONTREAL.

SOLE AGENTS FOR THE FAMOUS DUBONNET Tonic Wine.

DISTRIBUTING AGENTS FOR THE CELEBRATED "UBERO" Coffees.

JAPAN IN THE TWENTIETH CENTURY.

PROBABLY the most significant fact in the history of the latter half of the nineteenth century has been the rapid rise of Japan to a leading position in the comity of nations. In the short space of little more than a generation she has brought herself from conditions of feudalism to a strong position of consolidated military power, able and determined to make her influence felt among the nations of the world, especially in all matters affecting Far Eastern policy. Although the advance achieved by Japan is much talked of, it is certainly a fact that the real measure of her attainments is not really fully realized. This probably arises from the fact that no connected account has yet been published which indicates all the lines of progress made by Japan. Numerous articles, dealing with special aspects, have appeared, but they are disconnected, and few readers are sufficiently interested in the subject to attempt to co-ordinate the various activities into a complete picture of national life, while the books which have been published about Japan have for the most part been superficial and imperfect.

The want has been supplied to certain extent by the publication of a compilation by Mr. Haruki Yamawaki, the private secretary to the Minister of Agriculture and Commerce, which, while making no pretence to literary grace, is a perfect mine of statistics and exact information regarding the developments of the various departments of Government.

After an introductory section dealing with the geography, the population, the administrative system, and the land as an institution, Mr. Yamawaki gives very full information of what he fitly calls the primary industries, beginning with agriculture. The Japanese recognize the importance of this, the oldest of the industries, and have been doing all in their power to develop it, so that the produce of the land may keep abreast with the increase of population. That increase is at the rate of almost half-a-million a year, and with normal crops the improvements which have been made in the methods of cultivation and the additional land which has been taken in have almost made the produce sufficient for the wants of the people, and only in years of bad harvests rice and other forms of food have to be imported.

The efforts which have been made by the Japanese Government for the improvement of agriculture afford in some directions object lessons to the Indian Government. Colleges, schools, experimental stations, and a large number of

special institutions have been organized, not only for the ordinary departments of agriculture, but also for the production of tea and silk, stock-breeding, dairy-farming, poultry-rearing, bee-keeping, and other subsidiary rural industries.

Great attention has also been paid to the fisheries of Japan, rice and fish being the staples of the ordinary food. The development of manufacturing industry and the need of wood for purposes of construction has stimulated attention to forestry. For some time after the restoration of the Emperor to power the forests were cut down in a very reckless manner, but now care is taken to develop to the full their natural capabilities by increasing their productive powers by the application of technical methods.

Considerable developments have taken place in mining, and gold, silver, lead, copper and iron ores are extracted to a fair amount. Coal mining, however, has attained the most importance, and Japanese coals are now used, to a large extent, by the steamships frequenting Eastern seas. The methods of metallurgy have been improved, and a large steel works has been laid down in the south of Japan, which is intended to supply the materials required for shipbuilding and engineering purposes. For some time past operations have been at a standstill on account of financial difficulties, the cost of the works having largely exceeded the estimates, but no doubt, in time, these will be removed.

When we turn to manufacturing industries, we find the greatest developments. Not only are the old Japanese industries greatly extended, but many new ones have been introduced. It has sometimes been said that Japan is being transformed from an agricultural to an industrial country. It would be more correct to say that manufacturing industry is being added to agriculture. Not only are the wants of the Japanese themselves being largely supplied, but manufactured goods now form a very important part of the export trade of Japan. Taking the year 1900, we find that the export trade consisted of the following kinds of goods to the amounts given:

Industrial.....	74,788,770
Agricultural.....	73,336,835
Fishery.....	5,902,628
Mining.....	27,459,979
Miscellaneous.....	12,324,339

Total.....192,812,546 yen.

A glance over the list of manufactured goods exported shows that it includes a very large variety. Cotton yarns figure in 1900 to the amount of 20,589,263 yen, which means that in addition to supplying the greater part of their own wants, the Japanese were able to send large quantities of yarn to China and

Korea. They have, indeed, been able practically to stop the trade in Indian yarns with China. They are also beginning to export cotton cloths of various kinds.

The export of manufactured goods, however, gives a very imperfect idea of the development of manufacturing industry which has taken place in Japan, for a large part of the products are used in the country. Mr. Yamawaki gives very elaborate statistics. The list is headed by woven goods, of the total value of 170 million yen, followed by sake with 100 million yen, cotton yarns with 70 million yen, soy with 23 million yen, and paper with 20 million yen. Other commodities worth mentioning are sugar, earthenware, matches, lacquered ware, ships and boats, machines of all sorts, cement, glassware, fancy matting, straw plait, umbrellas, bronze and copper ware.

The number of manufacturing companies in 1900 was 2,554, with an aggregate capital of 216,766,903 yen, and a paid-up capital of 158,851,730 yen. The number of workshops with motors was 2,763, and without motors, 3,788. The list of industries shows that all the more important Western industries have been introduced into Japan, and the most of them seem to be in a flourishing condition.

In general, the working hours of the operatives are 12 hours a day, but sometimes they extend as long as 16 or 17 hours. The rate of wages is about 30 sen a day for adult males employed in flatures, cotton mills and weaving shops, while that of females is about 20 sen. In machine shops and shipbuilding yards the rate is usually 50 or 60 sen per day, and a skilled artisan gets more than 1 yen. In match factories, on the other hand, the rate is much lower, being 12 to 20 sen for ordinary female operatives, and 5 to 13 sen for little girls. In tobacco factories and printing shops ordinary females get about 20 sen and males about 40 to 50 sen. (Note 1 yen equals about 2s., equals 100 sen.)

Very complete arrangements have been made for every department of industrial education, from the engineering colleges of the universities of Tokyo and Kyoto to technical schools of all kinds and grades suitable to the requirements of the most important industries.

In 1873 there were 18 miles in existence in Japan, now there are over 4,000 miles in working order, and a considerable addition under construction. In 1901 the Japanese mercantile marine consisted of 1,395 steamers with a tonnage of 583,532, and 4,020 sailing ships with a tonnage of 336,436, besides nearly 20,000 junks. Shipbuilding is making considerable progress, and the yard in Nagasaki now turns out vessels of 6,000 tons, which are thoroughly efficient.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton

Bags, or Barrels, to suit customers. Good broker wanted to represent me.

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

QUEBEC, P.Q.

J. P. THOMAS

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

VICTORIA, B.C.

CHINESE

Japanese and Australian trade can be best negotiated through us. We have facilities for the transaction of Oriental trade second to none. We maintain MR. A. R. TUFTS as our direct representative, with headquarters at Kobe. Correspondence from Manufacturers and Shippers invited.

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

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.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. O.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

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

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

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.

BRANDON, MAN.

Let Us Push Your Goods

WE ARE PREPARED TO

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

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.



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 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.



Dept. of Advertising Service

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

WE HAVE FOR
Easter

Sweet Strawberries, shipped
from the South.
Pines, perfectly matured.
Great variety Green Vegetables.
Suitable sizes in staple lines
(Oranges, Lemons).
Big bunches Ripe Bananas.

We would like to ship you
some of these. Order
from our price list.

The _____
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. **TORONTO**

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., **HAMILTON**

TWO SNAPS.

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

ORDER QUICK.

HUSBAND Bros. &
Co.

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

GREEN FRUITS

Fruit Dealers Meet.

THE annual meeting of the Fruit Dealers' Section of the Retail Merchants' Association of Canada was held on March 18. The Dominion secretary, E. M. Trowern, who has just returned from Ottawa, reported that he had interviewed the Minister of Agriculture regarding the recent prosecution made against a dealer for selling a bag of potatoes for less than ninety pounds, and which was dismissed because there is no law in Ontario at present governing the weight of a bag. In Quebec a bag of potatoes must weigh 80 pounds, and in Ontario it has been the ruling custom that 90 pounds constitutes a bag. The matter will be considered by the department, and some change is likely to be made.

In view of the amendments which are now being made to the Assessment Act, and which will place a business tax upon all retailers, both large and small, the members decided to wait until the law came into operation, and then have the Transient Traders' and Peddlers' License law amended to suit modern conditions. It was decided to communicate with all retail fruit dealers throughout Canada and obtain united action in their general interests.

The following officers were unanimously elected for the coming year:

- Chairman, P. N. Judah.
- First Vice-Chairman, W. I. B. Wellwood.
- Second Vice-Chairman, R. Burgess.
- Treasurer, P. Massey.
- Secretary, M. Ryan.

South African Fruit in Montreal.

THE arrival in Montreal of a consignment of peaches and plums from South Africa is reported. The fruit arrived in perfect condition, but the price \$1 per dozen indicates that the market for it in Canada will be a rather limited one. There were 60 peaches in a single layer box, each fruit wrapper and plenty of finest quality excelsior at top and bottom of each case. Plums were put up in the same style, but 45 to the case. The consignee had also some very fine English hothouse

grapes that arrived via New York in perfect order. These were put in cotton battings bags, 11-4 lbs. in each of four bags or 5 lbs. to the box, with plenty of tissue paper clippings for padding. The price was \$2 a pound.

Canadian Apples in Scotland.

According to the United States Consul in Edinburg, Canadian apple imports are gaining a very strong position in the Scotch markets. The system of inspection adopted in Canada and subsequently renewed at the ports of Great Britain has undoubtedly served as a guarantee to the buyers of Canadian fruit, and has thus proved useful both to seller and purchaser.

Uniform Packages.

Canada once more scores a point against the United States, this time in regard to uniformity in fruit packages. Our American cousins are still struggling with this question, while in Canada the fruit growers of Ontario, Quebec, British Columbia, Nova Scotia and Prince Edward Island have all adopted a uniform case 10x11x20 inches, inside measurements for the shipment of apples. A case half this size is found a very suitable package for pears.

Good and Bad Fruit in Boxes.

The inspector at Glasgow for the Dominion Department of Agriculture, reports that a shipment of 1,422 cases of apples from an Ontario packer was landed at that port recently. The shipment consisted entirely of XXX Spies, all wrapped individually in paper and graded in size from 2 1/2 inches upward. The fruit was in splendid condition and in the extra trouble and care bestowed on the apples the shippers were well repaid. The large sized fruit realized from 7s to 7s 6d (small cases holding only about 35 lbs), the smaller fruit 6s to 6s 6d.

Another shipment by the same boat consisted of 416 barrels and 401 cases. These were nearly all Spies and were very much frosted and wasty. Had these apples been properly repacked and looked after, they would probably have landed in much better condition.

Prices realized for barrels ranged from 10s to 16s. The cases were even worse than the barrels; some 50 of these were thrown out, part of them being used to fill up wasty cases. These made from 2s 6d to 5s 6d (large cases). If Canadian apples in cases are to maintain a reputation for strictly fancy quality, it will not do to send forward such fruit

American Apple Exports.

SINCE the Fall of 1903 nearly 3,000,000 barrels of apples, almost a million more than in the previous year, have been exported from American ports. Most of these have gone to Great Britain and other European countries, where they have found a ready market at good prices.

The demand for the fruit still keeps up and thousands of barrels are being shipped each week to the other side. Germany has taken to the American apple this season and Baldwins and Newton Pippins, which are the favorite varieties with the Germans, now are frequently found in the small stores and on stands and peddlers' wagons in Berlin and other large cities.

A curious feature of the American apple trade in Europe has been the large sale on the Continent in the last few months of the evaporated product for wine making purposes. The shortage of the grape crop in France has led to a corresponding scarcity of wine and the peasant and others of the poorer classes, unable to buy the native wines, have been forced to fall back on the dried apple.

From what are known in the apple trade as chops, or apples cut up and dried, the peasants make a cheap drink which is said to have satisfying properties and to furnish a very fair substitute for the wine pressed from the grape. A New York exporter who has sampled this beverage, says of it:

"It's a sort of apple champagne or beer, and it's not bad either. The natives make it by putting the dried apples into a barrel or tub of water, adding a quantity of yeast and letting the mixture stand for a week or so.

"By that time it's good and sharp and ready for drinking. It's to the Frenchman about what cider is to our American farmers, and they smack their lips over it just as if it was the real thing."

Several hundred carloads of dried apples have been sent to France for this use since last Fall, and fresh shipments are going forward every week.

ORANGES AND LEMONS

WE ARE OFFERING SPECIAL VALUES THIS WEEK IN

**CALIFORNIA NAVEL ORANGES,
VALENCIA ORANGES,
MESSINA LEMONS.**

Our brands are the best and our prices low. Send for our weekly Price List.

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

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Wholesale Fruit and Produce.

When You Want

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

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

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

The fruit costs about two and one-half cents a pound in New York, and the freight to the other side is only one quarter of a cent more, so that the Frenchman who wants a cheap substitute for the native wine gets it.

The Germans also make an inexpensive wine from dried apples; but the practice is not so general with them as with the French, and the exports of American dried apples to Germany are therefore more limited. A good many hundreds of tons of dried apple cores and skins have been sold in German markets this year for use as a basis for certain jams and jellies.

A Market for Fruit.

A deputation of Western Ontario fruit growers waited upon the Minister of Railways, Ottawa, on March 17 to ask for the extension of the Dominion Express Co., which now only operates from St. John to Halifax, over the whole of the Interecolonial Railway system, in order to open the Maritime Provinces market to the fruit fields of Western Ontario.

Increase in Canadian Apple Exports.

According to an English exchange much of the increase in importations of Canadian apples by England must be attributed to the practical steps taken by the Canadian Government to discover and comply with the requirements of the British market.

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.

Banana Growing in Costa Rica.

ACCORDING to a report from the British consul at Port Limon, the area under banana cultivation in Costa Rica continues to increase rapidly, over 2,500 acres of new plantations having been made during the year 1902, and the number of bunches exported shows an increase of 7.86 per cent. over the figures for 1901. The export of this fruit to the United States was begun in 1881 and has grown from 300 bunches in that year to 4,179,199 bunches in 1902. Steamers to the number of 230, laden with bananas, cleared from Port Limon for the United States in 1902. During 1902 a cargo of bananas was shipped to Bristol by the United Fruit Company, and it turned out sufficiently well to warrant the establishment of a regular monthly fruit service between Limon and Bristol and Manchester, which during 1903 has become a fortnightly service.

THE GROCER OF THE FUTURE?

IN answer to the above query, the London Grocer says he will have to make himself more familiar with the legal points of the trade, and that there are three important factors that occur in this connection. In the first place, it has become doubly important that every grocer should regularly and intelligently read his trade paper; secondly, every grocer should belong to a trade association; and thirdly, the coming generation of grocers must be better trained either by a return to the apprenticeship system or some other method. There may not be so much hard manual labor attached to the trade as in bygone days, but it demands a close and intelligent study of a thousand and one details that years ago was unknown and grocers are entitled to be paid for head work as much as for handiwork.

Therefore, while they fight against every form of dishonesty, and endeavor to obey the law in every detail, let traders also see that their legitimate profits are maintained at a level that will remunerate them adequately and raise the whole status of the trade from the foolish cut-throat competition that has too long thrown a shadow over it.

ALL EGGS ARE GOOD FOR SOMETHING, EVEN BAD ONES.

THE career of the egg may not be romantic, but frequently it is interesting. The full and perfect career is without doubt to develop into a lusty young chick, a roly-polly ball of yellow down with plaintive peck and toothpick legs. But the full and perfect career is as rare among eggs as among human beings, for many things intervene to cut it short, and its usefulness is diverted into channels of which few housewives and poultry raisers dream.

Several fates lie in wait for the fresh, clean egg that reaches market, with dozens of its fellows, in its pasteboard compartment of the typical egg case. It may be sold for domestic uses, and be fried with a piece of ham or bacon, or become an ingredient of the numerous products of the housewife's baking day. It may form part of a most tempting drink or fall into the hands of a hairdresser or barber, and cleanse the raven locks of a debutante or the mane of a policeman.

It may be that the egg is broken on its way to market, or its shell is checked so that it will not sell. Then it is broken with countless others into

five-gallon cans and frozen. The rumor is that these frozen eggs are sold to bakers in the larger cities to be used in Winter.

Should the egg survive until it passes the zenith of its existence and enters into a decline, it may be sent to some of the large coffee roasters of the East and be used to glaze coffee.

Even should the egg survive the first period of decline and enter into the last stage it is not without value. It is used commercially for tanning kid gloves and other fine leathers.

The usefulness of the egg is not exhausted when it has met with one of these several fates. The shells where large quantities of eggs are used, are carefully gathered, and the portion which is not used for hen food is ground and form a common adulterant for spices. The shell can be roasted to the desired shade, is absolutely harmless, and is very difficult for any but the chemist to detect.

FARM LAND IN NEW ONTARIO.

The recent report of the Commissioner of Crown Lands for Ontario says that the greater part of the district west of Lake Abitibi, which was surveyed last Summer, is preeminently suited for lumbering and agriculture. Deep clay and loam with spruce, balsam, poplar, white birch and cedar are found everywhere. Low-lying portions appear to be local in extent and can be drained at reasonable cost.

TEST FOR MOLASSES.

A decision of importance to the wholesale grocers, baking and confectionery trades has been given by the Customs department. It refers to the duty on molasses. In future the rate on this article imported into Canada will be determined by double polarization, according to the amount of cane sugar or sucrose contained in the importation. The minimum duty of 13-4 cents per gallon will not apply to any molasses ascertained to contain less than 40 degrees of cane sugar or sucrose after test by indirect polarization. When the test shows under 35 degrees of cane sugar or sucrose the duty will be three-quarters of a cent per pound under the classification in the tariff "Molasses not otherwise provided for." It is held by the department that the test by indirect polarization is the true test for the cane sugar. It is believed that this decision will operate against the mixing of certain molasses with other ingredients.

WEALTH OF OUR FARMS.

THE flourishing condition of agriculture in Canada at the present time is undoubtedly due to organization, co-operation and education," says Hon. S. Fisher, Minister of Agriculture for the Dominion. The old idea that farming is a species of drudgery to be pursued in a hap-hazard way, is a thing of the past. The successful farmer of to-day is as thoughtful, studious, alert and businesslike as any other man in the management of his property.

Mr. Fisher says the basis of agriculture in Canada must be live stock. In this northern part of the temperate zone the climatic conditions produce not only the highest physical types of men and women, but the best qualities of domestic animals. The herds of breeders, not only in the United States, but in South America, Mexico and the West Indies, are being replenished from the superior stock of this country. Within a short time stock-breeding will be the foundation of agriculture in the great west, as it is in Ontario to-day. While that vast country will always be able to produce the finest quality of wheat the time is coming when the mainstay of the West will be its live stock.

Canada is behind only one country on earth in the organization of its agricultural industry, namely, Denmark, which, at the same time is the most dangerous rival of Canada in the markets of Great Britain. Denmark is ahead of Canada in its system of agricultural education and in the quality of its products. Canada is a good second, however, and the rest of the world is nowhere.

One example of the development of the industry is the increase in the export poultry trade from \$18,000 to \$300,000 in four years by catering to the demand for fattened fowls. Another is that of the total exports of \$214,000,000 from Canada last year, of which over \$114,000,000 was represented by farm products.

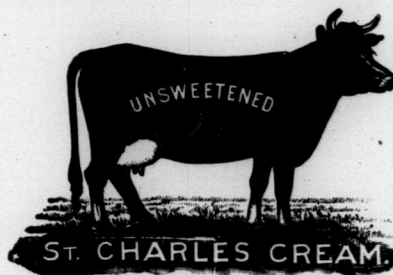
SUGAR BEET CROP IN EUROPE.

Although the final estimates of the beet sugar crop in Europe for 1903 have not yet been received, the following figures may be taken as approximate:

In 1903 4,110,300 acres were sown to beets in Europe, the largest acreage being in Germany and Russia, as against 4,178,800 acres in 1902. The crop of beets in 1903 is estimated at 39,171,000 tons and the amount of sugar produced therefrom at 5,605,000 tons.

THE CANADIAN GROCER

Has stood the test of every climate.



HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

"The Breezy blow of incense Breathing Morn."

In "Forest" Brand of Maple Syrup.

Put up in Bottles, Sealed Tins, Kegs, and Barrels.

To arrive end of this week.

Distilled from the sap by newest methods.

We will prepay freight on reasonable quantity.

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



A customer leaving your store must have done one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

A National Cash Register takes care of all these things with positively no chances for mistakes.

Our 1904 models are particularly well adapted to the grocery trade because great improvements have been made in the methods of taking care of cash and credit sales.

393 styles and sizes. Prices, \$25 to \$650.

If you want to know how a 1904 "National" will help you to make money and advertise your business, send in the attached coupon. It will put you under no obligation to buy.

N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in
CANADIAN GROCER

National Cash Register Co.
Dayton, Ohio

Name _____

Address _____

CUT OFF HERE

FLOUR AND CEREAL FOODS

Northwest Will Produce 75,000,000 Bushels of Wheat.

THE Canadian Pacific Railway is reported to be making herculean efforts to get its Western lines in shape for this season's grain carrying trade which is expected to be unusually heavy on account of the largely increased acreage that will result not only from new settlement, but also by reason of the high prices of wheat which will undoubtedly induce the farmers to plant larger areas. Taking last year's figures as a basis and the probable increase from the causes mentioned, it is estimated that this year's wheat area in Manitoba and the Territories will not be less than 3,800,000 acres. Estimating an average yield of from 18 to 20 bushels to the acre, which is conservative in the light of past experiences, it can be readily realized that it is most important that the railroads should be prepared.

Granary of the World.

"**T**HERE are something like 230,000,000 acres of arable land in the Northwest," says ex-Chief Justice Maguire of the Northwest Territories. "Half of this vast territory may be called wheat lands. There has never been a yield less, even in the worst of seasons, than nine bushels to the acre. With half of this wheat belt used for wheat purposes the Northwest, in 15 years from date will be able to raise 350,000,000 bushels. Now, as England only imports from all sources, 200,000,000 bushels, this fact of the possibilities of Canada will soon put an end to the argument that the United States must be placated, because the United States supplies a large proportion of the total amount of wheat which England needs annually.

Stamped Union Bread.

At a recent meeting of the bakers' union of St. John, N.B. to consider the placing of a union stamp on bread made in the city bakeries. Seven shops agreed to use the stamp and the proprietors were willing to pay for the stamps, the

cost being seven cents a thousand. No mucilage is used to make the stamps adhere to the bread. The stamp is placed face down in the pan, and in the baking the stamp becomes part of the loaf.

The union has 20,000 stamps on hand and as these would not last a great while it has been decided to order 80,000 more before stamping the bread, so that when once started there will be no interruption for lack of stamps.

Canadian Stops Wheat Blockade.

T. Tait, who went from the C.P.R. to the command of the Government railways in Victoria, Australia, is applying Canadian railway principles to good effect in his operations under the Southern Cross. A hopeless wheat blockade was predicted recently in the State of Victoria, owing to the fact that it was presumed that the railway had not sufficient cars to move the volume of traffic that would offer in this line. Mr. Tait immediately met the exigency by issuing an order to the effect that if shippers desired to store wheat in the cars they would have to pay demurrage after the first 24 hours. There was consequently no wheat blockade.

The Wheat Situation in Australia.

THE following figures show the comparative imports and exports of wheat and flour during 1903 and previous years in Australia:

	Imports.		Exports.	
	Tons.	£	Tons.	£
1902.				
Wheat.....	32,665	241,390	77,261	458,862
Flour.....	1,056	93,651	20,794	180,918
1903.				
Wheat.....	165,558	1,182,704	11,156	100,725
Flour.....	54,598	484,807	9,000	186,611

The general consensus of opinion favors the belief that a wheat crop of about 28,000,000 bushels will be harvested in 1904 although climatic conditions are still adverse to favorable harvesting. A heavy rainfall has done a great deal of damage both to the standing wheat and to the grain already reaped and standing in stacks ready for threshing. It is the custom in Australian husbandry to strip the wheat, leaving the straw standing, into which cattle are turned,

or else the straw is burned off. The experience of drough, however, has made farmers more thrifty this year, and a great deal of wheat and straw have been cut together with the intention of threshing later and saving the straw for feed purposes. Continuous rainfall during harvest time has somewhat discounted their good intentions, however, and now many are worse off than if they had saved the grain and wasted the straw.

Emerson Grain Growers' Association.

A branch of the Grain Growers' Association has been formed at Emerson, Man., with a membership of 50 of the best farmers of the district. The officers are: President, G. Turner; Vice-President, R. Curran; Secretary-Treasurer, T. W. Knowles.

A Huge Car of Corn.

The largest shipment of corn ever received in London, Ont., in a single car arrived on March 17. The car contained 95,200 pounds, within 4,800 pounds of its total capacity, or in other words 1,700 bushels. A few years ago 30,000 pounds was considered a large carload. More recently shippers have become accustomed to 60,000-pound cars. Apparently there is no limit to the possibilities of the situation.

Cereal Notes.

The Ogilvie Flour Mills Company have announced their intention of establishing a fleet of their own on the upper lakes. It is reported that Port Colborne will be the eastern port.

The Columbia Flour Mills Co., Enderby, have increased their capital to \$100,000, and will double the output of the mill, thus carrying on there one of the largest flour milling enterprises in British Columbia.

A great rush is reported on the lines of the C.P.R. in Manitoba and the Territories to get grain out of the interior to milling centres. Both the milling companies and the elevators are clamoring for more cars. The cause assigned for the rush is not the fear of a shortage in the wheat crop but the anticipation of a shortage for the Spring market.

The war on dirt Is about To commence

and every enterprising grocer
will dress his windows and
make a good Spring Cleaning
attraction display of



BOECKH'S BRUSHES and BROOMS and CANE'S NEWMARKET WOODENWARE

Better this Spring than ever before, and our idea of what is just right.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: **TORONTO, Ont.**

EAGLE BAKING POWDER

- Gives all-round satisfaction.
- Can you wonder then at its
- success? A trial order will
- convince you of its saleable
- points.

See prices in current Market Quotations.

THE
Eagle Manufacturing Co.
Montreal.



GLUTEN FLOUR.

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes.

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks Trial size 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

The Irish Tobacco Trade During 1903.

THE year 1903 was in some ways the most unsatisfactory that Irish manufacturers of tobacco have experienced for a very lengthened period. In 1902 the Irish tobacco manufacturing industry was attacked by the British combine which continued its onslaught all through 1903. During this whole period British manufacturers continued to dump or sell under cost "roll" and other tobaccos all over Ireland. Notwithstanding the keenness of the struggle however, the Irish manufacturers in the main, backed up by the Irish tobacco dealers, more than held their own with regard to output, with the exception, perhaps, of one or two of the smaller manufacturers. As regards the local retail trade, it is scarcely possible that the past year could be a record one, or equal to the previous year, in view of the bad Summer, when the number of tourist visitors must have fallen very much short of previous years. This branch of the trade was a growing one, and desirable in many ways. Unfortunately many branches of trade suffered more or less from the bad Summer, but if all reports are true the North of Ireland was better off than some other districts. It is to be hoped that 1904 may prove more satisfactory all round.

Free Trade Between Uncle Sam and the Philippines.

THE Philippine Tobacco Workers' petition referred to in last week's issue of Grocer, ought to set the trade thinking in time what to do to prevent the threatened irruption of free tobacco and cigars from the Philippines, says an American exchange. Even if the present Congress on account of the approaching Presidential election should be afraid of a further change in the tariff the trade may be assured that the question of free trade with the Philippines can at least be only postponed but not queched altogether.

The revolutionizing effect a free admission of Philippine cigars is bound to

have on the American cigar industry is plainly proven by the table incorporated in the Philippine Tobacco Workers' petition, which table goes to show that a perfecto size of Manila cigars can be laid down in San Francisco at \$26 per thousand, a Panatela at \$17 and a Londres at \$12. With such prices even American domestic seed cigars could not compete any longer. As the possibilities of the Philippine Islands to raise tobacco and manufacture cigars are almost unlimited and as the U. S. Department of Agriculture is enticing the farmers of every State in the Union to convert their fields into tobacco plantations the prospects are of being blessed a few years hence with such fabulous crops of tobacco and production of cigars that every man, woman and child in the United States will be compelled to live on cigars if the consumption is to absorb only part of the possible production.

The Child is Father of the Man.

"How many cigars do you smoke a day?" inquired the meddler.

"Three," patiently replied the youth.

"How much do you pay for them?"
"Ten cents each."

"Don't you know, sir," continued the sage, "that if you save that money, by the time you are as old as I am you might own that big building on the corner?"

"Do you own it?" asked the smoker.

"No, I don't," replied the old man.

"Well, I do," said the young man.

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

MONEY IS SLIPPING THROUGH YOUR FINGERS

if you are not selling Cigars. You sell Tobaccos--why not Cigars? How can you explain it? And think of the profit in Cigar selling! 50 to 100% is easy. What is your profit in selling Tobaccos?

But sell Cigars of quality—Cigars of fame. We make many brands, but there are two—**Pebble**, at 5 cents, and **Pharoah**, at 10 cents—which we specify in particular. They are unqualifiedly the best made at their respective prices. Why not take advantage of our standing offer? The most liberal one we know of.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.

T. & B.

10-Cent Size.

The other day a grocer added **T. & B.** to his tobacco stock. He had been going in a rut before. Immediately old smokers threw up their hands joyfully—an old friend had come back.



What men don't smoke ?

And if they smoke, they use pipes. There's big money in pipes.

How is this for a good offer?

6 doz. pipes, assorted, for \$13.00, charges paid, worth from 25c. to \$1.00 each. Can be returned if not perfectly satisfactory.

Somebody is selling these smokers' pipes.

Somebody is making money. Why not you? Order by mail.

W. B. REID & CO.,
TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

BEST YET

SYMBOL

10c. Cigar.

Every grocer should stock it.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist,

176 King St. East,
TORONTO.

WRITE FOR PRICE LIST OF TOBACCOS.
OUTSIDE THE TRUST.

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

Whar's dat chile goin' ?



He hid his old man's Tobacco, and there will be trouble if he doesn't find it quick.

It's a fact that McAlpin's Tobaccos give such delight to their users that trouble arises when the tobacco can't be obtained.

The grocer owes it to his customers to supply them with McAlpin's Tobaccos.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO



SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

CHEWING—

KING'S NAVY,
BRITISH NAVY,
BEAVER,
APRICOT.



Duty on Foreign Cigarettes

THE United Kingdom Cigarette Manufacturers' Association having recently sent a memorial to the Chancellor of the Exchequer urging that the British import duty on foreign cigarettes should be raised to the same level as the duty on foreign cigars, the Chancellor's secretary has replied as follows:

The Chancellor of the Exchequer desires me to say, with further reference to the memorials of your association respecting imported cigarettes, that, after making careful enquiries into the matter, he has come to the conclusion that to raise the duty on foreign cigarettes to the same level as the duty on foreign cigars would be prohibitive to the importation of cigarettes, and would be contrary to the principle underlying our present Customs duties, which are not intended to exclude foreign competition. He would point out, however, that the British cigarette industry does not appear to be in other than a satisfactory condition, having regard to the fact that the import of foreign cigarettes decreased in 1903 by over 25 per cent., viz from 619,000 lbs. to 462,000 lbs."

Tobacco Display at St. Louis Fair.

THE Louisiana Purchase Exposition Commission has secured, for decorative purposes, from the manufacturers of the several American states a lot of tobacco, the same to be contributed by the manufacturers for this purpose. With this end in view application has been made to the commissioners for permission to use this tobacco without the payment of tax, as the same is not to be sold.

In replying to the application the commissioner holds that in view of the regulations providing that all packages of manufactured tobacco or snuff found on the market or outside of the factory premises without the proper stamp affixed shall be forfeited to the United States, and prohibiting the removal, except in proper tax-paid packages, of any manufactured Tobacco from any factory or place where tobacco or snuff is made, he is unable to see how the privilege desired can be accorded without a violation of the law.

The commissioner suggests that if it is desired to show at the Exposition the process of manufacturing tobacco, the commission endeavor to obtain a certain space, or territory within the Exposition grounds which they can bond

as a factory, keep the necessary books, and make the proper reports required by law, thereby giving them all the opportunities for displaying the material in its finished condition, as well as in the different processes necessary to reach the manufactured state. Under conditions of this kind all existing law and regulations governing the manufacture of tobacco could be applied to this temporary factory.

Another plan would be for the commission to restrict its exhibit only to such tobacco products as are put up at factories in statutory packages, properly stamped, branded and labeled. The law and regulations at present provide for such variety in the size and style of packages as would permit an elaborate display; and the stamps, brands and labels would not only add to the attractiveness of the package, but would illustrate to the public the requirements of the Government to which manufacturers must conform in placing their goods on the market. Of course, at the close of the Exposition, or at any time, the management could sell or dispose of such an exhibit without restriction.

Jones and The Fairy.

ONCE upon a time there was a spendthrift of the name of Jones, who soliloquized in this wise:

"What a fool I have been! If I had all the money for instance, that I have spent for cigars, I could have a good bank account instead of being on my uppers and trying to borrow money from my friends. I wish I had it!"

Someone touched his arm.

He turned, and there stood his fairy godmother.

"You shall have your wish my son," she said, "on one condition—that you never touch tobacco again, in any form, so long as you live."

Jones hesitated—and was lost.

"I don't want it bad enough for that," he said.

Ode to Baron De Kalb.

My good old friend, in lazy way,
I've watched your steady-going sway;
I've touched your lips in fond caress;
I've felt the quality in your dress.
Half solemnly I've seen the fall
Of each white ash, and noted all
The warmth of fire that in you lies.
I've valued with a lover's eyes,
And doubt if Ceylon's breezes be
More rich in spice than you to me.
Till now at last I lay you down,

IT'S FREE
SILENT DRUMMER
1904
ILLUSTRATED



Great Bargains in PIPES and CIGARS

SEND AT ONCE.
THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

Scant in your coat of lessening brown,
And sadly pender as you burn,
For me, within your funeral urn,
That friendship's noblest lot you've known—
You gave your life to cheer my own,
—I. Lover Rages, in Tobacco Leaf.

Tobacco Notes.

T. J. Horrocks has just placed on the market a new brand of 10c. cigars known as "Symbol." He has spared no expense in getting the finest Havana tobacco and the make up of the package is something unique, new and original. This brand has only been on the market for 10 days but is meeting with ready sales.

TO COLLECT DEBTS.

AT a recent meeting of the Retail Grocers' Association, of St. John, N.B., held to discuss the question of collection of bad debts, the following plan was recommended:

The first or mild course is a request to the debtor from the grocer for payment, with a delicate hint that failure to pay will necessitate his account being forwarded to the association, when every member of that body will be informed of the fact. The next or medium course follows in due time in the form of a letter from the secretary, stating that the debtor's name has been reported to him, and if the debt is not satisfactorily arranged by a certain time the name will be reported to the members, and thereafter the debtor will not be able to obtain credit and will be subject to the expenses of a law suit. Fee asked for this letter, twenty-five cents. If the foregoing is unsatisfactory, the strong arm of the law is threatened without any beating about the bush. Fee asked for this letter 25 cents. Should the debtor still elude the payment of his account, the desperate or final move is made. A letter is written to his employer, stating that the association's object is to employ all honorable means to collect bad debts, and that as one of his employees is reported for neglecting to pay a bill, as a last resort the matter is referred to him in the hope that his influence may bring about a settlement. No fee is charged to the debtor for this final effort, the association probably feeling that the reflection of the exceedingly uncomfortable quarter of an hour the debtor will have with his employer is ample compensation for their efforts.

AGE IMPROVES VINEGAR.

THE highest quality of white vinegar is not delivered until at least a year after the process of manufacture is completed. Malt vinegar is aged for two years before it is sent out.

White wine vinegar is produced from alcohol by a process of fermentation. The alcohol is poured into a large vat, into which a little water and malt extract has been placed. When the fermentation is fairly commenced the liquid is slowly filtered through filters of beech shavings. The process of fermentation is completed during this filtering, and at its close the liquid is collected in vats, from which it is placed into barrels. The substance called vinegar is developed from the alcohol

by the interaction of the oxygen and carbon.

Malt vinegar requires a more complicated process, similar to that of brewing. First the barley malt is ground and passed into a masher. This is a vat in which a circular rake revolves in order to stir the malt as the water is slowly poured on it. The liquid that comes from this is pumped up into another large vat, where it is boiled for a time, after which it is passed through a cooler. From the cooler the liquid is passed into more vats, in which it is allowed to ferment. After that it is allowed to settle and then run into an acidifier. It is here that it acquires that sharp taste essential to vinegar. It is allowed to stay there for about a week and then it is poured into filters, which settle and refine it. After it has been in these for about three weeks it is bottled. It is still far from ready to be sent out, as it must stand for two years to become old and mellow.

The Government plays a large part in these processes. The alcohol has to be kept in bond and taken out only in the presence of a Government inspector who has an official right in the building. When the vinegar is finally ready for the barrels and bottles it is tested and measured by this same official. He keeps an accurate account of all the vinegar made, because before it can leave the factory the manufacturer must pay a duty of 4 cents on the gallon.

REMOVAL.

The increased business of B. O. Beland, 17 Lemoine street, Montreal, has necessitated his removal to larger premises and he has accordingly leased the large and appropriately arranged building at 1684 Notre Dame street, now occupied by the Auer Light Co. The location is very central being just east of Place D'Armes square and Notre Dame Cathedral. Mr. Beland expects to be thoroughly established by May 1st. In the meantime an opportunity is offered to the trade to secure a lot of his high-grade goods at attractive prices before removal.

TO VISIT NEWFOUNDLAND.

In view of the probability of closer trade relations being established between Canada and Newfoundland it is interesting to note that the Canadian Manufacturers' Association intend making Newfoundland the objective point for their annual tour this year.

INQUIRIES FOR CANADIAN TRADE.

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

1. A firm of elastic web and smallware manufacturers are seeking to extend their business with Canada, and make inquiry respecting the appointment of agents.
2. The names of several large grain export firms in Canada are desired by a London agent, who seeks to represent them in the English market.
3. A commission agent and general merchant in Newcastle is prepared to represent a good Canadian house in almost any line of business.
4. A North of England firm asks to be placed in touch with likely Canadian exporters of pit props.
5. A Scotch firm of produce importers are looking for supplies of refined Canadian lard of the quality known on the British market as pure lard.
6. A London firm of merchants, who have hitherto confined themselves to the South African trade, are desirous of establishing relations with Canadian business houses buying British and French goods.
7. An Irish produce firm asks to be placed in touch with curers or shippers of pigs' heads in Canada.
8. Inquiry is made respecting producers of rotten stone in Canada by a correspondent who is interested in this mineral.
9. A Glasgow firm desires to get into touch with importers in Canada of bricks, fireclay pipes, retorts and other fire clay goods.
10. A gentleman with good business experience leaving England early in April to take up his residence in Canada is seeking a few agencies of British firms requiring a representative in the Dominion.
11. Inquiry is made for names of Canadian furniture manufacturers who can ship office furniture, telescope tables, bedroom suites, etc., by a person seeking to sell on commission or to obtain a buying agency.
12. A travelling agent in the North of England is seeking the representation of Canadian manufacturers.
13. A New Zealand firm have asked to be supplied with names and addresses of Canadian shippers of furniture, hardware, boots and shoes.
14. A Trinidad firm of shipping and commission agents desire to get into touch with Canadian business houses, as they are open to buy or sell produce.
15. A North of England firm of cheese factors wish to correspond with some Canadian shippers of cheese from the Belleville and Brockville districts. They can also act as buying agents for a new brand of pea-fed bacon.
16. A firm of petrol and steam motor manufacturers have asked to be furnished with suggestions or information that might be useful in developing a demand in Canada for their productions.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

1. A manufacturer of fishing rods and tackle is prepared to appoint a suitable Canadian resident agent.
2. A firm manufacturing all varieties of iron and wire fencing, hurdles, gates, etc., wishes to develop trade in Canada.
3. The makers of a new patent boiler-cleaning material seeks the services of an active Canadian agent.

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

Flett's

PICKLE EXAMINATION.

"Truth never fears a rigid examination."

Examine FLETT'S PICKLES carefully and you will find them honest goods clear through. Best fresh vegetables and pure English malt vinegar only used in the making.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

THE QUESTION IS

WHAT MARMALADES SHOULD I HANDLE TO BUILD UP A RELIABLE TRADE IN THIS LINE?

THE ANSWER IS



ENGLISH MARMALADES.

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 24, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
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-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-lb.....	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.....	Per case \$4 55
1 ".....	12 ".....	
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.

2c, 5 doz. in case.....	\$0 40
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.....	90
Ocean Baking Powder, 1 lb., 3 doz.....	1 25
Ocean Borax, 1-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case.....	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime.....	\$ 1 00
1 lb.....	1 60
6 oz.....	2 25
1 lb.....	2 90
12 oz.....	4 50
1 lb.....	5 75
3 lb.....	15 50
5 lb.....	25 50

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
1 lb.....	\$ 1 50
1 lb.....	2 20
6 oz.....	2 80
1 lb.....	2 80
12 oz.....	4 25
1 lb.....	5 50
3 lb.....	15 00
5 lb.....	25 00

VIENNA BAKING POWDER.

1-lb tins, 4 doz in box.....	\$2 25
1-lb tins, 4 doz in box.....	1 25
1-lb tins, 4 doz in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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EAGLE BAKING POWDER.

Cases of 48-5c. tins \$0 45
" 48-10c. tins 0 75
" 24-25c. tins 2 25

Blacking.

HENRI JONAS & CO.

Jonas.....	Per gross \$9 00
Froments.....	7 50
Military dressing.....	24 00

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02 0 10



Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	



Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c. ".....	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " E, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	13 50
" " Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.....	
French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1 Rolland.....	9 50 10 00
1 Delory.....	10 50
1 Club Alps.....	2

FRED. MAGEE.

Smelts in spices, in 1-lb round tins.....	0 90 \$1 00
" " mustard, in 1-lb oval ".....	0 35 \$1 05
" " Tomato, in 1-lb. ".....	0 95 \$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

Permanent success in an article is only attained by real merit, and such success has never failed to incite strenuous competition from inferior imitations. Twenty years ago

Brunner Mond & Co.'s Baking Soda & Washing Soda

were put on the markets of the world, since which they have never ceased to be the standard of Purity, Strength and Excellence, and have continued to hold their place against all opposition. Induce your customers to use only the STANDARD.

WINN & HOLLAND, Montreal,

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/2-lb.	1-lb.	1 1/2-lb.
COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA			
per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins.....per doz.	\$6 75	
" " 1-lb. tins.....	3 50	
" " 1-lb. tins.....	2 00	
" " fancy tins.....	0 85	
" " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50	
Perfection, 1-lb. tins, per doz.	2 40	
Cocoa Essence, sweet, 1-lb. tins, per doz.		
Chocolate—		per lb.
Queen's Dessert, 1/2s and 1/4s.....	\$0 40	
" " 6s.....	0 42	
Mexican Vanilla, 1/2s and 1/4s.....	0 35	
Royal Navy Rock.....	0 30	
Diamond.....	0 25	
" " 8s.....	0 28	
Chocolate—		per lb.
Caracas, 1/2s, 6-lb. boxes.....	\$0 42	
Vanilla, 1/2s.....	0 42	
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24	
Cocoa—		Per doz.
Concentrated, 1/2s, 1 doz. in box	2 40	
" " 1-lb. tins.....	4 50	
" " 1-lb. tins.....	8 25	
Homeopathic, 1/2s, 14-lb. boxes.....		
" " 1/2s, 12-lb. boxes.....		
Epp Cocoa, case of 14 lb., per lb.	0 35	
S quantities.....	0 37 1/2	
BENSCHER'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1-lb. tins, 1/2 doz. to case.....per doz.	8 90	
" " 1-lb. tins.....	2 40	
" " 1-lb. tins.....	4 75	
" " 1-lb. tins.....	9 00	
JOHN F. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma.....	Per lb.	
Mott's Prepared Cocoa, 1/2s and 1/4s boxes	\$0 30	
Mott's Breakfast Cocoa, 1/2s in boxes.....	0 28	
Mott's No. 1 Chocolate.....	0 40	
Mott's Breakfast Chocolate.....	0 30	
Mott's Caracas Chocolate.....	0 28	
Mott's Diamond Chocolate.....	0 40	
Mott's Navy Chocolate, 1/2s in boxes.....	0 23	
Mott's Cocoa Nibbs.....	0 27	
Mott's Cocoa Shells.....	0 35	
Mott's Cocoa Shells.....	0 05	

Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36
WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, 1/2, 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 5/8, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56
LOWNEY'S.	
Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	45c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	42c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	42c.
Sweet chocolate powder—"Always Ready"	
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	34c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.....	34c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	36c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.....	36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	40c.
Tid-Bit chocolate.....	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	32c.
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.....	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.....	27c.
Condensed Milk.	
Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.

Eagle brand..... \$1 65
Gold Seal brand..... 1 30
Peerless brand evaporated cream..... 1 02

"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—

Club House.....	Per lb. 0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO. Per lb.

Mecca.....	\$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.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" " II, 40-lb. boxes.....	42c.
" " III, 80-lb. boxes.....	37c.
" " IV, 80-lb. boxes.....	35c.
WILLISON'S TURKEY COFFEE.	
1-lb. tins, 48-lb. cases.....	Per lb. 30
S. H. & A. S. EWING'S.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29
Cheese.	
Imperial—Large size jars.....per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size.....	2 40
Small size.....	1 40
Coupon Books—Allison's.	
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
	Un-Covers and num Coupons bered, numbered.
In lots of less than 100 books, 1 kind assorted.....	4c. 4 1/2c.
100 to 500 books.....	3 1/2c. 4c.
100 to 1,000 books.....	3c. 3 1/2c.
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

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

THE CANADIAN GROCER

We solicit your orders for Spring Trade, for

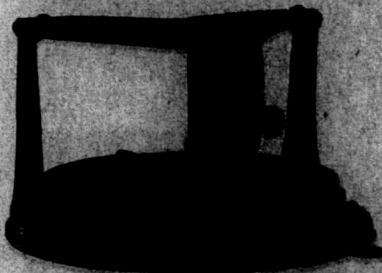
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might bring inquiries. Better write for sales to

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We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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now say half a
dozen nice lamps,
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You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

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Pickles, Sauces, Jams and Preserved Provisions.

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CHAS. F. CLARK, President.

CHAS. L. BECKWITH, Secretary.

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