

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

# COLMAN'S MUSTARD

BEST ON EARTH

ONE

THING

You can be assured of: you have sold Christie's  
lain of their quality, and  
It is because they are the  
the merchant who is jeal  
not afford to keep in stock anything but the best.

the customers to whom  
Biscuits will never comp-  
hence never return them.  
best on the market, and  
ous of his reputation can-

**CHRISTIE, BROWN & CO., Limited, TORONTO**



THE DOMINION MOLASSES CO. LIMITED.



HALIFAX, N.S.

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

**The Dominion Molasses Co.,**

Limited

HALIFAX - - - NOVA SCOTIA.

**The Auer Gas Lamp.**

"TURNS NIGHT-TIME INTO DAY-TIME."

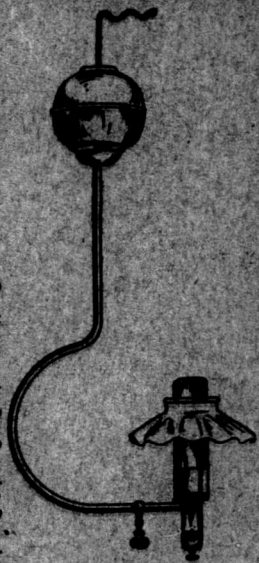
New Styles. Lower Prices.

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 RIGA and MYSORE COFFEES.**

NO CARAMEL, NO GLUCOSE used in their manufacture.

**BROMLEY'S**  
**COFFEE**  
**ESSENCES**

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."

WILL ACHIEVE YOUR DESIRE

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., 117 ...



# Instant Powdered



This is put up in packets  
making one quart of rich  
**Gelatine.**

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It dissolves **instantly** in hot  
water.

**The Standard Gelatine of the World.**

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ARTHUR P. TIPPET & CO.,  
General Agents.

Montreal and  
Toronto.



# TALK FISH TO YOUR CUSTOMERS.

- Tell them that the opinion of the best authorities on diet is that people should EAT LESS MEAT and MORE FISH.
- Induce them to make a trial of the FISH HABIT, selling them

## “HALIFAX”                      “ACADIA” OR “BLUENOSE” CODFISH.

- Once they have made a trial of this palatable and convenient article you can depend upon having an established trade for it. They will come again.
- These brands of codfish are prepared at our new factory at LAHAVE, Nova Scotia, and are the cleanest fish product on the market.
- Their flavor is a strong point, for the best-flavored fish in the world are caught near the coast of Nova Scotia.

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## BLACK BROS. & CO., LIMITED

MANUFACTURERS,

HALIFAX, N. S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario,

BOARD OF TRADE BUILDING, - MONTREAL

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WE ARE PREJUDICED—BUT, IF YOU KNEW—WHAT WE KNOW—about the cup-quality, merit, and results obtained as trade builders and trade retainers of

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

## High-Grade COFFEES

you would handle no other COFFEES, which by direct importation, careful selection, and experienced handling and blending stand alone. A trial will convince you of their superior aromatic flavor.

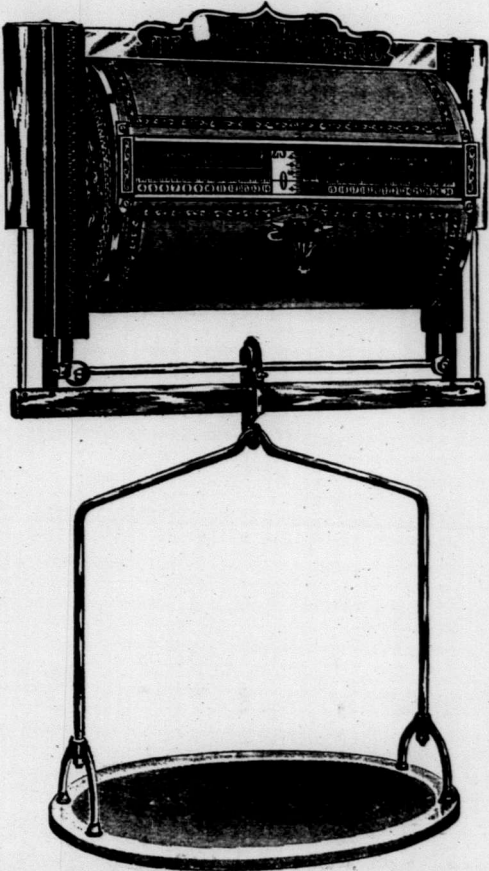
DESIGNERS,  
ENGRAVERS,  
COMMERCIAL  
PHOTOGRAPHERS,  
FINE VIGNETTED  
HALF-TONES  
OUR SPECIALTY

**LEGG BROS.  
ENGRAVING CO.**

5 JORDAN ST.  
TORONTO

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Page 67  
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A MONEY SAVER.



SOON PAYS FOR ITSELF.

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

**Messrs. Grimble & Co.**  
LIMITED

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

## VINEGARS

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

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

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



—in buying your teas  
during 1904  
a wise policy  
to pursue is  
to secure as large  
a stock of

# JAPAN TEAS

as you can.

**JAPAN TEAS**  
are always and at all times  
trade-winners and trade-  
holders.

they are pure, clean,  
healthy and invigorating,  
and please your customers.



# How is Your Coffee Trade ?

Good, Eh!!

Then you must sell our famous

# CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

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

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 2059

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold**  
**Water**

# STARCH IVORINE

**ASK**  
**TRAVELLERS**  
**THE PRICE**

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

# DON'T RUN CHANCES

with your customers. Get a line of Maple  
Syrup that is reliable.

**"IMPERIAL BRAND"**  
**MAPLE SYRUP**

has stood the test of  
years of success. It  
is reliable. It sells  
well. It gives a  
good margin  
of profit.



ROSE &  
LAFLAMME,

AGENTS,  
MONTREAL.

"Another  
bottle  
please."

The grocer who  
handles

**Paterson's  
Worcester  
Sauce**

often hears these  
words.



The  
Best  
Sauce

on the market  
at a  
medium  
price

the verdict of all  
who know.

**Paterson's Worcester  
Sauce.**

ROSE & LAFLAMME, Agents, MONTREAL.



For  
a  
United  
Empire

Ceylon, under the Southern cross, is producing the finest tea in the world, as

Canada, under Northern skies, is growing a grade of wheat unequalled the world over.

Canadian consumers are recognizing the merits of Ceylon Teas just as the Empire at large is recognizing the merits of Canadian wheat.

Grocers, you will consult the tastes of your customers and the interests of your bank account by imperializing your Tea department.

**SELL CEYLON TEAS**

No Teas Satisfy  
like  
Ceylon Teas, Black and Green

The Finest Teas in  
the world  
Ceylon Teas, Black and Green



## CENTRAL Business College.

STRATFORD, ONT.

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

### Use Live Bait.

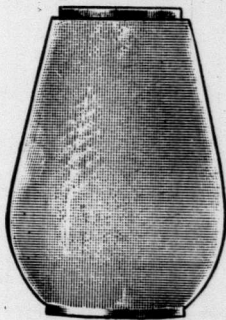
## R-O-Y-A-L S-A-L-A-D D-R-E-S-S-I-N-G

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

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

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

### ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.**  
OF WALLACEBURG, LIMITED.

### 20th Century Account Keeping.

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



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

## THE CANADIAN GROCER

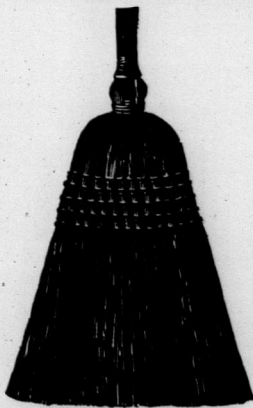
### Soup, Soup, Soup

"The Burlington Way" of prepar-  
ing Tomatoes is unique. Skins,  
Seeds, fibre all removed. Tomato  
Pulp remains. 3 cans tomatoes in  
one. Price remains the same. Sell  
it.

\$1.00 doz. f.o.b. Burlington.  
Any Quantity.

**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.,**

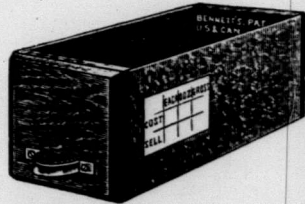
WATERLOO,  
ONT.

...THE...

### Bennett Manufacturing Co.

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

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



Address all communications to our New Factory:

**Pickering, Ontario**

### Want Ads.

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

**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto.

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

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

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

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

### REFRIGERATORS.



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

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

**Eureka  
Refrigerator Co.**

Wilbert Hooy, Manager.

54 Noble St., TORONTO

Phone Park 513.

This cut represents No. 13.

## Seed - Corn

All Field Varieties

Write or wire us for prices.

ALSO  
**HAND-PICKED and PRIME  
BEANS**

**Fred. B. Stevens & Co.**  
CHATHAM, ONT.

Our brown and manilla wrapping  
papers are strong and durable.  
Each order contains

**Full Count and Full Weight.**

You can safely trust your goods  
to these papers.

**CANADA PAPER CO.**

Limited

Toronto, Montreal and Windsor Mills, Que.



## A BEAUTIFUL

Lithographed Counter Tin free with  
the first order for

# GOLDEN EAGLE COFFEE.

**MAIL US YOUR ORDER.**

Try the Coffee, if you do not think it  
is better goods than you are using, keep  
the fancy tin and return the Coffee at  
our expense.

Golden Eagle, 28c. per lb.  
Manhattan Blend, 26c. per lb.

**The American Coffee & Spice Co.**

109 Front St. East, TORONTO.

## Sterling Brand Catsup

catches  
trade.

Our catsups are all  
of a high-grade qual-  
ity. They can always  
be depended upon to  
please the fastidious  
customer, who asks  
for the best. Grocers  
can profit directly by  
selling these catsups,  
because they build up  
the right kind of  
trade.

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

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

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

## Worcestershire SAUCE

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

**CANADIAN AGENTS:**

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

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

**Sole Manufacturers**

**Stretton & Co., Limited,** **WORCESTER,**  
**ENGLAND.**



# None Too Good.

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

## **ST. LAWRENCE EXTRA GRANULATED**

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

The St. Lawrence Sugar Refining Co.,  
Limited,

**MONTREAL.**

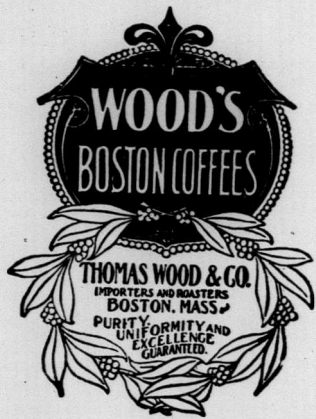


# TEAS — That show the retailer a handsome profit.

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

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

### ON FIVE CONTINENTS.

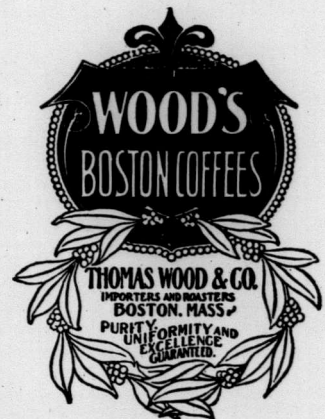


Why so much war talk?  
When actual hostilities do not exist, the whole human race is kept on the qui vive expecting them.  
Why thus keep the world in perpetual turmoil?  
The Hague Tribunal should be appealed to.  
Do as they do in trade. When unsatisfactory conditions arise,

## WOOD'S COFFEES

come in and settle everything.  
They are the great pacificator. They get thousands of good grocers out of trouble.

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



---if you want **TEAS** or **COFFEES**, Write Us.

Our stock is large and carefully selected, and our prices will prove attractive—

**Try Us.**

We are offering special values in INDIANS, and CEYLON GREENS; also JAPAN FANNINGS and SIFTINGS.

## James Rutherford & Co.

IMPORTERS

27 St. Sacramento St.

MONTREAL.

for any grade or style, mentioning quality and price, we will mail you samples by return mail of best values in the market.

Our **TEA SALE** is still going on. Write for samples before bargains are all gone.

**FISH** is getting very scarce. We have full stock. Send us trial order, or telephone No. 1446 and No. 1447.

**BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada**



## Business Men in International Affairs.

**A** FEW Canadians have had the privilege of listening, in the last few days to a very distinguished advocate of international arbitration, and the application of the business man's common sense to questions of high political import, in the person of Dr. Thomas Barelay, of Paris, who on Friday last addressed a meeting in Montreal and who was on Monday a guest at the Canadian Club, Toronto. Dr. Barelay came to America a few weeks ago as a member of the Mosely Euducational Commission and has remained here devoting considerable energy throughout the Eastern States to the advocacy of a treaty of arbitration between Great Britain and the United States. He has addressed himself particularly to the business classes, convinced that they are ready for such action and are amply able to bring about such a treaty if they once assert their power.

Dr. Barelay has every reason for the faith he puts in the business classes. Dr. Barelay, it should be explained, is a Scotelrman, who was educated in the Universities of London, Paris, Bonn and Jena, went to Paris in 1876 as a correspondent of the Times, but since 1882 has devoted himself to the practice of law in Paris. He is a member of the Institute of Intenational Law, vice-president of the International Law Association, and has held many other positions of honor, among them president 1899-1900 of the British Chamber of Commerce in Paris. It was during the occupancy of this office that Dr. Barelay was able to demonstrate what business men could do to pour oil on the troubled waters of international jealousy and misunderstanding and to bring about a reconciliation that augers well for the future peace of Europe.

A representative of "The Canadian Grocer" met Dr. Barelay at the conclusion of his address at the Canadian Club, with a view of learning the part taken by the business communities of France and England in the matter of the Anglo-French treaty of 1903.

Nothing, in the opinion of the distinguished visitor, is more striking in the history of peace than the way in which business men have of late come into the arbitration movement. It is not many years since business men sneered at arbitration as the dream of

millennium mongers, cranks, faddists and other people whom practical men are in the habit of steering clear of as long-winded time-wasters.

It is my belief, continued Dr. Barelay, that the change which has come over our business world in its attitude towards arbitration is due to the impending conflicts which were avoided, and thus conflict can, in fact, occasionally claim the function of a power for good.

The one instance I refer to was the Venezuela question in which President Cleveland "put his foot down." The other case was the Fashoda question in which the British Government "put its foot down." In both cases an armed conflict would have been the result if it had



Dr. Thomas Barelay, of Paris.

not been for the real patriotism of the governments which yielded and the certainty that the business world of both countries would have disapproved of fighting for unessential things. If there is anything that distinguishes business methods from other methods, whatever they may be, it is that the business man tries in his mind to reduce every question to its just proportions. The business man has what very often is lacking to the politician, the right sense of proportion. Thus it seems naturally monstrous to the business man to employ a sledgehammer for the execution of a fly, but that sort of consideration does not always appeal to those who are not trained in the world of commerce and industry.

No better instance of the way in which business men can do good by putting their foot down was ever seen than when the Association of the Chambers of Commerce of the United Kingdom took the relations between Great Britain and France into their hands in 1900. At that moment the hostile feeling between the two countries, so far as the press appeared to echo it, was so strong that on the slightest provocation the guns would have gone off, by themselves.

At the danger of being charged with egotism, I must refer here to my own agency in the change of feeling which began at that time. I had the privilege of being at that moment chairman of the British Chamber of Commerce in Paris, and in that capacity was able to take a public attitude towards the subject of Anglo-French relations which I could not otherwise have assumed. I believe that the assistance which was given to me by Mr. W. L. Courtney, the editor of the Fortnightly Review, in that great periodical, at the same period was the beginning of a more reasonable attitude in Great Britain towards France, and that my article in the Fortnightly to some extent influenced the Association of the Chambers of Commerce of the United Kingdom in accepting my proposal to entertain them, as president of the British Chamber of Commerce in Paris, if they would come over and hold their Autumn meeting there, and show the French that the British nation—a nation of shopkeepers, and we are not ashamed of it—entertained none of those antipathetic feelings towards the French with which a too bellicose press seemed to credit the British nation. I pointed out the danger of doing nothing, of standing by and letting a small minority drag the two nations into a conflict. In spite of warnings, dissuasion and pool-poolings by the stormbirds of Pall Mall and Fleet street, I got a unanimous response, and the meeting that was held in the Autumn of the same year was the largest meeting of the Association of Chambers of Commerce ever held, and the reception given by the French to them showed that they appreciated the full force and importance of this unwonted and spontaneous action of the representatives of the business world of the United Kingdom. Every French Minister of State, even the President of the Republic himself, gave me practi-



**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

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



DURABLE ECONOMICAL  
3000 TONS SOLD YEARLY

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

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

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

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

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

cally carte blanche to draw up the scheme of their entertainment, and those who came over from Great Britain—there were 800 of them—went home to tell their fellow-citizens in every part of the kingdom that the French and the British peoples meant to be friends, and that so far as seeing any manifestations of hostility towards them in France, they had received nothing but the warmest and kindest expressions of sympathy in spite of the War then raging, about which every English newspaper was daily cutting irritating comments by the French press.

That was how the business men of Great Britain started the movement which has since been so successful. When six months later I proposed a treaty of arbitration to stimulate and consolidate the better feeling, I knew the response I should get from the business men of both countries.

All the chambers of commerce of the United Kingdom now pledged themselves to arbitration. All the chambers of commerce of France did the same. These chambers of commerce not only pledged themselves, they used their necessarily practical influence in enlisting in this cause municipal councils and trade unions, thus bringing into the movement employers and employed, capital and labor, and above all, the moving political forces which produce a more direct influence on the opinion of a nation's representatives in Parliament. This combined influence in both countries was so overwhelming that the British and French Governments could not for one moment hesitate to take action when the time came. They took action in direct response to the work I have described. This was done on the 11th of

May, after a question had been put in the House of Commons by my friend Mr. Ernest Beckett, which elicited so friendly a response from the Prime Minister that the following day the French Ambassador called on Lord Lansdowne and asked him if he was prepared to enter into negotiations.

That question was as follows: "Has the Prime Minister given consideration to the numerous resolutions which have been passed by the chambers of commerce in favor of a treaty of arbitration and conciliation between Great Britain and France?" Mr. Balfour replied that he had noted with much interest and sympathy these resolutions.

It is thus seen that it was the direct action of chambers of commerce which brought the two Governments into contact, and thereby was done what the peace conference was unable to do, what the Czar, with all his influence, fell short of doing, what enthusiasts and idealists (God bless them!) have been trying to do for a hundred years or more, and what might never have been done at all had not the practical business men of the two countries insisted upon doing it. That is what business men can do when they put their shoulders to the wheel, and I have shown how they can do it.

Dr. Barclay is enthusiastic and convincing in his advocacy of an Anglo-American treaty along similar lines, and is convinced that if the business men step into the arena of competition for the consolidation, once and for all, of the peace of the world, they will do the work begun on the other side of the Atlantic with all the magnificent speed and effectiveness with which they do everything they undertake on this side.

## Business Changes

### ONTARIO.

A MEETING of creditors of G. W. Harris, lime, flour and feed dealer, Amherstburg, was announced for 25th inst.

Mrs. C. Brennen, grocer, Welland, has moved away.

The Union Cereal Co., Toronto, have obtained a charter.

R. R. Douglas, grocer, Blythe, has sold out to W. Robertson.

J. Copeland, grocer, Wyoming, has made an assignment to S. Casey.

The Fenelon Falls Milling Co., Fenelon Falls, have obtained a charter.

The Sarnia Dairy & Produce Co., Sarnia, have assigned to T. J. Gordon.

Thompson & Lorimer, general merchants, Freeman, have been burned out.

Boughner & Elliott, grocers, St. Thomas, have sold out to J. F. Pelan.

T. Fitzpatrick, grocer, Toronto, has sold out to P. E. Hill, who in turn has sold out to S. Tager.

C. S. Kertcher, dealer in fancy goods and confectionery, Milverton, has sold out to C. A. Finkbeiner.

D. McClary, grocer, Lansdowne, has assigned to G. A. Dana. Meeting of creditors announced for 27th inst.

The premises of Holmes & Christie, grocers and flour and feed dealers, Ottawa, have been damaged by fire.

The grain warehouse of W. Kerns & Co., general and grain merchants, Burlington, has been destroyed by fire.

The premises of G. Marshall & Co., tea merchants, London, have been damaged by fire. Loss covered by insurance.

A. Desmarteau has been appointed curator to D. M. MacPherson, cheese-



## BLENDS THAT WORK BOTH WAYS

**Ubero Coffee**, 1-lb. tins, 31 cents.

**Checker Coffee**, 1-lb. packets, 28 cents.

They pay **you**, and a handsome Coffee Grinder is given to your customers for every twelve coupons of either brand.

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

If you have not received Prices and Samples of

# "BLUEOL"



the new WASHING BLUE, be sure and get them before placing your orders for Spring Trade.

**J. M. DOUGLAS & CO.,**

Manufacturers,

**MONTREAL.**

Established 1857

**TO OPEN 1st to 15th FEBRUARY.**

# James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

**Corner Stepen Avenue and 3rd Street,  
CALGARY, ALBERTA.**

**LLOYD T. MEWBURN,**  
MANAGER.

Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.



**FISH**

**FISH**

**FISH**

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

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

PROMPT SHIPMENT GUARANTEED.

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

maker, Lancaster, whose assets are advertised to be sold.

H. F. G. Pett, baker and confectioner, Walkerton, who has been trading under the style of Pett & Son Co., has assigned to S. L. Pett. Meeting of creditors announced for 2nd prox.

The creditors of G. M. Wilkinson & Son, grocers and wine merchants, Kingston, have appointed J. A. Macdonnell and J. Redden inspectors. The assets of the insolvent firm are to be sold.

A meeting of the creditors of The Crown Manufacturing Co., spice manufacturers, etc., Toronto, was held on January 25. The meeting adjourned until 29th inst., pending a meeting of the shareholders.

QUEBEC.

H. Noel, hay dealer, etc., St. Marc, has assigned.

LeFort & Bourdon, grocers, Montreal, have registered.

J. Robitaille & Co., traders, etc., Longueuil, have registered.

A. Fargues, grocer, Pointe a Pic, has assigned to V. E. Paradis.

J. Pender & Co., biscuit manufacturers, Montreal, have registered.

J. D. Hamel, grocer, etc., Three Rivers, is offering to compromise.

O. Payette & Co., grocers, Ste. Cune-gonde, have dissolved partnership.

J. T. Bouin & Co., grocers and butchers, Montreal, have registered.

O. Beaudrias & Cie., tea and coffee merchants, Montreal, have registered.

S. C. Durand & Co., wholesale tea merchants, Montreal, have compromised.

The assets of J. A. D. Annett, general merchant, Gaspé Basin, have been sold.

J. R. Dube, general merchant, Becancour, has assigned to Lamarche & Benoit

J. Dupault, general merchant, Valcourt, has assigned to Chartrand & Turgeon.

The assets of the estate of J. W. Mor-

**BENSDORP'S**  
**Royal Dutch Cocoa**

THE MOST FAMOUS COCOA  
 PRODUCT IN THE WORLD.



If you do  
 not already  
 carry it,  
 write us for  
 prices.

If you do  
 carry it,  
 write us for  
 special  
 quotations  
 on quanti-  
 ties.

**IT'S DUTCH!**

**Sole agents for Ontario, Manitoba,  
 Northwest Territories and  
 British Columbia.**

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,  
 COLBORNE ST., TORONTO, ONT.



**THE CANADIAN GROCER**

row, general merchant, Robinson, are to be sold.

A meeting of creditors of J. D. Hamel, grocer, Three Rivers, was announced for 22nd inst.

A meeting of creditors of L. Lewis, grocer, Montreal, absentee, is announced for 30th inst.

The assets of J. Beaulieu, produce dealer, Montreal, were advertised to be sold 26th inst.

V. E. Paradis has been appointed curator to the estate of J. B. M. Dion, grocers, Quebec.

The assets of J. O. Lemire & Co.,

general merchants, St. Guillaume D'Upton, have been sold.

The assets of N. H. Turcotte, general merchant, St. Eulalie, were advertised to be sold 27th inst.

A meeting to appoint a curator for M. Desilets, Grand Mere, is announced for to-day, 28th inst.

W. A. Hamilton & Co., manufacturers of preserved foods, etc., St. Henri De Montreal, have registered.

Wilks & Michaud, have been appointed curators to Rabinowitz Bros., general merchants, St. Guillaume D'Upton.

The stock of J. B. E. Frenette, grocer, Fraserville, has been sold to A. Guilbault, Quebec, at 60c. on the dollar.

J. M. Sirois, general merchant, Cacouna, has assigned and V. E. Paradis been appointed provisional guardian.

A. Desmarteau, has been appointed curator to A. G. McBean & Co., wholesale produce and grain dealers, Montreal, whose assets are advertised for sale.

**MANITOBA AND N.W.T.**

H. Pinesilver, general merchant, Grunthal, has sold out.

Mrs. A. B. Grout, general merchant, Swan River, is dead.

Sharpe & Button, general merchants, Manitou, have dissolved partnership.

J. A. Decosse, general merchant, is opening a branch store at Somerset.

Starkey & Booth, general merchants, Star City, have dissolved partnership.

A meeting of creditors of R. Enright, general merchant, Morris, has been held.

L. Goldstein, general merchant, Lowe Farm, has sold out to Abrams & Reimer.

J. W. Morris, general merchant, Edmonton, has sold out to Miller & Maguire.

J. A. Bradley, grocer and shoe merchant, Hartney, has advertised his business for sale.

A meeting of creditors of Smith & Turley, general merchants, Blackfalds, has been held.

**NEW BRUNSWICK.**

A. E. Windsor, lobster packer, Miscou Harbor, is dead.

B. H. Smith & Sons, grocers and produce dealers, Woodstock, have dissolved partnership. A. Smith continues in business under the old firm name.

**NOVA SCOTIA.**

The premises of W. W. Lewis & Co., general merchants, Louisburg, have been damaged by fire.

**BRITISH COLUMBIA.**

H. A. Weld, grocer, Dawson, is giving up business.


W. A. Ward, commission merchant, etc., Victoria, is offering to compromise.

The sheriff is in possession of the premises of The B. C. Cold Storage, Ice and Produce Co., Victoria.

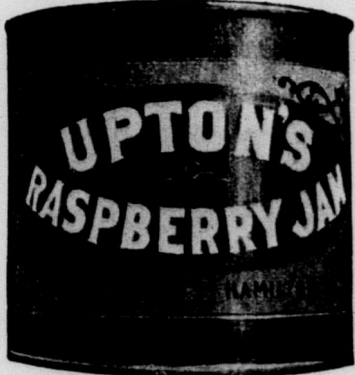
**PARTNERSHIP DISSOLVED.**

The English papers note a dissolution of partnership in the firm of Purnell, Webb & Co., malt vinegar brewers, Redcliff street, Bristol. All debts due to and owing by the late firm will be received and paid by Emily Webb, who will continue the business under the same style as firm of Purnell, Webb & Co.

**UPTON'S**



**UPTON'S**



**UPTON'S**

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

# Mail Orders

**Have Our Special Attention.**

**PRICES RIGHT**

**PROMPT SHIPMENT**

**THE**

**Davidson & Hay,**

**LIMITED,**

**Wholesale Grocers,**

**TORONTO.**



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Canadian Butter on British Market.

**I**N regard to position of our Canadian butter on the British market Mr. J. A. Ruddick, chief of the Dairy Division, Ottawa, says that our very finest butter gives excellent satisfaction and it is doubtful if there is any better butter on the market. The trouble is that the quality is irregular, lacks uniformity, or in other words it is unreliable. A dealer may get one lot in excellent condition and of choice quality, but the next one he buys is not up to his expectations, so that when he is offered Canadian butter again, he is inclined to give a price equal only to the value of the poor lot. In this way much of our butter does not receive the standing which it deserves. The butter that is of known quality and that can always be depended on to come up to a certain standard will be more in demand than one which may average as good, but which is frequently of inferior grade as well as of choicest quality. Our butter is also said to deteriorate very quickly after it is landed on the other side, and that being so dealers are not encouraged to trade in it. The reason of this deterioration is because our butter is not kept cold enough at the creameries, is exposed to heat unnecessarily in shipping to Montreal, and is not always frozen properly when it arrives there and before being placed in the cold storage chambers of the steamers. The refrigerator car service is capable of being improved, but it is better now than what the creameries provide for themselves. After butter is packed in boxes the length of time it will keep depends almost wholly on the temperature at which it is held. The age of butter is more properly calculated according to the temperature at which it has been stored than from the date on which it was made. Butter which would turn out well after several months' storage at 10 degrees or under, might become quite stale and rancid in a few weeks at 40 to 50. Butter may be held at the creamery at these high temperatures for a week or so without showing much deterioration, nevertheless the fermenta-

tions which produce bad flavors, rancidity, etc., have been doing their work and shortening the life of the butter. These fermentations may be checked when the butter is packed in cold storage at Montreal or on the steamer, only to start up again with renewed vigor when the butter is exposed to high temperatures on the other side.

Every creamery owner should give this matter his earnest attention during the coming season. If he finds that with proper management the temperature of his refrigerator cannot be kept down to 36-38 degrees, or lower, the insulation should be improved until it can be.

## Peculiar Poultry Fact.

**T**HE sign boards of tradesmen sometimes say such strange things, observes an exchange. The public insists upon having its fads and imaginary tastes. The storekeeper is quick to discover and to cater to them. Louis Goldsmith, the big Eighth avenue butcher in the Harlem, New York City, section, was walking down town the other day. He stopped in front of an egg store and read this on a bulletin board at the side of the little shop: "Fresh laid Long Island eggs." Just a little further down he saw another. It said: "Strictly fresh laid Long Island eggs." Then he turned around to his friend and said: "I'll bet you a dollar that nine out of ten egg sign boards say the same thing. That's a funny thing when you look at it. All the fresh eggs are laid on Long Island, and all the fresh poultry come from Philadelphia. You can't sell it if you don't say so."

It did seem a bit strange that those Long Island hens kept laying "strictly fresh eggs" long after all the other hens in the country had quit laying. It also seemed strange that there are no chickens worthy of the name unless they hail from the Quaker City. The public call for such produce, and it must be sold them, even if the Hackensack hen presumes to lay a Long Island egg, or a Philadelphia fowl happens to be caught down in Kentucky or away over in Kal-

amazoo. "Canada lambs," "Long Island eggs" and "Philadelphia poultry" are three things which Gotham eaters must have, so the signs have to conform to the public taste.

## Detection of Renovated Butter.

Place a piece of butter the size of a nut in a large spoon and melt over a small Bunsen flame. Genuine butter boils quietly, foaming considerably, and leaves the fat comparatively clear, while renovated butter and margarine spurts a great deal without forming foam. After removal from the fire the two latter fats show coagulated masses of casein in the molten liquid. Melting the suspected in a beaker in the water bath, shows the sediment of the casein in pure butter within a few minutes and the supernatant fat clear, while process butter does not clear up within half an hour. The polarization-microscope show the noncrystalline character of genuine butter.—Butchers' Advocate.

## To Freeze Eggs for Shipment.

An Ottawa man proposes to send to England a shipment of eggs, packed like coal in a barrel and frozen solid. The eggs, he claims, must be fresh at purchase and all candled. They must then be frozen and shipped in that condition with a hole in the flat end of the egg.

Before using they would require to be thawed out, but they would then be as fresh as when they were laid and if used in a short time would be in first class order.

## Two Ship Loads of Meat.

The Cudahy Company started its 1,000,000 pound shipment of mess beef for the Russian Government on its way to San Francisco last week, says the National Provisioner. All this order must be delivered to Russian vessels in San Francisco harbor. The consignments are put up in specially made cases. Other packers have received similar orders, and there will be two full ship loads of meat for the Russian army on this trip.



Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company,

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

*Charlottetown, P.E.I. Canada.*



We control the product of

**"The Charlottetown Preserving Co."**

Pure Fruit Jams,  
Canned Fruits, etc.

## TO THE TRADE

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

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

Potted and Deviled Meats, sizes, 1/2's and 1/4's.

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

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

Lunch Sausage, size, 1/2's, 4 doz. to case.

Vienna Sausage, size, 1/2's, 4 doz. to case.

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

Kidney Stew,

Mutton Broth.

**ABOVE ALL PACKED IN KEY-OPENING TINS.**

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

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

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

## Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

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

## Our English Brawn

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

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

**Order Sample Case.**

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



1868.



1904.

## Matthews' Rose Brand

flavor has been the standard of mildness and delicacy for 36 years. Fresh out of smoke daily, at **Peterborough, Hull and Brantford.**

The George Matthews Company, Limited.

CORRESPONDENCE SOLICITED.

There are many Baking Powders



(The Light of the Kitchen)

but there is only **ONE Magic Baking Powder**

—It is **Pure, Wholesome, Well Advertised,** and shows you a good profit.


Order from your Jobber.  
Write for Price List.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

We are buyers of 

# Poultry, Butter AND Eggs.

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

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**



PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—The severe storms this week and the usual dullness at this time of the year have had their effects with the result that there has been a gradual easing off in several lines of cured meats and lard. Barreled stuff remains unchanged, and dressed hogs are about as a week ago. The fresh meat market continues quiet with prices unchanged. We quote:

Long clear bacon, per lb.	\$ 0 08½	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	15 50	17 00
Short cut, per bbl.	13 50	19 00
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 07½	0 07½
" tubs	0 07½	0 08
" pails	0 08	0 08½
" compounds, per lb.	0 07½	0 07½
Dressed hogs, light weights, per 100 lb.	6 00	6 10
heavy	5 90	6 00
Plate beef, per 200-lb. bbl.	10 50	10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	9 75
Veal	6 00	9 00

**Butter**—The butter market is reported dull this week. The severe weather has, however, had the effect of diminishing receipts and there has been a slight stiffening in creamery. Dairy is in stock in pretty large quantities and demand ordinary. We quote:

Creamery prints	0 20	0 21
solids, fresh	0 19½	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 18
" in tubs, best	0 15	0 16
Under-qualities	0 12	0 14

**Cheese**—The export demand seems to have improved this last week and there is a firmer feeling evidenced but no quotable change has as yet transpired. We quote:

Cheese, large	0 10½	0 10½
" twins	0 11	0 11½

Montreal.

**Provisions**—A fairly good trade has characterized the past week in provisions, in spite of unfavorable weather. Steady prices prevail. Dressed hogs have sold fairly well in jobbing lots, fresh killed, abattoir dressed, being quoted at \$7.25 to \$7.75 per 100 lbs., and country dressed at \$6.50 to \$7 per 100 lbs. We quote as follows:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	17 50	18 00
American fat back	18 00	18 00
Bacon, Wiltshire, per lb.	0 13	0 13½
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
50-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—		
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

**Butter**—The market continues in a healthy state. We learn that deliveries during January up to the present day have been considerably less than the same period last year. Against this the

prices this year are fully three cents per pound lower, which will mean that the consumption will be larger. A canvass of the trade shows the stock of the finest Fall and Winter creamery to be very light. There is not much dairy roll butter in the market but in sympathy with the low prices for creamery the prices obtainable for rolls are comparatively low and there is not much chance of higher prices on account of the nearness of Spring and no export trade. Prices for Fall and fancy Winter creamery, 22c. Summer goods, 20 to 21c. Dairy rolls, 17c. Dairy tubs, 14 to 15c., according to quality. We quote as follows: Finest fresh prints, 24c.; finest Fall made creamery in 56-lb. boxes, 22c.; Winter made, 22c.; dairy butter, 17 to 18c. for selected goods, and 14 to 15c. for medium grades.

**Cheese**—Cheese no change and steady. The feeling, however, is firmer. We quote: Finest strong cheese 11-2 to 12c.; mild, 10 1-2 to 11c.

St. John, N.B.

**Provisions**—In barreled pork the market, while rather firmer, shows little change. Beef is rather higher, with very little business offering. Pure lard continues very low. Refined lard is firm and almost as high as pure. In hams and bacon there is a fair sale at even prices. In fresh meats, beef is freely offered. Prices are unchanged. Some nice new veal is now received. Lamb holds firm. Mutton is low. In pork, receipts are rather larger. Price remain unchanged. We quote:

Mess pork, per bbl.	\$16 00	\$18 00
Clear pork	17 00	18 00
Plate beef	11 00	12 00
Mess beef	10 00	11 00
Domestic beef, per lb.	0 05	0 06
Western beef	0 07	0 08
Mutton	0 05½	0 06
Veal	0 03	0 09
Lamb	0 07	0 08
Pork	0 06½	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08	0 08½
pails	0 08½	0 09

**Butter**—There is an ample stock of medium grades. In really first-class, firm prices rule. We quote:

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

**Eggs**—These are a luxury. Prices are high and the supply very limited. Western eggs are offered. This is unusual. We quote:

Eggs, henry	0 35	0 40
case stock	0 27	0 30

**Cheese**—The stock held is light. Twins have the demand. Prices are very firm. We quote:

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

Minnesota has 681 creameries. They turn out 75,000,000 pounds of butter yearly, which sells for \$17,500,000.

The 22nd annual convention of the Dairy Association of the Province of

Napoli Macaroni

BY CARLOAD.

Write us for quotations on our Macaroni, Vermicelli and Fancy Pastes, in carload lots. Prompt shipment guaranteed.

We can sell you a better Macaroni at a lower price than you have been getting heretofore.

Napoli Macaroni is packed in handsome air-tight 1-lb. packages, also in 5, 10, 20-lb. boxes—bulk.

Send for Samples and Price List, delivered free.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Brushes  
Baskets

Butter Ware  
Butter Paper  
Butter Paper

Wooden  
are  
Willow  
are

Walter  
Woods  
& Co.

Hamilton and Winnipeg.

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



# PURE GOLD TALK.

No. 2.

Everybody says "pure" spices; from force of habit, it may be. The Pure Gold Company, however, have given a new significance to the word "pure." Pure Gold Spices are guaranteed to be absolutely pure, and "pure" with the Pure Gold Company means no shells, spent or cheap goods, no fillers of any kind. The guarantee which the Pure Gold Company gives is a "money-back" guarantee, and covers attractiveness, saleability and quality. How is it that other companies don't issue a guarantee of this sort? We think we know, but have you ever thought about it? To have one's Spice account with a firm that guarantees is extremely satisfactory.

Pure Spices are necessarily of different qualities, because of natural varieties, hence:

— **Pure Gold Brand**, — very choice (Yellow Label).

— **Jardine's Brand**, — Selected (Green Label).

— **Regal Brand**, — Fine (Red Label).

These Spices are put up in tins holding from 1-oz. to 10-lbs.; in wood boxes, and wood pails.

Handling only Pure Gold Spices is good business for the grocer. He knows then that it is impossible for any other grocer to supply better goods; and he knows, too, that he can repeat his orders with assurance.

The Pure Gold habit is good for the grocer, besides being good for his housewife.

THE  
**Pure Gold Mfg. Co.**  
LIMITED  
Toronto.

Quebec is being held at Sherbrooke this week.

Prof. Robertson, chief commissioner of agriculture and dairying, who has been travelling in England for his health, has returned to Ottawa.

The longest drouth which Australia ever felt has at last been broken and both the sheep and the wool industry of the afflicted island continent will look up. It is expected that 30,000,000 sheep will be sheared in New South Wales this year as against 26,000,000 last year. The lambing has been good.

### Meat For the Armies.

THE Armour Packing Company last week forwarded its second shipment of beef for the Russian Government. So far the Russians have not bought to exceed 2,500,000 pounds of beef in Western markets, which is taken to indicate that that Government is not particularly apprehensive of war. Further heavy meat orders would not be surprising, however.

The Japanese are not buying now. They have bought and probably will again. The Japanese are not beef eaters. They will eat chicken or rabbit in preference to beef seven days in the week, while their army practically lives on rice. People who study the eating habits of armies do not generally respect an army fed on game and poultry.

There are only two Governments in the world that buy bacon for their soldiers—the American and British. The German army may get a little bacon home cured, but it does not buy in the big markets and American packers have never sold bacon to any except the two Governments mentioned. The reason is that it is too expensive for most nations to give their armies, and some nations hardly know what good bacon is if they did think they could afford it. The same is practically true of ham.

### Swift's Heavy Tonnage.

The annual report of Swift & Company shows that the tonnage transported aggregated, in round numbers, 3,500,000,000 pounds, requiring the capacity of 175,000 cars of 20,000 pounds each, or an average equipment during the twelve months of over 6,500 cars to handle the product from the packing-house to the seaboard as occasion required.

### Quality of Australian Butter.

Australian and New Zealand butter is being received in England this year in

quantities largely in excess of last year. It is reported that the quality of much of this is very secondary, stale and over-held.

### Austria Wants Our Pork.

The lard works of the Vienna Butchers' Society have petitioned the Minister of the Interior to admit frozen beef from Argentina and Australia. Further the importation of pork is wanted from Canada and the United States. A trial shipment of Australian and English meat from London is being considered.

### ST. CATHARINES RETAIL GROCERS

The sixth regular meeting of the St. Catharines Retail Grocers' Association was held in their hall over the Canadian Bank of Commerce on Monday evening last. President E. Moore in the chair.



The late W. H. Lindsay, Formerly of the advertising staff of The MacLean Publishing Co., whose sudden death was recently chronicled in these columns.

The meeting opened with the reading and passing of the minutes of the previous meeting when the following discussion took place:

It was suggested that the constitution be printed in booklet form. After some discussion it was resolved that the Executive Committee be instructed to get estimates on cost of printing and report to the association.

The discussion then turned on the business relations of the wholesale grocers and oil companies to the retailer. After hearing many experiences from all sections of the city on the subject a motion was passed strongly condemning the action of the wholesalers selling direct to the consumers.

After a few more remarks in the interests of the association the meeting adjourned.



# STOCKTAKING

In the clearing up consequent upon stocktaking, we have come upon some lines that must go. To interest you we have put these down to prices that will make it worth your while handling. Our travellers are primed with "bargains," but as space will not permit us to enumerate them in detail, we have picked out a few for your consideration:

**APPLES**—BOULTER'S PRESERVED, 3s, - - \$1.00 doz.  
**BLUEBERRIES**—GOLDEN DIAMOND, 2s, - 1.00 "  
**SARDINES**—FRENCH IMPORTED ¼s, club tins, 9.00 case.  
**SMELTS**—"MEPHISTO"—SPICED, - - 85c. doz.  
**SPINACH**—"SCHENCK'S"—3s, - - 1.25 "  
**STRAWBERRIES**—"OLD CHURCH"—2s, - 1.20 "

**APPLES**—EVAP.—SOUND FRUIT, - - 5c. lb.  
**PEACHES**—EVAP.—BRIGHT FRUIT, - 6¾c. lb.  
**FIGS**—COMMADRE—TAPNETS, - - 35c. tap.  
**PRUNES**—40/50 SACKS, - - 6½c. lb.  
**SULTANNAS**—GOOD SOUND FRUIT, - 5c. lb.

## TEAS

**CEYLONS**—UNCOLORED GREEN, - - 15c.  
 COLORED GREEN, - - 17½c.  
 GREEN SIFTINGS, - - 8c.  
**JAPANS**—good sweet draw, - - 16c.

**FOR THE WEST**—OUR MR. H. C. BAKER HAS LEFT THIS WEEK. HE IS BETTER THAN EVER EQUIPPED TO TAKE CARE OF YOUR REQUIREMENTS. IT WILL BE WELL WORTH WAITING FOR HIM.

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

### SUGAR CASE IN SUPERIOR COURT.

MR. JUSTICE TRENHOLME, in the Superior Court of the Province of Quebec, has dismissed the action of Gordon et al. the Trinidad sugar merchants, against Mr. John Pinder, of Montreal, and has awarded \$11,894.92 to defendant, the amount of money which plaintiffs paid out of a letter of credit for sugar.

The amount sued for was \$44,293.81, the balance alleged by plaintiffs to be due them on sugar shipped to Mr. Pinder in 1901, and which he refused to accept and pay for.

Mr. Pinder contended that the sugar was purchased on sample and was not satisfactory.

Messrs. Gordon et al. claimed the sugar was manufactured in accordance with the instructions of defendant's agent, William E. Hurst.

The contract between Mr. Hurst and Messrs. Gordon et al. was made May 4, 1901, and in that letter Mr. Hurst says he bought on samples given to him by the plaintiffs. Defendants in return said that they gave him no samples, but Mr. Hurst had carried away some

sugar from the office without the firm's knowledge or consent.

The court held that the defendant had ordered certain sugar and that the sugar shipped to him was not that kind. The second purchase of molasses sugar was also inferior to what had been ordered so that there were two grounds on which defendant could base an objection and refuse to accept the goods.

As to the defendant's cross demand he is entitled to recover back the \$11,894.92 which plaintiffs paid themselves out of the letter of credit. As to the defendant's claim for damages for plaintiff's failure to deliver the proper sugars to him the court did not award any amount.

Defendant said he could have made three-eighths of a cent per pound profit on the yellow sugar, but this the court would not act upon. The right of the defendant against plaintiffs was reserved to recover the price of 15 bags of crystals first shipped on his accounting for what he has sold, and returning the balance. The plaintiffs were condemned to pay all the costs.

Mr. J. Alex. Gordon, of J. Alex. Gor-

don & Co., Montreal, acted as sequestrator appointed by the court, and the firm bringing the suit was Gordon, Grant & Co., Trinidad.

### EXPORT APPLE TRADE.

FOR the following estimate of the export of apples from Atlantic ports for the week and season ending January 23rd, THE GROCER is indebted to Mr. Fred Barker, apple exporter, Church street, Toronto.

Apples exported week ending January 23, 1904:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	7,966	2,232	6,466		16,664
New York	2,126	4,803	86	10,831	17,846
Boston	20,811	1,901			22,712
Halifax	2,214	16,663			18,877
St. John, N.B.	1,108		2,043		3,151
Week's total	34,226	25,599	5,595	10,831	79,251
Same week 1903	7,228	26,674	5,432	5,444	44,778
Season to date	1,299,737	602,140	396,646	446,581	2,745,104
Last "	1,151,157	324,161	344,467	184,990	2,004,775

Mr. Barker is in receipt of the following cable from Liverpool regarding Wednesday (27th) apple market: "Englishman, unsound condition; market irregular, owing to arrivals being mostly out of condition; Baldwins, 16s. 6d. to 23s.; Seconds, 15s. to 16s.; Spies 14s. to 21s.; Russets 18s. to 24s.; Ben Davis, 16s. to 22s."



## NEW ZEALAND'S PREFERENTIAL TARIFF.

ITS PURPOSE AND EFFECT.

**T**HE adoption of a preferential tariff in favor of British-made goods by our sister colony of New Zealand is a matter of very considerable interest to Canada, particularly as our trade with the Antipodes promises to assume no small proportions in the future. "The Grocer" is therefore pleased to give our readers the benefit of a letter, explaining the operation of the new Tariff Act, just received from Manson & Barr, Palmerston North, New Zealand, and which reads as follows:

The Government of this colony having just adopted a preferential customs tariff giving preference to British-made goods, it is now necessary for Canadian exporters to this colony to make a declaration on each invoice in the form as shown on slip we enclose. An individual member of the exporting house or company must make this declaration in his own name but on behalf of his firm.

Will you kindly mention this in your valuable paper, so that it may come under the notice of all Canadian exporters.

We post you under separate cover a copy of this customs act, and you will notice that the preference given takes the form of increasing the duties on all non-British goods coming under the different schedule. The first schedule is practically a dead letter, as all cement imported here is English Portland with very trifling exceptions.

The second schedule is mostly made up of goods at present paying 20 per cent. ad valorem duty, and on all goods coming under this schedule and not being British made the amount of duty payable will be increased by 50 per cent., making it practically 30 per cent. on these lines.

The third schedule is made up of goods that are at present free, but which, if not British made, will now have to pay 20 per cent. duty.

This third schedule will be the hardest on foreign goods, as it gives the British goods a clear 20 per cent. preference, as they will still be free.

We trust you will point out that it will be necessary for all Canadian exporters to this colony to have the declaration on their invoices to get the benefit of the preferential treatment,

and, that if they omit this there will be a lot of delay and red tape here till the consignee can prove that the goods were made in Canada.

The act itself, beginning at the second section, reads as follows:

2. From and after the passing of this Act there shall be leviable on the several articles mentioned in the First and Second Schedules hereto imported into New Zealand and not being the produce or manufacture of some part of the British dominions, in addition to the duties authorized under any tariff for the time being in force in New Zealand, the following duties:—

(a.) On the article specified in the First Schedule hereto, an amount

### EXPORTERS' DECLARATION.

I, [full name], of the firm of  
, do hereby certify that this invoice,  
amounting to , for goods  
exported to New Zealand on account of  
[Name of person or firm to whom invoiced],  
is true and correct, and that the goods  
specified therein are bona fide the produce  
or manufacture of [Name of the part of the  
British dominions in which the goods have  
been produced or manufactured].

[Signature.]

Dated at , this day of , 190 .

NOTE.—This declaration to be made and  
signed by an individual member of the  
firm or company invoicing the goods.

equal to the amount payable under the said tariff;

(b.) On the articles specified in the Second Schedule hereto, an amount equal to one-half of the amount payable under the said tariff.

3. From and after the passing of this Act there shall be leviable on the several articles mentioned in the Third Schedule hereto imported into New Zealand, and not being the produce or manufacture of some part of the British dominions, duties of Customs equal to twenty per centum of the value for duty as defined by the principal Act, or by any Act amending the principal Act.

4. The provisions of sections two and three hereof shall not be applicable in the case of—

(a.) Goods imported on or before the thirty-first day of March, one thou-

sand nine hundred and four, if it is proved to the satisfaction of the Collector that an order for the goods was sent from New Zealand on or before the sixteenth day of November, one thousand nine hundred and three.

(b.) Printing papers imported by and for the use of the proprietors of any registered newspaper, if it is proved to the satisfaction of the Collector that they are imported under a valid contract for the supply of such papers for a period not exceeding three years, entered into prior to the sixteenth day of November, one thousand nine hundred and three.

(c.) Rails for tramways and other goods mentioned in the Schedules hereto directly imported before the thirty-first day of March, one thousand nine hundred and six, for use in the construction or equipment of any tramway for which plans and specifications have been completed or are in course of preparation on the passing of this Act.

5. The duties authorized under this Act shall be levied, collected, and paid on importation into New Zealand, on or before clearance from any warehouse for home consumption, at the time of making import entry or home-consumption entry therefor.

6. On the importation of any articles mentioned in any of the Schedules hereto, the importer or his agent, in addition to the particulars required by the principal Act to be given on the entry of dutiable goods, shall state, to the best of his knowledge, information, and belief, the country of which such goods are the produce or manufacture, and shall satisfy the Collector, by declaration or otherwise, of the truth of such statement.

7. If a Collector has reason to believe that any goods are not the produce or manufacture of the country stated on such entry, he may detain them for examination; and if, after due inquiry, he is satisfied that such statement was false, the goods shall be forfeited and dealt with as directed by the principal Act in the case of forfeited goods.

8. With respect to all articles mentioned in the Schedules hereto imported into New Zealand after the thirtieth



Think it over—

the longer you think it over  
the truer it will get—  
the knowledge that

**Chase & Sanborn's high-grade Coffees**

are unquestionably the **Best Value** in  
Canada, or elsewhere — they will  
bring reputation to your store and  
hold your coffee trade.

**Chase & Sanborn,**

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

**JUST CONSIDER IT!!!**

Is 40% over and above your usual profit worth earning? We pay you this extra commission to advertise and place our

**STRICTLY HIGH-GRADE "BEE" BRAND GOODS—Finest Quality.**

Each and every man can sell what he wants to six times out of ten, that is why we are paying you to push our lines; the quality of these goods is such that there are no come-backs, and each new customer is a fast friend. Buy a sample order, assorted as per adjoined list, and give it a trial—when you have your watch. Send for catalogue. We can interest you.

ORDER AS FOLLOWS:			
2 cases	Starch	64 12-oz. pkgs.....	\$10.00
3 "	Soda	96 10-oz. " .....	8.25
1 "	Borax	60 5-oz. " .....	2.25
1 "	Borax	48 10-oz. " .....	3.25
1 "	Bkg. Powder	24 lb. tins .....	4.50
1 "	Coffee	30-lb. tins, or 15 2-lb. tins.....	9.00
			\$37.25
Through your Wholesaler or Direct.			

MANITOBA and TERRITORIES, amount must be \$50.00.

With every order such as above we give one **gold filled watch** with **standard movement, fully guaranteed** by Messrs. P. W. Ellis & Co., Toronto, for twenty years. The **Banner case** worth fifteen dollars anywhere, and can be sold for this amount by anyone.

**Snowdon, Forbes & Co., Selling Agents,**  
449 St. Paul Street, - - - MONTREAL.



## THE CANADIAN GROCER

day of June, one thousand nine hundred and four,—

(a.) The full duty under this Act shall be payable unless there is produced to the Collector an invoice of the goods having written or printed thereon a certificate signed by the sender or consignor, in such form as may be prescribed by the Commissioner, stating that the goods are bona fide the produce or manufacture of some part of the British dominions named in the certificate.

(b.) No such invoice shall relate to any goods other than those to which the certificate refers.

(c.) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

(d.) Every importer or agent of an importer who produces any invoice or certificate under this section knowing the same to be false in any particular is liable to a fine not exceeding one hundred pounds, or, at the option of the Commissioner, to treble the value of the goods specified in such invoice.

9. (1.) From and after the thirty-first day of March, one thousand nine hundred and four, no duty shall be leviable on tea grown in any part of the British dominions, except on tea packets not exceeding one pound in weight.

(2.) The provisions of sections six to eight hereof shall apply to every importation of tea after the date last mentioned.

10. In any proceeding arising under this Act the onus of proof that any goods are the produce or manufacture of any part of the British dominions shall be on the importer.

11. The Governor may from time to time, by Order in Council gazetted, make regulations for carrying this Act into effect, and may impose fines for the breach of any such regulation not exceeding one hundred pounds.

### RECIPROCAL TRADE.

12. Where any country being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may enter into an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country:

Provided that no such agreement shall have effect until ratified by Parliament.

13. Where any country not being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may, subject to or by virtue of a treaty with His Majesty, negotiate with such country for an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country:

Provided that such agreement shall not have effect or be operative until ratified by an Act of the Parliament of New Zealand.

### SCHEDULES.

#### First Schedule.

##### CEMENT.

#### Second Schedule.

Basket and wicker ware, n.o.e., not being furniture.

Bicycles, tricycles, and the like vehicles; also finished or partly finished or machined parts of same, n.o.e., including weldless steel tubing cut to short lengths.

Boots, shoes, and slippers, n.o.e.; goloshes, clogs, pattens, vamps, uppers, and laces.

Candles.

Carriages, carts, drays, wagons, and perambulators, and wheels for the same. China, porcelain, and parian ware.

Clocks.

Cordage and rope, n.o.e.

Cream of tartar.

Earthenware, stoneware, and brown-ware.

Fancy goods and toys.

Firearms, all kinds.

Fish, potted and preserved.

Furniture and cabinetware, n.o.e., and other than iron.

Glass, crown, sheet, and common window.

Glassware; also plate glass, and glass polished, colored, and other kinds, n.o.e.; globes and chimneys for lamps.

Hardware, ironmongery, and hollow-ware.

Hops.

Iron nails.

Iron pipes and fittings for same, including main-cocks.

Lamps, lanterns, and lamp-wick.

Musical instruments—viz., pianos.

Paperhangings.

Paper, wrapping,—viz., blue candle, glazed cap, glazed casings, small-hand, lumber-hand, and tissue.

Paper, wrapping, other kinds, including brown, cartridge, and sugar papers. Plate and platedware.

Pumps and other apparatus for raising water.

#### Third Schedule.

Bicycles and tricycles, fittings for—viz., rubber tires, pneumatic tires, outside covers, and inner tubes; rubber and cork handles, and pedal-rubbers; also drop-forgings and stampings, ball-bearings, weldless steel tube in full lengths, rims, forks, and spokes in the rough.

Gas-engines and hammers, and oil-engines.

Gumboots.

Iron and steel cordage.

Iron, plain black sheet, rod, bolt, bar, and plate.

Printing-paper.

Rails for railways and tramways.

Sailcloth, canvas, and unbleached double-warped duck.

Surgical and dental instruments and appliances.

#### SALADA'S TEA CHALLENGE.

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

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

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

G. F. & J. GALT.

Winnipeg, Jan. 19, 1904.



**COFFEE SITUATION.**

**W**ILLETT & GRAY in their latest statistical report say of coffee: Confidence in coffee values is again encouraged by the small crop movement for the month of January, and the fact that the trade proper has come into the market more freely. Speculative realizations have been made on a pretty good scale the past ten days, reducing to that extent the heavy "long" interest in the market. It is not improbable that receipts are somewhat retarded by bad weather reported in Brazil, but otherwise the movement would not justify belief in even the re-

cent reduced estimates. Figures vouchsafed on the next crop show considerable variation, but speculators appear willing to take chances on the smaller estimates, and new buying is being done on the reduced yield and ultimate shrinkage of the world's visible. Warehouse and "ex-ship" deliveries so far this month are very large, and at the same time the inquiry for actual coffee of the usual trading grades is quite active. Forced buying of Rio No. 7 coffee has jumped the price the last few days to 8½c., store terms on spot. Brazil holders have been influenced by this and

current cost, and freight prices are prohibitive for the time being. Santos No. 4 is offered at 9½c., and Santos No. 5 at 8½c., regular N. Y. terms.

**THE CANADA GROCERS' SWITCH.**

The application of the Canada Grocers to secure permission to have a switch from the Grand Trunk to their Hamilton warehouse is meeting with considerable opposition on the part of some Hamilton property owners who claim their property will be injuriously affected.

## The Challenge Accepted and Our Money is Up.

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

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

Merit---sterling merit---has made the sales of

# Blue Ribbon Ceylon Tea

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

**Winnipeg**

**Toronto**

**Vancouver**







CLASSIFIED LIST OF ADVERTISEMENTS.

**Ammonia.**  
Harvey, John G., Tolmorden Ont.

**Baking Powder.**  
Gillett, E. W. Co., Toronto.  
Greig Mfg. Co., Montreal.  
McLaren, W. D., Montreal.  
Ocean Mills, Montreal.  
Snowdon, Forbes & Co., Montreal.

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

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

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

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

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

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

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

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Empire Tobacco Co., Montreal.  
Eric 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.

**Cocunut.**  
Greig, Robt., Co., Toronto.

**Cocoas and Chocolates.**  
Baker, Walter, & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Epps, James, Co., London, Eng.  
Tippett, A. P. & Co., Montreal.  
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.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Duck, Geo. H., Toronto.  
Lambe, W. G. A., & Co., Toronto.  
Nicholson, E., Winnipeg.  
Patrick, W. G. & Co., Toronto.  
Rutherford, Marshall Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Stagg, M. G. & Co., Toronto.  
Thomas, J. P., Quebec, P.Q.  
Watt, J. L. & Scott, Toronto.

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

**Condensed Milk and Cream.**  
St. Charles Condensing Co., Ingersoll.  
Truro Condensed Milk & Canning Co., Truro, N.S.

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

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

**Educational.**  
Central Business College, Stratford.

**Engravers.**  
Legg Bros. Engraving Co., Toronto.

**Financial Institutions.**  
Bradstreet Co.

**Fish.**  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Johnson, C. Gardiner & Co., Vancouver, B.C.  
Todd, J. H. & Son, Toronto.  
Kinneear, T. & Co., Toronto.  
White & Co., Toronto.

**Flours and Cereals.**  
Carter, G. Son & Co., St. Mary's, Ont.  
Castle, F. J., Co., Ottawa.  
Greig, Robt., Toronto.  
Keen, Robinson & Co., London, Eng.  
MacKay, John, Bowmanville, Ont.  
McCann, Wm., & Co., Toronto.  
Napoli Macaroni Co., Toronto.  
Tillson Co., Tillsonburg, Ont.

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

**Fruits - Dried, Green and Nuts.**  
Balfour & Co., Hamilton.  
Clemes Bros., Toronto.  
Davidson & Hay, Toronto.  
Eby, Blain & Co., Toronto.  
Gibb, W. A. & Co., Hamilton.  
Gillard, W. H. & Co., Hamilton.

Goodwillie's - Rose & Laflamme, Montreal.  
Husband Bros. & Co., Toronto.  
Kinneear, T. & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Murray Commission Co., Toronto.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

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

**Grocers - Wholesale.**  
Balfour & Co., Hamilton.  
Chaput, L., Fils & Cie., Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.

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

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

**Interior Store Fixtures, Trucks, Etc.**  
Auer Light Co., Montreal.  
Dominion Show Case Co., Toronto.  
Slingsby, H. C., Montreal.

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

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

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

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

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

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

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

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

**Polishes, Stove.**  
Morse Bros., Canton, Mass.

**Pottery.**  
Foster Pottery Co., Hamilton, Ont.

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

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

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Toronto Salt Works, Toronto.

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

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

**Soap.**  
Metropolitan Soap Co., Toronto.

**Sodas - All Kinds.**  
Winn & Holland, Montreal.

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

**Steel Shingles.**  
Metallic Roofing Co., Toronto.

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

**Teas, Coffees, and Spices.**  
American Coffee & Spice Co., Toronto.  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Gillard, W. H. & Co., Hamilton.  
Japan Tea Traders' Ass'n.  
Lucas, Steele & Bristol, Hamilton.  
Pure Gold Mfg. Co., Toronto.  
Rutherford, Jas. & Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Snowdon, Forbes & Co., Montreal.  
Wood, Thos., & Co., Montreal.

**Winegars.**  
Grimble & Co., London, Eng.  
Hill, Evans & Co., Worcester, Eng.

**Warehousing.**  
Cameron, Gordon & Co., Winnipeg.

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

**Wines, Liquors and Beer.**  
Gloag, Matthew, Perth, Scotland.

**Wrapping Paper.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

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Your anticipated profits may prove a dead loss if your goods don't sell readily. It is the widely advertised articles of trade that command attention and that always find a quick market. Windsor Salt is known all over Canada as the **standard Salt**—it is widely advertised.

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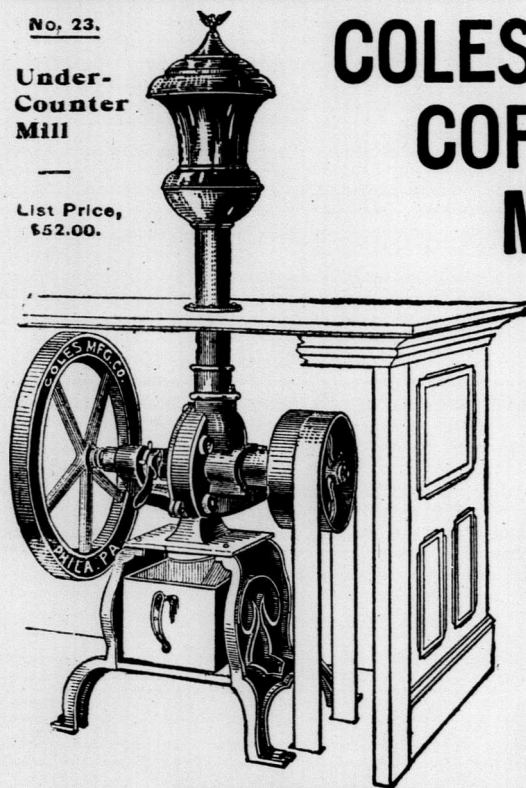
## Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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Get on the right road, sell CELLULOID STARCH, and the business you've lost will come back.

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



# THE CANADIAN GROCER

President:

**JOHN BAYNE MACLEAN,**  
Montreal.

## The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## THE COMPENSATION FOR DULL TRADE.

SO trade is dull! The roads for miles about the town are blocked and buyers only come in to do business when they literally need the goods!

To some merchants this condition of affairs will be most depressing; others will welcome the slackening of responsibilities which is the usual accompaniment of the quiet weeks; others, again, will find the compensation for dull trade in the opportunity provided for planning, for reconstruction, for improving the store's appearance, the business system—in short, to introduce the reforms which they have desired for some time to institute.

It has been said that it is to the man who thinks that the plum falls; in equal degree it is to the merchant who plans and who carries out his plans that the plum of profitable trade descends. He so prepares his plans that by a law as immutable as the law of gravitation increased business and a better margin of

## EDITORIAL

profit follows each step he makes towards his business ideal.

Some grocers are content. For the contented man, the person who is so satisfied with existing conditions that he will not try to change them in the hope of improving them, one cannot help feeling pity.

Some grocers are hopeless. For the man who has been so often defeated in his efforts to "get ahead," who has become seized with the conviction "My business is as large as it ever will be in this town," one can extend sympathy but little advice, for the latter would be wasted.

Some grocers are lazy. To the man who has got into the rut, who has done his business in the same way, in the same store, and without ever giving the store a good overhauling, one can neither give sympathy nor extend pity.

To all grocers, however, the dull times offer one great compensation. Are you content? Spend two hours in a fair examination to see if your store is what it might be. Then go about for two days and ask your neighbors for suggestions as to how to improve your store and your business methods. You may get a surprise. Are you hopeless? Cheer up! No matter how little capital you have, no matter how hard you have worked in the past, you can make your life better, yourself more useful to the world, to your family and yourself if you will "plan your work and work your plan." Don't try to attend to every detail yourself. Possibly it might be wise to hire a boy or a girl to mind the shop so that you can get out more about town, so that you can get out after trade if it does not come in to you.

Are you lazy? It will take all your candor, all your fairness of spirit to admit it. It would be easier to admit that you are not as energetic as some other business men in the town. But the question is, are you as energetic as you could be and should be? If you are not then the message of dull trade to you is to either get out and hustle or stay in and fix up. Start in to-day to do something different to what you are in the

The  
Canadian Grocer

habit of doing, something calculated to increase the attention and respect paid your store by the buyers in your town and district. Trade comes to the merchant who works for it, who deserves it.

## PRICES UP PROFITS DOWN.

THE upward movement in the price of wheat which has been sending the bulls into paroxysms of delight, which has been the oil of gladness to the horny-handed tiller of the soil, and the elixir of life to the immigration agent has been but a left-handed blessing to the miller.

The bull movement in wheat which began in Chicago and which has been very well sustained all along the line, is claimed by its supporters to be founded on an actual shortage in the world's wheat supply and to be quite well justified independent altogether of the probable outcome of the Russo-Japanese embroglio. The bears, on the other hand, are persistent in assigning the rise to speculative causes entirely. The result has been an uneasiness of feeling which leaves the milling fraternity nervous. The feeling that the present prices of grain may not be maintained makes them even more anxious than usual to dispose of their products as soon as possible after milling. In the face of a rising market therefor, and despite the advances that have been made in flour, they have not been able to exact prices commensurate with the increased cost of their raw material.

In the case of millers who are putting on the market wheat products in package form, the foregoing does not apply to any great extent, but there can be no doubt that the complaints of the millers in general are well justified by the facts.

## REDUCTION IN SUGAR.

Just at going to press Canadian refiners announced a reduction of 5 cents in sugar quotations. This came on the wake of word from New York that Arbuckles had made a cut of 10 cents, leaving a differential in their favor of 5 cents as against the trust and Howell's who, as reported in our market columns of this week, had previously made a concession of 5 cents.



## MUD SLINGING IN ONTARIO POLITICS.

UNTIL recently there was good ground for the hope that the mud-slinging school of politics which prevailed some 25 or 30 years ago, was happily a thing of the past. It is the more to be regretted therefor that this sort of thing should be revived as it has been revived in the Province of Ontario. Within the last few months there has been a growing disregard of the amenities of public life both within and without the Legislative chamber. Public questions of the day, instead of constituting the topics of political discussion have been systematically ignored and honorable gentlemen from both sides of the house have addressed themselves to unelevating trivialities and degrading personalities until the general public are, to a great measure, disgusted and heartily sick of the whole unedifying spectacle.

The climax was reached at Woodstock Saturday last when the depth of coarseness and indecency were sounded by Mr. R. R. Gamey. It is time a halt was called when not content with besmirching the characters of honorable judges, holding them up to ridicule and contumely, he must violate the sanctity of the family, ignore the most ordinary consideration due to woman and outrage the rights of private life by dragging in the names of two young married people who by no logical process could be connected with the matter under discussion, but for the sole malevolent purpose of inflicting pain upon their families.

The vulgar abuse which Mr. Gamey has for some months been hurling at the Chancellor and Mr. Justice Falconbridge, calling one of them a "cabbage head," was bad enough, but this latest outbreak marks him as a man incapable of appreciating what is demanded by ordinary decency.

No matter what may be thought of the Gamey charges and there are many who think that despite the finding of the commissioners the man was bought, his conduct of late has been a public scandal. The Globe alone of the Toronto papers

printed the offensive language used at Woodstock, setting up as its plea the necessity for calling a halt to Mr. Gamey's excesses. The Mail and Empire denounces the Globe for publishing the cruel personality. But if it is reprehensible for the Globe to publish such matter in its columns is not the author of the outrage deserving of still more vigorous denunciation?

Mr. Whitney has taken a creditable course in refusing to be in any way associated with Mr. Gamey in his public speeches. Mr. Whitney can do Ontario public life an invaluable service and strengthen at once, we believe, himself and the Conservative party in Ontario by insisting that Mr. Gamey desist from a repetition of his scandalous speeches touching the life and movements of private individuals.

The low tone of public life was reflected in the House on Wednesday last when the Speaker was compelled to appeal to the members for a better observance of parliamentary dignity.

None should be more concerned in the elevation of public life in this country than the business men. And it is to be hoped that those in Ontario who have any influence with Mr. Whitney will insist that he discipline the member for Manitoulin who seems to have lost all appreciation for the demands of either public or private life.

### EGG FAMINE SURE.

NO eggs can be had in Toronto for less than 25 cents. Some houses have already raised the price to 30 and this price is expected to rule generally before the week is out. The severe weather of this week has been a blow to those who expected liberal receipts of eggs by the first of February. There can be practically no receipts of any account now before February 10th, and by that time, if we are correctly informed, there will not be an egg in wholesalers' hands. Already the bottom of the vats are being raked and the few cases of cold storage would go no distance at all.

A prominent firm, one of the largest dealers in eggs in the city, had enquiries the other day from all but one of the city jobbers but made no sales. They are reserving their eggs for the absolute necessities of their city customers.

This is in marked contrast with last year when after the turn of the year eggs went down out of sight and holders were pretty badly pinched. It is to be hoped that in 1904-5 the happy medium may be reached.

In the meantime let us prepare to give up our egg for breakfast until a spell of milder weather encourages the industrious hen to go to work again.

### THE GRUMPY GROCER.

CHEERFULNESS has a commercial value. Customers have troubles enough of their own. They don't care to have those of their grocer inflicted upon them, and the man who insists upon recounting his tales of woe or what is practically the same thing, wearing a long face, will soon be recounting his woes to the sheriff and have valid reason for wearing a long face.

Yet there are some men in the business whose appearance and conversation is a standing invitation to a customer to return no more.

It is not necessary for a grocer to be facetious. That sort of thing is dangerous. Where one man succeeds ten will succeed only in making themselves ridiculous. But one should always be cheerful. Be sunny, to quote a popular expression. A cheerful greeting changes the whole atmosphere of a store. The customer who came in with the purpose of spending as little as possible, inspired by the spirit of geniality will be disposed to take a more optimistic view of the world at large and himself in particular. He will be better friends with himself and the grocer and will, nine times out of ten, do a good turn for each by making purchases which had he been met with a long face he would not have entertained for a moment.



A RESUME OF THE CANADIAN TEA TRADE 1903-4.

By J. Lockhardt Watt, Toronto.

THERE have been some interesting developments in the tea trade of the Dominion during the past year that dealers would do well to note, and the consideration of which should assist them in the profitable conduct of their business in this article during the year on which we have entered.

The most prominent development of the year is the very large quantity of Ceylon and Indian Green Tea that has been imported during the season and which is steadily going into consumption to the displacement of other green teas and particularly Japan teas.

The trade in China black teas had been rapidly declining, but the past year might almost be said to have witnessed the complete extinction of this trade and the black tea trade of the Dominion is now firmly established in favor of Ceylon and India.

Should the sale of Ceylon and Indian green teas continue to gain ground as in the past year, then it is not a question of a decade, but of a few seasons only, when the whole supply, for the Dominion, of tea, both black and green, will be taken from the British tea growing countries—India and Ceylon.

"The Canadian Grocer" has published some excellent reviews of the tea market of the past year by those in the best position to voice the conditions and give expression to views best worthy of attention, and so reference here is only made to local conditions affecting or having reference to the tea trade of the Dominion.

STOCKS UNLOADED.

For several years past there has been too large a stock of tea carried in this country in first hands, and much of the over-supply has consisted of inferior or undesirable character, and as the retail dealers who possessed a knowledge of the article and the wholesale dealers who had sufficient regard for the interests of their customers and desired to protect their own trade and "tea repute" declined to absorb freely these inferior teas (many of which had been good teas when shipped, but had deteriorated through being held over), we, therefore, continued to import teas freely, with a large stock already in the country. But a steady reduction of stocks has taken place since 1899 until the present time, when we enter the year of 1904 with practically not a single chest of low priced tea in first hands.

The market in London for low priced tea during the early months of 1903 was so favorable that considerable quantities were shipped back from Canada; finding a more profitable sale in London after bearing freight both ways, than existed in Canada at same period.

HEALTHY CONDITIONS.

We enter then on the year 1904 under very healthy conditions and it is hoped and expected that this year the tea trade of the Dominion will be much more satisfactory and profitable to the dealers than for some years past.

It is generally admitted that the tea trade both of the wholesale house and of the retail dealer is much less profitable than was the case some years ago. If this is true—and we think it will not be disputed—it would be well to consider whether those engaged in the trade are themselves wholly or in part to blame, and if they are, whether they can themselves apply the remedy.

The curtailment of the profit in the grocers' tea trade is usually attributed to the fact that a very great proportion (some say as high at 80 per cent.) of the tea sold in Canada, goes to the counter at 25c.

DEMAND FOR CHEAP TEA.

May I suggest what appears to me to be some of the causes for this demand on the part of the consumer for 25c. tea.

First—The public has ascertained that very good tea can be bought at this price, though no one will pretend to say that fine tea can be sold profitably at 25c.

Second—The public has not always (perhaps not often) found that by paying 40c. to 50c. per pound they secure really fine tea.

Third—The public has sometimes (I hope not often) found that whether they pay 25c. or 50c. they get poor tea. Is it much to be wondered then that the public err on the side of discretion and buy low priced tea?

If the causes suggested are at all operative it means that the dealers should either become acquainted with the article, or that they should cease to use their own judgment in buying and rely on a wholesale house with an expert knowledge of teas, in whom they have confidence; asking that teas be supplied them solely with regard to their merits in the teapot and not on their leaf appearance.

EDUCATE THE BUYER.

The dealer should not fail to impress on the consumer, on all suitable opportunities that fine flavory, thick liquoring tea which can easily be obtained by an intelligent buyer to retail profitably at 40c. to 50c. per pound is quite as economical in use and is infinitely more agreeable to the palate than inferior tea at 25c. per pound. These remarks refer particularly to black teas (Indian and Ceylon), and a point the dealer should himself bear well in mind is that the difference between a tea costing say 18c. and a tea costing say 23c. both bought on quality (not leaf) is the difference between an ordinary tea and a really fine tea, so there appears to be room for the cultivation of a profitable tea trade in a 35c. grade, with benefit to the consumer also.

GREEN CEYLONS.

In this grade there is a tendency already to fall into the rut and the cup quality is rather a second consideration, and though for the most part the quality is very good, the estates in Ceylon which produce fine teas that command a high price will certainly not manufacture their leaf into green teas if buyers are unwilling to pay for quality.

It is to be hoped that an effort will be made on the part of all concerned to encourage the growers in Ceylon to maintain the fine quality of their green teas and this can only be done by a willingness on the part of the trade to pay for quality where it exists, and the wholesale dealer cannot afford to do this unless he is supported by the authority of the demand of the retail trade for quality.

Make quality, not price, your motto in the tea trade for 1904.

THE GROCER GOES EVERYWHERE.

"The Grocer goes everywhere." That's what Mr. O. Lefebvre, proprietor of Ocean Mills, enthusiastically says. Last week a little note was placed in "The Grocer" drawing attention to the handsome "Chinese" starch calendar issued by him. During the first four days he received over 100 post cards and letters from points between Truro, N.S., and North Bay. "I think," said Mr. Lefebvre, "by the time the trade in the Far West get their 'Grocer' I'll be flooded with requests for the calendars. I know you have a large circulation in the West. It will be a pleasure for to send one to each inquirer."



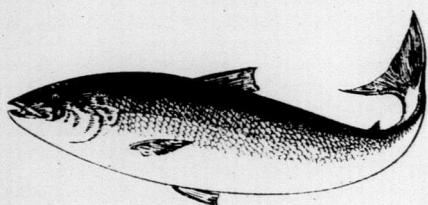
# \$500.00—FIVE HUNDRED DOLLARS.

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

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

"SALADA," Toronto and Montreal.

## SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



## "Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

**New Pack** is in the hands of the wholesale trade.



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, January 28, 1904.

### Groceries.

THE storms of the week which have demoralized both the train and postal service have had their effect on the trade. Travellers have not been able to get in their trips on time, and even mail orders are delayed. The trade for the month therefore which promised to be exceptionally good will be discounted. However this is merely temporarily and when the weather moderates business is likely to show renewed strength. An encouraging feature is that collections continue well up to expectations, despite the weather. Canned goods continue firm in all lines with a stiffening tendency in corn, although a few lines of low priced are still on the market. Sardines are scarce. Coffee continues to soar and the 10 cent mark for No. 7 Rio has been reached. Spices are firm with an upward tendency. There is a good demand for syrups and molasses, the latter showing a slight increase. Rice is moving freely while tapioca is nominal. Teas continue firm. Low priced Indian and Ceylon are scarce, while there is an improved demand for green China, Young Hysons and Japans. Shelled walnuts are much higher on primal markets. Cured fish are in fair demand. The sugar market has been ragged. Raws are nominally unchanged for spot and to arrive, while 1.32 more has been paid for February shipment. In New York the trust and the Howell refineries have reduced refined 5 cents, but there has been no corresponding reduction in Canada.

### CANNED GOODS.

The situation continues firm in all lines and there seems to be a pretty general conviction that higher prices will rule when a little later the natural consumption will force retailers to come again into the market. Apples, 3s, are now worth 90c., corn is generally quoted at from \$1.10 to \$1.15, although there is some offered at \$1 and some even as low as 90 cents. The latter, however, is understood to be old stuff. Albert sardines in 1-4s are not to be had and 1-2s what few are on the market are worth 24-25. Sportsman 1-4's are worth 15. We quote:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	1 00
Corn, 2s.....	1 00
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 90
Pears, 2s.....	1 45
" 3s.....	1 90
Pineapples, 1 1/2s.....	1 50
" 2s.....	1 80
" 3s.....	2 25

Peaches, 2s.....	1 55	1 70
" 3s.....	2 45	2 60
Plums, green gages, 2s.....	1 10	1 40
" Lombard.....	1 00	1 30
" Damson, blue.....	0 95	1 25
Pumpkins, 3s.....	0 95	1 25
" gallon.....	2 50	
Rhubarb, 3s.....	1 30	
Raspberries, 2s.....	1 40	1 60
Strawberries, 2s.....	1 40	1 60
Succotash, 2s.....	1 00	
Tomatoes, 3s.....	1 05	
Lobster, talls.....	3 35	
" 1-lb. flats.....	3 50	3 70
" 1/2-lb. flats.....	1 90	2 00
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 65	1 75
" Northern.....	1 65	1 75
" Horseshoe.....	1 65	1 75
" Cohoes.....	1 15	1 15
Chums.....	1 25	1 35
Sardines, Albert, 1s.....	0 24	0 25
" Sportsman 1s.....	0 15	0 15
" Portuguese 1s.....	0 23	0 23
" P & C, 1s.....	0 25	0 27
" P & C, 1s.....	0 35	0 38
" Domestic, 1s.....	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 00
Kipper herrings, domestic.....	1 45	1 55
" imported.....	1 00	1 10
Herrings in tomato sauce, domestic.....	1 45	1 55
" imported.....	1 45	1 55

### SUGAR.

The market has been decidedly ragged for the week under review, with raws remaining nominally unchanged on basis of 3.5-16c. duty paid New York, for 96 test centrifugals on spot and to arrive. On this basis about 30,000 bags Cubans were sold just prior to our going to press last week. At same time there was a sale of about 60,000 bags for February shipment at 1.32 more or say 2c. cost and freight equal to 3.34c. duty paid. Since then no sales have been reported, and the market is quiet with prices unchanged and refiners showing little, if any disposition to purchase further. Europe is reported easier and this is having an influence on buyers' ideas, in American markets. For the week, beet has declined 3d. per cwt. and as we go to press is quoted at 7s. 9d. basis f.o.b. Hamburg for 88 per cent., equal to parity of 3.62c. for 96 test centrifugals, duty paid New York. It will be observed that cane sugars still have a very large differential in their favor, and it is not surprising that there are no sugars afloat from Europe for United States ports under present conditions. For week ending January 20th receipts at United States Atlantic ports were light, being only 18,691 tons with meltings unchanged at 28,000 tons. Total stock in all hands was then 82,638 tons, a reduction of 9,309 tons for the week, as compared with same week last year a reduction of 30,222 tons. It will be observed that on present basis of meltings there is barely three weeks' supply on hand. Combined stocks of United States and Cuba were 172,138 tons, a decrease of 29,408 tons from last year. At same time combined stocks of Europe and America show an increase of 159,148 tons, being 3,652,138 tons against 3,492,990 tons at same uneven dates last year. There are now 124

central factories grinding in Cuba, against 100 same week last year. The large supplies of sugar in the world at the present time, tend to discourage the hopes of those who are looking for higher prices, and with these figures before us, it does not seem as if there would be any material advance in quotations in the near future. At same time there is an expectation, owing to the unsatisfactory condition of affairs in Europe during the last season, resulting in some failures among beet factories, that sowings in the approaching Spring will be considerably curtailed; but as these things are always anticipated in advance by speculators there is little likelihood that there will be any material reduction in prices. The heavy sales made recently by Cuban planters will relieve the financial situation for them, and it is not likely there will be much further pressure for sale during the present season. As to cane crops in other countries, values ruling during the past season have been so low that production during the coming season is more likely to be curtailed than increased. However, it will take time for these things to develop, and the future of the market will probably be principally governed by the extent of beet sellings in Europe.

The prevailing weakness in raws has affected the refined situation in New York and we hear of a decline of 5c. per 100 pounds, made by the sugar trust and Howell refineries. So far, there is no change to report locally, and considering the bad condition of country roads and the demoralized state of transportation generally the demand for Canadian refined sugar is very good for the season of the year. Since writing above and just as going to press all sugars in Canada were reduced 5c. We now quote:

Paris lumps, in 50-lb. boxes.....	4 68
" in 100-lb. boxes.....	4 58
St. Lawrence granulated.....	4 03
Redpath's granulated.....	4 03
Acadia granulated.....	3 93
Berlin granulated.....	3 93
Standard granulated (Wallaceburg).....	3 93
Crystal granulated (Wallaceburg), 1902.....	3 83
Imperial (Dresden).....	3 88
Granulated (Dresden), 1902.....	3 78
Phoenix.....	3 78
Bright coffee.....	3 73
No. 3 yellow.....	3 68
No. 2 ".....	3 48
No. 1 ".....	3 38
No. 1 " (Wallaceburg).....	3 38
No. 1 " (Berlin).....	3 38
Granulated and yellow, 100-lb. bags, 5c. less than bbls.....	3 38

### COFFEES

Coffee, despite occasional reactionary tendencies, continues to soar. Last week we quoted No. 7 Rio at 8.35 c. and f. New York. Same day this week from the same source, Hard, Rand & Co., No. 7 Rio is quoted 9.20 c. and f. New York, and No. 6 Santos 9.10. Mild grades are sympathetically affected. The situation in Canada is peculiar. It is a long time since the market was so bare of Rios and Santos. When coffee











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"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

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**Butter Eggs**

**Poultry Game**

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.

ability that the local market may be effected in the near future. We quote:

Granulated, bags and bbls.	\$4 00
1-bbls.	4 15
bags	3 95
Paris lump, boxes and bbls.	4 55
1-boxes and 1-bbls.	4 65
Extra ground, bbls.	4 40
50-lb. boxes	4 60
25-lb. boxes	4 70
Powdered, bbls.	4 20
50-lb. boxes	4 40
Domino lumps, boxes and bbls.	4 45
1-boxes and 1-bbls.	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
yellow	3 75
No. 3 yellow	3 65
No. 2	3 45
No. 1	3 30
bags and bbls.	3 35
Raw Trinidad	3 10
Trinidad crystals	3 15
	3 20

SYRUPS AND MOLASSES.

Syrups are unchanged in price. Jobbers report trade as growing. It is reported that owing to the high price of corn, manufacturers are not unlikely in the near future to be forced to advance prices. The molasses situation is also fairly good. An agreement was entered into this week by which the Montreal Guild reduced the price of Barbadoes molasses to 38c. per gallon for puncheons; 20 puncheons are offered at open prices. This change goes into effect in the following districts: West of the St. Maurice River, and west of the counties of Champlain, Arthabaska, Richmond, Sherbrooke and Stanstead, and east of Hull, with the exception of Three Rivers, Arthabaskaville, Hull and Gatineau Valley, which are open points.

We publish in another column a letter received from Messrs. Jones & Swan, Barbadoes, under date of January 8th, bearing on the sale of molasses which will be of interest and value to the trade. We quote:

Barbadoes, in puncheons, old	0 37
new	0 40
in barrels	0 41
in half-barrels	0 43
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02
1-bbls.	0 03
38-lb. pails	1 30
25-lb. pails	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2 lb. tins, 2 doz. per case	1 90
5-lb. 1 doz.	2 35
10-lb. 1 doz.	2 25
20-lb. 1 doz.	2 10

TEA.

Reports on the "street" are to the effect that a better tone prevails generally and enquiries for all kinds of teas are more plentiful. There seems to be a particularly good demand for cheap blacks. Oolongs are also in good demand both here and reported from the West. The situation as regards Japans is interesting. A most reliable cablegram received from the East indicates that the situation is exceedingly precarious and a smart advance has already taken place in the home market, and every indication points to high prices for new season's Japans. The United States market has responded with large demands in New York, Chicago and San Francisco with increased prices. These enquiries naturally effect prices in Canada, where last season's stocks are short. Ceylon and In-

dia greens are also receiving good attention. We quote:

Good to medium Japans	0 17	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21	0 23
Common	0 12	0 15
Ceylon blacks	0 14	0 18
Indian	0 11	0 20

COFFEE.

The situation is still very strong and indications point to higher prices here. New York market has been tending upward for some time and the latest advice is that Arbuckles have advanced 11-2c. per lb. We quote:

Good cucas	0 10	0 10
Choice	0 11	0 12
Jamaica coffee	0 09	0 11
Java	0 17	0 22

SPICES.

The latest reports from New York continue very strong. Cloves particularly show a strong front. Small stocks, it is estimated and the demands from grinders, tend to put up prices again very shortly. A local broker advises having sold 100 bales this week at an advance of 11-2c. since the last sale of January 2. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
Japan	0 13	0 14
Jamaica	0 12	0 18
African	0 12	0 13
Ginger, ground Japan	0 10	0 15
Cochin	0 19	0 20
Jamaica	0 18	0 20
African	0 13	0 14
Cassia	0 10	0 16

RICE AND TAPIOCA.

The situation in rice during the past week is unchanged from last report. A little more active buying of Patna has prevailed. This is undoubtedly due to the scarcity of Japan rice. The Mount Royal Milling and Mfg. Co. have reduced their Patnas 1-4c. In tapioca, business is very quiet and little trading done. We quote:

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

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02
seed pearl	0 03
flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

Advices from Sicily from F. Balbre & Co., report purchases having been effected at 39s. 3d per bale, c. and f., New York, with new crop October shipment offered at 44s. 3d. Peanuts advanced 1-4c. again in the high grades only. This advance does not effect local jobbers as yet. We quote:

Grenoble walnuts	0 11
Marbots	0 09

Paragona alm  
Filberts  
Peanuts

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Corn  
Peas  
String beans  
strawberries  
Succotash  
Blueberries  
Raspberries  
Lawtenberri  
Raspberries  
Gooseberries  
Pears, 2s  
3s  
Peaches, 2s  
3s  
Plums, 10m  
Gree  
Cherries, re  
Baked beans  
5-lb. apples  
Gallon apple  
2-lb sliced pi  
Grated pine  
Singapore w  
Pumpkins, 1  
Spinach  
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**THE MARKETS**

The Canadian Grocer

Tarragona almonds	0 11
Filberts	0 07 1/2
Brazils	0 12 1/2
Peanuts	0 10 0 12 1/2
Peanuts	0 06 1/2 0 10

**CANNED GOODS.**

Business is very quiet and no striking features noticeable. Tomatoes are firming up and though enquiries have been made from Western points local jobbers are not any too keen to let go. The demand for salmon is good and prices continue firm. It is expected that during the coming Lenten season a more active consumption of all kinds of canned goods will prevail. Owing to the almost entire failure of the French sardine fisheries last year the better grades of Portuguese pack are attracting attention and some good samples have advanced in price. American canned meats have advanced, for corn beef 1s 5c. per dozen, and 2s, 10c. per dozen, but there is a general decline in all other grades of American canned meats. We quote:

Tomatoes	1 05
Corn	1 05 1 10
Peas	0 87 1 40
String beans	0 82 1 85
Strawberries, preserved	1 40 1 60
Succotash	1 40 1 60
Blueberries	1 10
Raspberries	1 40
Lawsonberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
3s	2 10
Peaches, 2s	1 55 1 67 1/2
3s	2 40 2 60
Plums, Lombard 2s	1 30
Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3 lb. apples	0 90
Gallon apples	2 20
2 lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 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, talls	3 45
1-lb. flats	4 00
1-lb. flats	2 25
Canadian Sardines, 1s	3 65 4 00

**Green Fruits.**

Business in green fruits has been rather quiet owing to the cold weather. Almeria grapes in kegs are scarce, stocks light and prices high. California navel oranges reported from 25 to 40c per box lower in sympathy with the American markets. Apples show slightly better movement. Export demand for apples is good. Upward tendency is noted and higher prices are looked for in the near future. We quote:

Cranberries	8 00 9 00
Coconuts, per bag of 100	4 00
Canadian apples, in bbls	2 00 3 25
Pineapples, 24 to case	5 00
30 to case	4 50
Bananas	2 25 2 50
Valencias oranges 714's	4 50
420's	3 50
sweet potatoes, per bbl	5 50 6 00
Spanish onions, cases	2 25
New Messina lemons 300's	2 75
360's	2 50
Florida oranges, per box	4 50
California navels	2 75 3 25
Florida tomatoes, per crate	4 50
California celery	5 00

**Foreign Dried Fruits.**

Business is very quiet, and difficult to obtain any interesting information. Markets generally are steady, both locally and at foreign points. Shelled almonds and shelled walnuts both show an advance with a very strong market. The reason for this advance on walnuts is attributable to the strong demand

for oil making, there being no broken kernels available for export. Filberts show a little easier tone. Reports from Sicily continue weak with small demand. As regards currants cable advices from Greek markets say that the market still maintains its strength, and the recent advance of 1s. to 1s. 6d. is confirmed and maintained owing to the small amount of fruit remaining available for export, the Currant Bank and the Retention Act having absorbed up to the present about 15,000 tons which will be converted into alcohol. Sultana raisins are keeping strong, good qualities readily fetching the highest prices of the season. We quote:

**VALENCIA RAISINS.**

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

**FIGS.**

Comadres, per tappet	1 00 1 10
Elemes, per box, new	0 50

**DATES.**

Dates, Hallwees, per lb	0 03 1/2 0 04
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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
"Royal Buckingham Clusters," 1/2-boxes	1 00
"Excelsior Windsor Clusters"	4 25
1s	1 25

**CALIFORNIAN RAISINS.**

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

**PRUNES.**

	Per lb.	Per lb.
30-40s	0 09	0 09
40-50s	0 08	0 08
50-60s	0 07 1/2	0 07 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 Vostizzas	0 06 1/2 0 07 1/2
Amalias	0 05 1/2

**SULTANA RAISINS.**

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

**Fish.**

Business on the whole is fairly good. Owing to the near approach of Lent the demand for all kinds of fish is improving every day. There is a good supply of haddock and cod, and the same satisfactory. During the past week a few more arrivals of large Halifax sea herrings reported. They are coming in, in prime condition, weighing from 57 to 60 per hundred, and meeting with ready sale. Tommy cods are very scarce, and prices have advanced to \$2.25 to \$2.50 per bbl. This advance in the Tommy cods is owing to the run of this fish to the spawning beds. On their return at the end of the month the catch will naturally be better and prices reduced. A few carloads of salt herring have arrived during the week. Quality of same is very fair and sales good. The demand for green cod is picking up, and, owing to the scarcity of this article, it is thought that an advance of price will take place before the Lenten season

opens. Smoked haddies and boneless codfish are in good supply and demand. Bulk oysters, owing to the cold weather at the fishing grounds, are scarce, and ample supplies are not looked for for a few weeks. We quote:

Frozen herring, medium, per 100 fish	1 50 1 60
Large Halifax sea herring	1 70 1 80
Bloaters, Yarmouth	1 00
Haddies	0 06
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 03 1/2 0 04
Dore, per lb., frozen, fancy Winter	0 06 1/2 0 07
Pike, round	0 04 0 04 1/2
Halibut, frozen, per lb.	0 08 1/2 0 09
Gaspé salmon, frozen, per lb.	0 14
Frozen B.C. salmon, per lb.	0 08 1/2 0 09
Smelts	0 07
Steak cod	0 04 1/2
Fresh cod, market	0 03 0 03 1/2
No. 1 Herring, Labrador, per bbl.	5 25 5 50
" half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring	6 50
" per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	6 50
No. 2 green cod. bbls. 200	5 00
No. 1 green haddock, bbls. 200	5 50
No. 1 large green codfish, new, per 200 lb.	6 50
Green pollock, bbls. 200	4 00
Salt eels, bbls. 200 lb	0 61
Mackerel, per lb	0 12
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish	0 05
" loose, in 25 lb. boxes	0 04 1/2
Boneless fish, in crates, 12 5-lb. boxes	0 05
Skinless cod, cases 100 lb.	4 75
Dried codfish, new, per 100-lb. bundles	5 00
B. C. salmon, per bbl.	13 50
B. C. Salmon, 1-bbl.	7 25
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz	0 90
Canadian sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Shell oysters, No. 1 Malpeques	6 00 8 00
" common	3 00 4 00
Royal Buckingham Clusters, per gal.	1 40
Selects	1 60
Qualla salmon, frozen, cases	0 07 0 07 1/2
Choice round trout	0 06 1/2 0 07
Whitefish	0 6 0 7 1/2

**Vegetables.**

Trade continues rather slow, and there have been no changes in prices. Quotations are:

Cabbage, per doz	0 30 0 45
Red, per doz	0 45
Cucumbers, per doz	0 18
Onions, per basket	0 50 0 70
Cauliflower, per dozen	1 00 1 50
Carrots, per basket	0 40 0 50
Parsnips, per bunch	0 15
Green corn, per dozen	0 10 0 15
Lettuce, per dozen	0 25 0 35
Celery	0 25 0 35
Parsley, per doz	0 10
Radishes, per doz	0 15 0 25
Pumpkins, per doz	0 60 1 25
Potatoes Chili	0 60 0 72
Early Rose	0 62 0 63
Beauty of Hebron	0 63

**Country Produce.**

**EGGS.**

There is practically no stock in the market. Next week will see a clean-up of all pickled and storage eggs in the city. Prices advanced yesterday to 30c. for selected Fall stock, and pickled eggs 25c. From the continued cold weather there does not seem to be any relief in sight, and it looks as if the consumer will have to go without eggs for a short time. We quote:

Selects	0 28
Pickled	0 24

**BEANS.**

The price of beans is unchanged, and the market is quiet and steady at prices quoted last week, which are as follows:

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

**HONEY.**

There is no change whatever. The market is dull. We quote:

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



MAPLE PRODUCTS.

The demand for maple products continues very quiet, and prices are merely nominal. Quotations follow:

Maple syrup, in wood, per lb.	0 05	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

The market is firm with prices tending higher. We quote:

New, in cartons	0 5½	0 06
New, in small lots	0 06½	0 06½

Flour and Feed.

FLOUR.

Prices on most grades have remained comparatively steady. The market is fairly active. Manitoba Spring wheat patents are 5c. higher, and strong bakers' 10c. higher. We quote:

Manitoba spring wheat patents	4 75	5 00
" strong bakers	4 45	4 70
Winter wheat patents	4 25	4 35
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 50	1 60

FEED.

Owing to some scarcity Manitoba mills have advanced the price of bran \$1. Ontario bran in bulk is quoted 75c. higher. We quote:

Ontario bran, in bulk	17 25	17 75
shorts	18 50	19 00
Manitoba bran, in bags	18 00	18 00
shorts	18 50	19 00
Mouillie	23 00	28 00

BARLEY.

There is a moderate demand, and a fair trade is doing under steady and unchanged prices, pot barley selling at \$1.85 and pearl at \$2.85.

Pot barley	1 85
Pearl	2 85

ROLLED OATS.

The advance of last week has been well maintained, though no further advance has taken place. The market, however, is firm, with perhaps a tendency toward higher prices. We quote:

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

Baled Hay.

The demand has not improved since our last report. Offerings continue fairly large, and prices are somewhat easier. We quote:

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

Ashes.

Offerings continue small and prices are firm. We quote:

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

Hides.

There is no change. Receipts are still light, though the demand is small. Prices are:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	0 75	
No. 1 calfskins	0 10	

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,  
St. John, N.B., Jan. 25, 1904.

WE are certainly having an old-fashioned Winter. January has been a very cold month and we have lots of snow. However, we do not have it as cold as at inland points and our harbor is always entirely free of ice. The Winter port business is extremely large. It looks now as if we were to get the Government assistance we have asked toward preparing four more berths. These we needed for the next season's business, and with them we will be in a position to handle all the business that is likely to offer for at least a few years or till another trans-continental railway shall make this their port. In markets the light movement of goods prevents changes in values being so much noticed or so extreme as at other times. Cream of tartar is higher. This is unusual at this season. Cloves continue to advance and Pimento is firmly held. In rice, prices are rather lower. Canadian cleaned rice which supplied our market for a number of years, has not been seen here for a long time.

Salt—In Liverpool coarse salt, the weekly steamers continue to land quite large shipments. Sale at this season is not large, and full stocks are held by the importers. In fine salt there is but a light business. English extra fine, boxed here, is freely offered. It is said the Canadian manufacturers will this year be able to fill all orders promptly.

Oil—There is no change in the firm price of burning oil. There is as usual rather lighter sales as season advances. Lubricating oils are very actively pushed. Prices are firm. Paint oils have improved sale. Prices are low except linseeds. Fish oil is scarce and high.

Canned Goods—Some Canadian tomatoes outside the association were offered quite reasonably, and at least lower than good American will cost. Corn is very firm. In domestic canned fish, clams and scallops are about out of the market, and both round and oval haddies are in very light supply. There is a fair stock of sardines and kippered herring. Salmon, except perhaps springs, are ample stock. Of late years there seems rather less demand for gallon apples. In fruits the market is quite well supplied.

Green Fruit—While there is a fair sale for apples, prices have not advanced. In oranges, Valencias have free sale, Jamaicas are about done. It is getting late for Californias. Floridas are still offered. Lemons are low. A few Malaga grapes still move. Cranberries, while bringing full price, are not high for the season.

Dried Fruits—Quite large shipments of dates have been received. Prices are low. In raisins the market is well supplied. Currants are unchanged. In prunes, stocks of small sizes are light, and prices firmer. Apricots are high. Evaporated apples have advanced about

a half cent. Onions are higher. In peanuts the advance continues.

Sugar—While the market is firm and there is continued talk of higher prices, there has been very little change as yet. Prices are lower. There is a steady sale with dealers inclined to hold quite full stocks.

Molasses—The situation is unchanged with the market dull. Prices having been cut by one importer creates an uneasy feeling on the party of buyers. It looks as if the number of importers this season would not be large, and prices would rule low. The holder of the larger stock here has not made a decided move since the changed conditions brought about by the arrival of a cargo here, except to hold prices quite firm.

Fish—There has been good business in fresh fish. The supply of frozen herring at this season is better than for some years. Fresh cod and haddock have also been quite freely received. Good prices are obtained. In smelt, the business is confined to the north of the province, and the fish go to the American market. Earlier in the season the catch of lobsters, particularly in Nova Scotia, was quite good. In finnan haddies there is quite good supply. Smoked herring are rather higher and very firm. The supply is light. Dry fish are firm. Pickled herring have but a fair sale at the rather high prices. A fair stock is held.

Flour, Feed and Meal—In flour, markets are very firm at some little advance. Sales have been quite good. Feed is in light demand. Oats are firm. Oatmeal seems firm at the advance. Buyers feel present price is too high. Owing to the unusual difference between prime and handpicked beans quite a few of the former have been brought here. Quality has been good. Price is tending closer to handpicked. Cornmeal is unchanged. Barley is firm and stocks light. Split peas are scarce. In yellow eye beans offered, there is quite a range in quality.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 22, 1904.

AN interesting innovation in ordinary relations between employers and employed was introduced by The W. H. Malkin Co., wholesale grocers of Vancouver, at a dinner given by the company to its staff. The dinner, the first of the kind to be given by the company, took place at the Hotel Barminton, on Monday evening, every member of the firm's large staff being present. W. H. Malkin, president of the company, and the past president of the Vancouver Board of Trade, presided, the vice-chair being taken by J. F. Malkin. The table was tastily set, and a very select menu of choice viands was daintily served. Bright music, songs and speeches varied the pleasant evening, which was well calculated to strengthen the bonds between the company and their employees.

Not the least interesting event of an evening which will be memorable in the





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minds of every man present, was the presentation of a magnificent gold-headed cane to President W. H. Malkin by the staff. Frank McIntyre made the presentation, and read an appropriate address, expressing the appreciation the various members held for their worthy chief.

Mr. Malkin, in responding, was quite taken by surprise, he said, and felt deeply impressed by the evidence of confidence he had just received. He, in his turn, was able to spring a most agreeable surprise on the staff. He made the announcement that the firm had chosen this as the occasion to announce to the staff that every member who had been one year in the employ of the house would receive a bonus of 5 per cent. of his past year's salary. This was to apply, he said, on 1905 salaries, so that the benefits were to be felt at once.

Mr. Malkin, who is a thorough believer in the system of encouraging employes to identify themselves with the house, and carries into practice the belief that the individuality of the employe is impressed on the business more and more every year, made the further announcement that he would offer a special prize of \$25 to the employe offering the best practical suggestion for the benefit and advancement of the business during the year. Each employe was at liberty to hand in as many suggestions as he wished. The details of the competition will be arranged, and it is safe to say that the firm will have some original ideas presented for their consideration.

A plan adopted by the Malkin company, and which has much to commend it to other business houses, is that to every employe who has been four years in the service of the company, a substantial interest in the business is given in the shape of a block of paid-up stock. Several of the staff are, under this arrangement, already stockholders, and, by the interest they take and the desire they show to increase their holdings by investing in the stock of the company, the proposition is a wise one.

The dinner, which is likely to become an annual affair with the firm, was a success in every way, was such a success that the employes will not be likely to forget its pleasant features during the year. During the evening several members of the staff, blessed with good voices, favored the company with songs, among them being Philip Malkin and R. Biernacki. A recitation, "Tennyson's Revenge," delivered in splendid style by J. F. Malkin, was another feature.

The boards of trade of Vancouver and Victoria have been very active in the past few weeks in connection with the business legislation being carried through the Legislature by the new Government of the province. The particular issue on which the main interest centres is the Assessment Act, which bears particularly heavy on merchants located in the cities of the province. As one speaker at the meeting of the Vancouver Board of Trade put it this week, the new assessment taxes a man on what he owns, what he owes, and what is owed to him.

The president, H. T. Lockyer, pointed out the very serious weakness of the Act in its treatment of resident established business houses as compared with commission men and brokers represent-

ing eastern houses. The latter might do several thousand dollars of business per week and not be subject to the taxes levied by the Act. It was well known that some of these brokers held in warehouse large stocks of goods for delivery, and they were not taxed on these. It paid better to be outside of the province than in it to do business here. Other members followed on the same line, and pointed out the difficulty there was to do business at all and pay the taxes demanded under the Act. A resolution was passed urging on the Government to appoint a commission to revise or make recommendations on the Assessment Act.

Another legislative matter was discussed, which has been referred to before in this column, the proposed amendments to the Bills of Sale Act. The Board of Trade has sent a delegation to join with others in urging on the Government radical changes. They propose that the present method, by which over-holding unregistered bills of sale is possible, to introduce the following amendments:

1—To reduce the time limit of registration to five days in case where the goods in the bill of sale are within the corporate limits of a city or town in which is situate an office of the County Court wherein such bills of sale may be registered, and in all other cases within the period of fifteen days after the making thereof.

2—To amend the existing Act by rendering an unregistered bill of sale void as against all creditors, subsequent mortgagees or purchasers for value.

3—To amend the existing Act by adding a new section to render successive unregistered bills of sale void as against creditors, mortgagees or purchasers.

4—To amend the existing Act by adding a new section making it compulsory to renew registration in 12 months by filing a statement verified by affidavit showing indebtedness on existing security.

5—To amend the existing Act by adding a new section that possession shall not cure non-registration.

Freight rates, as proposed by the new tariff issued by the C.P.R., were also discussed by the Vancouver Board of Trade this week. A recommendation was made from the Special Committee that the Transcontinental Freight Bureau west-bound tariffs be made to apply to British Columbia terminal points. Some members suggested that the new Railway Commission should take up such a subject. Others thought the Board of Trade would have to prepare the case for presentation before the new commission.

Business in grocery lines is quiet and is not anticipated, in wholesale circles at least to improve much in this month and February. Some inquiry for outfits from the north has begun to come in. Wholesale men think it is due to the preparations being made for exploiting the new gold fields, located 175 miles from White Horse last Fall. No actual movement of goods is reported yet, but from the inquiries received, it is expected that orders will be coming in early. The railway running from Skagway to White Horse makes it possible to have the goods delivered at any season, as there is no Winter haul or Summer water stretch frozen up. From the north reports still arrive of increasing activity in preparation for the anticipated rush.

In the local markets there is a quiet

feeling all round. Dried fruits, which are moving fairly, are easy in price. The rise in flour quoted from the big mills two or three weeks ago, has gone into effect here.

In the egg market there is a great scarcity of all pickled stock; in fact they are cleaned out. The situation is somewhat relieved by importations of fresh-laid from California. The price, laid down here, is 30c., though, so that by the time the retail man gets them ready for the consumer, they are dear. Local fresh ran down to 40c. retail, but are scarce.

Butter moves but slowly. There is still plenty of Manitoba and N.W.T. stock on hand. The local creameries have raised the price to 35c. to the trade again, so that it has made a little excitement. It has nearly made it possible to bring in new California butter, though this is rather early.

Fruits are quite featureless. Oranges from California are beginning to move and are improving in quality maturity. The first carlot to arrive by rail is reported to arrive to-day.

#### ONTARIO WHOLESALE GUILD.

A meeting of the Executive of the Ontario Wholesale Grocers' Guild was held in Toronto, Tuesday morning and afternoon and Wednesday morning, when the matters to be brought before the Dominion Wholesale Guild on February 10th were discussed. There were present the president, Mr. Bristol; and the secretary, Mr. T. B. Escott; Mr. W. G. Craig, the other member of the executive, being absent through illness. Mr. H. P. Eckhardt, who is not a member of the guild, was present on invitation, and discussed with Mr. Bristol and Mr. Escott various matters of interest to the trade. The meeting was very harmonious.

#### BUSINESS WANTED.

WANTED—A good grocery business, etc.; north preferred. JOHN ANSDALL, Winona, Ont. 5

## 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.

## Perth Whiskey de Luxe

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

## MATTHEW GLOAG

Established over a Century. Perth, Scotland



1842.

Our Motto "FORWARD"

1904.

# HERE ARE SOME GOOD OFFERS:

**500** CHOICE, FRESH, SMALL ROQUEFORT CHEESE.

(Our own importation)

6 and 12 cheese per case. per lb. - - **28c.**

## DON'T MISS THIS LOT:

**900** BOXES MALAGA 1903,

LOOSE MUSCATELS, 22 lbs. each, per lb. **6c.**

(Shipped by Bevan & Co.)

**900** BOXES BEVAN DELECTABLE or CONNOISSEUR CLUSTERS

Table Raisins 1903 pack, 22 lbs. each.

(At Rattling low figure.)

**800** BOXES CHOICEST SULTANA RAISINS

1903 Pack. Loose and 1-lb. cartoons.

(At Surprising low price.)

**130** BOXES GARRETT & CO.

CONNOISSEUR CLUSTERS TABLE RAISINS.

1902 pack (kept in storage).

(To clear the lot, per box, **\$1.50**)

ORDER NOW. YOU HAVE THE CHOICE.

We have also a large and well assorted stock of other kinds of **Raisins, Nuts, Prunes, Figs** and **Dates.**

### Stocktaking This Week.

Don't hesitate to take advantage of these real bargains.

QUICKEST SHIPPERS.

## L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, - - - MONTREAL.

Importers of **TEAS, COFFEES, WINES** and **LIQUORS.**

ESTABLISHED IN 1842.



**TORONTO GROCERS AT-HOME.**

INVITATIONS are out for the annual "At-Home" of the Toronto Retail Grocers' Association, which will take place Thursday evening next, February 4th, at the Temple Building, beginning promptly at 8.30. D'Alessandro's orchestra will furnish the music and Lloyd has charge of the catering, so that lovers of the dance and of dainty refreshments may look forward to this event with a good deal of pleasurable anticipation. For those who do not dance an attractive programme of comic and sentimental songs has been arranged while a card corner has also been provided.

The committee in charge are making every effort towards providing for the comfort of their guests and the event promises to be one of the most successful in the history of the association.

Invitations may be had from the president, F. W. Johnston; the secretary, E. B. Nettlefield, or from any member of the association.

**CATALOGUES, BOOKLETS, ETC.**

**NOVEL PENCIL HOLDER.**

S. H. & A. S. Ewing, coffee and spices, are sending out to the trade with their compliments a novel pencil holder bearing their advertisement. "The Grocer" acknowledges receipt with thanks.

**HANDY DESK COMPANION.**

The Publishers Collection Agency, of New York, Chicago and St. Paul, are sending out an attractive little folder and inclose a useful desk companion in the shape of an aluminum letter opener and measuring rule.

**A NEW BLOTTER.**

"The Grocer" is in receipt from the Robert Greig Co., Toronto, of an attractively designed blotter which is being distributed advertising Pratt's Animal Food.

**LIPTON WINDOWS.**

As a result of the campaign being waged by Mr. J. A. Curtis, who represents the tea and coffee interests of Sir Thomas J. Lipton, with the Canada Grocers, Limited, a number of Lipton tea windows are to be seen in Toronto groceries. David Bell, 702 Yonge street; W. N. Armitage, Carlton and Church; and A. V. Bradley, Spadina avenue, are among those who have dressed their windows with Lipton teas. The background in each case is formed by a couple of huge Union Jacks, and the

tea, in the square tin Lipton packages, is arranged in pyramids, interspersed with various pictures advertising these teas. The windows are very effective.

**AGENTS WANTED.**

It will be noticed by an advertisement on page 40 that agents are wanted in Canada for Perth Whiskey De Luxe. The firm manufacturing that whiskey has been established over a century in Scotland.

**HINTS TO BUYERS.**

The attention of the trade is called to the ad. of Jas. Rutherford & Co., Montreal, in this week's "Grocer." Special values in Ceylon and Indian greens as well as Japan fannings and siftings are offered.

Buyers of green Rio coffee should communicate with H. P. Eckardt & Co.

A carload of Aylmer boneless chicken, turkey, duck and chicken soup is at hand this week with L. Chaput, Fils & Cie, Montreal. Prices are exceptionally attractive and in view of the scarcity of these goods this year intending buyers should communicate with this firm.

H. P. Eckardt & Co. are offering exceptional value in a roasted coffee at a low price.

L. Chaput, Fils & Cie., Montreal, who are distributors for Greenbank's lye and chloride of lime, report demand for these goods rapidly increasing. They are now booking orders for Spring, and will be pleased to give the trade full particulars.

Heinz tomato soup is delicious and is also a good seller.

Attention is directed to the offerings of Roquefort cheese, made this week by L. Chaput, Fils & Cie., Montreal. See advertisement in another part of this issue.

**THEIR FIRST ANNUAL MEETING.**

The first annual general meeting of Canada Brokerage Co. was held on Tuesday afternoon, the 26th inst., at the offices of Jones, Lennard & Gibson, the solicitors of the company. After paying a dividend at the rate of 7 per cent. per annum, a surplus was left to the credit of profit and loss. The shareholders present expressed themselves as highly pleased with the results of the last six months, and feel that the success of the company is assured.

The old directors were unanimously re-elected, viz., Mr. F. W. Hudson, Mr. W. F. Morley and Mr. H. T. Wil-

son, and at a subsequent meeting of the board, Mr. F. W. Hudson was re-elected president, Mr. W. F. Morley, vice-president, and Mr. H. T. Wilson secretary-treasurer.

**PERSONAL MENTION.**

A visitor to Montreal last week was Mr. J. Scott, Winnipeg agent for Comfort soap.

Mr. J. H. Magor, of Frank Magor & Co., Montreal, is paying a visit to New York, combining, as is his nature, business with pleasure. The holiday is a well-earned one as his firm have been more than usually busy during the Fall and early Winter.

Mr. Small of the Canada Maple Exchange and Small's Chocolate Cream, Montreal, who has been confined to the house through a severe attack of typhoid fever, is reported as on the way to recovery, and expects to be able to attend to business in a few weeks.

Mr. L. A. Delorme, of Laporte, Martin & Cie., Montreal, has been obliged through illness to lay up for a week or so. Mr. J. Ethier, of the same firm, who has been seriously ill with typhoid fever for some weeks, is on a fair way to recovery, having passed the critical period of his illness.

Mr. O. K. Skroder has joined the travelling staff of Pugsley, Dingman & Co., Toronto. His territory will cover part of Quebec Province formerly looked after by Mr. Fred Perry, who found the increased trade needed an assistant. Mr. Perry retains a large section of Quebec.

**ELECTED OFFICERS.**

The Grocers' Branch of the Retail Merchants' Association met at their board room Monday night and elected officers for the ensuing year. The new officers were as follows:

- Chairman—G. Y. Good.
- 1st Vice-Chairman—J. H. Walker.
- 2nd Vice-Chairman—M. Moyer.
- Treasurer—J. Bond.
- Secretary—W. H. Miller.
- General Secretary—E. M. Trowern.

**CANNING FACTORY FOR SUSSEX.**

Sussex, N. B., is to have a canning factory. G. W. Hoegg, of Fredericton, has been interviewing the farmers around Sussex in regard to the matter of raising corn and peas in sufficient quantity to warrant the establishment of a canning plant. The result of his interviews seems to be satisfactory, for he has secured premises suitable for his purposes and is making arrangements to move to Sussex.



**MANITOBA MARKETS.**

Winnipeg, January 23, 1904.  
**T**RADE has been very steady all week in the general grocery and produce trade. The weather has been very cold, in fact for the past four days the coldest of the Winter, and this of course always retards business. The drop in temperature was inaugurated with a little blizzard on Tuesday. So far as weather is concerned Manitoba and the West generally can be congratulated on having the finest weather going. It is cold, certainly, but it is clear and bright with no heavy snowstorms or much drifting.

Paper is being met just fairly and collections are very slow, although some of the jobbing houses report them as much better than the first week of the new year.

Evaporated and Dried Fruits—Large shipments of Valencia raisins of fine quality have arrived and prices are somewhat easier. Fine off stalk, \$1.85; selects, \$1.95; layers, \$2; Sultanas, 9 to 10c.; Muscatels, for which the demand is small owing to the high price, 8 1-4 to 8 1-2c. California evaporated fruits market is steady and prices are somewhat higher in some lines. New peaches standards 9 to 9 1-4c.; choice peaches, 9 3-4c.; apricots, new, standards, 12c.; choice, 12 3-4c.; new pitted plums, dark, 11c.; ruby prunes 90 to 100, 5 1-2c. for old, 80 to 100, 6c.; new 70 to 80, 7 1-4c.; silver standard prunes, 7 1-2c.; choice, 10c.

Sugars—Market is steady at the advance quoted last week, viz., granulated, \$4.70; Wallaceburg sugar \$4.60 and 100 pound saks 5c. under.

Rice—Japan, 5 to 5 1-8c., the price having grown rather easier; B and Patna are without change.

Syrups—Edwardsburg syrups have advanced 15c. for the 10 and 20-lb. cases making the present price \$2.45 for 10 and \$2.40 for 20.

Coffees—The market is very firm but No. 5 Rio is not selling over 9 to 9 1-4c. here. The truth is stocks are heavy and although they cannot be replaced to sell at 10 1-2c. the advance is not being taken advantage of.

Canned Vegetables—Canned tomatoes are still quoted at \$2.65 and peas at \$1.90, but corn is scarce and there has been an advance of 20c. per dozen or 40c. per case, making the present price \$2.40. It is a little doubtful if all houses are enforcing this price, but as there are no large stocks here, there seems no reason why there should be any inducement to sell at lower rates.

Green Fruits—The trade is the ordinary everyday Winter trade somewhat curtailed as to country shipments owing to the cold and the uncertainty of heated car service. Prices show no change

**The Best Product  
 makes the Best Business.**

That's why it is more profitable to handle.

**Clark's Sliced Smoked Beef**  
 than any other.  
**IT HAS NO EQUAL.**



**Now is the Time for Mince Meat**

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in 1/4 pails (1/2-do. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-do. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

**The Capstan Manufacturing Company, Toronto, Ont., Can.**

**EPPS'S**

**GRATEFUL.  
 COMFORTING.**

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST  
 NUTRITIOUS.**

**COCOA**

since the opening of the year, being: Oranges, navels, \$3.50 to \$4; fancy California lemons, \$5; fancy Winter apples. Spies, \$4; other varieties, \$3.50; Malaga grapes, \$8; cranberries, \$11 per barrel, and bananas, which now only come by express, \$4 per bunch.

Vegetables—There is little offering in shape of green vegetables, lettuce, celery and parsley comprising the entire round. Sales of potatoes have been light owing to the cold weather. Prices are firm at 60c. per bushel for farmers' loads.

Produce—There is no new feature in this market. Everything is just plodding along in the mid-Winter style.

Cured Meats—The market is very steady and there has been no change in prices. Hams, 13 3-4c.; shoulders, 8 1-2c.; breakfast bellies, 12 3-4c.; backs, 11 3-4c.; spiced rolls, 11 1-4c. for long and 10 3-4c. for short; long clear, 9c.; dry salt, 10 1-2c.

Lard—In tierces, 9 1-2c.; 50-lb. tubs, \$4.70; 20-lb. pails, \$1.95; 10-lb. pails in cases, \$5.95; 5-lb. pails, \$6; 3-lb. pails,

\$6.10; compound lard in 20-lb. pails, \$1.75.

Butter—Receipts of butter have been almost nil during the week and anything in the shape of fancy table butter is worth 22 to 23c. wholesale for round lots. The bulk of the trade at present is done by butchers and grocers who offer high prices for fancy butter and get only about half what they could dispose of. The supply of dairy butter on the market has certainly been smaller than usual this season.

Eggs—Receipts of eggs have almost ceased and the few score dozen of new laid coming in bring 40 to 45c. per dozen. Dealers will pay 22c. Winnipeg for case lots of fresh gathered.

**Notes.**

Mr. Bremner, who was formerly in charge of the Hudson Bay stores at Fort Francis, and who has been in the Winnipeg stores for some three or four months, has left for Kamloops, where, it is understood, he goes to manage the company's stores.



## Window and Interior Displays

Timely Hints  
and Suggestions.

### An Honest Window.

**A** POINT that must be observed in every window display is that the goods shown must be of the same class as the stock carried. An excellent quality must not be displayed in the window and the customer served from an inferior quality. The window is supposed to advertise just what is for sale inside, and the merchant who attempts to manage his business on a different

mer desires it, in removing the article in quality. Nor should the window-dresser be allowed to select all the best for the window, unless it is plainly shown to every inquirer that the goods in the window form the complete stock, and are for sale. A single case of an attempt to unload onto a customer a different quality may mean the loss of a shown in the window in order to prove that what is on the shelves is the same great amount of trade, for corrupt prac-

### This Week's Illustration.

The cut gives a very poor idea of the Christmas window display of R. Barron, grocer, Toronto. The reflection and the width of window space have rendered indistinct many of the prominent features of the arrangement. The window at the left was filled with fancy baskets, large and small, and the other contained candle shades of different colors and shapes. Perhaps the most striking



The Christmas Window of R. Barron, Toronto.

principle will find a readily suspicious public will pass his store. A customer is ever willing to suspect that the goods he buys are inferior to those which benefit from their attractive arrangement in the window, and any proof of the existence of such a state of affairs will be magnified and turn away the trade of any one who discovers it.

It will often be found necessary to compare the two lines of goods, and no reticence should be shown, if a custo-

mer is far more injurious than inefficient business ability. In fact it is wise never to place the complete stock of any line in the window under any circumstances, particularly when the quality is of a high class, as the customer is apt to believe that it is customary to carry particular lines for window display and a lower class for sale. It is not an unheard of thing, and the public knows it.

feature was the strings of Christmas stockings and canes suspended all through the store and extending into the windows. The windows are shallow and open at the back, so that the artistic arrangement of the interior was plainly visible from the street.

A prominent New Brunswick firm have recently placed a large consignment of potatoes on the English market.



## Make Sure of the Roof

BY COVERING IT WITH

# Eastlake

## STEEL SHINGLES

Galvanized or Painted.

They are lightning proof, a point every farmer appreciates—can't possibly leak—will prevent fire, and are wonderfully durable.

Their patent side lock makes them very easy to handle and quicker to lay than any other shingle.

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

## 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.

### Clever Ads One Cent Each.

Have you read Arthur W. Lydiatt's book containing **One Hundred Good Ads** for a grocery store? If not, you have missed something. You will find it a great help in preparing your advertisements. Send one dollar to the publishers for a copy to-day.

The MacLean Publishing Co., Limited,  
TORONTO OFFICE: 10 Front St. East.

### BROCK'S BIRD SEED.



IS  
PERFECTION.  
IT  
PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

### A LARGE DIVIDEND DECLARED.

THE Third Annual General Meeting of the holders of stock in E. W. Gillett Company, Limited, was held in the company's offices, Toronto, Ont., on Thursday, Jan. 21st. Stockholders from Manitoba, Ontario and Quebec were present and were delighted with the very satisfactory statement presented by the management. In the unavoidable absence of the president, Mr. E. W. Gillett, who is now in Southern California for the benefit of his health, Mr. Wm. Dobie, general manager and treasurer of the company, was elected chairman.

The minutes of the last meeting were read by the secretary, Mr. Geo. Hepburn, and adopted. The statement presented for the consideration of the stockholders, showing the result of the company's business for 1903, was an exceptionally good one. After paying two dividends at the rate of 8 per cent., and two at the rate of 10 per cent., and writing off a liberal amount to cover depreciation on machinery, tools, etc., a substantial addition was made to reserve and contingent account. Sales for 1903 showed an increase of over 15 per cent. over those for 1902 and 26 per cent. over 1901.

The attention of holders of stock was called to the unprecedented record which the management of this business has been able to show year after year in the fact of doing an immense business without any loss in bad debts, and in this respect a clean sheet was shown for 1903.

The above shows this business is in a most flourishing condition, and, owing to the efficient manner in which it is managed, future prospects are of the brightest. The meeting, at its close, passed a vote of thanks to the president, Mr. E. W. Gillett; the general manager and treasurer, Mr. Wm. Dobie; the secretary, Mr. Geo. Hepburn, and travellers and office staff for the careful manner in which they had conducted the affairs of the company. Mr. David Hoskins, chartered accountant, was appointed auditor.

Last year's Board of Directors, consisting of Mr. E. W. Gillett, Mr. Wm. Dobie, Mr. John Firstbrook, Mr. H. C. Baker and Mr. M. A. Thomas, was re-elected.

Subsequently a meeting of the Board of Directors was held, at which the following officers for 1904 were elected:

President—Mr. E. W. Gillett.  
General manager and treasurer—Mr. Wm. Dobie.

Assistant general manager—Mr. Geo. H. Macfarlane.

Secretary—Mr. Geo. Hepburn.

### CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

#### SITUATIONS WANTED.

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

#### SITUATIONS VACANT.

A YOUNG MAN, employed in a grocery store seven years, wants permanent situation with good house; could give best references. Apply Box 213, CANADIAN GROCER, Montreal. 5

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

#### COMMISSION AGENTS WANTED.

FOR Ontario, Maritime Provinces and Northwest Territories for standard, well-advertised grocers' specialties; light samples; liberal commission paid. Address Ocean Mills, Montreal. 5

#### FOR SALE.

TWENTY YEARS ESTABLISHED—Central grocery stand, with fixtures and furniture. Exceptional opportunity for right man in our rapidly growing city. W. D. Galbraith, Hamilton. (5)

### To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.  
We advance money if desired. We pay spot cash.  
We pay the freights. We pay full market values.  
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address  
C. S. PAGE, Hyde Park, Vt. U.S.A.

#### IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN; 6 D'Olier St., Dublin. (5)

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
Temple House, Tallis St., Temple Avenue,  
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



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

**NATIONAL LICORICE CO.**



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

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

OFFICE—106 JOHN ST.

106-116 John St., }  
 227-237 Plymouth St., } **Brooklyn, N.Y.**

Illustrated Catalogue on request.

**STEWART'S  
 FINE CHOCOLATES**

**NEW LINES**

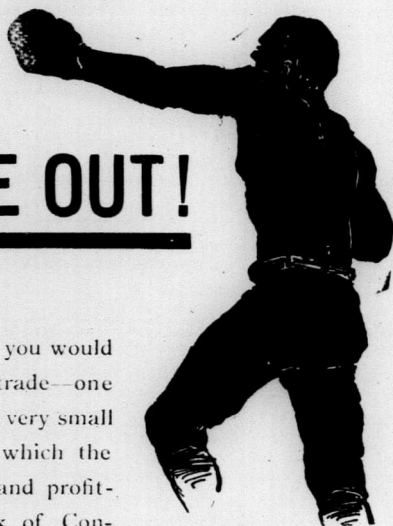
**BUTTER MALLOWS**—very dainty—  
 wrapped.  
**LADY FINGERS**—delicious.  
**JULIETTES**—will prove a big seller.

**Write for Prices.**

Our staff of travellers are out with  
 Easter goods—the finest ever shown in  
 Canada.

**A. J. STEWART, Limited**  
**Makers, TORONTO.**

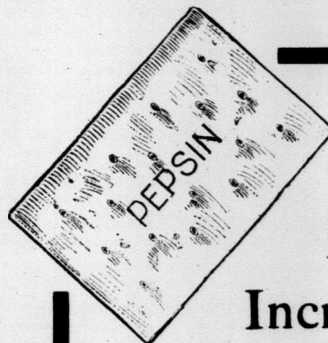
**STRIKE OUT!**



**Grocers,** if you would work up a new trade—one that requires only a very small investment, one in which the turnover is rapid and profitable—add a stock of Confectionery. For Suggestions as to the management of a Confectionery Department, study THE CANADIAN GROCER. For directions as to where to buy, consult the advertising columns of THE CANADIAN GROCER.

One enthusiast says it is

**"The Greatest Paper on Earth."**



**Your  
 Profits will  
 Increase by Cents**

If you sell "Pepsin" Brand Sodas, and an increase in profits of even one-half a cent on each package sold, means a great deal in modern business.

A registered brand—attractive package—and a biscuit just as near perfection as modern methods can produce it, all combine to make "Pepsin" Sodas a quick and permanent seller.

Read these prices—think on it—and then mail your order.

"Not in the Combine." Prices:

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

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

**Imperial Biscuit Co., Limited**  
**Guelph.**



# BISCUITS AND CONFECTIONERY

A DEPARTMENT  
FOR RETAILERS.

## Confectionery for Anniversaries.

**T**HE Americans are large consumers of confectionery, and the confectionery manufacturers use every possible occasion to stimulate buying. At this season St. Valentine's Day gives them a fine opportunity for bringing forward novelties of all sorts, and the quantity of fine candy elaborately boxed, sold for gift purposes is enormous. A little later Washington's Birthday provides another good occasion and boxes and novelties introducing as decorative features hatches and cherries are everywhere shown. St. Patrick's Day follows a little later, and the shamrock, the "dudeen," and the typical Irish hat are introduced in various forms. And so it goes on. Not only in confectionery stores are these anniversary occasions exploited, but also in the large departmental stores the spirit of the times manifests itself in suitable emblems and decorations.

The Canadian manufacturers of confectionery are taking the cue from their American brethren and are educating the retailer to use these special occasions to stimulate their trade in confectionery of appropriate character. The report from the trade shows that the efforts in this direction are receiving their reward.

## Confectionery Notes.

A. J. Stewart, Limited, wholesale confectioners, Toronto, are submitting to the trade their new lines of confectionery—Butter Mallows, Lady Fingers and Juliettes. Their salesmen are out with Easter goods and the way orders are being received speaks volumes for the attractiveness of their line.

## Sugar Trust's Profits.

From statistics compiled in the sugar trade for the calendar year just closed experts are able to arrive at an approximate estimate of the year's earnings of the American Sugar Trust. The company does not publish earnings, but, according to statistics compiled the Havemeyer Sugar Trust sold 3,068,464,000 pounds of sugar during 1903. President Havemeyer gave a basis on which

to work when he said the average price for the year of refined sugar was 4.55 cents a pound. The gross earnings would therefore be \$29,155,408. It is figured that the net earnings are .293 cents a pound. Net profits on the whole output of the Trust would, therefore, be \$8,990,600. After paying preferred dividends, it is estimated that the American Sugar Refining Company earned on its common stock about 13 per cent.

## Concerning Chocolate.

**T**HE introduction of cocoa into England is first mentioned in 1657. The first mention of the manufacture of chocolate in this country was in 1771.

The processes of preparation to-day are these: The ripe pods are cut from the tree by long poles with a knife at the end. They are left on the ground for about 24 hours, and then taken to the "sweating box." This process is somewhat similar to the malting of grain, and on the care with which it is watched depends the flavor of the seeds. Sometimes the sweating is accomplished by covering the seeds with earth in holes in the ground. After this fermentation, the seeds are dried in the sun.

In the manufacturer's hands the seeds are first sorted and cleaned. The manner of sweating and drying naturally makes this very necessary, and it is done effectively by machinery.

Next comes the roasting, another delicate process, since seeds whose fermentation has been successful may here be spoiled by over or under roasting. The action of the heat makes it easy to remove the shells—the cocoa shells of commerce, and these, and the germ of the seed, which has become hard, are separated from the body of the seed.

The remainder of the seed is then ready for grinding. It comes from the mill a thick, pasty liquid. This may be moulded directly for the "bitter" chocolate, or vanilla, or pulverized sugar added for the other varieties. The moulding is accomplished by shaking the paste into the mould.

There are, of course, other and more glaring adulterations of chocolate and cocoa.

## U. S. Candy Trust Busted.

**T**HE decision to dissolve what is known as the "candy" trust saved its president and 12 of its officials from being harshly dealt with in the Court of Special Sessions in New York, according to the New England Grocer. Ending a trial which has lasted for several months, they went into court, pleaded guilty to the charge of conspiring to maintain a monopoly, and left with a sentence hanging over their heads. This is the first time that what amounts to a conviction on such a charge has been obtained. The trust fought every step, but the officials felt the decision would be against them, and it was with the understanding that sentence would be suspended that they admitted their guilt. The New York Confectioners' Jobbers' Association is the name by which the trust was known. Comprising the principal wholesalers, it had a national organization, with headquarters in Newark, N.J. In June last, Moses Goldenberg, a member of the association, was expelled after his refusal to pay a fine imposed for a violation of its rules, took steps which resulted in the arrest of the officials, on a charge of conspiracy. Any renewal of the combination means the sentence of the officials.

## Men.

Men are like chunks of dough  
Which women pat,  
With many sighs  
This way and that  
And shape to suit themselves and throw  
Around upon life's mixing board. We  
rise  
Or fall.  
And oft are only half-baked, after all.  
—Chicago Record-Herald.

## APPRECIATES THE GROCER.

J. C. McFarland, Queensville, writes: I have been a weekly reader of "The Grocer" for over 10 years. I find it one of the most useful and inexpensive helps in connection with my business and I feel the loss of it when it does not arrive on time.



**HINTS TO BUYERS.**

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

The Imperial Biscuit Co. are offering a special line of creams at 71-2c. per pound in 30-lb. boxes.

Clemes Bros. direct the attention of the trade to their "Clown Brand" of California oranges. These are extra fancy stock and can be supplied in any quantity including car loads. These oranges are graded according to size. A printer's error in their advertisement last week described these oranges as "Crown" instead of "Clown."

McWilliam & Everist are offering special prices in oranges this week.

White & Co. received a carload of Syda & Cousins' finnan haddie this week. This popular brand is much sought after by the trade.

"Banner" oats are again in store with the Eby, Blain Co., Limited.

T. Kinnear and Co. report arrival of a line of fine Ceylon tea to retail at 25c.

White & Co., Toronto, received three cars of Halifax frozen sea herrings this week. Fish averaging 60 lbs. to 100 count.

"Anchor" molasses, in 2 and 3-lb. tins, is a very popular seller with the Eby, Blain Co., Limited.

Lucas, Steel & Bristol report the arrival of a car of Meyer's Horse and Cattle Spice.

T. Kinnear & Co. are offering a special line of Sultana raisins at an exceptionally low figure.

The Eby, Blain Co., Limited, have some very handsome counter cigar cutters which they are giving away with "Chamberlain" and "Lafayette" cigars.

The attention of the trade should have been called to the ad. of the Eagle Baking Powder Co., Montreal, in last week's "Grocer." It will pay to refer back to it. The premium offer is a very profitable one.

**PERSONAL MENTION.**

Mr. W. B. Stewart, representing the Hamilton Cotton Co., was a visitor this week to the Montreal jobbing trade.

Mr. O. Lefebvre, proprietor of Ocean Mills, Montreal, is on a business trip to Three Rivers and points east. Where Mr. Lefebvre goes goes "Chinese starch."

Mr. W. A. Hill, for seven years traveler for E. W. Gillett Co., Toronto, and late of Wm. Strachan & Co., Montreal, has accepted a position with Dalton

Bros., Toronto, to cover the ground between Toronto and Quebec city.

Mr. S. S. Arnold representing R. Heron & Co., Montreal, is at present in Winnipeg. Mr. Arnold, by the way, is making his 20th trip through the Northwest and British Columbia. His specialties are Red Cross Jelly Powder and the lines of coffees and spices put up by his firm.

Mr. Wilson B. Mills, of Toronto, formerly of the American Coffee Co., became the representative of Balfour, Stewart & MacLaren, of Hamilton, and will devote his entire time to the development of this company's coffee trade in Toronto. Mr. Mills is receiving the congratulations of his friends on his new appointment.

Mr. A. G. Snowdon, of Snowdon, Forbes & Co., Montreal, accompanied by Mr. Gregory, Mr. Powers, and Mr. Bremner, is canvassing the trade in Ottawa and vicinity, and meeting with good success with "Bee" brand goods. Their "profit sharing" scheme is evidently meeting with success, judging by the orders they are turning in to the house.

Mr. Geo. H. Macfarlane, who for many years has represented the E. W. Gillett business in Manitoba, Northwest Territories, and British Columbia, has been appointed assistant general manager of E. W. Gillett Company, Limited. Mr. Macfarlane's long experience in the business and knowledge of the requirements of the trade, fit him for this responsible position. His many friends in the West and elsewhere will be pleased to hear of his promotion.

**STARTED CANADIAN BRANCH.**

We notice another foreign firm opening a branch in Canada, the Myers Horse and Cattle Spice Co., who have two large factories in Great Britain and one at Niagara Falls, N.Y. They are opening at Niagara Falls, Ontario. The lines they put up are Myers' Horse and Cattle Spice, Hog Spice, and Poultry Spice. These lines have a high reputation among those who have used them. The goods are put up attractively in cartoons, and the horse and cattle spice also in 30, 35 and 40 lb. bags. They should prove a good line for the retailers as a good profit can be made. Lucas, Steel & Bristol, Hamilton, report they have a car just in and are booking orders.

**GEL-O**

**The New Dessert.**

Jells quicker and firmer than any other jelly powder made. The best in the world. "Always room for the right thing." Send us sample order for small case (4 dozen).

**THE CANADIAN GELATINE CO.**

528-530 Front St. W., TORONTO, CANADA.

**One of Those Small Grocers,**

you know, one whose account is small, and who isn't worried much by old travellers, bought

**Perfection Cream Sodas.**

He lived up-town, and got the "hurry-for-supper" orders.

Will you believe us, those Perfection Sodas got him a mighty nice general trade—from desirable people, too.

Nicest Sodas in town, they said.

He said nothing — just kept on selling Perfection Cream Sodas.

There's a "tip" in this for the down-town grocer.

A Post Card to us will do.

**THE Mooney Biscuit & Candy Company,**

LIMITED,

Stratford, - Canada.



THE CANADIAN GROCER



For Sale Everywhere.

ASK FOR

**MOTT'S.**

**COWAN'S**

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

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

Are the standard goods for purity and excellence.

Manufacturers

**THE COWAN CO., Limited**

**TORONTO**

# Maple Syrup.

We believe we are selling the nicest Maple Syrup  
in Canada.

**THE CANADA BISCUIT CO., LIMITED**

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

**King and Bathurst Streets, TORONTO.**

**All Absolutely Pure.**

- White Swan Baking Powder
- White Swan Flavoring Extracts
- White Swan Prepared Coconut
- White Swan Coffees
- White Swan Cream Tartar
- White Swan Baking Soda
- White Swan Borax
- White Swan Jelly Powders
- White Swan Cake Icings
- White Swan Spices—full line
- White Swan Herbs and Seasonings
- White Swan Flaked Rice
- White Swan Flaked Barley
- White Swan Flaked Peas
- White Swan Flaked Wheat
- White Swan Rolled Oats
- White Swan Whole Wheat Flour
- White Swan Rye Flour
- White Swan Graham Flour
- White Swan Gluten Flour
- White Swan S.R. Buckwheat Flour

**High Grade Throughout.**  
Ask for our list.

The Robert Greig Company, Limited, Toronto.



McWILLIAM  
**Mc. AND E.**  
EVERIST

**Are you acquainted with our Orange Prices this week?**

They're away down — Stock is Fancy—It will pay you to see our list, if in want—You can have it for the asking.

Phone Main 645 - TORONTO

TO BRIGHTEN BUSINESS

---

ORANGES

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

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64--80's.

Write for prices.

TANGERINES

Japanese Stock. [Special to clear this week 6oc. a bundle—2 boxes in a bundle.

LAYER RAISINS

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

---

CLEMES BROS.

Toronto.

## GREEN FRUITS

### Canadian Apples Best.

THE Glasgow Herald of January 5th has an interesting article on the "Fruit Imports in 1903." In reference to apples the following statement is made: "The apple trade was unique, 1903 being a bumper year for this fruit. The total weight was 4,550,000 cwt., valued at £2,850,000. In ten years the imports have been nearly doubled, 1903 even surpassing 1896, which was the most prolific season of recent years. The imports in favor of 1903 against 1896 are 3,000,000 bushels. We got the largest parcels from the United States and Canada. These places send us more than 2,500,000 cwt. annually. Of course the Canadian apples are much superior to those of America."

The offhand way in which this latter statement is made speaks volumes for the quality of the Canadian apples now placed upon the British market. The careful surveillance of the Dominion fruit inspectors has evidently done much to prevent our export apple trade from being ruined by a few unscrupulous dealers, a consummation which seemed probable some three or four years ago.

### Notes From the Fruit Division.

MR. W. A. MACKINNON, chief of the the Fruit Division, attended the annual meeting of the Nova Scotia Growers' Association at Bridgewater, Wednesday and Thursday of this week. He was accompanied by Senior Fruit Inspector A. McNeill, and had a conference with the Nova Scotia and Prince Edward Island Inspectors while at Bridgewater.

Mr. McNeill was one of the speakers at a special Farmers' Institute meeting at Orillia, in which district a good deal of interest is taken in apple growing. Mr. F. L. Dery, Quebec inspector, is also attending a number of institute meetings in that province which have been arranged by the Live Stock Commissioner.

Inspector Maxwell Smith, of British Columbia, gave a valuable address on the "Benefits of Fruit Inspection" at the annual meeting of the B. C. Fruit Growers' Association, held at New Westminster on January 7th and 8th. Along with a number of other representatives

of the fruit growing industry of the province, Mr. Smith attended the annual meeting of the fruit growers of the Northwestern States at Portland, Oregon, January 11th.

### Wants Fruit Exhibition.

Wolfville, N.S., has a movement on foot to secure the King's County Exhibition of fruit and vegetables next Autumn. A committee has been appointed to deal with the matter and the project has been endorsed by the Board of Trade.

### Commends Our Fruit Inspection.

United States Consul Fleming, at Edinburg, writes to Washington as follows: The failure of the fruit crop in Great Britain has caused a great demand upon the United States and Canada for apples. Prices rule high, the importers' quotations to the trade ranging from \$4.85 to \$7.25 per barrel for the best grades and from \$3 to \$4.50 for ordinary grades. It must be said that Canadian exporters are year by year gaining a stronger position in the Scotch market. About half of the apples imported now are from the Dominion. The system of inspection at Canadian ports and at British ports, whereby the quality of the fruit is in a measure guaranteed, has proved useful to the shipper as well as to the buyer.

### The Cranberry Harvest.

A canvass of the cranberry bogs of the town of Carver, Mass., shows that the crops of 1902 and 1903 were substantially the same, the totals for each year being a little over 40,000 barrels. One hundred and forty-four bags were returned with an acreage of 1,329. Considering the great increase in acreage during the last two years the two crops can be considered as only about one-half the normal gathering.

### Nova Scotia Fruit Growers.

The Nova Scotia Fruit Growers' Association will hold its annual meeting in Bridgewater, on January 27 and 28. There will probably be 200 members present and the display of apples promises to be a splendid one.



**Among the Fruit Men.**

HUSBAND BROS. & CO.

**H**USBAND BROS. & COMPANY, wholesale fruit and commission merchants, Toronto, have been successfully established since 1891. When the firm started it was confined to G. & C. Husband and H. M. Mulholland. Three years ago G. Husband died, and C. Husband, owing to ill-health sold out his firm interest to J. W. Sanderson, who, with Mr. Mulholland, are carrying on a fruit and commission business at the present time under the old firm name. Mr. Sanderson had the advantage of eight years' previous experience in the retail trade and has proved an invaluable acquisition to the firm. In conversation with a representative of "The Canadian Grocer" Mr. Sanderson stated that business has improved steadily, having more than doubled itself in the last few years. Eight years ago this increasing patronage compelled the firm to vacate their premises at 71 Colborne street for the more commodious quarters at 82 Colborne street, which they now occupy. They handle foreign and domestic fruits and have a large commission business, of which the department in domestic fruits is the most important. Their commission business extends west to Winnipeg, north to the bounds of civilization in New Ontario and east to Kingston. "The evolution of the fruit trade since we have been actively interested, has been considerable to say the least," remarked Mr. Sanderson. "At the present time the bulk of the imported fruit we are handling is California and Mexican grown. It is cheaper, better quality, and has all but driven Valencia oranges and French and Austrian dried fruit out of the market. Raisins and Malaga grapes still come from the Mediterranean, but the time is not far distant when Southern Californias will have successfully mastered the art of growing even these, so perfectly is their climate adapted for growing all kinds of semi-tropical fruit. Almonds now come from California and are at least equal in quality to the foreign grown nut, the only difference being in the soft shell of the American almond. Since the beginning of the new year Husband Bros. & Co. have received a sample of peanuts from a firm in Japan who are desirous of cultivating a Canadian trade.

**Red Bananas Again.**

Among the novelties of the season are the red bananas which are being rein-

## FISH AND OYSTERS

**FROZEN SEA HERRINGS, BLOATERS, SMELTS, HADDIE,  
and all lines of SALT and PICKLED FISH.**

**OYSTERS** — "Long Island natives are trade winners. You can depend on us every day for them—and at the same price. \$1.60 per Imperial gallon."

The cold weather is creating a heavy demand—and with Lent not far off.  
Let us have your orders.

### WHITE & CO.,

PHONES Main 4106  
4107 Wholesale Fruit and Fish, TORONTO.

**F. KESSELL & CO.** 7&8 Railway Approach, ENGLAND  
London Bridge,

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

**FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL  
PRODUCE For GREAT BRITAIN**

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

1904

**SAME OLD STORY.**

Selling best goods obtainable at lowest possible prices.  
That's how we hold our trade. Quality tells. Try us.

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

### Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**  
27 St. Sacramento Street,  
MONTREAL.  
Tel. Main 778.

roduced to the Canadian trade. They are finer in appearance and superior in quality to the ordinary banana, but not so prolific. For the latter reason the attempt to import them some years ago was unsuccessful.

**The Versatile Banana.**

The cultivation of bananas in Jamaica and the West Indies proves a very profitable business. The leaves are used for packing, a wax found on the under side of the leaves is very valuable, hemp is made from the stems and is used for making mats and handkerchiefs of finest quality. The banana is sometimes ground into flour.

The

## DAWSON Commission Co., Limited

**FRUIT, PRODUCE AND COMMISSION MERCHANTS.**

Cor. Market and Colborne Streets. TORONTO

**TWO SNAPS.**

Fancy Navel Oranges, all sizes, \$3.00 bx.  
Messina Lemons, 300's, 360's, \$2.25 to 2.50 "

Fresh Sea Herring, in barrels and casks.  
**ORDER QUICK.**

## HUSBAND Bros. & Co.

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

## DRIED APPLES

**WE ARE BUYERS  
LARGEST DEALERS IN CANADA**

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



# FLOUR AND CEREAL FOODS

## Oriental Market for Flour.

**S**INCE the Osaka exhibition much attention has been directed to the Orient as a possible market for Canadian and American flour. In view of this a report of U. S. Consul Miller on wheat growing and milling in Manchuria is of very particular interest suggesting as it does that the production of such wheat and flour in Asia is likely to increase fully as rapidly as the demand.

In my previous reports, writes Mr. Miller, I suggested that this country offered a better field for the sale of flouring mill and agricultural machinery than for our flour, and my recent investigations confirm beyond all question my previous views.

The situation here seems to be continually misunderstood, especially by the Pacific coast press, and they refer to the impossibility of Russian competition with our Asiatic flour trade by bringing flour from Odessa, and insist that Russian expansion on the Pacific means an increased demand for our flour in Manchuria. I hope this is true, but a careful examination of every feature of the conditions leads me to believe that within a year our flour trade in Siberia and Manchuria will be at an end, and within three years flour from Siberia and Manchuria will be pressing hard upon our flour trade in other parts of China.

The saving feature of the situation, however, and one that baffles all predictions concerning the Chinese market for flour, is the increased consumption by the natives.

Foreign flour is being used now wherever the Chinese can afford to pay for it, and, as their wages rise to a plane high enough for the common cooly to buy food made from foreign flour, he becomes a permanent consumer. This expansion in the market is bound to go on for a long time to come and may develop at such a rate as to provide a market for this increased northern Asiatic production as well as our own on the Pacific coast.

Wherever a railroad is built or cheap transportation is provided into the interior the first foreign article carried in is flour. Millions of the Chinese are fed at the street restaurants and foreign flour is easily prepared into the various kinds of food suitable to the Chinese appetite. The question of its consumption is merely the problem of the ability to purchase. At each successive trip into the interior I am astonished at the expansion of the flour market.

## CONSUMPTION OF LOW GRADE OF FLOUR

There is one important feature of this report to which I desire especially to call the attention of our flour exporters, and that is the various grades of flour being produced by the Manchurian mills. It is a subject of common observation that the Chinese use in great quantities very cheap things—of a low grade—and this pertains to their food as much as to anything else. They consume a vast amount of very cheap, coarse, and inferior stuff, such as our people would feed to animals or waste. To provide for all these classes the Manchurian mills make these various grades of flour. The merchant buying the flour can not be deceived as regards these grades, and it would be folly to attempt to impose an inferior article as a high-class; but the market will take a vast amount of inferior or low-grade flour at a low price.

Mills here making four grades find that their greatest demand is for third and fourth grade flour.

On account of the large and growing trade of American flour in the Orient I have given this matter much thought and careful study. When this flour begins to reach the sea in quantities it will be met there by largely subsidized steamship lines prepared to carry it to other ports in China at very low rates.

The great advantage, however, lies in the productiveness of the country, the industrious and cheap labor prepared to produce it, and its nearness to market.

## HOW THE PEOPLE LIVE.

The lives of these people are very primitive. The men, women, and children labor in the fields and maintain a cheap, lowly life, living in mud houses and sleeping on mud beds. The entire household furniture and outfit is no greater than could be carried on a single wheelbarrow.

These people are well satisfied to earn from 20 to 30 Mexican cents a day per man, and for women and children much less. Their tools and methods are the simplest and crudest, but they have mental powers sufficient to enable them to learn to handle machinery and better tools with success.

## POSSIBILITIES OF PRODUCTION.

Just what the possibilities are in lowering the cost of production by improved seed and better implements I am not prepared to say; but it will at least increase the production and give the people a much improved standard of living at the present price of grain.

Thousands upon thousands of ponies, mules, and carts have been heretofore engaged in hauling the produce hundreds of miles to market, and now that the railroad can do that work these carts can be engaged in carrying the crops to the railway and extending the fields of production into districts heretofore used for grazing only.

During the Spring, Summer and Autumn these animals are used in planting, cultivating, and harvesting the crops; but in Winter they would be idle were they not employed in freighting on the roads. During the Winter months the roads are frozen hard and smooth and carting is good. Carts can be hired to haul produce at the rate of \$1.50 Mexican (about 60 cents United States) per ton for 16 miles. This very cheap cart transportation is an important factor in extending the area of wheat production to a great distance from the railway line.

This, with the possibilities of cheap railway transportation, cheap labor, and



Perhaps you are loaded up with fad foods? Certainly in their day they brought out an endless number of kinds. Seemed as if their object was to fill your shelves with dead stock.

You'll save money by throwing the most of them into the dustbin, as you are paying rent for the space they occupy.

Supply your customers with Tillson's pan-dried Oats—a food, not a fad. That is what they want and it is what they will have.

# Tillson's Pan-dried Oats



a productive country, seems to combine all the essential elements for strong and effective competition for American flour in the Chinese markets.

#### Mr. Atkinson's Dream.

Edward Atkinson, United States statistician, publishes an article in which he hints at the withdrawal of the bonding privilege to Canada to regain the United States wheat supremacy. He admits that Canada has wheat growing territory sufficient if under cultivation to supply the United Kingdom with sufficient for its consumption, but says that the United States has an immense tract of wheat land not under cultivation which could be utilized by immigrants from Southern Europe. This territory is in Texas, Oklahoma, Indian Territory, Arkansas and Louisiana.

#### Ontario Farmers Holding Wheat.

The most immediate effect of the boom in wheat in Chicago, which has been partly based on the war scare, upon the Ontario farmer has been the usual one of inducing him to hold his wheat for the reason that as long as the Chicago speculators talk dollar wheat the farm-

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

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

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

"Matchless" Feed.

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



er who is not pushed for money feels that he might as well hold his wheat on the chance of higher prices. That is the immediate effect of the boom upon the Ontario grain market, where deliveries from farmers have been light for some time. Of course, the roughness of the weather and consequent impeding of the roads with drifts and deep snow, has been a contributory factor.

**J. J. Hill Indulges in Prophecy.**

JAMES J HILL in an address before several hundred representative farmers of the Northwest attending the Agricultural Society's convention at Minneapolis recently, gave a graphic description of the conditions which will confront the people of the Northwest in a few years if Mr. Chamberlain's protective policy is adopted by England and the fight against the railroad interests of the state are carried on. Mr. Hill believes that the ultimate result of England's policy will force the Northwest to find new markets for its greatest product, that is, wheat. This will mean that the wheat products must be shipped to the Orient, which is already a heavy consumer. If the railroads are not allowed to make low rates, because they have it in their power to do so, Mr. Hill argues that in three years these policies combined will cost the Northwest millions of dollars. He further believes that within ten years Manitoba can be supplying Great Britain with all the wheat she can use, which will in itself necessitate the location of new markets. Mr. Hill told of the investigation of possibilities in the Orient made by the agent of his road, how this business was worked up and how now the largest single orders ever received by Minneapolis millers from any one place come from the Orient. Here are some crisp excerpts from President Hill's address:

There was a time when our popular campaign song was "Uncle Sam is rich enough to give us a farm." To-day he has not any farms to give us that we can cultivate. All of the agricultural land that can be cultivated without irrigation is gone, and the people are selling their homes in the United States and moving into northwestern Canada, west of Winnipeg, where they can buy land at from \$6 to \$10 an acre. More people have gone there than many of our men would like to acknowledge. Mr. Chamberlain took a leaf out of our poli-

tical economy and started out on a political campaign in Great Britain in favor of a preferential tariff, in favor of a tariff under which Great Britain would admit the agricultural products of her colonies free, and the colonies in return would give her free access to their markets and tax everybody else; Great Britain, on the other hand, agreeing to put a tariff or a tax on the imports of every other nation. The agricultural industries of this country are enormous. Last year the figures, as I remember them, furnished by the agricultural department of the general government gave three thousand million dollars as the value of the products of the farms of this country. Great Britain and her colonies buy from us above 70 per cent. of all our exports. Suppose they put a tariff of 12 cents a bushel on our wheat. Remember that the surplus wheat we export fixes the price of the entire crop, that which we sell among ourselves and that which we sell to go abroad. The surplus grain always fixes the market price. If your wheat is taxed 10 cents a bushel on 180,000,000 bushels in your three northwestern states, it would amount to \$18,000,000. That you have got to pay. These conditions are not far from you. Every day you see in the newspapers that Mr. Chamberlain is winning his way. He has made more progress in the first year than he expected to in the first three years when he took it up a year ago, and it is only a question of time when you have got to pay this tax if you send your wheat to Great Britain.

You may say "Oh, well, they have got to buy their bread from us, or their people will starve." I will call your attention to the fact that 20 years ago the Province of Manitoba did not export a bushel of wheat. Of the last crop it exported 35,000,000 bushels. At the rate your American farmers are going into that country, in ten years they will raise all the wheat that Great Britain needs. That you will pay the tax or you will hold your wheat, or you will find a new market. You may then appreciate the value of the Oriental market. Possibly its inception was in the mind of "an Oriental dreamer," but it makes no difference about the dream as long as the dream comes true. When that time comes I want you to bear in mind that an old man called your attention to it before.

**Southern States Grain.**

REVIEWING the increase in grain production in the South in 1903, the Manufacturers' Record says: "The world's attention has been so largely centered upon cotton by reason of the high prices now prevailing, that the advance in grain production in the South has attracted less notice than it would otherwise have received. The yield of corn in the fourteen Southern States last year was 640,000,000 bushels, against 502,000,000 bushels in 1902, a gain of 138,000,000 bushels; in wheat there was an increase from 48,000,000 bushels in 1902 to 68,000,000 bushels in 1903, and in oats a gain from 56,000,000 bushels to 64,000,000 bushels. The total increase in the grain crop of the South was 166,000,000 bushels, the yield for 1903 having been 773,000,000 bushels, against 607,000,000 bushels in 1902. The total value of the corn, wheat, oats, Irish potatoes, rye, and hay crops (the only ones on which the Agricultural Department has yet made its full reports) for 1903 was \$506,887,000, against \$402,700,000 in 1902, an increase in these crops of \$104,000,000.

**Firm Reorganized.**

Mr. Arthur Atkinson, the well-known grain man of Winnipeg, has reorganized under the name of A. Atkinson & Co. The firm is composed of Arthur Atkinson, who will be the manager; his brother, of Deloraine, Mr. W. B. Atkinson, a gentleman of abundant means, and Mr. Thos. Coulter, who is the assistant manager. The firm, in addition to carrying on a general business, controls patents of the Atkinson portable steel grain tanks, and the Atkinson portable grain elevators.

**Cereal Notes.**

The Kingsville Roller Mills have changed hands. R. Wright & Co. are the new proprietors.

The Ogilvie Milling Co. are shipping 20,000 bags of flour to South Africa through the port of St. John.

The farmers of St. Louis and Kouchibouguac, N.B., are organizing a company to build a grist mill at Kouchibouguac. The Government has expressed a willingness to grant the bonus usually allowed in such cases, and the site and water privilege has been donated by Mr. Cliff Atkinson.



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Do not let your customers have cause to conclude that you do not keep the best in any line. The best **Cocoa** is **Van Houten's**.

**CHEAP**—Because a little goes a long way.

**HANDY**—Because it is only necessary to add boiling water.

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WATT, SCOTT & GOODACRE, MONTREAL

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

## “Wee McGregor’s” Breakfast Food

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

*“It's Gran' for the Morn's Mornin'”*

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OTTAWA, ——— CANADA.

## Chinese Starch and

Ocean Baking Powder  
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Ocean Borax  
Ocean Corn Starch

all show you  
50 per cent. profit

WRITE FOR PRICE LIST AND SAMPLES.

TRY THEM—YOU'LL ALWAYS BUY THEM.

OCEAN MILLS

MONTREAL, P.Q.

## DO JUSTICE

to Condensed Milk, don't sell inferior quality. More trade in this line would be done if all qualities were bang up, like



# REINDEER BRAND

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



## Fresh and Cured Fish

### Lobsters by the Hundred Million.

**N**EWFOUNDLAND is the greatest breeding place for lobsters in the whole world, says a St. Johns, Nfld., letter, and of the \$10,000,000 spent each year for the crustacean. Newfoundland receives nearly \$1,000,000. If paid, however, according to the prices given for fresh lobsters, she would receive half the total, but her isolation forbids the profitable export of live lobsters and her whole product is tinned, being shipped in that form and remaining fit for food indefinitely. Fresh lobsters at five cents apiece are common in Newfoundland during the Summer, when the catch is so enormous that the fisherfolk have to sell the specimens at a slaughter price for local consumption. In addition, some three million pounds of lobsters are exported every year.

Allowing that every lobster yields four ounces of "meat," this represents a kill of twelve million of them annually, but fully fifty per cent. must be added to this for meatless, diseased and immature ones which the traps contain, and which are thrown outside the canneries to perish.

If Newfoundland had the facilities for exporting the crustaceans alive or frozen, she would cheapen the price one-half, and instead of paying at the rate of 20 cents a pound for them, as now, epicures would obtain them for about 10 cents and they would become as familiar in the third-class restaurants as the delectable herring in the poor man's home.

The explanation of Newfoundland's phenomenal catch of lobsters is that profiting by the depletion of the crustaceans in the United States and Canada, she took steps some years ago to prevent similar conditions, both by a close time and by the artificial propagation of the species.

The colony now leads the world in this process. From 300,000,000 to 400,000,000 of them are annually hatched and planted in the coastal waters, and the effect this has in maintaining the quantity and quality of the catch is a tribute to the success of the scheme, which ought not to be overlooked by those who cavil at

fish culture. Another proof of the substantial benefit resulting is that whereas the tinned lobsters brought nearly \$8 a case of 48 one-pound cans, five years ago, they now fetch \$14, so great is the demand and inadequate the supply.

There are few more interesting studies in biology than that of the artificial propagation of lobsters. It takes five years to raise one pound of the "meat," because not more than two or three lobsters come to maturity out of ten thousand eggs produced. The adult female lobster breeds every two years, and it takes six for the progeny to attain maturity. The embryo are contained in fibrils beneath the tail, and are carried from nine to eleven months, according to the temperature of the water. The colder it is the greater the retardation of their development.

The females in this state are termed "berried," as the eggs, which are glued to the outside of the body, are like berries in appearance. For purposes of propagation there is a man attached to every cannery especially trained by the Fishery Department, whose business it is to strip the berried lobsters of these life-germs, which would otherwise be thrown into the boilers with the mothers and destroyed by the heat. Indeed, they are now transferred to floating incubators, provided by the Colonial Hatchery at Dildo, and are hatched therein, having precisely the same chance of survival as if hatched in the usual way, and helping to people the waters with millions of young fry, so that the destruction of the species caused by man and the many enemies the crustacean has may be compensated for.

These expedients of floating incubators are necessary on a coast line of four hundred miles, such as Newfoundland possesses, where it would be impossible to collect all the ova and hatch it at a central station, so 30 sub-stations are maintained. But there is a chief hatchery also, where the most approved scientific methods are applied, with amazing results, although the lobster is not primarily adapted to the ordinary methods of artificial reproduction, the chief obstacle being the difficulty of find-

ing suitable food for the young, this being as yet an unsolved problem.

Pisciculturists talk lightly of millions of eggs, and no wonder! A ten-inch lobster will yield 12,000 and an 18-inch about 90,000. The eggs, as stripped from the mother fish, are deposited in glass jars, so arranged that a constant current of pure sea water is forced through and they sink to the bottom, where the incoming stream keeps them constantly agitated, thus assisting the incubation.

In due time the larvae hatch out and the shell of the egg, so to speak, sinks again, but the young fry, relieved of this armor, floats to the top and is carried out through the discharge pipes into other jars, the outlets from which are covered with screens so that the baby lobsters may be retained and fed until they are big enough to be removed to different parts of the coast and released to make out their future existence in the element for which nature intended them.

They are hatched naturally or artificially, during May, June and July, and as they try to swim about they are devoured by all sorts of fishes in great numbers. This "infant mortality" is tremendous, for they are virtually defenceless, and it is calculated that no more than one per cent. of those naturally hatched attain maturity.

The young lobsters at first are only one-third of an inch long and can hardly be recognized, though swimming at the surface then, lacking the specific gravity to keep below. But as they grow to two or three inches they become more like lobsters, and as their shell forms and hardens they acquire the weight to sink to the bottom to their natural habitat among the rocks.

In the United States, if present prognostications continue, there will be no native lobsters to preserve by any means. In Massachusetts the catch per "trap" has declined from 84 in 1892 to 33 in 1902. The lobster fishery on the New England seacoast has declined to such an extent that seven-eighths of the men engaged in it have turned to new lines of work. The problem of remedying this disastrous condition of affairs is exciting the earnest concern of fishery boards of the New England States.

### Fraser River Hatchery.

The proposition of the United States for a joint fish hatchery on the Fraser River is not meeting with much cordiality at Ottawa. A prominent official declares that Canada is able to do all that is necessary for the propagation



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Our bids are good ones.  
Write or wire for prices.

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Established 1885.

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25 ST. PETER STREET,  
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**To Manufacturers' Agents**

THE CANADIAN GROCER has en-  
quiries from time to time from manu-  
facturers and others wanting repre-  
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Firms or individuals open for  
agencies in Canada or abroad may  
have their names and addresses  
placed on a Special list kept for the  
information of enquirers in our vari-  
ous offices throughout Canada and  
in Great Britain without charge.

Address, BUSINESS MANAGER,  
CANADIAN GROCER,  
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**"ACME"**  
**TABLE SALT**

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

TORONTO SALT WORKS, Toronto, Ont.

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**C. Gardiner Johnson & Co.,**

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Importers of...

**Skinner's Queensland Turtle Soup.**

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers  
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Represented in the Orient by Mr. A. R. Tufts,  
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Manufacturers and shippers requiring representation in  
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Our facilities for doing business are second to none.

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IF YOU HAVE ANYTHING TO SELL  
WRITE  
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WHOLESALE  
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WINNIPEG MANITOBA

**EASTERN MANUFACTURERS**

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All **EYES** are  
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Represent some of the leading houses in

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**INCREASE YOUR TRADE. WRITE ME.**

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**TEA.**

AGENTS REQUIRED in Canada and United States  
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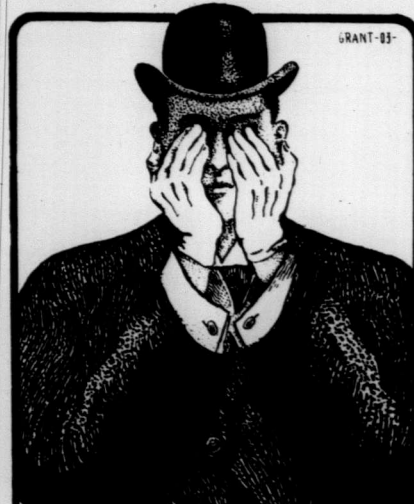
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Gives the Wholesale Grocer over 38 per cent  
profit. Always full strength. Put up in quart  
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strong kind.

**JOHN G. HARVEY,**

Manufacturing Chemist, Todmorden, Ont.



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DEPARTMENT OF ADVERTISING SERVICE

Of course you  
can't see if  
you close your  
eyes,

nor can you hear if you  
plug up your ears.

That THE CANADIAN GROCER is  
a most valuable advertising medium  
for those who seek the trade of the  
grocers and general storekeepers of  
Canada is as plain as day—yet some  
folks can't see it.

Like the man who was looking  
all over the house for his glasses  
when they were on his forehead,  
there be some who are looking for  
more business among grocers yet  
can't see that the easiest and cheap-  
est way to get it is through adver-  
tising in THE GROCER.

And as long as they won't listen  
to nor see the reasonableness of our  
arguments in favor of their adver-  
tising in THE GROCER, just so long  
are they going to be denied the busi-  
ness that GROCER subscribers are  
continually sending to GROCER ad-  
vertisers.

See ?

**The Canadian Grocer**

232 McGill St.,  
MONTREAL.

10 Front St. E.,  
TORONTO.



of fish and care of her fisheries without taking the United States into partnership. If the American canners have suffered during the past season, he says, it is due to the destructive methods adopted by the companies owning canning establishments on Puget Sound, particularly with regard to the substitution of trap nets for the customary boat fishing. The fish, as it were, last season almost intuitively avoided the traps and kept more in Canadian waters, so that while it is true the British Columbia canning returns were not so favorable last year as in previous years, they were relatively much better than the results obtained by the United States canneries.

#### Depleting Northwest Waters.

Complaints have reached Ottawa that fishing companies, many of them controlled by American capital, are cleaning out the rivers and lakes of the Northwest Territories so that the waters adjacent to them, which with care would have furnished them for years with all the fish they desired, have already been depleted long before settlement reached their limits. The Fisheries authorities accordingly have decided to investigate these reports and ascertain the facts. If it is proven that the fishing companies have neglected ordinary precautions to preserve the fish supply the Government will no doubt take steps to see that the departmental regulations are not set at defiance in the future. Some of the waters in the settled parts of the Territories have already been depleted of fish life to such an extent that the companies are operating in remote parts far beyond the outposts of civilization. It is represented to the authorities at Ottawa that whatever is found in the waterways of the Territories should be left for settlers.

#### To Locate at Canso.

Mr. Cowie, the Scotch fishery expert, who was recently brought out to instruct our fishermen in the most approved methods of putting up fish, has decided to locate his experimental station at Canso for herring curing, and has gone to Scotland for steamer, nets and men to carry on the work. He expects to bring enough fishermen, gutters and packers to instruct local fishermen how to catch and cure herring in the approved Scotch fashion. If the experiment proves a success stations will be established at other points on the coast. The Western States and Canadian Northwest now im-

port some 200,000 barrels of herring from Europe, and it is this trade that it is expected to supply from Nova Scotia.

#### To Protect Game Fish.

The Governments of Ontario and the Dominion have come to an understanding in regard to the regulations to be enforced for the protection of fish in Ontario. After the judgment of the Privy Council in 1898 the province adopted certain regulations which, however, were pronounced ultra vires. Since that time the authority of the province on fishery matters has not been well defined and resulted either in the overlapping of legal enactments or inaction on the part of both Governments with the result that the fisheries, especially as concerns black bass, maskinonge, trout and other varieties valued for food and for purposes of sport, have suffered severely.

#### Fish Notes.

The Sea Coast Canning Co., an American concern, are thinking of establishing a sardine industry at Le Lang, Charlotte Co., N.B.

The fisheries of Great Slave Lake are valuable, the most abundant being whitefish, lake trout and pike. The trout grow to a large size and often reach a weight of 50 pounds.

United States Secretary of State Hay will ask the Canadian Government to join in a conference looking to the establishment of an international fish hatchery on the Fraser River in British Columbia for the propagation of salmon.

#### THE POTATO SHORTAGE.

THE uncertainty of the potato market in Ontario at the present time may be partially accounted for by the prolonged season of cold weather, which has seriously interfered with shipments of potatoes from the Maritime Provinces—usually a regular feature of the Ontario market. Not only is the supply from this source unequal to the demand owing to the reason just mentioned, but the difficulties of transportation over great distances in extreme weather are such that carlots of potatoes shipped in prime condition are more than likely to arrive at their destination in damaged condition. The result which concerns Ontario buyers is that New Brunswick shippers are chary of shipping stock even in small quantities at such a season.

It may interest the trade and the general public to know that the supply of New Brunswick potatoes, which in

ordinary seasons is practically unlimited, is finding a new market in Cuba and the West Indies. One dealer down east recently shipped 3,000 barrels to the West Indies, and even larger shipments are becoming more and more frequent from Halifax direct. Shippers who are interested say the prospects for developing a large West Indian trade are very bright, and that there is practically an unlimited market with little or no opposition.

It is a curious fact that the demand in most of the West Indies is for white stock exclusively, while Cuba wants red stock. Nothing but local prejudice accounts also for a similar peculiarity of the Ontario market, which wants only white stock, and of the Quebec market, where red stock has the preference.

Now that New Brunswickers have begun to cater for a new market they are not using from their warehouse stock to supply local and Ontario demands. As a matter of fact warehouse after warehouse, having 30,000 bags capacity and upwards, are filled to overflowing with potatoes awaiting the opening of the season's trade with the West Indies. Local and Ontario men at best get what comes to these shippers in job lots, and when the weather forbids, Ontario receives no shipments at all, or, at best, intermittent ones, and at the same time runs the risk of getting damaged stock.

#### QUESTION IS UNANSWERED.

A certain Montreal grocer has for some days been hunting for the owner of a voice that claimed his attention at the telephone one busy morning. When he finds the man the meeting will furnish material for an interesting item, and the following dialogue explains why:

The Voice—Hello, there, is that you, Charles?

Grocer—Yes.

The Voice—Well, how are you?

Grocer—First rate.

The Voice—You're looking well.

Grocer—I'm feeling better than I look.

The Voice—That's good; glad to hear it. Have you got any salt fish?

Grocer—Yes.

The Voice—Is it fresh?

Grocer—Yes, came in this morning.

The Voice—Cod or pollock?

Grocer—Got both. Which do you want?

The Voice—Well, I don't know; is the pollock good and dry?

Grocer—Yes.

The Voice—Well, why don't you give it a drink, then?

At this point the grocer brought the colloquy to a sudden termination with a remark that would be out of place in polite society and therefore unfit for publication.



THESE  
ARE THE  
VARIETIES

15  
OF THEM.

Packed 1 doz. very  
attractive glass jars  
in a case.

Goodwillie's  
Fruits.

Strawberry  
Red Raspberry  
" " (Preserved)  
" Currants  
Black "  
Red Cherries  
White "  
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Green Gages  
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Lombard Plums  
Blue Plums  
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" Preserved  
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ROSE & LAFLAMME, Agents,  
MONTREAL.

BATGER'S

"NELSON'S SEA DOGS"

ATE "SALT HORSE and HARD TACK."

ONLY  
THE WELL-TO-DO HAD

BATGER'S MARMALADES.

NOW-A-DAYS  
EVERYBODY CAN HAVE THESE  
DELICIOUS TABLE REQUISITES.

BATGER'S—

THE MARMALADES  
OF QUALITY AND REFINEMENT.

HOW IS YOUR STOCK?

Agents:  
ROSE & LAFLAMME,  
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**"KKOVAH"**  
SUPERIOR TO ALL  
**Jellies**  
REGD  
FLAVORED WITH RIPE FRUIT JUICES ONLY.

**"KKOVAH"**  
Jellies (all flavors)

**"KKOVAH"**  
Custard Powders

**"KKOVAH"**  
Blanc Mange Powders  
Etc, Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING CO.  
MONTREAL. LIMITED



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### The Smokers' Corner.

**A** CONSIDERABLE number of the grocery trade found it was a profitable thing to give some extra attention to their tobacco department for the holiday season. Jobbing houses report as a consequence a very active demand for pipes, cigars, and other smokers' supplies.

Now that the holiday season is over there is a tendency to pay less attention to this department. This is a mistake. The customer who bought a few good cigars or found an attractive line of pipes to choose from around the lag end of December is predisposed to drop in again from time to time to replenish his cigar case. You have made a certain number of friends among the almost universal class of smokers. That is part of your capital. You cannot afford to allow this good will to be dissipated by indifference.

Keep your cigar and tobacco department up to the mark.

The size of your stock will depend altogether upon your situation and the trade you are in a position to secure. But, however small, if kept neatly in an attractive little show case, where the goods may be well displayed without becoming dried up, you will continue to attract lovers of the fragrant weed, and you will find a very acceptable revenue from a department which involves the investment of but a small amount of capital, which takes up little room, and which requires practically no extra help.

Do not allow your stock to become depleted or your department to become neglected in appearance. A little attention will prove gratifyingly profitable.

### The W. H. Steele Co.

**T**HAT The W. H. Steele Co., importers and wholesale tobacconists, Toronto, are feeling the effects of the good times prevailing throughout Canada at the present time, was quite evident to a representative of "The Canadian Grocer," who recently had the pleasure of being shown through the firm's spacious warehouse and offices at 40 Scott street, by the president, Mr. Steele.

The W. H. Steele Co. started in 1895 at 54 Yonge street, Toronto. In two

years and a half they had outgrown these modest quarters and were compelled to move to 116 Bay street. Two years ago the increasing demands of business necessitated another move to the present building at 40 Scott street, which is said to be one of the largest wholesale tobacco warehouses in Canada.

They carry in stock a very large and complete assortment of imported and domestic cigars, tobaccos, cigarettes, snuffs, canes and pipes of all descriptions, including meerschaums, English and French briars. Their pipe and cigar trade constitutes the bulk of the firm's business, which extends to every article coming under the head of smokers' accessories. The following statistics are interesting in so far as they give one an idea of the magnitude of the Steele company's business. They handle no less than 285 brands and sizes of cigars, 30 brands of cigarettes, 30 brands of package tobaccos, 51 brands of tobaccos in tins, and 15 brands of plug tobaccos. The recent development of the cigar trade has been enormous, and The W. H. Steele Co. claim that their share has increased easily 300 per cent., in which their own registered brands "Special S. & H." and "W. H. S. &

Co." take a large place. The growth of the pipe trade during the last few years has been equally phenomenal.

When questioned as to the present requirements of the trade, Mr. Steele said the greatest call was for bent pipes and high-class briars. Both in cigars and pipes the trade is inclining to a better class of goods. In cigars straight imported goods were giving way to clear Havanas.

Perhaps the most interesting thing in connection with The W. H. Steele Co.'s

## 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.



**We make you**

**WE WILL SEND**

CARRIAGE PREPAID, ON TRIAL.

**One Thousand Cigars**

100—Pharaohs, 10 centers  
 100—Pebbles, 5 centers  
 800—Assorted 5 and 10 centers

1,000

or we shall assort the thousand in any other way you propose. We shall at the end of three months take back all unsold cigars and return you what you paid for them. This is our fair and square proposa!. Our word is good, so are the cigars we make.

**J. BRUCE PAYNE, LIMITED. Mfrs.**  
**GRANBY, QUE.**

**a  
 fair**

**and  
 square**

**proposal.**



**T.&B. 10-cent size?**

I Smoke nothing else. Have known it for years. Happy? I should say so.

The Grocers of Canada who sell T. & B. (10-cent. size) know all about it. It is the odd man here and there who doesn't sell T. & B. that we need to educate.

**GEO. E. TUCKETT & SON CO., Limited**  
 HAMILTON, CANADA.



## DO IT.

Send us a request for early advice of the Pipe Bargains we shall have ready to offer in a few days when the clean-up after stock-taking follows. The best things if there are any best go to the first applicants.

**W. B. Reid & Co.**

Wholesale Tobacconists  
58 YONGE ST., TORONTO

All sensible grocers sell

## QUEEN'S NAVY

CHEWING TOBACCO.

Satisfaction to your customer and profit for the grocer.

The Erie Tobacco Company  
WINDSOR, ONTARIO.

HORROCKS'

# RONTO

5c. CIGAR

Positively the best for the money. Don't argue. Try it. Manufactured by

**T. J. Horrocks,**  
Wholesale Tobacconist  
Wellington St. East, TORONTO

# The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

## Stop a

and think. If Mc-Smoking and Chew-equal to any others sold sales of them continue doing? Contemplate of no better argument urging it to push Mc-



## Moment

Alpin's Tobaccos, both ing, were not, at least, in Canada, would the to grow as they are our growth. We know to the grocery trade in Alpin's Tobaccos.

**McAlpin Consumers Tobacco Co., Limited**

SMOKING

LONKA,  
SOLID COMFORT,  
PINCHIN S  
HAND-MADE.

**TORONTO.**

CHEWING

BRITISH NAVY,  
KING'S NAVY,  
BEAVER,  
APRICOT.

business country of the f and inc holders.

To M

dian e include from I exhibit this is tors to Canada this co raise v kind si The ag sure C tobacc is a s tage o Louis raw l along will l quite grant States

Writ people strang much should cutor in the garde ful ar spirit ted t "for to be Yank not p taver tobac house not s it w miles town be p at al

"A says stori presi cigal expe are the



business is the fact that all city and country travellers and representatives of the firm, of which there is a large and increasing number, are also shareholders.

#### To Exhibit Canadian Tobacco.

**M**R. W. K. COWAN, M.P. for South Essex, was in Ottawa, where he succeeded in inducing the Canadian exhibition officials to consent to include a display of Canadian tobacco from Essex and Kent counties in the exhibit at St. Louis. The object of this is to further demonstrate to visitors to the exhibition the resources of Canada, and what we can produce in this country. Essex and Kent counties raise what is called the Burley leaf, a kind similar to that grown in Kentucky. The agents of foreign manufacturers assure Canadians who do not live in the tobacco belt that the Canadian tobacco is a second grade article. The advantage of having a tobacco exhibit of St. Louis is that Canadian visitors will see raw leaf tobacco from this country along side tobacco from Kentucky, and will be convinced that the former is quite equal to 90 per cent. of the fragrant weed which is sold in the United States.

#### When Tobacco Was Tabooed.

Writing in "Cigarette Papers" in The people, Joseph Hutton says it is strange that America, which owes so much to the cultivation of tobacco, should have been the most severe persecutor of the smoker. The magistrates in the early days of New England regarded the use of tobacco as more sinful and degrading than drinking ardent spirits to excess. It was only permitted to be planted in small quantities "for mere necessity" as a medicine, and to be taken privately by old men. The Yankee's New England ancestors were not permitted to use it, or buy it in a tavern. No man was allowed to take tobacco publicly, nor even in his own house before strangers. Two men might not smoke together. On a Sabbath day it was forbidden to smoke within two miles of a meeting house. In some townships a medical certificate had to be procured before a man might smoke at all.

#### An Absurd Joke!

"A thing which strikes me as absurd," says a well-known tobacconist, "is the stories told and printed of women who present their husbands with unsmokable cigars and inferior tobacco. In my long experience I have found that the women are better buyers even of tobaccos than the men. When a woman enters my

## TOBACCOS AND CIGARS

store and announces that she wishes to buy hubby a birthday or Christmas present, I save time by handing out the best I've got. Most of the fair sex know just what brand of goods they want before they call, and no amount of eloquence can sell them anything else."

#### Medicinal Use of Tobacco.

A good deal of the world's tobacco crop is neither smoked, snuffed nor chewed. At one time tobacco was largely prescribed in medicine, and even to-day considerable quantities are so made use of. As an external remedy for wounds and bruises and sprains, a wet tobacco poultice is commonly used in all countries where tobacco is grown. On sore throats and erysipelas, sciatica and swellings of various kinds, tobacco, externally applied, has a wonderfully good effect. Moist tobacco is one of the best cures imaginable for the bite of a poisonous insect. Being so good as it is, tobacco is sometimes applied by soldiers to raw wounds. It is said that no case of lockjaw or mortification has ever occurred where this precaution has been taken.

#### London's Women Smokers.

**T**HOUGH in the streets one does not see much evidence of the fact, there is no doubt that the working women of London are beginning to smoke. Whether or not it is the result of example set by the aristocracy, is a question. But it is a fact that the smoking-room is at the present time a feature of all the ladies' clubs, and so far now from its being a secret sanctum into which the merely introduced guest could not be taken, one finds that ladies who have acted as hostesses to little parties of friends, which may include men, take their visitors to the smoking-room after lunch or dinner, and there offer them their own cigarettes. And they are fastidious as to the brands of cigarettes that they buy, too. There are shops not far from Bond street which specially cater to their lady customers, who pay very high prices for their finely flavored, delicate and fragrant Turkish or Egyptian tobaccos.

#### He Made a Sale.

**A** CIGAR salesman of Minneapolis was recently on a flying trip to Hudson, just over the Minnesota line in the neighboring state of Wisconsin, says The Cigar and Tobacco Journal, and naturally found it convenient to put up at the town's leading hostelry. Upon paying his bill, he incidentally remarked to the landlord that he sold cigars, and suggested that he had a brand which he would like to place on sale in the hotel

The  
Canadian Grocer.

## Annual Clearing Sale JANUARY and FEBRUARY Cigars AND Pipes

We are clearing out odd lines  
regardless of cost.

### W. H. STEELE CO., LIMITED

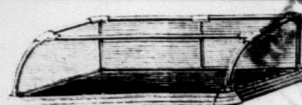
Wholesale Tobacconists,  
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

### McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.



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.

cigar stand. The landlord thereupon took the salesman to a small vault, where he showed him a stock of several hundred cigars of various brands. "There," he said, "is my stock. Each brand represents a blamed good fellow who stops with me. Not all of the patrons of the house who sell cigars get on the list by a jug full. But you appear to be the right sort, and you may send me a thousand. You couldn't sell me 50 more than a thousand if you talked all day. And you couldn't give me 50 if I didn't like you. If the cigars are all right, I'll buy more. If they aren't all right, you'll never sell me another lot."

And in recounting the story, the salesman remarked: "There's a fellow you can tie to."

#### Tobacco Notes.

Canadian tobacco has made its appearance in Melbourne, Australia.

B. G. Westcott has taken out a license to manufacture cigars out of home-grown tobacco at Leamington.



# DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C. Kirkwood,

TORONTO.

NOTE.—Hereinafter 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.

## Some Examples of Grocery Advertising.

REPRODUCE this week three advertisements taken from a single issue of an Ontario weekly newspaper, which illustrate three distinct styles of advertising, and a consideration of them will prove profitable.

The first advertisement, that marked No. 1, opens out with "First-Class

### FIRST-CLASS GROCERIES

at moderate prices is what you want.

We stock everything in the Grocery line and make a specialty of delivering. We give Discount Coupons with cash purchases, entitling you to our beautiful semi-porcelain Dinnerware.

"City Grocery."

I. BRUBACHER.

Example 1.

Groceries," boldly displayed and well set. It is by no means an original beginning, yet, to emphasize the fact that one sells first-class groceries is good advertising. Mr. Brubacher does not follow up this claim to sell first-class groceries by any illustrations, and without specific statements no general statement can count for much. "We stock everything in the grocery line" is not good. It is an idle assertion,—not an untrue one necessarily, but idle because it interests no one. In advertising, which is business talk, learn to cut out every useless word. It weakens an advertisement to cumber it with vague generalities. People want facts and figures which they can weigh and measure. "We make a specialty of delivering" may be a point worth insisting upon. Not knowing local conditions and customs in this regard, I am unable to say anything about this announcement.

In this advertisement mention is made of giving "Discount Coupons" with cash purchases. I sincerely hope that "discount coupons" is not a fancy name for trading stamps. Trading stamps are good for only one man, namely, the man

who sells them to the grocer. They are very bad for the grocer, because very costly. They bring him nothing worth having, and make for him both trouble and anxiety. I fear they make him a very profane man before he has had many months experience with them. As for the public, they are disappointing. The glitter of cheap premiums and the realization that the rewards given for gathering these stamps are paid for full price and more, soon work their own cure. In Mr. Brubacher's case the reward is dinnerware, whether single pieces or a complete service is not clear. Just here, I want to say to grocers that they will do well to steer clear of premiums of all sorts as trade inducers. Experience is a good teacher, and experience disapproves almost un-animously of premium schemes of all sorts. I write these words of counsel for the benefit of the new men in the

### The "White Grocery," Elmira. RUPPEL & CO.

Example 2.

grocery business who may be called upon to face temptation, and who may not know the history of others. Mr. Brubacher's advertisement is to a certain extent characterized by animation, and is, on that account, worthy of praise. It lacks, however, in meatiness, in reality, in convincing quality. Mr. Brubacher can write a very much better advertisement, I am sure, and I hope some day to see his better work.

Example No. 2 is, I am glad to say, unusual. Occasionally one sees advertising of this sort, but it cannot by any test be called good advertising. It is publicity, but not advertising. True, it tells one that Messrs. Ruppel & Co. are grocers and that their store is known as the "White Grocery." I see the sign and the color of the paint, but I don't

know a single thing else. My eyes have been spoken to, but not my intelligence. I am not even invited to deal at the "White Grocery." There is not a solitary reason given me, a non-customer, why I should ever enter the store. Why should Ruppel & Co. pay the publisher of The Elmira Signet \$1 for nothing? Of course the newspaper publisher is not to be blamed. He gave a dollar's worth of space, and has a right to the dollar, but Ruppel & Co. haven't used the space to earn the dollar back. As an example of advertising I think it very poor.

Example No. 3, that of A. Ruggle & Sons, is the best advertisement of the three, and is in itself a very good advertisement. It talks nothing but business. There is not a breath wasted. Every word counts. It is an advertisement that informs, that rings honest, that breathes out business, that tempts the purse. The raisins are declared to be good stock, and so are not likely to disappoint the buyer—a point that is worth considering always. This advertisement is in its wording all that can be desired, and is in marked contrast to the other rather dull, silent examples. I hope that everything that Ruggles & Sons put in the paper is of equal quality judged from an advertising point of view.

The retail grocer can advertise to advantage, but he must ask for business in a pleasing way. How can a grocer, or any merchant for that matter, expect to get new customers if he never invites new trade? People go where they are bidden, when they are welcomed. Give the public both an invitation and a reason for having their trade

### Raisins at Half-Price...

Just received a fine lot of extra selected Valencia Raisins, last season's crop, which we will rush off at 5 lbs. for 25 cen's, or a 28-lb. Box for \$1.25.

Also choice new Sultana Raisins, 3 lbs for 25c.

A. RUGGLE & SONS, The Busy Store, Floradale.

Example 3.

and some trade will surely follow. To gain one new customer is to attract or influence another. Every new customer helps to pay the cost of the advertising, and it won't take many new customers to repay the \$50 or so that may be expended yearly on invitations.

Quota etc. are agents, accurate  
Cook's Size 1, 10, 2, 12, 3, Pound 12-oz. 1 5-lb.  
Dian lb. tin lb. tin lb. tin  
Case 4 doz. 3 doz. 3 doz. 1 doz. 2 doz. 2 doz. 3 doz. 1 doz. 1 doz.



You know all about the quality of

# Keen's Mustard and Keen's Oxford Blue

Ever handle our

## ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

**KEEN, ROBINSON & CO., Limited**  
LONDON, ENGLAND.

### Current Market Quotations for Proprietary Articles

January 28, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

#### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins.....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

#### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
1 doz.....	6-oz.	1 75
2 doz.....	12-oz.	3 50
3 doz.....	12-oz.	3 45
2 doz.....	12-oz.	3 40
3 doz.....	16-oz.	4 45
1 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

#### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



#### JERSEY CREAM BAKING POWDER.

1/2 lb., 4 doz.....	\$0 40
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

#### OCEAN MILLS.

Per doz.	
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1 lb., 3 doz.....	90
Ocean Borax, 1/2-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case.....	78

#### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$ 1 00
" 1 lb.....	1 60
" 6 oz.....	2 25
" 1 lb.....	2 90
" 12 oz.....	4 50
" 1 lb.....	5 75
" 3 lb.....	15 50
" 5 lb.....	25 50

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 1 00
" 1 lb.....	1 50
" 6 oz.....	2 20
" 1 lb.....	2 80
" 12 oz.....	4 25
" 1 lb.....	5 50
" 3 lb.....	15 00
" 5 lb.....	25 00

#### "VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

#### BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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#### EAGLE BAKING POWDER

Per doz.	
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-lb. lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 02 0 10



J. M. DOUGLAS & CO. Laundry Blues.

"Blueol" 10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb.....	12c
"Union" 14-lb. boxes, assorted, 1 & 1/2 lb. pkgs. per lb.....	10

#### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

6a size.....	\$2 40
2a size.....	2 50

#### Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

#### EAGLE BORAX.

Per doz.	
Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c. ".....	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

#### Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " F, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	2 85

#### Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Dutheil.....	13 50
" " Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.....	
French Peas, Delory's.....	\$9 00
Moyen's No. 2.....	10 50
" No. 1.....	12 50
1/2 Fins.....	14 00
Fins.....	15 00
Tres fins.....	16 50
Extra fins.....	18 00
Sur extra fins.....	18 00
French Sardines.....	9 50 10 00
1/2 Rolland.....	10 50
1/2 Delory.....	10 50
1/2 Club Alps.....	2

FRED. MAGEE

Per gross	Per doz.
Smelts in spices, in 1/2-lb. round tins.....	\$1 00
" mustard, in 1/2-lb. oval ".....	\$1 05
" Tomato, in 1/2-lb. ".....	\$1 00

#### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	0 00



We solicit your orders for Spring Trade, for

# Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL

ESTABLISHED 1857.

"Best in the World."

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

### MALT VINEGAR

Delicate in Flavor and Aroma.  
Splendid keeping properties.

### ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

**Chocolates and Cocoas.**

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	per doz.	\$6 75
" 3-lb. tins	"	3 50
" 4-lb. tins	"	2 00
" fancy tins	"	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb.	0 50
Perfection, 4-lb. tins	per doz.	2 40
Cocoa Essence, sweet, 4-lb. tins	per doz.	
Chocolate—	per lb.	
Queen's Dessert, 1/4's and 1/8's		\$0 40
" 6's		0 42
Mexican Vanilla, 1/4's and 1/8's		0 35
Royal Navy Rock, " "		0 30
Diamond, " "		0 25
" 8's		0 28

FRY'S.

Chocolate—	per lb.	
Caracas, 1/4's, 6-lb. boxes		\$0 42
Vanilla, 1/4's		0 42
"Gold Medal," sweet, 1/4's, 6-lb. boxes		0 29
Pure, unsweetened, 1/4's, 6-lb. boxes		0 42
Fry's "Diamond," 1/4's, 14-lb. boxes		0 24
Fry's "Monogram," 1/8's, 14-lb. boxes		0 24

Cocoa—	Per doz.	
Concentrated, 1/4's, 1 doz. in box		2 40
" 1/2's		4 50
" 1/8's		8 25
Homeopathic, 1/4's, 14-lb. boxes		
" 1/2's, 12-lb. boxes		
Epp's Cocoa, case of 14 lb., per lb.		0 35
Smaller quantities		0 37 1/2

JOHN P. MOTT & CO'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb.	\$0 30
Mott's Prepared Cocoa, 1/4's and 1/2's boxes		0 28
Mott's Breakfast Cocoa, 1/4's in boxes		0 40
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 23
Mott's Navy Chocolate, 1/4's in boxes		0 27
Mott's Cocoa Nibbs		0 35
Mott's Cocoa Shells		0 65
Vanilla Sticks, per gross		1 60
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	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/4, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/4-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

**Condensed Milk.**

Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. " 4 65



Borden's Condensed Milk Co.

Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02



"Reindeer" Brand  
Case (4 doz) \$5.60

**Coffee.**

"Bee" brand, 1-lb. tins, cases, 30 tins	9 00
" 2-lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.	
Club House		0 32
Royal Java		0 31
Royal Java and Mocha		0 31
Nectar		0 30
Empress		0 28
Duchess		0 26
Ambrosia		0 25
Fancy Bourbon		0 20
High Grade package goods—		
Gold Medal, 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.

Mecca	Per lb.	\$0 32
Damascus		0 28
Cairo		0 20
Sirdar		0 17
Old Dutch Rio		0 12 1/2

E. D. MARCEAU, Montreal.

"Old Crow" Java	Per lb.	\$0 22 1/2
" Mocha		0 22 1/2
"Condor" Java		0 27 1/2
" Mocha		0 27 1/2
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 11

WILLISON'S TURKEY COFFEE.

1-lb. tins, 48-lb. cases	Per lb.	30
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S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	Per lb.	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.

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
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

**Cleaner.**

BRUNSWICK'S EASYBRIGHT	Per doz.	
4-oz. cans	\$ 0.90	
6-oz. "	1.35	
10-oz. "	1.85	
Quart "	3.75	
Gallon "	10.00	

Wholesale Agents  
The Davidson & Hay, Limited, Toronto.

# RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.







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.

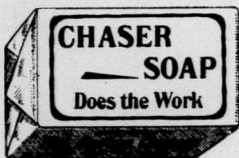
St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

### Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	\$10 20
black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



### CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10
5 per cent. 10 days or 60 days acceptance.	

### Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor.	\$ 06
No. 1 " 3-lb. "	06
Canada laundry	05
Silver gloss, 6-lb. draw-lid boxes.	07
Silver gloss, 1-lb. tin canisters.	07
Edward's silver gloss, 1-lb. pkg.	07
Kegs silver gloss, large crystal.	06
Benson's satin, 1-lb. cartons	07
No. 1 white, bbls. and kegs.	05
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	06
Canada Pure Corn	05
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	010
Edwardsburg No. 1 white or blue, 4-lb. lumps.	08
"Bee" brand, cases, 64 packages.	5 00

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	06
Barrels, 200 lb.	05
Kegs, 100 lb.	05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	07
6-lb. toy trunks, 8 in case	07
6-lb. enameled tin canisters, 8 in case.	07
Kegs, ex. crystals, 100 lb.	06
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	06
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	06

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	06
Durham corn starch, 40 lb.	05

### Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



### OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

### Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



### Syrup.

"CROWN" BRAND PERFECTION SYRUP.	
Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2-lb. tins, 2 doz. in case	1 90
5 " " " "	2 35
10 " " " "	2 25
20 " " " "	2 10
(10 and 20 lb. tins have wire handles.)	



### Teas.

SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's	\$0 20 \$0 25
" 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1/2's	0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	\$0 35
" " 30 1-lb.	0 35
" " 120 1-lb.	0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.	
Blue Label, 1's	\$0 18 1/2 \$0 25
" 1/2-lb.	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Green Label, 1's	0 30 0 40
Brown Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's	0 40 0 60

### "CROWN" BRAND.

Wholesale. Retail.	
Red Label, 1-lb. and 1/2's	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 20 0 25
Japan, 1s	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 40
" " III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA 40 "	0 32
Blue Jay, basket fired Japan, 70 lbs.	0 30

"Condor" IV 80-lb. "	0 43
" " V 80-lb. "	0 30
" " XXXX 80-lb. boxes	0 25
" " XXXX 30-lb. "	0 26
" " XXX 80-lb. "	0 23
" " XX 80-lb. "	0 20
" " XX 30-lb. "	0 21
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	30

Black Teas—"Nectar" in lead packets	
Green Label, " " retails	0 26 at 0 30
Chocolate Label, " " "	0 35 at 0 25
Blue Label, " " "	0 50 at 0 36
Maroon Label, " " "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32
" " Blue, 1-lb.	0 42
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, 1/2's, 1/4's and 1/8's	0 25 at 0 20
Grey Label, 1/2's, 1/4's and 1/8's	0 30 at 0 23
Yellow Label, 1/2's and 1/4's	0 35 at 0 26
Blue Label, 1/2's, 1/4's and 1/8's	0 40 at 0 30
Red Label, 1/2's, 1/4's and 1/8's	0 50 at 0 34
White Label, 1/2's, 1/4's and 1/8's	0 60 at 0 40

### Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17

### LIPTON'S TEA (in packages).

	1 lbs & Scld	
Color of 1/2 lbs. 1/2 lbs. for	Label per per	lb. lb.
Ceylon-India, Ex. ch't A Yellow	45 47 70	
" " B Red	40 42 60	
" " No. 1 C Pink	35 37 50	
" " 2 C Orange	28 40	
" " 3 C L. Blue	22 30	
" " 4 C L. Green	20	

### Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's. and 10's.	\$0 39
" Amber, 8's. and 3's.	0 60
Chewing—Stag, bars, 10oz.	0 43
" " Bobs, 5's. and 11's	0 44
" " 10oz. bars, 6's.	0 44
" " Currency, 12 oz. bars, 12's.	0 47
" " 6's. and 12's.	0 47
" " Old Fox, narrow, 12's.	0 47
" " Snowshoe, 14oz b's, sp'd'd 6's.	0 51
" " Pay Roll, 7's and 6's.	0 52
" " Fair Play, 8's. and 13's.	0 53

### Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals.	\$5 45 \$10 95
casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

### Washing Powder.

FAIRBANK'S GOLD DUST.	
Five cases assorted—	
24 25c. packages	\$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.	
Per doz.	
Washboards, Victor	\$1 35
" " Crown	1 45
" " Improved Globe	1 60
" " Standard Globe	1 70
" " Original Solid Globe	2 00
" " Superior Sid. Bk. Globe	2 15
" " Jubilee	2 10
" " Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0.	10 50
" " 1.	8 50
" " 2.	7 50
" " 3.	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 80

### Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 00



THE CANADIAN GROCER

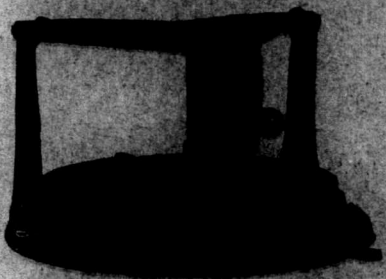
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SODAS

Bicarb  
Sal  
Concentrated Sal  
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.



We have recently taken up the manufacture and sale of the

# Templeton Cheese Knife

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

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Write us for particulars.

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

**COX'S GELATINE** ALWAYS  
TRUST-  
WORTHY

Established 1928.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. WASSON & CO., Montreal.  
ARTHUR F. TIPPETT & CO.,  
Toronto, St. John, N.S., and Montreal.

## THE PEOPLE OF JAMAICA

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

## KINGSTON

## "GLENER"

might bring business. Now write for more.

I. G. STEWART, Halifax.

# BASKETS

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

Oakville Basket Co.  
Oakville, Ont.

## You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a lecture, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 5.00  
200 " " 12.00  
500 " " 22.00  
1,000 " " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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10 Front St. E., Toronto. Telephone Main 201.

## McLAREN'S



Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Busi-  
ness.

The Best Grocers make  
a point of Keeping it  
always in Stock.



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**PERFECTION**  
**SEPARATING**  
**GLASSWARE?**

We are appointing agents in every town, giving them exclusive control for their district of this up-to-date line.

WRITE FOR PARTICULARS.

**GOWANS, KENT & CO.,**

16 Front St., East, TORONTO.



"Perfectly clean from our kitchen to your customer's."

There is something truly delicious in

**Wethey's**  
**Mince Meat**

which you cannot get in any other make. It is that something that your customers want, and that is why they insist on Wethey's.

You had better supply them with Wethey's Mince Meat if you would hold their trade.

"One Try Satisfies."

**J. H. Wethey, Limited**  
 ST. CATHARINES, ONT.

**Crosse & Blackwell, Limited**

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

**SPECIAL WHOLESALE AGENTS**

**LEA & PERRINS' SAUCE**

At Manufacturers' Prices and Discounts

**C. E. COLSON & SON, AGENTS, MONTREAL**

CHAS. F. CLARK, President.

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Executive Offices: Nos. 946 and 948 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that makes the financial position and the controlling circumstances of every business of importance known. Its business may be regarded as a service rendered by the merchants, for the merchant, in procuring, verifying and promulgating information in relation to the creditworthiness of persons, companies and concerns. It is not a mercantile concern, and its business is not conducted in the ordinary manner of a mercantile business. Its business is conducted in the ordinary manner of a mercantile business. Its business is conducted in the ordinary manner of a mercantile business.

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

**JAKES' KNIFE POLISH**  
 'WELLINGTON' KNIFE POLISH

**JOHN JANEY & SONS, LIMITED**

They sell the best quality goods and

at the lowest prices.