

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, MARCH 3, 1905.

NO. 9.

## Robinson's Patent Barley

Sales are increasing all over Canada.

New Buyers are cropping up everywhere.

You cannot afford to be without

**ROBINSON'S**

**PATENT BARLEY**



Raised on it.

**For  
The  
People**

**T**HAT which sells well must take well with the people. Bango, our new, lemon-flavored, sweet biscuit, was designedly made to catch the people, its quality being good and its price low. If you cannot catch our traveler, mail an order.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

## Consider This

You can't fool a customer on a cough cure. If what you sell him does not do the work he knows it, and you hear of it. If it does cure, he knows it, his friends hear of it; and you see the results in the growing demand.

## Mathieu's Syrup of Tar and Cod Liver Oil

The Great Cough Remedy and Tonic combined, is a family necessity.

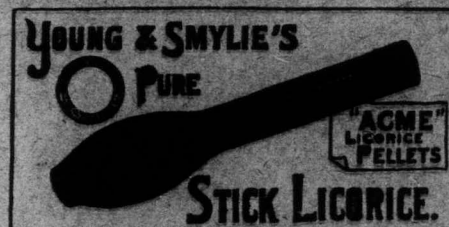
We co-operate with you by good advertising to push its sale.

**J. L. MATHIEU CO., LIMITED**  
PROPRIETORS,                                  SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS will cure the worst headache. There's money in them for you.

Retail Price, 18 Powders for 25 cents

## National Licorice Co.



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.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

# MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

## Best India Cane Sugar

and

Coarse, Medium and Fine Grain

## "Crystal" Brand Granulated Sugar

Made in Wallaceburg by

WALLACEBURG SUGAR CO.,  
LIMITED

# Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly “buy standard goods”; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

## Griffin & Skelley's Dried Fruits

“The pick of the pack,” please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

**“Thistle” Brand** The brand that stands for unequalled purity.  
**Maple Syrup** Real simon-pure Maple Syrup that never varies from one standard. The “Thistle” brand

**Cox's** Standard Gelatine of known worth—known quality—  
**Gelatine** known purity. Never disappoints the most particular housekeeper. Oldest brand and “best,” because tried, tested, trusted. In powdered and shredded form.

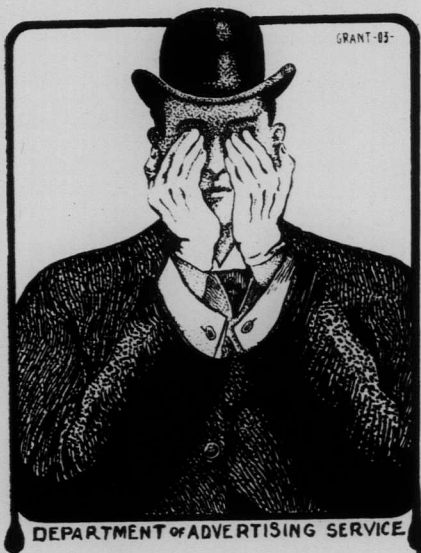
*Sold by leading wholesalers.*

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

8 Place Royale,  
Montreal.

20½ Front St. E.,  
Toronto.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.



DEPARTMENT OF ADVERTISING SERVICE

**None so Blind  
As Those Who  
Won't See.**

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

**The Canadian Grocer**

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

TORONTO.

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

Established 1885

**C. E. KYLE**

WHOLESALE GROCERS' BROKER  
and MANUFACTURERS' AGENT  
27 FRONT ST. E., TORONTO  
Highest references. Commissions solicited.

**W. H. Millman & Sons**

Grocery Brokers

27 Front St. E.,

TORONTO, CANADA.

You are getting low on  
Canadian Tomatoes.

Let us quote you Americans

MONTREAL

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

VANCOUVER.

THE  
GROCERY  
Write or  
Wire  
**CHAS. MILNE**  
BROKER

VANCOUVER, B.C.

BRANDON.

**WE ARE HERE**

To store, to ship, and if you wish, to sell,  
WE CAN DO IT. Consign your cars to us.

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

WINNIPEG.

**Dingle & Stewart**

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

**REGINALD LAWSON**

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

**EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.**

All **EYES** are  
turned on

MANITOBA AND THE WEST.

**WE**

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

CALGARY.

**Start the New Year  
Right**

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

**NICHOLSON, BAIN & JOHNSTON,**

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

**To Manufacturers' Agents**

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

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

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



# CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.  
Montreal: D. H. Rennoldson.

Ottawa: H. M. Bate & Sons, Ltd.  
Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.  
Hamilton: Jas. Turner & Co., Ltd.

Winnipeg: The Kenneth Mackenzie Co  
Victoria: R. P. Rithet & Co., Ltd.  
Vancouver: Kelly, Douglas & Co.

RETURNED  
25 1905  
CAPSTAN BRAND  
MINCE MEAT  
To Order  
out Book 38  
Package Mince Meat  
Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.  
1/4 " 1/2 " " "  
25-lb. Pails. 75-lb. Tubs.  
1/2-Barrels and Barrels.

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

THE AUER GAS LAMP

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

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

AUER LIGHT CO., MONTREAL.

"Sterling" Brand  
Pickles

ARE  
Appetizing Pickles

A pickle or relish that does not pos-  
sess a genuine appetizing flavor can be  
of little service in producing enjoyment  
at any meal.

Long years of careful manufacture  
have given us the knack of making a  
pickle that pleases the most fastidious  
appetite.

—Sterling Brand Pickles and Relishes  
—are sold by all the best grocers from  
—ocean to ocean. The trade who cul-  
—tivate the best custom must have  
—these pickles.

MADE IN CANADA by  
THE T. A. LYTLE CO., LIMITED  
124-128 Richmond St. West,  
TORONTO, CAN.

Two  
Lines  
That  
Lead.

## A Vinegar with Advantages.

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

## Quinine Wine with a Reputation.

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

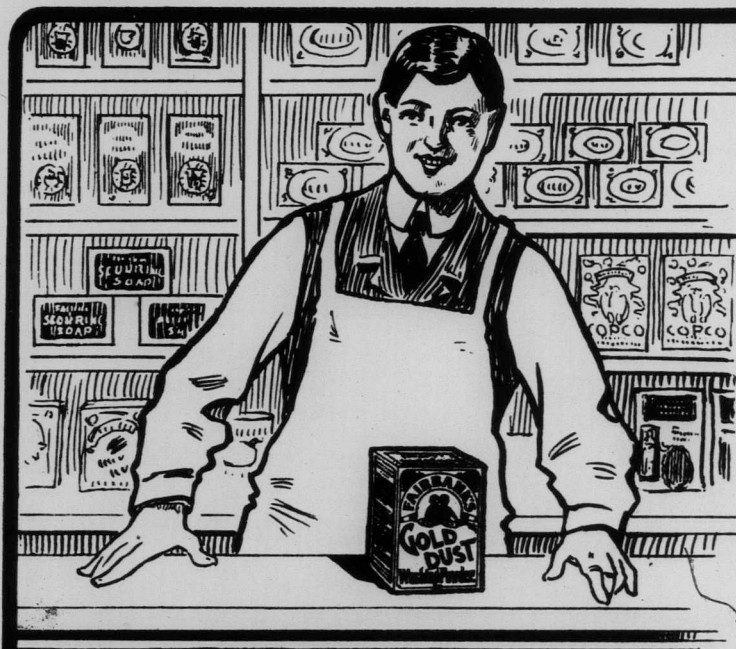
Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap  
London, England.

It is always the same

quality,  
 flavor,  
 fragrance,  
 purity,  
 healthfulness,  
 are the attributes of

# JAPAN TEAS

these attributes make them popular with  
 the trade.



## The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

- Gold Dust Washing Powder**
- Fairy Soap, Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

**THE N. K. FAIRBANK COMPANY**  
 MONTREAL, CANADA

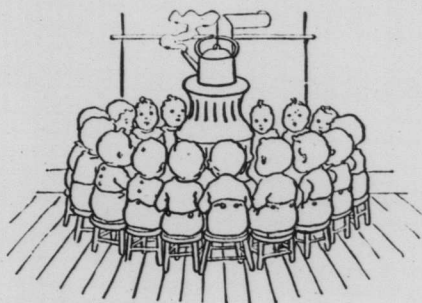
# IT IS SURPRISING

when the most important feature of Condensed Milk is quality, that there are so many inferior makes on the market. Don't risk your milk business by handling poor brands. Get something reliable.

## REINDEER BRAND

Condensed Milk is first in quality and every tin is guaranteed. Highest award at St. Louis Fair, 1904.

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



### ALL ALIKE

Baking Soda is all alike when bought and sold in bulk. It may be cheaper, but the everlasting cry of cheapness isn't the only way to win trade.

This is an age of package goods, and the superior quality of "COW BRAND" Baking Soda makes it well worth your while. You give satisfaction because you get it. Our guarantee goes with every sale.

**JOHN DWIGHT & CO., Manufacturers**  
**MONTREAL**

### TEN CENTS

retail is the price of

## IVORINE COLD WATER STARCH

—the **best** starch from every point of view; — 60% profit, \$2.50 per case of 40 packages. Order from your wholesaler.

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

Port Credit, Ont.

# CEYLON

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## GREEN TEAS

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are for those who prefer green teas. Their superiority over the green teas that have hitherto been held in favor is being established rapidly. Let not the grocer say he must continue to keep the old lines. Just as the black teas of Ceylon have established themselves in his tea trade so will

# CEYLON

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## GREEN TEAS

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March 3, 1905.

THE CANADIAN GROCER

...ESTABLISHED 1849...

# BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

### OFFICES IN CANADA

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

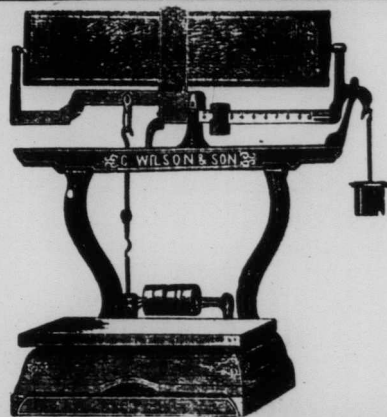
## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.



## Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,  
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.



$\frac{1}{2}$

## ABOUT HALF THE MAPLE SYRUP SOLD

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

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal

## MERIT



THEY  
HAVE  
IT

AND  
AFTER  
ALL

YOU  
GET  
THE  
GREAT-  
EST  
SATIS-  
FACTION  
IN  
SELLING  
GOODS  
WITH  
MERIT.

ROSE & LAFLAMME,  
MONTREAL.

# TEA.

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

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

## They Cost Less Than Nothing

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



## IF A MAN WANTS CREDIT

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

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

# 3 Lines to Sell

## Sutton's Ammonia Essences

(Worcester)

## Sauce

Write for list and particulars to

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

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



1 lb. tins 3 doz. in case

SOLD BY ALL JOBBERS

STRONG DURABLE LIGHT



POROUS AND CHEAP

## Flower Pots.

Our No. 1 and No. 2 assortments of Pots and Saucers at \$5.10 and \$4.15 respectively are specially put up for Grocers and General Stores.

Ready Crated for Rush Orders.

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

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

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

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

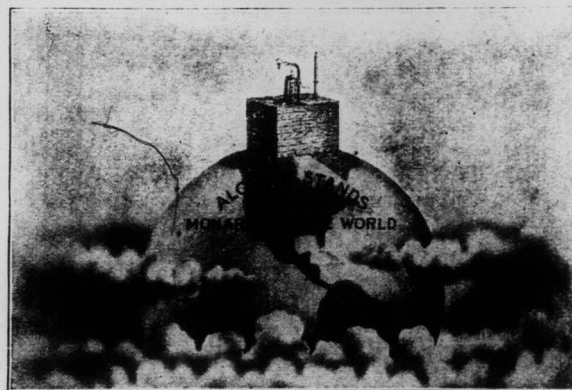
## PICKLES

"Queen Quality" Pickles

Mixed and Chow Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

**Taylor & Pringle Co.**  
LIMITED  
Owen Sound, Ont.



There is a World of Meaning in the simple statement that over

200,000

## Bowser —Self— Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

### Refer You to Any User

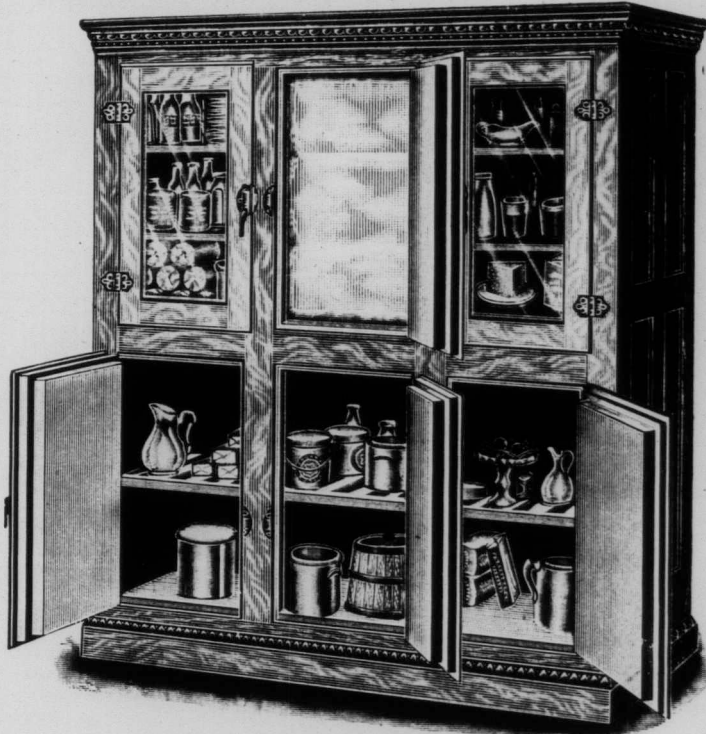
The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make a PROFIT on your oil it will pay you to investigate. A request for Catalog "B" will bring you full particulars free and without further obligation to you.

Write To-day

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

# GROCEER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

**HAM & NOTT CO., LIMITED, Brantford, Ont.**



This illustration shows one side of a store fitted with

## WALKER BINS.

Some grocers have an idea that **Walker Bin Fixtures** cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

**The Walker Pivoted Bin and Store Fixture Co.**

Factory, BRAMPTON.

Head Office, TORONTO.

# Ringling Up Sales on a National IS THE EASIEST WAY TO *SAVE MONEY*



**A** COMPLETE RECORD of the day's business, showing each sale and the total of all sales, is furnished by a National. Payments received on account, charge sales and money paid out are shown separately.

We can prove to any merchant who will write us, mentioning this paper, that a National will save its cost each year, in addition to giving an absolute check on his business.

**National Cash Register Co.**

Dayton

Ohio

# ==QUALITY IN FISH.==

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

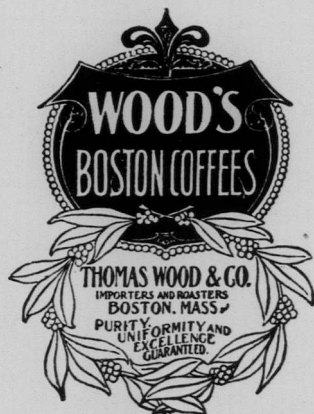
Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.  
 Labrador Herrings, Bbls. and Half Bbls.  
 Fresh Water Herring, in Kegs.  
 Fresh Water Trout, in Kegs. Quintals Codfish.  
 Boned and Skinned Cod, in 100 lb. Cases.  
 Fish and Cod in Boxes, Loose, and Bricks.

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

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

Wholesale Grocers, Tea and Coffee Importers.

### Purity - Progress - Perfection



Pure Quality.  
 Progressive Development.  
 Perfect Results.

Better Coffee can be had to-day than ever before in the history of the berry. The public taste is more highly educated, and the article sold must gratify that taste.

The quarter-century history of WOOD'S COFFEES has been one of continued advance in all the details of selection, combination and treatment.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

## “Enterprise” RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and

Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

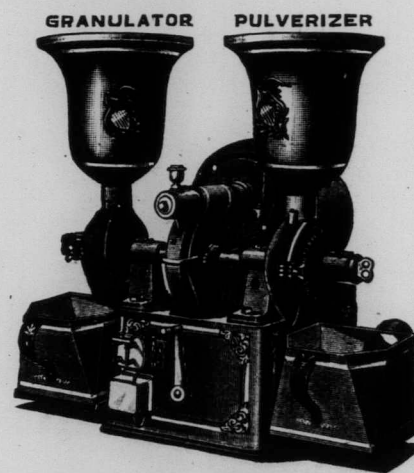
25 to 50 lbs. of Coffee can be ground  
 FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.



No. 08712

Height 31 inches      Width 32 inches  
 Length 25 inches      Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity  
 Granulating, 2 pounds per minute  
 Pulverizing, ½ pound per minute  
 Capacity of Iron Hoppers, 6 lbs. of Coffee  
 Capacity of Nickel-Plated Hoppers, 7½ lbs.

# BUSINESS MEN AT HOCKEY

Toronto Branches of Canada Grocers, Limited, win the Bristol Cup

**T**HE CANADIAN GROCER has pleasure in reproducing in this week's issue photographs of the hockey team of the Toronto branches of the Canada Grocers, Limited, of the Bristol Cup, of which the Toronto team have been the proud possessors since last week, and of Mr. G. E. Bristol of Hamilton, the donor of what is unquestionably one of the handsomest hockey trophies that have yet been given in any Canadian league.

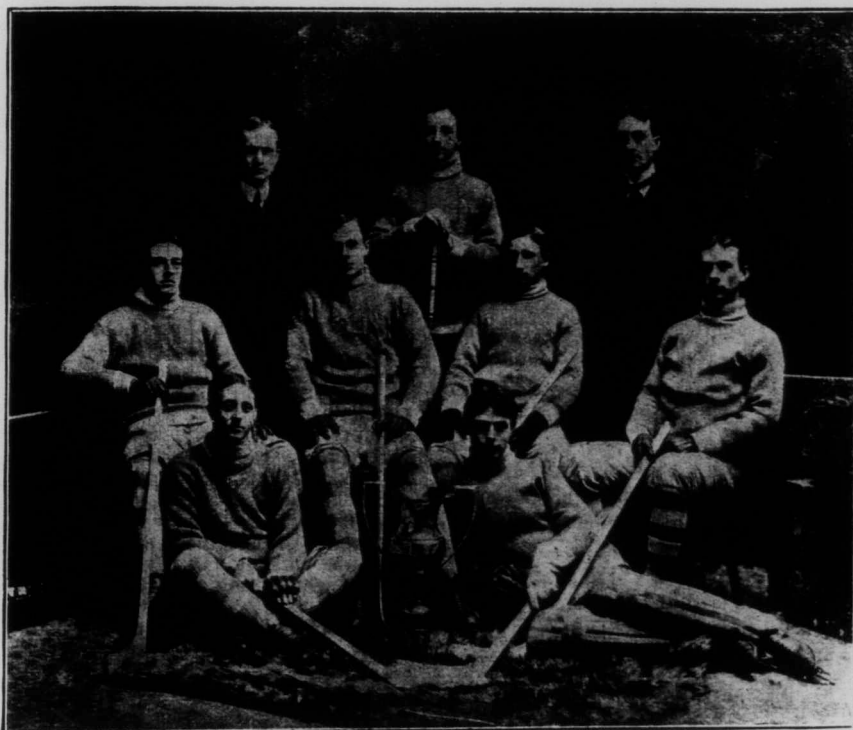
In the Winter of 1903-1904, a series of games was played between the Hamilton

after the game. The second game was played a week later at the Victoria College Rink, Toronto, the score being 6-0, also in favor of Toronto.

The third and last contest took place at the Thistle Rink, Hamilton, last week, again going to Toronto by 3-1, and the cup was, therefore, awarded to the eastern team.

Although the scores on paper would indicate that the Hamilton team was outclassed, such was not the case; every game was hardly fought for, and, individually, there was little choice between the different players. The power

Toronto's, much of the credit for winning the three successive games is due. Quick as a flash, and using his head at all stages of the game, he is generally



Hockey team of Toronto branches Canada Grocers, Limited.

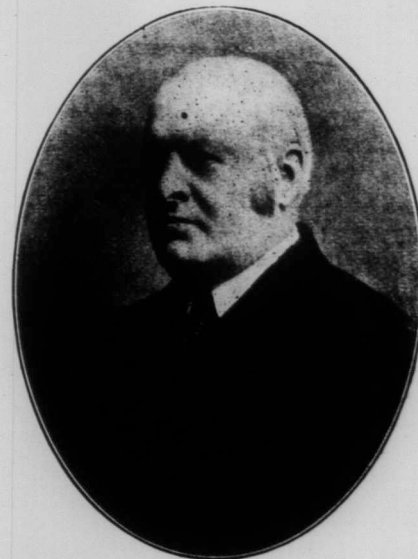
H. Hodgins, manager; A. Smith, right wing; D. Bremner, president;  
C. A. R. Warren, left wing; G. Hortop (capt.), centre; S. Wyllie, point; F. Barnhouse, cover;  
J. Stewart, rover; H. Howard, goal.

and Toronto branches of the Canada Grocers, Limited, and when it was proposed to play another series during the present Winter, the president, Mr. Geo. E. Bristol, very generously donated the handsome trophy shown in the accompanying photograph, for competition between teams representing branches from the different cities where the company is located. Three games were played, the first at Hamilton on Feb. 6, at the Thistle Rink, resulting in favor of the Toronto branches by 6-3, a recherche supper being served at the Royal Hotel

of combination, however, is bound to assert itself, and to this factor alone can be attributed the success of the Toronto team.

Of the winning team, Warren Bros. & Co. are represented by four players, Barnhouse, Stewart, Warren, and Smith; The Davidson & Hay Limited are represented by one, namely, Wyllie; John Sloan & Co., by Howard; the remaining player, Hortop, the energetic captain of the team, being in the head office of the company at 19 Colborne street.

To Stewart, the star player of the



Mr. G. E. Bristol, President Canada Grocers, Limited.

acknowledged to be fast enough for any company. Geo. Hortop, the captain, is to be congratulated on the judgment used in collecting his team, the energy displayed in the practice games, to say nothing of the untiring zeal with which



The Bristol Hockey Trophy.

he coached his confreres in the art of combination play, to which, more than anything else, must be attributed their success.

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

IN **CAKES** WELL KNOWN AND RELIABLE.

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

IN **TINS** GUARANTEED TO THE TRADE

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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

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

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

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

#### CANADA'S GROWING FOREIGN SERVICE.

BY the establishment of commercial agencies in Japan, Mexico and Bristol, England, what may conveniently be termed Canada's foreign service has, during 1904, been augmented to fifteen members. The personnel of this consular body is one that Canadians may regard with satisfaction and even with pride. Each agent is a competent, level-headed business man, and, so far as can be judged from the fruits of their labor, they are doing their work conscientiously and well.

Much of the success which has attended the efforts of the agents to interest their various constituencies in Canadian goods and stir up Canadian exporters to invade foreign markets, has been due to a good central organization. Though separated from one another and from headquarters by thousands of miles of land and sea, yet by means of an excellent system they are kept in close touch and their work made to tell with united force and directness.

The charge or superintendency of the commercial agencies is in the hands of Mr. F. C. T. O'Hara, a most capable civil servant, to whom all due credit must be given for placing the service on a more satisfactory footing. He has clear-cut ideas of his own, which he is developing by degrees, and which should, if followed to their logical conclusion, lead to a foreign commercial system second to none in the world in point of efficiency.

Under him, fifteen agents have been placed, located at the following centres: Sydney, Australia; Melbourne, Australia; Paris, France; Birmingham, Leeds, Manchester and Bristol, England; Yokohama, Japan; Mexico, Mexico; Christiania, Norway; Cape Town, Cape Colony; Kingston, Jamaica; St. John, Antigua; St. Kitts, West Indies; Port of Spain, Trinidad.

One of the most important steps taken

during 1904 to increase the effectiveness of the work of the commercial agents was the inception of a series of weekly reports. Prior to February, the reports sent in by the agents were only made public through the regular monthly reports of the Department, and were thus stale at the time they reached those interested. The weekly reports largely obviate this defect. They appear with the utmost regularity and come to hand almost like personal letters from the agents.

In addition to containing the reports of the agents, these weekly publications of the Department supply lists of trade enquiries, prepared by them. The enquiries have been found very valuable, and have frequently opened up connections which would otherwise never have been contracted.

Other features of interest to be found in the weekly reports are notifications of tariff changes and new customs regulations both of Canada and of foreign countries, which affect Canada. Every six months a complete index to the report is prepared and published, thus consolidating all the reports during that period. This index covers not only the agents' reports, but the trade enquiries as well.

The agents are not left to work entirely according to their own devices. There is a system of supervision and a direction of effort, which makes their work doubly effective. Thus, when the superintendent believes that it would be advantageous to have a symposium of opinions from all parts of the globe on a certain line of trade development, he circularizes the agents, and they respond by forwarding their ideas on the subject, based on close, personal acquaintance with all its phases. When these are put together in one of the weekly reports, the combined result is of no little value to those interests in Canada who are seeking development along that line.

In spite, however, of this excellent commercial service, there are some disagreeable features in Canadian foreign trade, which are undoing much of the good work of the agents. In Mr. O'Hara's own words, "many instances have been brought to the attention of the Department by commercial agents of bad packing, goods not up to sample, negligent correspondence, disregard of promised dates of shipment and neglect of foreign customs regulations. In some cases serious loss has been entailed, in others heavy penalties have been inflicted, all of which has endangered the reputation of Canada in the eyes of the foreign buyer."

Evidence on all these points is forthcoming, which completely substantiates Mr. O'Hara's statement. Mr. Larke, Sydney, Australia, writes: "In Wellington a firm had received but three replies to forty-two letters written to manufacturers of various lines. . . . It would be advantageous to Canada that even in such cases the applicants had returned a courteous answer to the letters stating that they could not entertain the proposition, but had passed the letter to a firm which they thought might be able to do so."

Mr. MacLean, Yokohama, Japan, formerly of Ottawa, complains that a Canadian firm in filling an order for Canadian cheese in pots "took advantage of his opportunity to send, on consignment, a supply of the same article to a neighboring firm; thus placing his consignment in opposition to his own cash customer."

Lord Strathcona complains of the selling of July and August made cheese as September cheese. He also complains that "Canadian firms who profess to be interested in export trade in various lines, have never even acknowledged receipt of letters addressed to them. In other cases, comment has been made as to the great delay experienced in receiving replies."

These instances could be supplemented by many others, but they are sufficient to illustrate the tendencies of the times. It is much to be regretted that the excellent work of the Superintendent of Commercial Agencies and his agents should be thus hampered and the development of legitimate trade handicapped by the action of a few careless and unprincipled exporters.

# COFFEE CLEARER

BURNETT'S is a combination of codfish skin and white of egg--there are 50 strips in a packet, four of them clears a cup of ground coffee. We sell at \$1.00 doz. packets. Try 2 doz. or so.

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

## LENT is near at hand.

We have a full line of Fish at very attractive prices.

Kegs	Salmon Trout.
Half-Barrels	No. 2 Fat Mackerel.
Pails	No. 2 Fat Mackerel.
Half-Barrels	No. 1 Labrador Herring.
Barrels	No. 1 Labrador Herring.
Pails	No. 1 Labrador Herring.
Cases	Boned and Skinned Cod, 100 lbs.
Quintals	Cod, 112 lbs., very nice.
Boxes	Pure Cod, Boneless, 1's and 2's Blocks.

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

**JAMES TURNER & CO.,** - **Hamilton, Ont.**  
Wholesale Grocers

### FOR THE FISH SEASON

**One Car Behring Sea Fish.**

**The Finest in the World**

ALSO

SMOKED SOCKEYE SALMON, 30-lb. boxes  
 " HALIBUT, 30-lb. boxes  
 PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes  
 " " " WHOLE, 50-lb. boxes  
 " " " STRIPS, 40-lb. boxes

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs  
 BONED and SKINNED WHOLE COD, 50-lb. and 100-lb. boxes  
 BONED and SKINNED WHOLE FISH, 40-lb boxes  
 BARRELS and HALF BARRELS LABRADORS  
 HALF BARRELS No. 1 SPLITS  
 " " SEA SALMON  
 KITTS No. 1 and No. 2 MACKEREL  
 " HOLLAND HERRING  
 KEGS LAKE TROUT and HERRING.

ALL GUARANTEED NOT TO SPOIL

SEND US A MAIL ORDER, OR PHONE AT OUR EXPENSE

**BALFOUR & COMPANY** - **WHOLESALE GROCERS** - **Hamilton, Ont.**

LONG DISTANCE PHONE 596

# "FORCE" FOOD—Special Deal

Here is a chance to make **extra profits.** Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to \$4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

**THOMAS KINNEAR & CO.**

"Wholesale Grocers"

**TORONTO, CANADA**

**RETURNED**  
MAR 19 1903

*The daintiest last, to make the end most sweet.*

**Mac LAREN'S Imperial Cheese**

adds the final touch of enjoyment to the simplest meal or the finest banquet. No other cheese to compare with it—it has a delightful individuality of its own.

Sold in opal jars at all grocers; prices from 10 cents up. Never becomes hard or dry.

**A. F. MacLAREN**  
**IMPERIAL CHEESE CO., Ltd.**  
Detroit, Mich., and Toronto, Can.

**ALL LEADING GROCERS HANDLE THESE GOODS**

**Business Changes**

ONTARIO.

**A**LLEX. McKENZIE, grocer, Ottawa, has assigned to W. A. Cole; meeting of creditors held on 27th ult.

G. W. Batty, grocer, Colborne, has sold out to M. J. Turney.

Wm. A. Campbell, grocer, Woodville, is offering to compromise.

B. Willis, general merchant, Lanark, has assigned to A. C. Shaw.

W. Dupuis, general merchant, Glen Robertson, is offering to compromise.

Edwin Brooks, general merchant, Bobcaygeon, has assigned to Henry Rush.

A winding-up order has been granted the Atlantic Soap and Oil Co., Toronto.

The stock of Thos. F. Wiseman, general merchant, Belton, is advertised for sale.

Robt. Southworth, grocer and flour and feed merchant, Dundalk, has sold out.

The New Century Refrigerator and Mfg. Co., Dundas, have suffered loss by fire.

Tompkins & Co., grocer, Brockville, have suffered damage by fire; small insurance carried.

W. H. Tuck, grocer, Peterboro', has assigned to O. DeLaplante; meeting of creditors Feb. 28.

The assets of J. Manthier & Co., general merchant, Wendover, were advertised to be sold March 1.

John Smith, formerly of the Nipissing Produce Co., has started up a grocery business in Sturgeon Falls.

Thos. Delany, tea and coffee merchant, Toronto, has assigned to N. L. Martin; meeting of creditors held March 1.

The premises of Thomas Hamilton, general merchant, Brinston's Corners, have been damaged by an explosion.

E. W. Gardiner, baker and confectioner, Peterboro', has assigned to O. DeLaplante; meeting of creditors Feb. 28.

QUEBEC.

Auclair & Freres, grocers, Montreal, have registered.

Brouillet & Guay, grocers, Montreal, have registered.



# —RICE—

Our travellers are carrying samples of some splendid values in Rice. It will pay you to look into them.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Ed. Dallaire, grocer, St. Sebastien De Beauce, has assigned.

Chas. Brosseau & Co., grocers, St. Johns, have compromised.

The Moka Kina Patent Medicine Co., Montreal, have registered.

Watier & Watier, grocers, Montreal, have dissolved partnership.

E. N. Cusson & Cie., cigar manufacturers, Montreal, have registered.

The assets of G. E. Frignon, general merchant, Chicoutimi, have been sold.

Jos. Roy & Co., general merchants, Beauharnois, are offering to compromise.

The assets of A. Debuc, general merchant, Vincennes, were sold on the 28th ult.

P. L. Lefebvre & Cie., general merchants, Bulstrode Station, have registered.

Oscar Roy, grocer and liquor dealer, Joliette, has assigned and the stock has been sold.

The assets of the estate of T. G. Vallier, general merchant, St. Vallier, have been sold.

G. A. Perry & Co., general merchants, Dalhousie Station, have assigned to H. Camarre.

J. B. Larose, hardware merchant, grocer, etc., Hull, has disposed of his hardware stock.

Consent of assignment of E. Sauvageau, grocer and liquor dealer, Montreal, has been filed.

The assets of Joseph Roy & Co., general merchant, Beauharnois, are to be sold on March 3.

Chartrand & Turgeon are liquidators to C. Dignard & Co., biscuit manufacturers, Montreal.

Kent & Turcotte have been appointed curators to P. S. Hardy, general merchant, Chambly Canton.

Lord & Fournier, wholesale and retail grocers and liquor dealers, St. Johns, have dissolved partnership.

Chartrand & Turgeon have been appointed curators to P. Therrien & Co., general merchants, St. Remi.

C. B. Desrochers & Co., confectioners and cigar dealers, Montreal, have assigned to Chartrand & Turgeon.

Wm. A. Jolly and D. R. Jolly, general merchants, West Shefford, have registered under the style of Jolly Bros.

Daniel Ford has been appointed trustee to Wm. Farrell, wine and liquor dealer, Montreal, by order of the court

Alciviade E. D'Artois and Alexis D'Artois have registered under the style of A. E. D'Artois & Fils, general merchants, Farnham.

NEW BRUNSWICK.

Edward Walker, general merchant, Bass River, is dead.

C. S. McBay, grocer, St. John, has sold out to H. W. Dykeman.

A. L. Baird, confectioner and fruiter, Hartland, has sold his business to J. McMullin.

PRINCE EDWARD ISLAND.

Patrick Kelly, general merchant, Montague Bridge, has assigned.

MANITOBA AND N.W.T.

Robt. Fleming, confectioner, Winnipeg, is dead.

W. Paterson, general merchant, Arden, has sold out.

Geo. Ballard, confectioner, Neepawa, has sold to W. J. Robb.

Fairley & Co., general merchants, Ponoka, are moving to Innisfail.

C. F. Armstrong, cigar dealer, Kamloops, has succeeded M. Latremouille.

The G. S. Munro Co., general merchants, Reston, have been incorporated.

C. Sugarman & Co., general merchants, Strathcona, have dissolved partnership.

Pront, Porter & Co., produce merchants, Winnipeg, have dissolved partnership.

A. C. Smith, dealer in fruits, confectionery, etc., Slocan, has gone out of business.

The stock of the estate of J. B. Krivel & Son, general merchants, Dominion City, has been sold.

T. Sawatsky, general merchant, Herbert, has been succeeded by Sawatsky, Dyck & Jansen Co.

Alex. Rosenfeld, general merchant, Teulon, has assigned to C. H. Newton; meeting of creditors to be held Mar. 6.

CORRECTION.

In The Canadian Grocer of Feb. 24, the writer of the article on "Preservatives in Foods," namely, W. P. Kaufmann, assistant to Professor Lang, University of Toronto, owing to a typographical error, was mentioned as being assistant to Professor Long.



**Upton's**

**Home-Made**

**Jams, Jellies**

and

**Marmalades**

are guaranteed finest quality. If you want pure goods, insist on having this brand

Do you know?—"The Finest-Flavored Cod in the World are caught off the Coast of Nova Scotia." CONSULT EXPERTS ABOUT THIS.

**WHY** have you not had more of this trade in the past?

**WHY** don't you handle goods that are already established and **double your sales** in this line?

**WHY** are the following lines becoming more popular every day?

## Halifax Shredded Codfish

2 DOZ. TO CASE. PACKED IN ATTRACTIVE CARDBOARD CARTONS.

## The Original Halifax Fish Cake

PACKED IN CLEAN CARTONS. 2 DOZ. TO CASE.

## Halifax Codfish

PACKED IN 3-POUND NON-POROUS WOODEN BOXES

## ACADIA Brand Boneless Codfish.

PACKED 2-POUND WOODEN BOXES

## ACADIA Tablets.

1-POUNDS. 20 POUNDS TO CASE.

# BECAUSE

THEY ARE **Pure Nova Scotia CODFISH** AND

## Absolutely Free from Bones

Sold by Leading Wholesale Grocers and Fish Dealers—everywhere.  
Write the Agents for Full Particulars.

PACKED AND PREPARED ONLY BY

## BLACK BROS. & CO., LIMITED

MONTREAL OFFICE,  
Board of Trade Building.

HEAD OFFICES,  
**HALIFAX, N.S., CAN.**

PACKING HOUSES,  
LaHave, N.S.

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

## Fresh and Cured Fish

### Selling Prepared Atlantic Boneless Codfish.

**W**HAT has been one of the greatest detriments to prepared boneless codfish business is owing to the fact that more attention has been centered on the exporting of our better grades of Nova Scotia codfish, known the world over as the finest flavored codfish obtainable. The greater portion of the codfish sent to this market in the past has not been strictly boneless, neither has it been pure Nova Scotia codfish.

The magnitude of this industry is hardly realized by the traveling salesmen or the grocery trade, or the enormous amount of business which can be done with very little energy or time. Codfish is to the Atlantic as salmon is to the Pacific; or, in other words, the codfishing industries of Nova Scotia, from statistics, show that the industry is as large as the great salmon industries of Canada, aggregating nearly four and one half millions of dollars.

A step in the right direction has been made by the firm of Black Bros. & Co., of Halifax and LaHave, N.S., who have, for the past year and a half, been endeavoring to educate the trade and traveling salesmen to the enormous amount of trade which can be obtained in selected brands of pure Nova Scotia codfish, and strictly free from bones. To remove the very small bones from their "Halifax" and "Acadia" brands adds to the cost of production enormously.

If, when offering boneless codfish amongst their trade, and the same applies to the grocery trade selling the consumer, more attention were paid to the fact that absolutely pure cod, strictly free from bones is the cheapest and most satisfactory in the long run the result for the salesmen would be very much more satisfactory. As it is now, large quantities of prepared so-called "boneless" codfish is sold on the market, and when the consumer procures these goods, they find them not absolutely boneless and mixed with other fish.

Grocers can now buy boneless codfish, especially prepared for keeping at almost all seasons of the year, provided ordinary care is used, packed in attractive non-porous wooden boxes and in handsome cardboard cartons, both in shredded form, and small steaks, the latter used principally for preparing creamed codfish.

### Small Packers Oppose Combine.

**A**LARGE number of the small salmon packers in the State of Washington are taking a determined stand in opposition to the Earles Bill, which provides for a close season on the Fraser River in 1906 and 1908. They claim that the salmon combine will be able to increase its profits by at least \$1,250,000; that it will secure complete control of the fishing industry on Puget Sound; that more than a thousand seiners will be driven out of employment; that the independent packers will be put out of business, and that scores of minor business men and industries dependent largely upon the fishing trade will suffer.

That there will be petitions of 10,000 names presented to the State Legislature protesting against the bill is the assertion of one of the independent packers.

The fight over the Earles Bill promises to develop into one of the bitterest of the session. On one side, in favor of the bill, are arrayed the Pacific American Fisheries Company and the Alaska Packers' Association, controlling three-fourths of the salmon pack of Puget Sound, and with them is the British Columbia Packers' Association. Opposing it are the majority of the independent packers, the Fishermen's Union, more than a thousand purse-seiners, and a number of persons who claim to represent small fishing tugs, the smaller merchants of fishing localities and a variety of smaller industries dependent upon the fishing industry for a great portion of their income.

### Winnipeg Fish Firms.

With the approach of the Lenten season the Winnipeg fish firms are making preparations to handle a large trade. An increasing amount of this lucrative business is being taken care of each year by the grocers who are not content to allow the butchers to monopolize it. Winnipeg fish houses find that the grocery trade are becoming more interested in fish and they believe that a very big proportion of this year's Lenten business will be done through the grocers.

#### WINNIPEG FISH COMPANY.

The Winnipeg Fish Company have made preparations to handle a big trade. Asked as to special preparations for Lent, the manager said that special attention is being devoted to preparations

## FISH and OYSTERS

WHOLESALE.

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

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

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

### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)  
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

### GENUINE

## PRATTS ASTRAL LAMP OIL

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

### WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

## FISH

I AM IN RECEIPT OF

# 3 carloads of Fish

1 car of fresh Haddock  
1 car of Tommy Cods  
1 car of assorted Finnan Haddie,  
Smelts and Flounders

also No. 1 Labrador Herrings.

WRITE FOR PRICES.

All kinds of Produce taken in exchange

## JOSEPH GRANT

WHOLESALE GROCER.

Ottawa, Ont.

for prompt shipment. The firm are in a should be well acquainted with the needs of the trade.

W. J. GUEST.

Mr. Guest is in a good position to supply the trade, having his own fisheries in connection with the Northern Fish Company of Selkirk. He has been established since 1890 and he thinks he should be well acquainted with the needs of the trade.

DOMINION FISH CO., SELKIRK.

This firm with its extensive fisheries is prepared to supply the trade promptly with any kind of fish.

**To Preserve Halibut Fisheries.**

At the last meeting of the Vancouver Board of Trade, the principal question dealt with was the deep-sea fisheries on the Pacific Coast as carried on by Seattle and Tacoma companies. The general opinion was that the conservation of the halibut fisheries depended upon some alteration in the present fisheries act whereby foreign fishing vessels would be prohibited from making use of Canadian harbors for any other purpose than merely as harbors of refuge.

At the present time Americans can fish within and without the three mile limit

about the Queen Charlotte Islands and market their fish on the other side free of duty, while Canadians have to pay 20 per cent. duty to take their catch into United States territory. It is proposed to have the whole matter laid before the Government at Ottawa, and thus secure an adjustment of the trouble.

**Will Blast Salmon Barriers.**

The removal of obstructions to the progress of sockeye salmon towards the spawning grounds of the headwaters of the Oxstahl and Copper Rivers, is to be carried out forthwith by the Dominion Government. Both streams were in the past famous spawning-grounds for sockeye salmon, but of late no spawning has occurred on either river because the fish could not pass the barriers set up by nature against their progress.

**Salmon for Japan.**

It is expected that 32,000 tons of dog salmon will be shipped from Vancouver to Japan during the next few months, and one firm alone is declared to have orders on hand for 16,000 tons, the remainder of the total being divided up between the smaller companies doing business there. The largest portion of

these consignments will have to be shipped on steamers departing from Seattle, as there is not enough space available on the regular transpacific liners from the British port. At present dog salmon is jobbing at about \$30.50, and if 30,000 tons is taken as a fair estimate of what will leave the other side this season, it will mean total purchases at Vancouver aggregating \$750,000.

**Fish Gossip.**

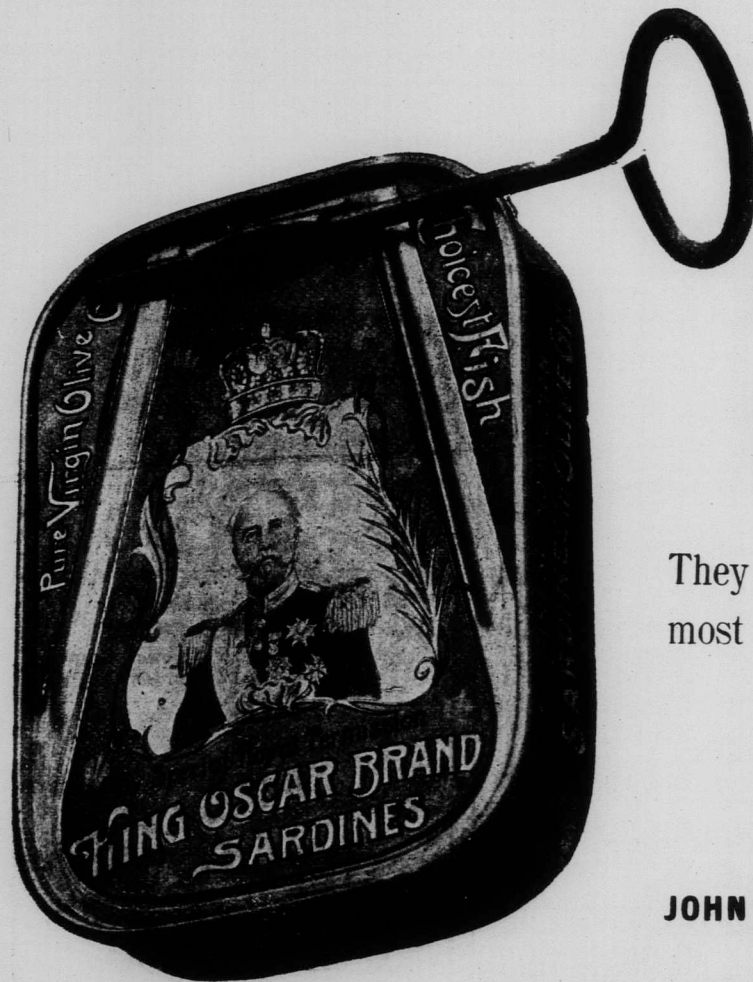
J. McClusky has opened a fish store in Fredericton, N. B.

The British Pacific Fishing and Canning Co., of Victoria, B. C., has been incorporated, with share capital of \$200,000.

The new salmon bill, which provides for a 36-hour close season for sockeye salmon fishing each week, and a 45 days' close season in 1906 and 1908, has successfully passed the Washington Senate.

Under the direction of President Roosevelt, the New York State Department has requested the Canadian Government to restore the Council order of February, 1902, prohibiting the use of nets in Lake Champlain.

The Dominion Express Company has undertaken to transport live lobsters from Nova Scotia to fish dealers on the Pacific. During the entire trip the lobsters are kept in a temperature of between 30 and 45 degrees above freezing.



**Make a Display of**

**KING OSCAR SARDINES**

They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

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

Canadian Selling Agents

# FISH FOR LENT

FRESH FROZEN LARGE SEA HERRING  
 " " HADDOCK  
 " " TOM CODS  
 " " LAKE TROUT  
 " " PICKEREL  
 " " PIKE  
 " " WHITE FISH  
 " " HALIBUT  
 " " SALMON

LABRADOR HERRINGS IN BRLS. AND HF. BRLS.  
 PICKLED LAKE TROUT IN KEGS  
 GREEN CODFISH IN BRLS.  
 PICKLED LABRADOR SALMON, TIERCES, BRLS. AND HF. BRLS.  
 PICKLED B. C. SALMON, BRLS. AND HF. BRLS.  
 PICKLED SEA TROUT, BRLS. AND HF. BRLS.  
 NEW SKINLESS COD IN 100 LB. CASES  
 BONELESS COD IN 20 LB. BOXES  
 DRY CODFISH IN 100 LB. BUNDLES

FRESH CURED HADDIES AND BLOATERS

We have the largest variety and best assortment of Fish in Canada.  
 Mail Orders a specialty. Quality guaranteed. Try us. Price Lists mailed on application.

## LEONARD BROS.

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

20, 22, 24 and 26 Youville Square,  
 Montreal.

P.O. Box 639  
 LONG DISTANCE  
 TELEPHONES



# "BRUNSWICK" BRAND SARDINES

COVERING

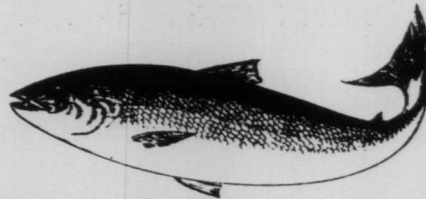
1/4 Oil Sardines, 100 Tins to Case  
 1/4 Mustard Sardines, 100 " "  
 1/4 Tomato Sardines, 100 " "  
 3/4 Mustard Sardines, 50 " "

Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY

**Connors Bros., Limited**  
 BLACKS HARBOUR, N.B.

## SOCKEYE SALMON



**"Sovereign" and "Lynx"**  
 Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

**“Matthew’s” Famous**  
**Pork Bologna**

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

**The George Matthews Co., Limited**

ESTABLISHED 1866.

PETERBORO

HULL

BRANTFORD

INCREASE YOUR TRADE AND  
 YOUR PROFITS BY SELLING

**FEARMAN’S  
 COOKED  
 HAMS**

READY FOR USE  
 DELICIOUS FLAVOR  
 NONE BETTER

**F. W. FEARMAN COMPANY,**  
Limited.  
 HAMILTON, ONT.

**PURE LARD**

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

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

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

# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Cheese and Butter Situation.

#### CHEESE.

**T**HE market continues in the same listless, dull state that has been the rule for more than a month past. The dullness on the other side, as borne out by reports of small sales and encouraged by the United Kingdom merchants believing that the stocks as reported from this side are underestimated, results in nothing new being put through Montreal. The reported stocks at London are about 20,000 boxes less than a year ago, and it is almost certain that invisible stocks, that is, cheese held by retailers, are much less than they were a year ago. In 1903, retailers who had, in the preceding Winter of 1902, to pay from 60 to 70s. per cwt., or say, from 12½c. to 14½c. per lb., quietly loaded up with goods, at the same time leading wholesalers to believe these were going into consumption. The heavy stocks both in the United Kingdom and Canada, however, proved the fallacy of this later on, and the losses on the part of both importers in Great Britain and exporters from Canada were severe and the largest for many years back. It is believed that there are a great many United Kingdom cheese importers selling wherever they can at slight reductions under the prevalent market prices, which range from 51s. to 53s. For instance, if an importer is receiving goods that cost him earlier in the season from 40s. to 45s., he can realize a handsome profit if he lets go some of them at 48s. to 50s. But if it is really true that retailers have been going rather short on their requirements, they may make up their minds within a fortnight or so to fill up a bit, and with the stocks in strong hands, they will then have to pay up. The Home and Colonial Stores, with their many shops, have kept up selling at 5d. per lb. (10c.), and thus have kept other retailers from looking after selling cheese at a price which meant a certain loss. The object of the Home and Colonial Stores, of course, was to draw trade for other articles in which there was a fair profit, and with cheese as the "cutting article"; doubtless they have succeeded. In the meantime they have made things dull for cheese. While fodder cheese will be made

as soon as these factories which are not equipped for butter making begin to receive milk, and while, if it turns out that stocks of old cheese are smaller, prices will be high for this class of goods, with the scarcity of butter and the very high prices ruling for it, no factory that can make butter will trouble much about fodder cheese. There are some large shipments of held cheese being made this week which will further reduce stocks held here by between 15,000 and 20,000 boxes.

#### BUTTER.

The phenomenally high prices being made for this article still continue, 28 to 30c. being easily obtained for finest creamery. There has been some talk of shipping Canadian butter back from England, but there is very little left there and no help can be expected from that source to reduce prices.

### The Bacon Situation.

Conditions in the export market remain practically unchanged for the week, steady, even trade being reported, with quotations on bacon ranging from 46 to 50 shillings. Locally, deliveries of hogs are much better than last week, and brisk trade is reported at prices 10c. higher than a week ago, viz., \$5.60. Improved domestic and export business is anticipated from now on by the packers.

### New Zealand Butter for Canada.

Canadians may have an opportunity within the next few weeks of testing New Zealand butter. A Montreal firm is said to be negotiating for some antipodean shipments, and are prepared to bring them over if they can make a profit. The particular New Zealand butter available for the present Canadian stringency is now stored in Liverpool. If this is secured it will be the first New Zealand butter to reach the Canadian market.

### Produce Section of Board of Trade.

The produce section of the Toronto Board of Trade has elected the following officers for the ensuing year: Chairman, J. T. Madden; vice-chairman, Andrew Gunn; secretary-treasurer, F. G. Morley; executive, W. J. Mar-

shall, J. A. Maclean, T. H. Smith, Albert A. Thompson, and A. R. Willard.

### Our Export Butter Trade.

A minor point in connection with our export butter trade, but one on which the provision dealers in England lay considerable stress, is the desirability of having a uniform weight of 56 pounds of butter in each box shipped. The trade in Great Britain dislike receiving shipments in which the boxes vary in weight from 56 pounds to 60 pounds, and if all our butter that is exported in boxes could be invoiced at 56 lbs. per package, it would be a decided step in advance. The following letter, received by the Extension of Markets Division, Department of Agriculture, Ottawa, gives the views of the Liverpool Provision Trade Association, on this matter:

"I am instructed by the directors of this Association to communicate with you with the view of pointing out that considerable inconvenience and loss frequently arise through some parcels of butter in boxes being marked or invoiced as 57 lbs., 58 lbs. or 60 lbs. each. We would strongly urge that all boxes of butter should be a uniform full 56 lbs. weight—with a sufficient excess to allow for shrinkage,—and that shippers must not invoice to customers on this side any excess of that weight. This will put on a uniform basis American, Canadian, New Zealand, Australian and Argentine butter.

"Any deficiency in test of actual weights or average loss, either abroad or in Liverpool, to be allowed as from 56 lbs. only, this regulation being necessary in order to prevent confusion and disputes, and to maintain the confidence of English buyers."

(Sgd.) J. S. Harwood Banner,  
Secretary.

Liverpool, Feb. 4, 1905.

### Dairy and Provision Notes.

The first annual convention of the Live Stock and Dairy Associations of Manitoba, met in Winnipeg last week.

The annual meeting of the Dairymen's and Live Stock Association of British Columbia was held on Mar. 2, at Victoria, B.C.

# CHICORY

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

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

S. H. EWING & SONS, Toronto Branch, 29 Church Street.  
96-104 KING ST., MONTREAL TELEPHONE MAIN 3171  
Telephone Bell Main 65.  
" Merchants 522.  
Telephone orders receive prompt attention.

## WHY NOT ?

Now that butter is so high, why not offer  
"DEFIANCE" Maple Syrup as a substi-  
tute? Think it over.

TORONTO JOHN SLOAN & CO. BELLEVILLE

The **ONLY** yeast



that will please  
your customers  
is the  
famous

# Royal Yeast

Sold by every Wholesale  
Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London,  
Eng.

Toronto, Ont.

Chicago,  
Ill.

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

We are buyers of

# Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.



**PROVISION AND DAIRY MARKETS.**

**Toronto.**

Provisions of all kinds tend a little to the quiet side this week. Bacon is unchanged, while hams are a trifle higher, as shown by the accompanying quotations. Word has been received that the bacon market in the old country is a little off. On account of the firmness of pork last week lard is quotably higher. Yearling lambs is 1-2c higher than last week. Other fresh meats continue unchanged. Our quotations are as follows:

Long clear bacon, per lb.	\$0 08½	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 00
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 50	16 00
Short cut, per bbl.	18 60	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 09½
" compounds, per lb.	0 06½	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	6 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	10 00	10 00
Lamb, yearling	8 00	0 12½
Veal	7 00	7 50
Hogs, light, carlots	7 50	7 75
" streetlots	7 50	7 75

**Cheese**—The cheese market continues steady, last week's prices being unchanged. Export trade is limited to orders on stored cheese for English account, c.i.f. quotations being 51s. to 52s., with the future pointing to higher prices. Our quotations are as follows:

Cheese, large	Per lb.
" twins	0 11½

**Butter**—The butter situation is a trifle easier than last week, and prices have accordingly been reduced. At the same time very little butter is coming forward, notwithstanding the fact that the railroads are now delivering goods without delay. It is definitely known that stocks in the country are light, and that during the last week we have been getting the accumulations of the last fortnight. March is usually a very light butter-making month, which means that we may see higher prices during the next few weeks. Wholesale dealers report that receipts of creamery butter are quite 1s. 3d less than usual at this time of year. Creamery solids are scarce, and the market is practically bare of dairy butter in tubs. We quote the following prices:

Creamery prints	Per lb.
" solids, fresh	0 27 0 29
Dairy prints	0 22 0 25
" large rolls	0 24 0 25
	0 21 0 23

**Poultry**—Poultry is quiet, with supplies scarce and prices unchanged from last week. Our quotations are as follows:

Chickens, spring, dry plucked	0 12 0 13
Hens	0 07 0 08
Turkeys	0 16 0 17
Ducks	0 12 0 13

**Montreal.**

Provisions—There is no change in the

provision market to note. The undertone of the market is firm, in sympathy with the recent advance in live hogs. The demand for lard is fair. Pork is unchanged. Smoked meats are in rather slow demand with prices unchanged. Live hogs show a good deal of activity, and strong feeling has consequently developed in dressed hogs. Fresh abattoir stock was sold from \$8.50 to \$9.00 and \$7.50 to \$8.00 for country dressed. Receipts are improving somewhat, and it is not unlikely that prices may recede 25c to 50c per hundred during the week.

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

**Butter**—The butter market continues decidedly strong, and it is apparent that this does not apply solely to this market, as the scarcity of butter seems to prevail all over the country. Prices are being realized now for cold storage stock that would have been laughed at some months ago.

Finest creamery	0 28 0 30
Fine	0 26 0 28
Medium	0 24 0 27
Fine western dairy	0 22 0 23
Fair to good western	0 20 0 22
Undergrades	0 18 0 20

**Cheese**—No new developments in the local market are noted, and business is certainly dull, and prices in consequence purely nominal. Export shipments are away under the same period last year via Portland, while those via St. John are somewhat in excess of a similar period last year. Local market unchanged. Cable advices from Liverpool to-day report lower market at 51s. to 52s. The condition of the butter market is appreciated by cheese exporters, as with the high prices ruling in butter very little early fodder cheese will be put out.

**Eggs**—The egg market has shown a much stronger feeling during the past week, and prices for Montreal limed and good fall cold storage stock advanced one cent per dozen. We quote:

Selected Fall fresh	0 23 0 24
Montreal limed	0 20 0 21
Medium cold storage	0 17 0 18
Strictly fresh	0 30 0 32

**St. John.**

**Provisions**—In pork the advanced prices are firmly held, there is, however, but light sales. Beef is unchanged, and dull-smoked meats are rather higher. Pure lard has again slightly advanced. Refined is unchanged. In fresh meats, beef is unchanged with price quite low. Veal more freely received, price un-

A package of  
Brock's Bird Seed  
contains a cake of  
Bird treat

A Bird Medicine.  
A Bird Food.  
A Song Maker.

NICHOLSON & BROCK,  
TORONTO.

**SAN-TOY  
STARCH**

is made according to the formula of a leading Chinese laundryman. That is why it gives such universal satisfaction. It will pay you to look into our proposition before placing your order.

J. H. MAIDEN  
MONTREAL

**Peacock**



**Brand**

**Cream**

**Cheese**

None Better.  
None so Good.  
Tin Foll and Porcelain Jars.

Order from your wholesaler.

THE BATES PEACOCK CO., Hamilton, Ontario.

**Butter Tub**

**BEST WHITE SPRUCE**

**50—30—20 lb.**

**ORDER NOW**

**WALTER WOODS & CO.**

**Hamilton and Winnipeg.**

changed. Lamb is firmly held, but mutton is very dull. Pork is higher.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	14 50	18 00
Plate beef		15 00
Mess beef	10 50	12 00
Domestic beef, per lb.	0 04	0 06½
Western beef	0 07	0 08
Mutton	0 04	0 05
Veal	0 06	0 08
Lamb	0 07	0 07½
Pork	0 08	0 08½
Hams	0 12½	0 13½
Rolls	0 10	0 13
Lard, pure, tubs	0 08½	0 09
"    pails	0 09	0 09½
Refined lard, tubs	0 08	0 08½
"    pails	0 08½	0 09

**Butter**—Stock is small. The market has been cleaned up of all poor to medium butter for shipment West. Good butter is high. Creamery is scarce and higher.

Creamery butter	0 25	0 30
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 19
Fair	0 16	0 17

**Eggs**—Prices are firm. There is but a fair sale.

Eggs, hennery	0 28	0 30
"    case stock	0 23	0 25

**Cheese**—Stocks are light. Prices rather higher. Only twins have a ready sale in the local market.

Cheese, per lb.	0 11	0 11½
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**Winnipeg.**

**Butter**—Trade is quiet and prices are steady. We quote:

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

**Cheese**—We quote:

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

**Lard**—The lard market is very firm, and further advances may be expected at any time. We quote:

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

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

**CLARK'S**

**Pork and Beans in Chili Sauce**

always has and always will.

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

**EGGS**

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

CORRESPONDENCE SOLICITED.

**The WM. RYAN CO., Limited**

70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants.

TORONTO.

**ACME TABLE SALT.**

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

TORONTO SALT WORKS, - Toronto, Ont.

**Butchers, Merchants and Hide**

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

**EXPORT TRADE DEPARTMENT.**

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p><b>Agencies on Commission for Britain.</b>—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. <b>R. C. HALL &amp; CO.</b> MONUMENT HOUSE, MONUMENT SQUARE LONDON, E. C.</p>	<p><b>DAVID SCOTT &amp; CO.,</b> Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of <b>CANNED GOODS.</b> T. A.—Scottish, Liverpool.</p>	<p><b>GEORGE LITTLE LIMITED</b> Canadian Produce Importers. <b>MANCHESTER.</b> BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p>	<p><b>HAMILTON WICKES &amp; CO.,</b> Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p>
<p><b>JOHN LETHAM &amp; SONS,</b> LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p>	<p><b>GRIFFIN &amp; CULVERWELL,</b> Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. <b>WRITE US.</b> 139 REDCLIFFE ST., BRISTOL, ENG.</p>	<p><b>E. BIERMANN &amp; CO.,</b> FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p>	<p><b>GEO. R. MEEKER &amp; CO.</b> 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A.</p>
<p><b>JAMES MARSHALL,</b> ABERDEEN, - SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.</p>	<p><b>STOKES BROTHERS,</b> GENERAL MERCHANTS, EXETER, ENGLAND, Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited</p>	<p><b>ALEXANDER CRICHTON,</b> 15 Stanley St., LIVERPOOL, England. CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E. C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.</p>	<p>SPECIALTIES, FRESH, DRIED AND CANNED FRUITS. T. A. Emulate. Codes, A. B. C. and Lieber's.</p>
<p><b>Agencies Wanted for Britain.</b>—European and Canadian references and an extensive connection are points upon which I rely. <b>CANNED GOODS, DRIED FRUITS, HONEY, PEAS.</b> A. S. DUFFUS, JR., 9-10 St. Mary-at-Hill, LONDON, E. C.</p>	<p>This space \$15.00 per year.</p>	<p>This space \$15.00 per year.</p>	<p><b>THOS. BOYD &amp; CO.,</b> 28 King St., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.

**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng. 226-7 Central Market, E.C.

IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield. We buy outright.

# WE ARE HEADQUARTERS FOR TEAS

No matter what kind, make or grade of TEA you are wanting, we can give you BETTER VALUES than are offered elsewhere. Our stock is large and carefully selected, and, with our large volume of business, we are enabled to offer our TEAS at a closer margin than our competitors.

### Ceylons and Indians

Our strong claim to leadership lies in the values of our Black Teas. From a line at 12c lb. up to the very finest Orange Pekoe—our values the greatest offered to the trade.

### Ceylon Greens

Our stocks at present show some lines that are unmatchable for low prices, consistent with cup quality. Our lines, to retail at 25c, outclass Japans by 3c to 4c per lb.

### Japans

For a 25c. retailer we have some lines that cannot be beaten at the price.

### Young Hysons

Just received some new lines, the finest we have seen this season.

A POST CARD WILL BRING SAMPLES

The best paying proposition in package Teas is Our

## "KOLONA"

PURE CEYLON  
TEA

The greatest value to the consumer and— a handsome profit to the dealer.

25 to 80c lb., 1-2s & 1s  
Black, Green, Mixed

## THE EBY, BLAIN CO. LIMITED

Wholesale Grocers, - - - TORONTO.

**Cured Meats**—Prices are steady. We quote:

<b>SMOKED MEATS.</b>				
Hams, sugar cured, assorted sizes.....			0 13	
" " heavy 20 to 30.....			0 12 1/2	
Picnic, " assorted sizes.....			0 08 1/2	
Shoulders, ".....			0 08 1/2	
Bacon, " breakfast bellies.....			0 12 1/2	
" " breakfast backs.....			0 10 1/2	
" " Wiltshire sides.....			0 15	
" " spiced rolls, long.....			0 09 1/2	
Manitoba butts.....			0 09 1/2	
" " skinned.....			0 10	
" " boneless and rolled.....			0 11	
" " rolls, boneless.....			0 11	
<b>DRY SALT MEATS.</b>				
Bacon, dry salt long clear.....			0 08 1/2	
" " " smoked.....			0 09 1/2	
" " " boneless backs.....			0 09 1/2	
Shoulders.....			0 08	
<b>BARREL PORK.</b>				
Heavy mess pork, boneless, per bbl.....			18 00	
" " " per 1/2 bbl.....			10 50	
Standard mess pork, per bbl.....			16 00	
" " " per 1/2 bbl.....			9 00	
<b>PICKLED GOODS (COOKED).</b>				
	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet.....	5 50	3 00	1 60	1 25
Pig's tongues.....	14 50	7 50	4 00	3 00
Boneless hocks.....	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb. hocks.....				0 04

### AMONG THE BOARDS OF TRADES. Quebec City.

A SPECIAL meeting of the Quebec Board of Trade was held on Feb. 22 to receive and hear the views of a delegation of merchants from the Montreal Federation of Associations of Retail Merchants on the question of the suppression of trading stamps. The personnel of the delegation was as follows: J. O. Gareau, President; Armand Giroux, O. Lemire, P. Daoust, Allaire

Trudeau, A. Fleury, W. U. Boivin, Ald. J. D. Couture, E. J. Paquet and Eug. Fleury.

Mr. Power, President of the Board of Trade, requested Mr. Gareau to address the meeting on the subject at issue, when the latter explained that it was the intention of the retail merchants of Montreal to petition the Federal Government to introduce a measure of legislation at the present session for the suppression of trading stamps, and to make it an illegal act to issue, handle or sell these articles. He said that the Provincial Legislature had already passed a law to that effect, but an appeal had been taken to the courts as to the power of the Legislature to do so, and it might take four or five years before a final decision of the matter was reached. It was now the intention to appeal to the Dominion Government for an immediate suppression of the trading stamp system. The Federation was seeking the support of the various trade bodies throughout the Dominion. The Quebec Board of Trade had already passed such a resolution, and invited the Board to name a deputation to join with the large deputation from different parts of the country, which it was prepared to gather in Ottawa on the 8th of March, next, to lay their views before the Government.

It was finally moved by Mr. G. E.

Amyot that a delegation of the Board be sent to Ottawa on March 8 to join with the delegations from other cities in supporting the demands of the Federation of Associations of Retail Merchants for legislation for the suppression of trading stamps. The motion was adopted and the meeting adjourned.

### Collingwood.

At the annual meeting of the Collingwood Board of Trade held last week, the following officers were elected: W. A. Hogg, president; P. Paton, vice-president; J. Morris, secretary; G. R. Carpenter, treasurer; council, W. A. Copeland, D. G. Cooper, T. F. Hodgson, F. W. Churchill, C. E. Stephens, Capt. F. Scott, G. W. Bruce, W. T. Toner, J. Guilfoyle, and W. T. Allan.

### BANANA COMBINE.

A movement is on foot in the United States for a formation of a large banana shippers' combine in opposition to the Fruit Despatch. The new combine is being promoted by Baltimore and Philadelphia interests, and is looked upon as likely to be a check on the workings of the Fruit Despatch, which latter company have had everything their own way during the last four or five years; they have practically dictated terms, etc., to the trade, and it is felt that the time has arrived for a consolidation, looking to the protection of trade generally.

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

OUR EXCLUSIVE LINES  
 —IN—  
**Dinner and Toilet Ware**

are irresistible, and will appeal to your better class trade—  
 "With Ample Margin For You."

Our stock also embraces the most saleable lines in  
 China Earthenware  
 Glass Silverware  
 Lamps Cutlery

WITH EVERYTHING IN  
**CROCKERY**  
 IF YOU WANT A GOOD THING, WE HAVE IT.

Here 

IS A VERY ATTRACTIVE AND USEFUL CRATE OF

**DINNER AND TOILET SETS**

One of Several New Assortments  
 Just Received

[28] D.T. Assortment

2	Dinner Sets, 97 pcs.,	A. Plain Green, "Erie"
2	" " "	S. Gilt F. Green, "Erie"
3	" " "	S. Gilt Flow Green, "Ophir"
3	Toilet Sets, 10 pcs.,	Printed Peacock, "Rose"
3	" " "	" Pink, "Rose"
3	" " "	" Brown, "Stag"
3	" " "	" Peacock, "Stag"

**BARNARD & HOLLAND CO.**  
**MONTREAL**

<p><b>A FEW OF OUR SPECIALTIES:</b></p> <p>↑</p> <p><i>Jersey Cream Yeast</i></p> <p><i>Jersey Cream Baking Powder</i></p> <p><i>Jersey Extracts</i></p> <p><i>Jersey Jelly Powder</i></p> <p><i>Jersey Mustard</i></p> <p><i>Social English Breakfast Tea</i></p> <p><i>Queen's Blend and Plantation Coffees</i></p>	<p>WE ARE GOING TO SPEND</p> <p><b>\$30,000</b></p> <p>during</p> <p><b>.. 1905 ..</b></p> <p>in advertising our specialities. Our offer is first to the grocery trade; if they do not want it will use it in newspapers and on bill boards. Which way appeals to you as the best? Show your appreciation by ordering through our travellers, or by mail.</p> <p><b>Lumsden Bros.</b>              HAMILTON, ONT.</p>	<p><b>A FEW OF OUR SPECIALTIES:</b></p> <p>↑</p> <p><i>Old Church Pork and Beans</i></p> <p><i>Old Church Ketchup</i></p> <p><i>Standard Spice</i></p> <p><i>Standard Jams</i></p> <p><i>Standard Marmalade</i></p> <p><i>Standard Brooms</i></p> <p><i>Indian Relish</i></p> <p><i>Celery Relish</i></p> <p>—  <i>Lumsden's Lye</i></p>
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**Ammonia.**  
Gorman, Eckert & Co., London, Ont.

**Baking Powder.**  
Maiden, J. H., Montreal.  
Gillett, E. W., Co., Toronto.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robt., Co., Toronto.  
Lumsden Bros., Hamilton.  
MacLaren's, W. D., Montreal.

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

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

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Canadian Swiss Trading Co., Montreal.  
Christie, Brown & Co., Toronto.  
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Lamont, Corliss & Co., Montreal.  
McGregor-Harris Co., Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Natural Food Co., Toronto.  
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Dutch Chemical Works, Amsterdam, Holland.  
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McWilliam & Everist, Toronto.  
Rattray, D., & Sons, Montreal.  
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Sloan, John, & Co., Toronto.  
Stringer, W. B., & Co., Toronto.  
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Lucas, Steele & Bristol, Hamilton.  
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Sloan, John & Co., Toronto.  
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Warren Bros. & Co., Toronto.

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Edwardsburg Starch Co., Cardinal, Ont.  
Grimm Mfg. Co., Montreal.  
Imperial Maple Syrup—Rose & Lafamme, Montreal.  
Montreal Maple Co., Montreal.  
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**NEW ADVERTISEMENTS.**

Mackintosh, John, Halifax, Eng.  
Grant, Joseph, Ottawa, Ont.  
Foster Pottery Co., Hamilton, Ont.

**PARCEL POST AND MAIL ORDER HOUSE.**

IN a recent debate in the Commons, Postmaster-General Sir William Mulock was questioned about the cost of the parcel post section of the public service. He answered that the cost of carrying papers and parcels was lumped under one head, and that that branch showed a deficit. The public is entitled to a report on these branches, separately.

The reasons for a public carriage of mails, whether letter or newspaper, do not subsist in a like manner in the case of parcel post. All reasons, social, political, and commercial, make a Government control of the letter and paper post necessary. They are of such a na-

ture that their security and inviolability must be absolutely guaranteed by the Government. But no such argument can be advanced in the case of parcel post. This feature of the public service rests on a totally different basis. It is a question merely of utility. Its justification lies in its providing a convenience to the people at large, which they otherwise would not enjoy. This being so, it is reasonable to expect that the service should be self-supporting.

It was never intended that this part of the postal service should merely subserve the interests of the departmental stores and mail order houses. The mail order business is to some extent just in its infancy in Canada, but it is a pretty lusty infant. The evil is not so attractive that special privileges should be granted for its propagation. Yet that is exactly what happens if parcel post does not pay its own way. The situation is briefly this. The Government has a well equipped service for the transmission of mails. By mail, in the first instance is meant letters and papers. Letter-post need not be considered here. As for the latter, as supplying education and culture to points at which the schools cannot touch, as being the vehicle of that publicity which has been worshipped as the foundation of democracy, as enlightening the public politically, and inducing good, intelligent citizenship in the people at large, as being the mirror of the laws, decrees, customs and opinion of the land, as exerting these influences to a greater or a less degree—for the press does exert these influences,—the free transmission of papers by mail is entirely justifiable. But what argument can be adduced for the carriage of parcels—merchandise—on any other basis than that of its being self-supporting? It is a straight business transaction. A man goes to the market where he can buy his goods cheapest. The cost of an article is the actual amount paid for laying it down in his house.

We have the two methods of purchasing goods before us. In the first case, there is the retail dealer who buys his goods in the regular way and pays his full freight or express thereon. He then retails them—and this is the crucial point of the question—taking as the basis of his selling price the amount he

paid for them, plus the freight or express charged. Let us be clear on this point. The small dealer at no stage of the proceedings receives the slightest privilege or benefit from anybody. He keeps up his store in the town in which he does business. He pays taxes to the full on his building and stock. He employs clerks and assistants, who in turn contribute their quota to the revenue of the municipality. By his industry, he, directly or indirectly, improves the market for the farmers' produce and adds to its security. The railway and express companies receive their proportional advantages. He does this while making a fair percentage of profit, never very large, on his investment.

On the other hand, there is the mail order house, whether it be entirely such or be a departmental store doing a mail order business. This concern has no stake in the towns in which its does business, it adds not one iota to the well-being or prosperity of the country at large; its whole interests, so far as they effect any good, are centred in the one big city which contains it. But not only have we these general evil effects of this class of business, but we have the positive unfairness of competition, resulting from a cheaper method of transportation. By the people at large paying for the deficit, which results from these companies sending their merchandise through the mails at less than the actual cost of the service, they are enabled to undersell the small retailer in a radically unfair manner. The small dealer has one hand tied behind his back when he goes into the fight. He has to pay a share of that very deficit which enables the mail-order house to take his business away from him. Such a condition is entirely at variance with our conceptions of fair and honest competition. The mail-order business is a menace to the retail dealer. Its growth is viewed with alarm by all business men. At least let it not be fostered by special mailing privileges.

There is just one way to change the present conditions. Let the merchants unite in bringing pressure to bear on the Government to have the parcel post raised to a fair rate. Let each business man throughout the country make personal representations to his representative or Senator of the unfairness of the

present system. A strong and united protest will accomplish much.

#### GRAND CONVENTION.

A LEADING Toronto wholesale grocer, in commenting on the annual meeting of the Dominion Wholesale Grocers' Guild in Toronto last week, remarked that it was, without doubt, "the grandest convention in the history of the Guild." This organization has grown steadily until, at the present time, it represents a powerful force in Canadian public opinion that must be taken into consideration in all matters affecting the trade and commerce of the nation.

We have always sympathized with the aim of the Guild in the main, namely, the organization of the wholesale grocers of Canada into one association, for the unification of individual interests wherever possible, and the better despatch of matters affecting the trade as a whole. At the same time, we do not forget that we have, from time to time, taken issue with the Guild in matters of policy, etc., and in almost every case the result has been the reverse of unsatisfactory to ourselves. But, casting all differences aside, we are in hearty accord with the Dominion Wholesale Grocers' Guild in so far as it now stands for one of the most representative business organizations in the country, and has for its motto "the up-building of Canadian trade."

#### BE OPTIMISTIC.

DO not admit that any town is better than your own. There is too much complaining about the deadness of the town, the unprogressiveness of its citizens, and the perversity of everything and everybody. This kind of talk will never make your business any brighter. Remember that, whatever be the faults and failings of your particular bailiwick, that is the place in which you have cast your lot, and that your success depends primarily on the town's success. Be optimistic.

If there is any royal road to success, it lies in that. Convince yourself, first, that you are doing business in a community of intelligent people, who are able and ready to buy your goods, if you can show them that they are right

in quality and price. Then get out and show them. That is what an advertisement is for—that is what your show windows are for. You will be surprised how infectious such a spirit of enterprise is. It will spread from you to your next door neighbor, from him to the rest of the street, and from that street to the rest of the town. That is what you want. Life and spirit in the town mean business and profits for you. Be optimistic.

#### TORONTO UNIVERSITY AFFAIRS.

A CRISIS in the affairs of the Provincial University of Ontario seems imminent. Charges of a grave character against the administration of the University are being investigated by a special committee of the Senate. Even if the committee make an indefinite finding and seek to smooth over the difficulty, as was the case in 1895, the people of Ontario will be in the right if they demand a more thorough and far-reaching investigation.

Two years ago and more, the Maclean newspapers directed attention to the internal troubles which were undermining the good work of the University. At that time these references were resented by many newspapers of the Province, particularly The Toronto Globe. To-day the press has awakened to the fact that there really is something wrong. We find The Globe admitting that, "within the circles of the University there is unconcealed division and discontent. There is division among the teachers and discontent among the students, and the spirit of disquiet broods over all. Outside the inner circles, among the graduates and friends of the University, there is a growing sense of discouragement, a feeling almost of hopelessness, as regards any real and satisfactory betterment of the situation."

One reason why nothing has come of agitations, hitherto conducted in and around the University, is that graduates have shown a foolish pride about having the University appear more perfect than she really is. They cannot bear to have outsiders criticizing their Alma Mater. Notwithstanding, among themselves no one is more critical or more inclined to find fault on the least oc-

casional. Perhaps it would be as well for them to remember that the University is not a private academy, which they alone are permitted to criticize, but a University of and for the people.

#### SPRING TRADE PREPARATIONS.

FROM the trade standpoint spring has arrived, calendar and weather conditions notwithstanding. All classes of business men are looking forward to a good spring trade. The retailer feels he should sell more goods than formerly to hold his own as to profits and show a desirable increase. Many, reaching a certain point in the volume of business done, stop there, and do not put forth energy to reach beyond. It is hustle nowadays or give up the ship. The most successful man will be he who outbids his competitors.

Granting that the store has been re-furnished with new and fresh goods, the next thing to do is to make the public acquainted with the kind of store kept. This is done by the right kind of advertising, by window trimming; in fact, anything that will unfold the life within. Neglect nothing that will contribute to the betterment of your store. Represent things as they are and keep on hand the best goods the community will buy. By buying goods that you can sell quickly the value of newness is learned. It must be remembered, too, that what will sell in one locality is often a drug in another. The merchant, therefore, who would suit the people in his district, must be a close observer to comprehend the possible desires of his people. There must be accuracy in adapting purchases to probable demand.

Spring farm and trade preparations will soon begin actively. A fair crop and fair markets last year, with prices of all commodities high, will stimulate agricultural activities and bring money into the pockets of the tillers of the soil. This will increase their purchasing power for more of your goods. Are you going to get your share?

#### DOMINION WHOLESALE GROCERS' GUILD.

FOLLOWING up the resolution adopted by the Dominion Wholesale Grocers' Guild in Toronto last week in regard to the undue retention of French goods in New York, a deputation waited upon the Dominion Government



on March 1 in the hope of obtaining the desired re-adjustment. It is felt that the wholesale trade are suffering an injustice and that something must be done to prevent American interests from using



**Mr. Albert Hebert, Montreal.**  
Vice-Pres. Dominion Wholesale Grocers' Guild for Quebec.

Canada as a dumping ground for such goods at times when they are over-supplied to the injury of direct importers. The Grocer will publish the results of the conference in next week's issue.

One of the questions on which the Guild was unanimous was the continuance of the duty on tea coming into Canada from the United States, it being the general opinion that the Canadian trade would suffer if U. S. houses were given an opportunity to flood the country with cheap lines of tea.

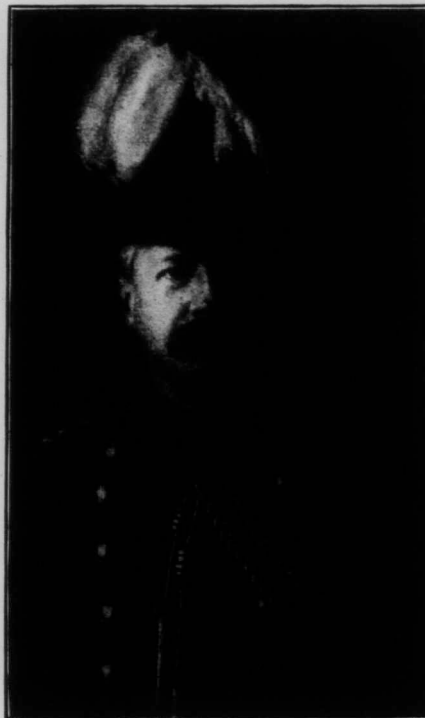
The grocers were also of one mind in protesting against the undue delay on the part of the railways in settling shortage claims. When complaints are registered against the railways they throw the blame on the steamship companies and so bring about a deadlock, which is not only a hindrance to trade generally, but intolerable to individual shippers. Exception was taken to the bills of lading as issued by the steamship and transportation companies. These are becoming more and more stringent every year in favor of carriers. At the present time the steamship lines are hardly liable for anything, not even bad storage. The Guild decided that both these latter matters should be brought before the Railway Commission immediately and an endeavor made to remedy the existing state of affairs.

The following officers were elected for

1905: President, Lieut.-Col. J. I. Davidson, Toronto; vice-presidents—for Ontario, H. C. Beckett, Hamilton; for Quebec, Albert Hebert, Montreal; for New Brunswick, A. H. F. Randolph, St. John; for Nova Scotia, H. G. Bauld, Halifax; for Prince Edward Island, W. H. Aikin, Charlottetown; for Manitoba, K. Mackenzie, Winnipeg; for British Columbia, Charles H. Todd, Victoria; secretary, J. Stanley Cook, Montreal.

**Lieut.-Col. J. I. Davidson.**

The new president of the Guild needs no introduction to readers of The Grocer, being already well and favorably known to members of the trade through-



**Col. John I. Davidson, Toronto.**  
Pres. Dominion Wholesale Grocers' Guild.

out Canada. In the Province of Ontario and City of Toronto he is one of the most prominent citizens, taking an active part in public and military affairs. During 1904 he served the Guild in the capacity of vice-president for Ontario.

Colonel Davidson is president of the wholesale grocery firm of Davidson & Hay, and of the Western Brokerage Co., both of Toronto, vice-president of the Canada Grocers Limited, and in addition is actively interested in a number of other large business concerns.

**Mr. Albert Hebert**

Vice-President (for the Province of Quebec) of the Dominion Wholesale Grocers' Guild, is well known in Canadian grocery circles as a leading member of the

Montreal wholesale grocery, wine and liquor firm of Hudon, Hebert & Cie. His business career dates from 1883, when he entered the firm of Hudon, Hebert & Cie., along with his brother Zephie, as a clerk. Mr. Hebert has learned the grocery trade from the bottom up, having served in almost every post, until at the present time he is one of the principal partners of the firm.

**Mr. H. C. Beckett.**

Mr. H. C. Beckett, vice-president of the Dominion Wholesale Grocers' Guild for Ontario, was born Dec. 12, 1860, in Hamilton. Like many other successful Canadian business men, he started out for himself at a very early age, and for two years worked in the machine shop of the F. G. Beckett Engine Works Co., Hamilton. In 1878 he entered the employ of the wholesale grocery firm of W. H. Gillard & Co., in which firm he has been actively engaged for the last 27 years. Mr. Beckett, by reason of his sterling ability, aptitude and enthusiasm in his chosen field, soon won promotion to more responsible positions with W. H. Gillard & Co., until at the present time he is second partner in the firm.

Mr. Beckett is recognized throughout the Canadian grocery trade as one who has given both his time and ability to the advancement of the best interests of the Canadian grocery trade. For instance, he was the originator of the equalization rate system of selling sugar. His recent appointment to the Ontario vice-presidency of the Dominion Wholesale Grocers' Guild shows the high esteem in which he is held by his fellow



**Mr. H. C. Beckett.**  
Vice-Pres. Dominion Wholesale Grocers' Guild for Ontario

tradesmen, since it is well known that such positions are honorary and given only in recognition of services rendered to the grocery trade in its widest sense.

Most Grocers  
Are Selling

Highest  
Award  
St. Louis  
1904

**"SALADA"**

Black  
Mixed or  
Natural Green

Are You One  
of Them?

It is the most profitable to handle because there is no loss in weight and no cutting in price.

Write for Samples

"SALADA," TORONTO and MONTREAL

**COLES** Electrically Driven  
Coffee Mills.

GRANULATOR. PULVERIZER.

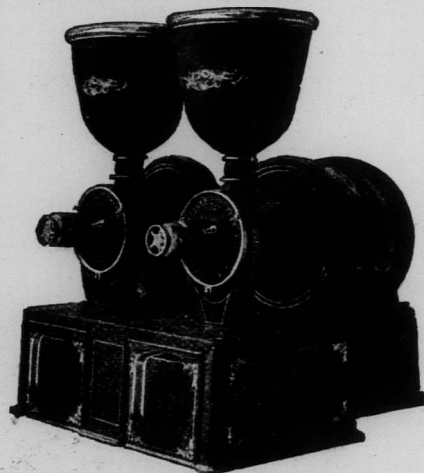
Single and  
Double  
Grinders

Pulverizing  
and  
Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.,**

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman, Eckert & Co., London, Ont.

Are You Handling  
**GELLVLOID**  
**STARCH**  
?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a natural result of the genuine merit it possesses.

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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### Groceries.

Toronto, March 2, 1905.

**B**USINESS conditions are steadily improving throughout the country since the opening up of the railroads after the recent blockade, and the wholesale trade report a fair volume of trade for the week under review. Country orders are being hurried through in some cases, owing to the fact that the Spring break-up will occasion considerable delay in delivery during the next month or so.

Sugars show a firmer tendency, an advance of  $\frac{1}{2}$  c. in raws coming into effect in New York on Monday, Feb. 27, and an advance in Canadian refined is imminent. Scarcity of gallon tomatoes is reported as well as frequent importations of canned tomatoes from United States. An interesting feature of canned goods this week is the increased enquiries for canned salmon. The retail trade are evidently beginning to anticipate their Summer wants in view of the likelihood of a firm salmon market. An advance in New Orleans and West Indian molasses is recorded and tapioca is said to be slightly higher.

The market is bare of evaporated apricots and peaches, and sultana raisins are quoted  $\frac{1}{2}$  c. lower than last week. Cables from France advise a firm and advancing market in Tarragona almonds. The bean market continues to show an additional strength, an advance of 10c. in hand-picked being noted during the week under review. Farmers are said to be holding back supplies in the expectation of still higher prices, which will, in all probability, rule during the next few weeks.

### CANNED GOODS.

A reasonable demand at unchanged prices for canned goods is reported for the week, as well as a scarcity of gallon tomatoes. Importations of American tomatoes, 3s, have taken place, on account of the fact that there are no tomatoes in first hands. Some of the wholesale houses are quoting tomatoes as high as \$1.30. There are increased enquiries for canned fruits, and additional interest in canned salmon has developed during the last fortnight. Evidently the retail trade are beginning to anticipate their Summer wants, having also an eye to the fact that prices are bound to become firmer in view of the probable close season for salmon during 1906 and 1908 coming into force. We quote the following prices:

Tomatoes, 3s.....	1 25	1 30
Corn, 2s.....	1 15	1 20
Pears, 2s.....	0 82	1 30
Sliced beets, 2s.....	0 85	
" " 3s.....	0 95	
" " whole.....	0 95	
Pumpkin, 3s.....	0 75	
gal.....	2 50	
Squash.....	1 00	
Asparagus tips, 2s.....	2 50	
Golden waxed beans, 2s.....	0 80	
Refugee or Valentine beans, 2s.....	0 85	
Crystal waxed beans, 2s.....	0 92	
Spinach, 2s.....	1 40	
" " 3s.....	1 80	
Baked beans, plain, 1s.....	0 45	
" " 2s.....	0 72	
" " 3s.....	0 90	
Tomato sauce, 1s.....	0 50	
" " 2s.....	0 75	
" " 3s.....	1 00	

Chili sauce same as tomato sauce.....	0 78	
Catsups, tins, 2s.....	4 50	
" " jugs.....	7 70	
Apples, standard, 3s.....	1 85	1 50
" preserved, 3s.....	1 85	1 47
" standard, gal.....	1 85	2 00
Pears, Flemish Beauty, 2s.....	1 52	
" " 3s.....	2 00	
" Bartlett, 2s.....	1 87	
" " 3s.....	2 85	
" whites, 2s.....	2 72	
" " 3s.....	2 67	
Peaches, pie, 3s.....	1 25	
Cherries, red, pitted, 2s.....	2 20	
" " not pitted, 2s.....	1 75	
" " English black, pitted, 2s.....	2 20	
" " not pitted, 2s.....	1 75	
" " white wax, pitted, 2s.....	2 42	
" " not pitted, 2s.....	2 00	
Lawtonberries, heavy syrup, 2s.....	1 57	
" preserved, 2s.....	1 75	
standard gal.....	4 97	
Plums, Damson, light syrup, 2s.....	1 00	
" " heavy syrup, 2s.....	1 30	
" " 3s.....	1 85	
" Lombards, light syrup, 2s.....	1 05	
" " heavy syrup, 2s.....	1 35	
" " 3s.....	1 90	
" green gage, light syrup, 2s.....	1 15	
" " heavy syrup, 2s.....	1 47	
" " 3s.....	2 00	
" egg, heavy syrup, 2s.....	1 52	
" " 3s.....	2 10	
Pineapple, sliced, standard, 2s.....	2 35	
" " extra, 2s.....	2 47	
" " grated, 2s.....	2 40	
Raspberries, red, heavy syrup, 2s.....	1 60	
" " preserved, 2s.....	1 35	
" " black, heavy syrup, 2s.....	1 50	
" " preserved, 2s.....	1 15	
Rhubarb, preserved, 2s.....	1 90	
" " 3s.....	2 62	
gal.....	1 60	
Strawberries heavy, syrup, 2s.....	1 75	
" " preserved, 2s.....	1 60	
Lobster, tails.....	3 75	
" 1-lb. flats.....	2 00	
" 1-lb. flats.....	1 00	1 25
Mackerel.....	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....		
1-lb. tails, 5 cases and over.....	1 77	
1-lb. tails, less than 5 cases.....	1 80	
1-lb. flats, 5 cases and over.....	1 90	
1-lb. flats, less than 5 cases.....	1 92	
1-lb. flats, 5 cases and over.....	1 17	
1-lb. flats, less than 5 cases.....	1 20	
Salmon, "Clover Leaf".....		
1-lb. tails, 1 to 4 cases.....	1 80	
1-lb. flats, 1 to 4 cases.....	1 87	
1-lb. tails, 5 to 9 cases and over.....	1 77	
Chums.....	0 95	1 00
Sardines, Sportman 1/2s.....	0 14	
" " Portuguese 1/2s.....	0 08	0 10
" " P. & C. 1/2s.....	0 25	0 27
" " P. & C. 1/2s.....	0 35	0 38
" " Domestic, 1/2s.....	0 03	0 04
" " 1/2s.....	0 09	0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies, per doz.....	1 00	
Haddies, per case.....	4 00	
Kipper herrings, domestic.....	1 00	
" " imported.....	1 40	1 45
Herrings in tomato sauce, domestic.....	1 40	1 45
" " imported.....	1 40	1 45
California ripe olives, tins, per doz.....	4 75	
Corned beef, 1s, per doz.....	1 50	
" " 2s.....	2 70	
" " 6s.....	8 00	10 00
" " 14s.....	18 00	
Lunch tongues, per doz.....	3 00	
Potted meats, 1s.....	0 50	
" " 1s.....	1 00	

### SUGAR.

The situation is practically without change.

The tone of the market is very firm, and a fair business in raws has transpired at full former figures, and, in some cases, at 1-16c. advance, both for spot sugars and for sugars to arrive. It has also been reported, but so far without confirmation, that one of the Philadelphia refiners purchased 12,000 bags of Cubans for March-April shipment at 3 $\frac{1}{2}$  c., c and f, equal to 5 $\frac{1}{2}$  c. duty paid, which, if confirmed, would record an advance of  $\frac{1}{2}$  c. for the week, and of 5-16c. from the recent lowest point. Even should this lack confirmation, the price has been practically established by local business in Cuba at equivalent to same

basis. Spot New York quotations are nominal on basis of 5 $\frac{1}{2}$  c., duty paid for 96 test, and the higher prices named are for sugars afloat, and for March-April shipment. A small cargo of San Domingo centrifugals nearby afloat on sailing vessel, has been sold to speculator at equal 5 3-16c., duty paid, and there are other buyers of Cubans for April-May shipments at same figure, but holders stand out for 1-16c. higher. There are no special indications of change in the situation at present, unless the article should be sympathetically affected by declines in other articles such as coffee, as in many instances, the same people are interested in both these articles.

For the week beet sugars make a net loss of  $\frac{1}{2}$  d. per cwt. After advancing from 15s. 3d. to 15s. 5 $\frac{1}{2}$  d., they have taken a sudden drop of 3d. per cwt. on liquidation of large March contracts, and to-day's quotation is 15s. 3 $\frac{1}{2}$  d. Latest cable from Mr. Q. Ficht, of Magdeburg, indicates no change in the crop situation. The factory estimates of the sowings for Germany for next campaign are only 7 per cent. larger than last year, all of which will be required.

Refined is practically unchanged in all positions, with only a moderate demand in the United States and Canada. The only change to note locally, is a reduction of 5c. per 100 lbs. in quotation for Berlin granulated, giving that "make" a differential of 10c. per 100 lbs. below Montreal granulated. The reduction applies to both bags and barrels, and the differential is good for 30 days only from Feb. 24th.

For week ending Feb. 23rd, meltings at U. S. four ports, were 33,000 tons, an increase of 2,000 tons for the week. Receipts were 58,744 tons, thus increasing stocks by over 25,000 tons. Combined stocks of U. S. and Cuba, on 23rd ult., were 338,488 tons, an increase of 74,785 tons over last year. Total stocks of Europe and America, at latest and even dates, were 2,809,488 tons, or 839,215 tons less than corresponding period last year.

There are no special indications for the immediate future, and we refer to list below for current quotations.

Paris lumps, in 50-lb. boxes.....	6 38	
" " in 100-lb. ".....	6 28	
St. Lawrence granulated.....	5 73	
Redpath's granulated.....	5 73	
Acadia granulated.....	5 73	
Berlin granulated.....	5 63	
Phoenix.....	5 58	
Bright coffee.....	5 58	
Bright yellow.....	5 48	
No. 3 yellow.....	5 48	
No. 2 ".....	5 33	
No. 1 ".....	5 23	
Granulated and yellow, 100-lb. bags, 5c. less than bbls.		

### SYRUPS AND MOLASSES.

A specially large volume of business in syrups and molasses is reported for the week. Low grade molasses, both West Indian and New Orleans, has firmed fully 2c. in primary markets, although local quotations have not been affected as yet. We quote the following:

Syrups—		
Dark.....	0 30	0 32
Medium.....	0 35	0 37
Bright.....	0 35	0 37







and business is quiet. United States market reports the situation dull. Reports from Germany and Austria also indicate weak position.

Choice .....	0 30	0 32
Fair to good .....	0 25	0 28

**Flour and Feed.**

**FLOUR.**

There is no change to report in the condition of the local flour situation. It appears there is some little cutting going on in Spring wheat grades, particularly so in Eastern Ontario and the Ottawa Valley, though other points and districts maintain market values. The volume of business has been larger, owing to the better condition of railway facilities.

Manitoba spring wheat patents.....	5 80
" strong bakers .....	5 50
Winter wheat patents .....	5 50
Straight rollers.....	5 20
Extra .....	4 55
Straight rollers, bags, 90 per cent.....	2 55

**FEED.**

There is a fair amount of business being done in all kinds of mill feed. There is enquiry for choice Ontario white wheat brand, with offerings small. Some cutting, also, is reported, \$1 a ton being mentioned as the size of the cut per ton.

Manitoba bran, in bags, per ton.....	16 50	17 00
" shorts.....	19 00	19 00
Ontario bran, in bulk .....	16 00	19 00
" shorts .....	19 00	20 00
Moullie.....	25 00	28 00

**ROLLED OATS.**

The strong feeling noted last week still maintains itself. The market is quiet, but the undertone is very firm in sympathy with the strong feeling in oats.

Fine oatmeal, bags .....	2 60
Standard oatmeal, bags .....	2 60
Granulated " .....	2 50
Rolled oats, " .....	2 40
" bbla.....	5 10

**HAY.**

The local demand is fairly good, and a fair volume of business is turning. There will be no new developments in the market for baled hay. No foreign business of any account is noted and the feeling is such that shippers are not encouraged to export.

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

**TO ABOLISH TRADING STAMPS.**

THE trading stamp question is once more before the Canadian trade, this time in the shape of an organized propaganda to abolish by Dominion legislation the use of trading stamps in Canada. A combined deputation of some six or seven hundred merchants from the provinces of Quebec and Ontario, including the various provincial mercantile organizations, will go to Ottawa on March 8, and present their views before the Government. They expect to be armed with resolutions from the Montreal, Toronto, Quebec, St. John, and Vancouver Boards of Trade, as well as from the representative Canadian Retail Grocers' and Merchants' Associations, the Montreal Chamber of Commerce, the Dominion Wholesale

Grocers' Guild, and the Montreal Dry Goods Associations, all condemning the principle of trading stamps. It is confidently felt that such a strong and representative expression of opinion from the business men of Canada will be efficacious in securing sweeping legislation throughout the Dominion against what is generally acknowledged to be a grievous trade evil.

The Parliaments of both Quebec and Ontario voted laws during the last session authorizing municipalities to enact by-laws to prevent the distribution of trading stamps. Laws were passed with this end in view by the cities of Montreal and Quebec, but the validity of these laws, and even the law of Quebec, has been contested in the courts. Many years may be allowed to pass before a final judgment is rendered and in the meantime the retail trade may have to suffer and be still further exploited by trading stamp companies.

Only last week a decision was given in Toronto by Judge Morgan, according

even in Ontario, if trading stamps are to be abolished.

The following resolutions by representative Canadian organizations are interesting, as emphasizing the importance to Canadian trade of the propaganda against trading stamps.

**The Montreal Grocers' Association.**

Resolved, that this Guild unanimously supports the petition of the Federation of Retail Merchants, and hopes that in the interest of the great majority of the merchants of Montreal and other cities, where the trading stamp business has secured a foothold, Parliament may be pleased to grant the prayer of the said petition.

**The Montreal Board of Trade.**

Resolved, that the Council of the Montreal Board of Trade hereby prays the Dominion Parliament to adopt at its present session such legislation as will render illegal the issuing, distribution or sale of "trading stamps" or "cash receipts," and provide also for the punishment of persons transgressing such law.

**The Quebec Board of Trade.**

The Board of Trade of Quebec has adopted a resolution endorsing very strongly the application to the Federal Government to have legislation adopted prohibiting the issuing and distributing of "trading stamps" and "cash receipts," and that the association of the manufacturers in Quebec have decided to write to the Minister of Justice, in Ottawa, requesting him to welcome the bill of the retail dealers of Montreal, and that moreover the secretary be authorized to write to Sir Wilfrid Laurier stating that the manufacturers of Quebec, resident of his county, and consequently his electors, wish that he use all his influence for the adoption of that measure.

**The Vancouver Board of Trade**

is heartily in sympathy with the Federation of Retail Grocers of Montreal in their endeavor to make illegal the issuance of trading stamps.

**The St. John Board of Trade**

heartily supports the action of the Federation of the Retail Dealers of Montreal in their effort to obtain from the Dominion Government the passing of a law against the sale and distribution of trading stamps, and would urge upon the Government the necessity of amending the present criminal code in such a manner as to declare illegal the issuing, sale and distribution of said trading stamps.

**The Montreal Chamber of Commerce.**

Resolved, that this body pray the Federal Government to take into its serious consideration the opportunity to amend the law by prohibiting the is-

**LAST MINUTE PROVISION MARKET.**

Montreal, Thursday, March 2, 12.30 p.m.

**CHEESE**—No change. Market dull and trade quiet.

**BUTTER**—Market steady. Choice creamery 28 to 30c Receipts better. Buyers chary on account of mild weather. Fear break in prices.

**EGGS**—Trade getting nervous, fearing drop. Receipts are light to-day. Market steady. Select Fall quoted 25 to 26c.; limed and cold storage, 19 to 22c.

**PROVISIONS**—Tone of market strong. Live hogs in good demand with prices high. Fresh alattoir killed from \$3.50 to \$9.25; country dressed, \$7.50 to \$8, and best choice, \$8.25.

to which the ban against trading stamps is removed, although the method of their distribution is left restricted. The claim of the judge was that the statute in force in Ontario against trading stamps did not explicitly cover the case in question, namely the Merchants' Exchange, Toronto, which has been issuing coupons or tickets and giving premiums to purchasers of goods for the purpose of bringing customers to their establishments upon a cash basis. According to the judge's ruling, the right is saved a merchant to deliver to purchasers of goods sold by him tickets or coupons to be redeemed by such merchant either in money or merchandise, whether the merchant stores his premium goods in his own shop or elsewhere, under his own management or that of his clerk or agent. In other words there is nothing in the law to prevent several persons storing premiums owned separately in one store, managed by a common clerk, who out of such premiums redeems premium tickets issued by such merchants. Thus it is patent that more far-reaching legislation is necessary,

suings, sale and distribution of trading stamps throughout Canada, on the ground that they are a hindrance to trade and a veritable exploitation in retailing.

**The Montreal Wholesale Dry Goods Association.**

Resolved, that the Montreal Wholesale Dry Goods Association cordially approves of the petition of the Federation of Retail Dealers of Montreal, praying that the sale and distribution of "trading stamps" be prohibited, this apparently being the only means of relieving the trade from the pernicious effects of the use of "trading stamps."

**PROPOSED REPEAL OF TEA DUTY.**

**T**HE question of the proposed repeal of the duty of ten per cent. on tea entering Canada from the United States, to which reference was made in a recent issue of The Canadian Grocer, in the shape of interviews with prominent wholesale and retail grocers, tea importers and brokers, has assumed prominence in Montreal business circles. During the last few days very active interest was taken by the trade generally, and The Grocer's report of interviews was freely discussed. The following is a copy of the petition drawn up for presentation to the Honorable Minister of Finance at Ottawa last week, and it speaks most emphatically of the interest that is taken by the trade on this question of the possible removal of the ten per cent duty on teas from the United States, as the Montreal trade is unanimous on the subject, and there is not a single wholesale grocery house, tea merchant, commission and brokerage agent or representative of foreign tea firms missing. Montreal certainly is a unit on the point that the duty now in force be not rescinded.

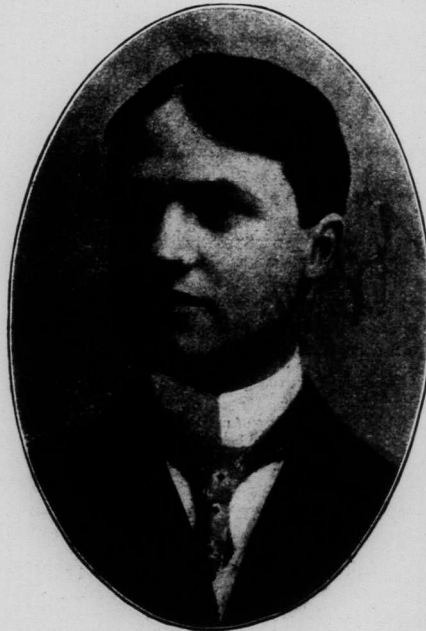
Montreal, February 16, 1905.  
To the Honorable Minister of Finance,  
Ottawa.

We, the undersigned, importers and wholesale tea merchants of the City of Montreal, do hereby earnestly petition that the duty of ten per cent. on teas imported from the United States into Canada, which is now in force, be NOT rescinded:

W. D. Stroud & Sons, Kearney Bros., Doyle & Jackson, Tamilkande Tea Co., Lockerby Bros., Ltd., Forbes Bros., J. A. Mathewson & Co., The Ozo Co., Ltd., A. Robitaille & Co., J. Alex. Gordon & Co., E. D. Marceau, Hudon & Orsali, N. Quintal & Fils, J. A. Simard, Lacaille, Cendron & Co., Demers, Fletcher & Co.,

L. Chaput Fils & Co., Crossfield, Lampard, Clarke & Co., J. & W. Kearney, Hunt & Co. (per H. B. Barnard), Gillespies & Co., Jas. Rutherford & Co., John Duncan & Co., Rose & Laflamme, S. H. Ewing & Sons (per W. H. Halford), Laporte, Martin Co., Ltd. (per H. Laporte, president), Carter, Galbraith & Co., Snowdon, Forbes & Co., Hudon, Hebert & Co., Birks, Corner & Co. (per A. J. Corner), Watt, Scott & Goodacre, R. W. Forester; Shaw T. Nishimura, Takeji, Kusanobe (attorney), Alex. Anderson, Japan Central Tea Traders' Association; J. S. Hetherington, Alex. Hendery, C. N. D. Osgood.

The signatures to the petition were obtained by W. H. Halford, manager of tea department of S. H. Ewing & Sons, and Alex. Anderson, selling agent for T. Nishimura, of the Central Japan Tea



Mr. J. A. Beaudry,  
Secretary of Federation of Retail Merchants of Montreal.

Traders' Association. Great credit is due to these gentlemen for their efforts in securing such a tangible expression of the opinion of the Montreal tea interests.

**MONTREAL GROCER IN TORONTO.**

**A**N interesting visitor to Toronto last week was Mr. J. A. Beaudry, one of Montreal's leading grocers. Mr. Beaudry is secretary of the Federation of the Retail Dealers, of Montreal, in addition to serving in a similar capacity several of the individual organizations.

While in Toronto he interviewed the secretary of the Board of Trade, the President of the Dominion Wholesale Grocers' Guild, The Retail Merchants

Association, and the Retail Grocers' Association, of Toronto, on behalf of the movement against trading stamps, which has been renewed by Montreal merchants. As a result of his visit a representative delegation will join a large number of representatives from Quebec at Ottawa on March 8, when the trade will wait upon Premier Laurier in the hope of securing Dominion legislation entirely abolishing trading stamps in Canada.

**NEW PACKING INDUSTRY IN PRINCE EDWARD ISLAND.**

The town of Summerside, P.E.I., will shortly be the scene of a new packing industry, the town recently having passed a by-law for the encouragement of a large meat-packing and curing establishment. The new venture is reported as financially strong and some leading Islanders are reported as interested. Exemption of taxation, land and bonus, it is reported, have been granted the new concern, and there is every indication that a progressive management will bring the industry to the foreground of similar concerns.

**BUSINESS OPENING.**

Members of the trade will be interested in hearing of a good business opening in the Canadian Northwest for a man with some capital. For fuller particulars write L. T. Mewburn, manager of the Canada Grocers, Limited, Calgary, N.W.T.

**NEW BROKERAGE BUSINESS.**

In last week's issue of The Canadian Grocer, in the article on page 39 in regard to a new brokerage business being started in Toronto by Mr. C. E. Kyle, it was stated that his office would be at 127 Front street east. It should have been 27 Front street east.

**TORONTO GROCERY CLERKS .. MEET.**

At the last meeting of the Toronto Grocery Clerks' Benevolent Association in the Temple Building, the most important business was the election of officers for the ensuing year, which resulted as follows:

- President—E. Matthews.
- Vice-President—W. Turpin.
- Treasurer—R. H. Hudson.
- Recording-Secretary—H. Treblecock.
- Corresponding Secretary—M. Anderson.
- Employment Committee—Messrs. Helstrop, Bail, Miller, Linder and Cowling.
- Property Committee—Messrs. Helstrop and Cowling.

After the election of officers, a pleasant social evening was spent by the members.



**DEATH OF MR. D. L. LOCKERBY, MONTREAL.**

**E**ARLY last Sunday morning, Feb. 26th, there passed away in the City of Montreal one of the city's and country's best known citizens and wholesale grocers, Mr. David Linton Lockerby, senior member of Lockerby Brothers, wholesale grocers, one of Montreal's most respected citizens. Mr. Lockerby's was a figure known to the grocery trade of Canada, and particularly of Quebec and Ontario, and many a merchant will miss his genial face and pleasant conversation. One of the pioneer grocery travelers of Canada, his record on the road has always been one to be proud of, and when he confined his labors more to the sample rooms and offices of the firm, his many customers missed him. Such a thorough salesman was he that the environment of the sample room seemed too small and cramped, and at intervals he would take up his samples and look up his old friends throughout his old territory. His experiences in the early days of the pioneer traveler were varied, hard and decidedly interesting, and it was the writer's privilege to learn of his experience.

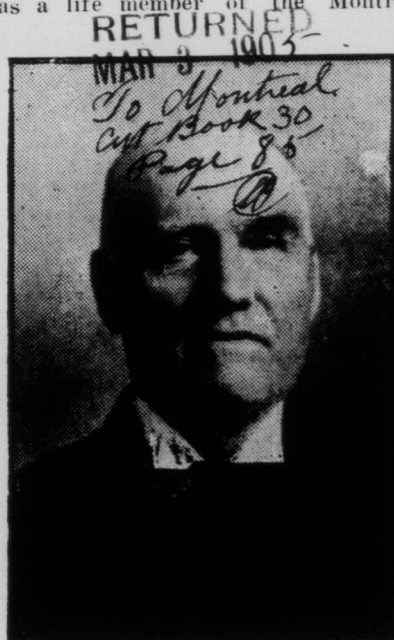
Mr. D. L. Lockerby was born at Lacolle, Quebec, in 1836, consequently being 69 years of age at his death. On the outbreak of the American Civil War he joined the Federal forces, and served during the earlier part of the war as a captain in the 96th New York Volunteers until 1863, when he settled in Montreal, securing a situation with Kingan & Kinlock, wholesale grocers. He left this to become a member of the firm of Kinlock, Lindsay & Co., which he resigned to take the place of the late J. A. Douglas in the firm of Douglas, Kirk & Co., changing the firm name to Kirk, Lockerby & Co., wholesale grocers. Some time later Mr. Lockerby sold out to his brothers, Messrs. W. W. and A. L. Lockerby.

He then embarked in the wholesale dry goods business with Mr. Duncan McIntyre, subsequently buying out the interest of Mr. Kirk in the firm of Kirk, Lockerby & Co., and established the firm of Lockerby Bros., composed of Messrs. D. L. and A. L. Lockerby. This was later formed into a joint stock company as Lockerby Bros., Limited, of which Mr. Lockerby was president up to the time of his death.

Mr. Lockerby was for many years a member of the Montreal Board of Trade, and sat for some time on the council. He was also at various times president of the Commercial Travellers' and Wholesale House Associations, and a director of the Midland Railway.

Mr. Lockerby brought his military instincts back to Canada, undimmed by his hard service in the Civil War, and he joined the old Montreal Cavalry Regiment as a lieutenant. Once again he saw active service at Eccles Hill, in 1870, in repulsing the Fenian Raiders. His death removes the last officer of the old corps.

Mr. Lockerby was an enthusiastic admirer and supporter of athletic sports, was a life member of the Montreal



The late Mr. D. L. Lockerby.

Amateur Athletic Association. In politics Mr. Lockerby was a strong Liberal, and an experienced and vigorous campaigner.

The deceased is survived by six children: Mr. D. W. Lockerby, of Lockerby & McCombe, Montreal; Mr. C. A. Lockerby, of Lockerby Bros.; Mr. J. W. G. Lockerby, Mr. Robert A. Lockerby, Miss B. Lockerby and Mrs. D. J. Munro. Besides these he is survived by the following brothers: Mr. A. L. Lockerby, of Lockerby Bros., Montreal; Mr. R. Lockerby, of Sudbury, Ontario; Mr. J. C. Lockerby, of Winnipeg, Man.; Mr. G. Lockerby, of New York, and the Misses J. and B. Lockerby, Montreal.

Among the prominent business men present at the funeral on Feb. 28, were the following:

Lieut.-Col. Gordon, W. D. McLaren, Lyon Silverman, J. Sherman, Fred Hughes, J. J. Pollock, Capt. R. G. Pettigrew, Wm. Sadler, A. O. Weaver, T. J. O'Neill, James Johnson, S. O. Shorey, John Johnson, J. S. Williamson, J. H. McComb, James A. Gordon, W. D. Aird, E. P. Quirk, C.E., T. S. Currie, Cecil Gordon, P. L. Kinwood, Mr. W. A. Weir, Mr. James McShane, Lieut.-Col. Mattice, M. Birkett, James Rogers, John Fisher, Ald. Nelson, J. C. Holden, T. Tate, Wm. Gosling, Richard King, W. H. Johnson, Robert Peel, Lieut.-Col. Gardner, Wm. Gardner, Lieut.-Col. Prevost, A. Jack, John N. Hickey, Wm. Selater, A. D. Fraser, W. H. Henry, Hugh Henry, Wm. Stewart, B. Levin, S. W. Ewing, A. H. Ewing, W. H. Kelson, D. Hatton, W. Clark, L. H. Bosworth, J. A. Cantlie, A. M. Crombie, C. Gurd, W. J. Percival, J. L. Percival, Jas. Rodger, C. T. Gordon, Rev. F. Charters, Charles Charters, Thos. Watson, John Bauden, John Beattie, W. Strachan, Major David Seath, Thomas Pringle, A. Pringle, Alex. Charters, A. McLaren, J. McLaren, A. S. Maynard, W. H. Dunn, J. S. Brierley, S. J. Carter, J. H. Hutchison, Wm. Oman, J. S. Nicholson, C. H. Dougall, John McLean, Wm. Lyall, D. S. Walker, Lieut.-Col. Wilson, R. E. Calder, Lieut.-Col. Starke, Dr. J. C. Nichol, R. R. Stevenson, James Snowdon, J. C. McDiarmid, J. C. Hodgson, James Davidson, W. H. Day, James Wright, Thomas Simpson, P. W. McLaren, James K. Whyte, Duncan McIntyre, John E. Wright, J. B. Sadler, T. C. Donnelly, J. A. Harter, Thomas Gilday, Wm. Cunningham, Chas. M. Hart, E. T. Hart, John Cunningham, Fred E. Cunningham, Morris Armstrong, W. H. Trenholme, T. D. Buzzell, H. T. Kerley, L. J. Desrosiers, W. C. Strachan, Thos. Ligget, J. A. Boyd, F. M. Jones, Wm. Galbraith, Robert Bickerdike, Capt. Gilmour, J. Beamish Saul, H. W. Wadsworth, C. Howard, Chas. Alexander, M. F. Johnson, R. Thompson, Max. Murdock, Ald. Robertson, ex-Ald. McBride, Wm. Euard, B. Strachan, F. Hickey, John Hersey, W. H. Henry, etc. The Bickerdike Club was represented by Messrs. Albert Lussier, secretary; Chas. Larin, treasurer; J. Filiatrault and C. Bergevin. Charles McNow, Bert. McNow, Ernest McNow, Lieut.-Col. McArthur, of Lancaster; W. H. Seyler, of The Canadian Grocer staff; W. H. Dunn, Alex. Anderson, Cecil Gordon, Geo. Brown, J. Alex. Gordon, Wm. Clark, H. R. Barnard.

The Grocer extends its sympathy to the bereaved family.

## DEPARTMENT OF ADVERTISING SUGGESTIONS AND CRITICISM

Edited by

John C.  
Kirkwood,

TORONTO.

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

### PRACTICAL INSTRUCTION ON ADVERTISING

(Continued from a recent issue)

#### Simplicity and Force.

Good advertising usually has the merit of simplicity in high degree.

When one considers the advertisement representing several hours' work in designing and writing occupies the reader's mind less than a minute, one can appreciate the need for saying something forceful.

Force is a thing greatly to be desired in advertising. Force is that clear presentation of the essential argument.

Brevity is one of the chiefest elements of force.

A thoughtful selection of words adds to force. Words of one or two syllables are generally preferable to larger words.

Omission and condensation contribute to force, because they make for brevity.

#### Clearness and Definiteness.

Clearness is an important thing to secure in writing. Nobody will take time to solve enigmas in order to understand an advertisement.

Make every advertisement a definite bid for business. You will get only what you ask for.

Use simple, direct, plain language—do not burden your advertising with words that the plain people do not understand.

Avoid as much as possible technical language. The simplest form of expression is always the best form.

In preparing your advertisements, endeavor to make them definite. Something that will interest those whose patronage you want. If you have booklets or catalogues invite tradespeople to send a postal card request for them. If you have special advantages to offer, special prices that your traveling men may make, offer them to those whom your men do not call upon.

Simply naming your goods and claiming them to be superior to others is mere publicity. Real advertising asserts and then seeks to prove by sound reasoning. The public "whys" have got to be met with plenty of "because."

#### General Counsel.

The advertisement that does not convince is not likely to win.

An advertisement should show the goods, quote prices, and give information upon which an order can be given.

Repetition gives advertising its chief value.

The best advertisement is the one which most fully economizes the reader's attention.

Don't crowd your advertisements with matter, and so make them hard to read.

The first mission of the advertisement is to attract attention, the second to secure a reader, the third to convince the reader.

Educate the people on such points as may not be apparent at a glance, it may take time and cause expense, but it is worth the effort.

Having something to say is the first requisite; saying it in an attractive manner is the second; putting it in a pleasing way is the third, and throwing in an artistic eye-catcher or two is the fourth.

Some advertisers go upon the assumption that advertising is read reluctantly, or not at all. If there is one thing certain in advertising, it is that forceful, vital, informing publicity always finds an audience.

#### The Advertising Manager.

First acquire for your advertising manager a man who has forgotten how to write advertisements—or never knew.

Don't mistake that advice. Nothing could be more serious, nothing have better intentions. The average advertisement writer, prattling of his "style" in writing, is an unsafe investment; you need a business man more than a litterateur. There is no necessity for fine writing, either in over-cultured Boston, reposeful Philadelphia, that pandemonium called New York, avaricious Chicago, historic New Orleans or predestined San Francisco. What is needed is sense—that sense which can appreciate why a thing should be done in this manner or that; is progressive at all times and conservative on necessity; knows something of human nature; is quick to grasp the business value of an incident or occasion; can write good English and think nothing of it; has no

time for senseless typographic acrobats; understands the fundamental principles that underlie all business, and can keep up with the current of the times in thought, fashion, art, politics, society, etc.

Sooner or later in the life of the modern merchant he must be confronted with the vexations riddle: "What is an ad-writer?" And the ad-writer himself must furnish the answer in deeds rather than in words. If he is a mere copy grinder—one who is content to write so many ads for so much money he is only an insignificant clerical cog in the mercantile machinery. But if he is a thinker, a schemer and an originator, and really works along such lines, he is one of the indispensable levers that moves the entire commercial mechanism. Ad-writers are many. Ad-men are few. Preparation of first-rate copy is only a detail among the duties of a capable ad-man. In order that he may be actually worth a decent salary he must be able to devise means of business growth. The ad-writer who does no more than to juggle business English into readable shape should never be allowed to get his fingers on more than \$1,500 a year, for that is all he can honestly earn, whether he be employed by a brick yard or a department store. The truly valuable portion of his service—a part which determines his value—is his original conception and masterful execution of business-bringing schemes.

(To be Continued)

#### A NEW DEPARTURE.

The grocery trade will hear with interest that the Bennett Mfg. Co., of Pickering, Ont., are making a new departure in undertaking the manufacture of woodenware specialties. This company have achieved distinguished success with Bennett's patent shelf box or drawer, and with their kitchen cabinets. Many grocery and hardware stores throughout the country have put in the patent shelf box referred to, securing a good appearance and convenience at the same time. The Bennett Mfg. Co. specialize in this line of goods to an unusual degree, and in the extension of their business will doubtless meet the needs of many firms who have been looking for a manufacturer of woodenware specialties of an unusual character.

# LOOK ALIKE

All black leads look pretty much the same.  
Where you tell the difference is in their work

## JAMES' DOME BLACK LEAD

has been worked for 65 years, and  
turns out as good results as ever.

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

### 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.

"Shinola" shoe blacking, with a patent box opener free, is having a big run with The Eby, Blain Co., Toronto. Send orders at once.

Leonard Bros., Montreal, have a large variety of all kinds of frozen fish in season. This firm give special attention to mail orders.

The Eby, Blain Co., Toronto, are booking large orders for both "Force" and "Orange Meat" on the basis of the special deals now on on both of these lines. Dealers will do well to send their orders at once to The Eby, Blain Co., and secure prompt shipment.

Jas. Rutherford & Co., Montreal, are offering special values in Ceylon and India teas, black and green. Requests for samples promptly complied with.

"Bon Ami," the modern polisher, is carried in stock by The Eby, Blain Co., Toronto.

Leonard Bros., Montreal, report new arrivals of frozen sea herring, large bright Halifax stock. Also new Labrador salt herrings in barrels and half barrels, for the Lenten season.

The F. T. James Co., Toronto, have received a car load of tom cods and

flounders, which they are offering to the trade at special values.

White & Co., Toronto, received a car of marmalade oranges this week.

The F. T. James Co., Toronto, report the arrival of 2 cars of Labrador herrings, in half barrels, this week.

White & Co., Toronto, are offering some good lines of Malaga grapes.

Dawson Bros. & Co., Toronto, have received one car of Redland Beauty, and one car of Magnolia brand and California Beauty navels, also one car of Messina lemons and one car of Yellow Globe onions.

McWilliam & Everist, Toronto, have received during the week one car of Marmalade oranges, one car of "Rose brand," California navels, and one car of "King Edward" and "Black Watch" lemons.

Joseph Grant, Ottawa, is offering special value in fish for the Lenten season. He has received three carloads of fresh haddock, tom cods, finnan haddie, smelts and flounders.

The Beauport Brewing Co., Beauport, P. Q., have appointed Joseph Grant, wholesale grocer, Ottawa, distributing agent for Ottawa and district.

Grocer and provision dealers handling partridges will find Provost & Allard, Ottawa, in position to offer values.

S. J. Major, Limited, Ottawa, are of-

fering special value in molasses. Interested buyers should communicate promptly.

John Sloan & Co., Toronto, are prepared to do a large business in Hershey's chocolate, 5c. and 10c. cakes, this spring.

The latest Boston confection, "Lowney's chocolate puffed rice."

The Walter M. Lowney Co. are now showing milk chocolate and vanilla sweet in a two cent package.

S. J. Major, Limited, Ottawa, are sacrificing Malaga table raisins before putting them into cold storage. The trade will find bargain prices on application.

Lowney's Gold Medal Powder is the finest article on the market for soda fountain trade. Sample mailed on request.

The famous Gri-mo soap, made by Ritchie-Hearne Co., of Brampton, Ont., is being sold in Montreal by D. A. Macdonald, a hustling young agent, who has built up a good trade in the east. At present they are booming Gri-mo by distributing small samples, which are admirably suited for just what they are intended, namely to be used in offices for cleaning hands, soiled by ink or grime.

The Walter M. Lowney Co. report increasing sales on breakfast cocoa.

**F  
I  
S  
H**

## Order Now for Lenten Season

No. 1 FALL-CAUGHT TROUT.

No. 1 LAKE HERRING.

LABRADOR HERRING, <sup>Bbls. and</sup> <sub>Half Bbls.</sub>

SCALED HERRING.

FLITCHED COD, 100 lb. Cases.

CODFISH, 1-lb. and 2 lb. Blocks.

HALIBUT, 30-lb. Cases.

Warren Bros. & Co., 35 Front St. E., Toronto



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

## MACKINTOSH'S TOFFEE

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

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

**JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.**

**Ask  
and  
Receive.  
  
Advertise  
and  
Acquire.**

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise**. If you have what you don't want, or haven't what you do want—**advertise**. Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and *remittance must accompany order in every case.*

**CANADIAN GROCER,  
MONTREAL and TORONTO**

### PERSONAL MENTION.

Mr. W. P. Eby, of the Eby, Blain Co., Toronto, paid a flying visit to Ottawa this week.

Mr. T. Hamilton, grocer, Iroquois, Ont., was severely injured by an explosion on February 23.

Mr. A. J. Rankin, representing S. H. & A. S. Ewing, Montreal, was calling on the trade in Ottawa last week.

Mr. M. McLaughlin, of M. McLaughlin & Co., flour millers, Toronto, left this week on an extended trip to Europe.

Mr. J. S. Larke, Canadian commercial agent in Australia, will return to Canada for a vacation about July of this year.

Mr. Geo. C. Thompson, vice-president of the Robert Greig Co, Toronto, was a caller upon the Montreal trade this week.

Mr. J. T. Wilson, sr., partner of the firm of Wilson, Patterson & Co., importers and general merchants, Montreal, died last week.

Mr. C. D. Cowles, representing the St. Charles Condensing Co., Ingersoll, Ont., was a caller upon the trade in Ottawa during the past week.

Mr. D. T. Williamson, representing the Brantford Starch Co., was a caller

at the Montreal offices of The Canadian Grocer last Saturday.

Mr. Andrew Gunn, of Gunn's Ltd., Toronto, and Mr. John A. Gunn, of Gunn, Langlois & Co., Montreal, were met by The Canadian Grocer in Ottawa last week.

Mr. A. Stuart Ewing, of S. H. & A. S. Ewing, wholesale coffees and spices, Montreal, is in Winnipeg on his regular trip through Manitoba and the North-West Territories.

Mr. R. Hyslop representing Andrew Wilson & Co., tobacco and cigars, Toronto, was in Ottawa during the past week looking after the "Batchelor" and other favorite lines of Havanas.

Mr. Jules Cote, secretary-manager S. J. Major, Ltd., wholesale grocers, Ottawa, is wearing a beaming countenance just now—reason: the arrival of a son and heir last Wednesday. Congratulations.

Mr. J. A. Stewart, general merchant, of Exeter, Ont., was in Toronto this week and paid The Grocer a visit. Mr. Stewart is the proprietor of one of the most progressive and successful stores in Western Ontario.

Mr. Arch. Snowdon, of Snowdon,

Forbes & Co., Montreal, is putting in an anxious time at his home with an attack of quinsy. Active and energetic hustler as he is, this enforced retirement from business is trying. He expects to be up and about again in a few days.

Among the grocers and travelers met by The Canadian Grocer in Ottawa last week were Mr. Wm. Galbraith, of Carter, Galbraith & Co., Montreal; Mr. John Christie, representing the same firm, and Mr. L. R. Buzzell, representing J. A. Mathewson & Co., Montreal.

### DEATH OF PROMINENT CANNER.

On February 24th, in Montreal, occurred the death of Mr. W. A. Ferguson, vice-president of the Canada Canners, Ltd. Mr. Ferguson had been indisposed for some weeks as a result of a paralytic stroke he received while in Montreal recently on business.

He was for years the manager of the Delhi Canning Co., and in addition to being a large shareholder in this organization was the chief promoter of the canning industry in Delhi, Ont.

**EXEMPTION FROM SPECIAL DUTY.**

A LIST has been compiled comprising all the articles exempt from special duty, under subsection 7, and other provisions of the Customs Act, on which decisions of the Department have been requested.

Boiler plate, flange plate and fire-box plate, for use only in the manufacture of boilers (conditional on following declaration being subscribed and attested to by the importer on the face of the entry: "The plates above described are boiler plates, flange plates or fire-box plates (as the case may be) which have been imported in good faith as such and will be used only in the manufacture of boilers").

Universal mill or rolled edge bridge plates when imported by manufacturers of bridges for use only in the manufacture of bridges (conditional on declaration being subscribed and attested to accordingly by the importer on the face of the entry).

Rolled edge plate, not less than 1/2 inch thick and over 15 feet long, when imported and to be used only for tires of traction engines (conditional on declaration being subscribed and attested to accordingly by the importer on the face of the entry).

Flat galvanized sheet iron, guns and rifles, not military; twist drills, cabinet locks, pad locks, steel beans, tees, girders, for structural purposes, when not punched, drilled or in any further stage of manufacture than as rolled; pens and pencils, double tape fuses, dictionaries, English; bi-carbonate of soda, rubber brushes, spread plasters, spitting cup and re-filler, vapo-cresoline, peroxide of hydrogen, hydrozone, school writing slates.

**Articles Subject to Special Duty.**

The following list does not comprise all the articles subject to special duty, but only articles on which decisions of the Department have been requested:

Air brake equipment, air pumps, boil-

ers, cranes (electric traveling), cranes (hand power), cranes (water), castings (heavy machinery, columns), diggers (beaver post hole), fences (hammered iron), grilles (door, bank, etc.), hydrants (for fire purposes), injectors (easy), locomotives, momentum brake, nuts (cold pressed), pumping machinery, pipe (water, gas and heavy flanged), screws (set, cap, etc.), switchboards, wrought-iron pipe 3 inches and under, stationary boilers and steam engines, meat choppers, wire rods, saws, steel billets, hoop iron and steel, 16 gauge and thicker, steel rails, horse shoes, horse shoe nails, steel plate, 50 inches and less in width, 3/4 inches and less in thickness, but not thinner than No. 12 gauge, railway fish plates, glazier points, steel angles up to 5 inches by 5 inches, writing ink, typewriter ribbons, structural work (including bridges), trucks (street railway Curtis type), specials (such as tees, ells, etc.), trucks, (railway freight), valves, water towers, insulated wire and cables, incandescent and arc lamps, sockets, receptacles, cut-outs, plugs, rosettes and wiring accessories, cross arms, switches, porcelain insulators and cleats, lightning arresters, electric meters, transformers, dynamos and generators, motors, plumbers' earthenware, stove polish, grass mats, Linoleum and oil cloth, linseed oil, paper, glass bottles, bon ami, scouring soap, card games (such as playing cards, etc.), games (such as Parchesi, Halma, soldier boy, etc., made of straw board and card board), antiseptic gauze, carbon paper, carpets, cartridge and ammunition, mucilage, dynamite, electric fuse for blasting purposes, pail and tubs, patent medicines, non-alcoholic, photographic dry plates, soap, of all kinds, powder, detonators, confectionery, of all kinds, baking powder, postum cereal, grape nuts, shredded wheat biscuits and other breakfast foods, almond paste, gun wads, sen sen, licorice pastilles, iodine of potassium, flat iron and steel bars, all sizes up and including 10 inches in width, and up to 1 1/2 inches in

thickness, round steel, up to 5 inches in diameter, polished shafting, up to 5 inches in diameter, square bars, up to 12 inches square, car axles, steel sections, such as plow beams, channel steel, binder bars, tee bars, cutter bars, hermetically sealed tube dressings, absorbent cotton, absorbent lint, antiseptic jute, antiseptic oakum, antiseptic sponges, antiseptic zimocca, antiseptic abdominal sponges, Ashton's abdominal absorbent pad, Ashton's laparotomy set, antiseptic absorbent cotton mops, ligatures and sutures, surgeons' twisted silk, surgeons' braided twist, pure white braided silk, "cable twist" surgeons' silk, Lawson Taite's silk, raw-twisted surgeons' silk, plaster paris bandages, bandages double or tubular stockinette, grey open-woven bandages, unbleached roller bandages, washed and ironed roller bandages, antiseptic gauze absorbing bandages, medicated gauze bandages, heavy crinolin bandages, flannel bandages, rubber bandages, Esmarch's triangular bandage, first-aid packets, elastic hosiery, belts and supporters, elastic stockings, trusses, tom-thumb jujubes, Sa Yo mint jujubes, small channels, rake teeth, concave and convex sleigh shoe steel, drill hoe points, bevel edge bars, rifle bars, tie plate, special fish plate, angle bars, half, rounds, half ovals, toe caulk sections, half round shaft steel, channel sleigh shoe steel, spring steel, sleigh shoe steel, tire steel, machine steel, harrow tooth steel, polished shafting, forging, all kinds of shoe work, iron or steel washers, lead pipe, wire, all kinds, sizes and gauges, bale ties, wire nails, sash pins, escutcheon pins, spikes, wrought and wire, all kinds and bolts, all kinds and sizes, coach screws, lag screws, nuts, washers, rivets, all kinds and sizes, picture frame points, felloe plates, tacks, all kinds and sizes, including nails, rivets for shoemakers' use, staples, all kinds and sizes, tufting buttons, white lead (ground in oil), putty, shot, all kinds and sizes, refined sugar imported after November 23rd, 1901, (except sugar refined in a British country granted tariff preference by Canada, indelible ink.

**TEAS and COFFEES**

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

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

**JAMES RUTHERFORD & CO.**

**27 ST. SACRAMENT STREET**

**MONTREAL**

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.  
Quotations corrected by telegraph up to 12 a.m. Thursday, March 2nd, 1905.

**B**USINESS is fairly active, but there is no exceptional rush in any department of the wholesale grocery trade. While reports from Eastern trade centres indicate that wholesale houses there are finding great difficulty in making shipments, owing to the snow blockades, there has been no such trouble west of the Lakes.

The price list is steady and there are not many changes to record. Sugar remains steady at time of writing at the same figure, which has prevailed for some time. Advices from outside markets indicate a continued firmness and expensive sugar seems to be assured for some time to come. Patna rice is advancing and a slight advance of  $\frac{1}{4}$  cent will be noted in quotations below: Rangoon rice, on the contrary, has declined from  $\frac{1}{4}$  to  $\frac{1}{8}$  cent. Coffee is easier, but no change in Rios has been made locally. It is reported now that the California market is absolutely bare of dried peaches but there are still some local stocks on hand. Prunes are becoming firmer. Local stocks of evaporated apples are rapidly being depleted and prices are very firm. In green fruits a general reduction in oranges, lemons and bananas will be noted. Apples are becoming very scarce and there are now no Baldwins and Greenings on the local market. Fish firms are making preparations for a big trade during Lent. Some changes will be noted in fish quotations. The fish catch this winter on Lake Winnipegosis is reported to have been exceptionally good and large shipments of white fish, pickerel, jacks and sturgeon have been sent south to American trade centres. The last shipments of winter fish will be made about March 20. Strictly fresh eggs have advanced to 30 cents.

**Sugar.**

The sugar market seems to have found its level, for there have been no changes for some time. Advices from outside markets indicate that sugar is still very firm and that declines are unlikely at present. Apparently dear sugar is assured for some time to come. We quote:

Montreal granulated, in bbls.	6 30
"    "    in sacks	6 25
"    "    yellow, in bbls	5 80
"    "    in sacks	5 75
Wallaceburg, in bbls.	6 20
"    "    in sacks	6 15
Icing sugar in bbls.	6 90
"    "    in boxes	7 10
"    "    in small quantities	7 35
Powdered sugar, in bbls.	6 70
"    "    in boxes	6 90
"    "    in small quantities	7 15
Lump, hard, in bbls.	7 00
"    "    in 4-bbls	7 10
"    "    in 100-lb cases	7 00

**Canned Goods.**

Prices are steady and the market is without new features of interest. We quote:

Apples, 3s, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2s, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case	3 35	
"    "    black	3 75	
Gooseberries	3 50	
Lawtonberries, 2s	3 35	
Pears (Bartlett's)	3 50	
Peaches, 2s	3 75	
"    "    3s	3 75	
Raspberries, red	2 90	
"    "    black	3 00	
Strawberries	3 50	
Plums, Lombard, 2 doz. per case	2 35	
"    "    green gages, 2 doz. case, per case	2 50	
Tomatoes, 3s, per 2 doz. cases	2 85	
Corn, 2s	2 60	
Peas, 2s	1 90	
Beans, 2s	1 90	1 95

Salmon, finest sockeye, per case	7 00
"    "    humpback	3 75
"    "    cohoes	5 25
Boneless chicken, lb. tins, per doz	3 5
"    "    turkey	3 25
"    "    ducks	3 25

**Spices.**

Market quiet and featureless. We quote:

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

**Rice, Tapioca, Etc.**

As noted above, Rangoon rice has declined and Patna has advanced. We quote:

Rangoon rice, per lb.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Patna	0 04 $\frac{1}{2}$	
Tapioca, per lb.	0 03 $\frac{1}{2}$	
Sago	0 03 $\frac{1}{2}$	

**Syrups and Molasses.**

There are no features this week of particular interest. Corn syrups are easy and there is some activity in New Orleans and Barbadoes. We quote unchanged prices, as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
"    "    5-lb tins, per 1	2 70
"    "    10-lb tins, per $\frac{1}{2}$	2 50
"    "    20-lb tins, per $\frac{1}{4}$	2 40
"    " $\frac{1}{2}$ barrel, per lb.	0 03 $\frac{1}{2}$
"    "    sugar syrup, per lb.	0 03 $\frac{1}{2}$
Barbadoes molasses in 4-bbls, per lb.	0 04
New Orleans molasses in 4-bbls, per lb.	0 02 $\frac{1}{2}$
"    "    in barrels	0 02 $\frac{1}{2}$
Porto Rico molasses in 4-bbls, per bbl.	0 04 $\frac{1}{2}$

**Coffee.**

Rios are easier in outside markets, but locally, nominal prices are as before. We quote:

Green Rio, per lb.	0 11 $\frac{1}{2}$
Roasted, per lb.	0 14

**Cocoa and Chocolate.**

The price of Baker's chocolate in  $\frac{1}{4}$  lb. packages is now 37c., and  $\frac{1}{2}$  and  $\frac{1}{2}$  lb. packages of cocoa are sold at 12c. per lb.

**Baking Powder.**

Price's baking powder is now sold at following prices:

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

**Jam.**

Upton's jam is now quoted at 50 cents per pail in Winnipeg. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57c., and the Edmonton price 60c.

**Nuts.**

Quoted as follows:

Almonds, per lb.	0 12 $\frac{1}{2}$
"    "    (shelled), per lb.	0 28
Filberts	0 11
Peanuts, extra choice	0 11 $\frac{1}{2}$
Jumbos	0 14
Walnut, per lb.	0 12
"    "    (shelled)	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

**Foreign Dried Fruits.**

Commission merchants are the authority for the statement that the California market is now absolutely bare of dried peaches. Local houses still have some supplies on hand. Prunes are firmer and

in fact, the whole dried fruit list is in a strong position. We quote:

Valencia raisins, Tronors, per case f.o.s.	2 00
"    "    selects	2 20
"    "    layers	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 $\frac{1}{2}$
"    "    choice seeded in 4-lb. packages	0 07 $\frac{1}{2}$
"    "    per package	0 06 $\frac{1}{2}$
"    "    choice seeded in 1-lb packages	0 08
"    "    per package	0 08 $\frac{1}{2}$
"    "    fancy seeded, 1-lb. packages,	0 09 $\frac{1}{2}$
"    "    per package	0 09 $\frac{1}{2}$
Prunes, 90-100 per lb.	0 04 $\frac{1}{2}$
"    "    80-90	0 04 $\frac{1}{2}$
"    "    70-80	0 05 $\frac{1}{2}$
"    "    60-70	0 05 $\frac{1}{2}$
"    "    50-60	0 06 $\frac{1}{2}$
"    "    40-50	0 07 $\frac{1}{2}$
"    "    silver	0 07 $\frac{1}{2}$
Currants, uncleaned, loose pack, per lb.	0 05 $\frac{1}{2}$
"    "    dry cleaned, Filiatras, per lb.	0 06 $\frac{1}{2}$
"    "    wet cleaned, per lb.	0 06 $\frac{1}{2}$
"    "    Filiatras in 1-lb pkg. dry cleaned, per lb.	0 06 $\frac{1}{2}$
"    "    Vostizzas, uncleaned	0 06 $\frac{1}{2}$
Dates, new per lb.	0 05
Figs, cooking in bags, per lb.	0 04 $\frac{1}{2}$
Apricots, choice, in 25-lb. boxes, per lb.	0 13 $\frac{1}{2}$
"    "    standard	0 12 $\frac{1}{2}$
Peaches, choice	0 13 $\frac{1}{2}$
"    "    standard	0 13
Pears, (choice halves)	0 13 $\frac{1}{2}$
Nectarines, choice	0 11
Plums, choice (dark pitted) per lb.	0 10 $\frac{1}{2}$
Candied Peel—Lemon peel, per lb.	0 09
"    "    Orange	0 09 $\frac{1}{2}$
"    "    Citron	0 14

**Evaporated Apples.**

Local supplies will soon be exhausted. The market is consequently very firm. We quote:

Evaporated apples (new), 50-lb. cases	0 07
"    "    25-lb. cases	0 07 $\frac{1}{2}$

**Fish and Oysters.**

Preparations are being made by the local houses for prompt shipment during the Lenten season, but merchants are advised to get their orders in early, specifying dates of delivery desired. Some changes will be noted in the list below. The fish catch this winter in Lake Winnipegosis has been exceptionally good and many large shipments of pickerel, white fish, jacks and sturgeon have been sent south to American trade centres. We quote:

Lake Winnipeg whitefish	per lb.	0 06
Slave Lake whitefish		0 07
Yellow pike (pickerel)		0 05
Lake Superior trout		0 08 $\frac{1}{2}$
Lake Superior loose frozen herring		0 03
Tubbees		0 04
Gold eyes		0 03
Blue fish		0 18
Mackerel		0 15
Red snapper		0 09 $\frac{1}{2}$
B.C. salmon (case lots &c.)		0 08 $\frac{1}{2}$
Halibut		0 08 $\frac{1}{2}$
Jack fish		0 03 $\frac{1}{2}$
Tomicods		0 05
Hake		0 07
Perch		0 04 $\frac{1}{2}$
Eels		0 08
Cod, steak size		0 07
Cod, market size		0 05
Flounders		0 08
Haddock		0 12
Atlantic smelts, extra, 20-lb. boxes		0 08 $\frac{1}{2}$
"    "    No. 1		0 07 $\frac{1}{2}$
"    "    No. 2		0 07 $\frac{1}{2}$
"Halifax" brand salt cod, fish cakes 24-1's		0 11
"Acadia" " " " " 20-1's		0 09
"Bluenose" " " " " 20-1's		0 07
"Acadia" " " " " 4-lb.		0 09
"    "    shredded, 24 cartons, per bx.		2 00
"    "    bulk, in 15-lb. boxes		0 08

**POULTRY,**  
**FISH**  
**WINNIPEG FISH CO.**  
PHONE 1480.  
**GAME AND OYSTERS.**  
259 PORTAGE AVE.

Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEGO, Man.

# Blue Ribbon Ceylon Tea

The Tea trade in Canada has been blessed by the advent of package Teas, and by Blue Ribbon in particular.

True, this truth is not perceived by every Grocer, and its assertion is sometimes resented.

But conditions to-day are vastly better than they were a dozen years ago--due to the campaign of education and of publicity carried on by package tea men, and by Blue Ribbon in particular.

Blue Ribbon is everybody's good friend.



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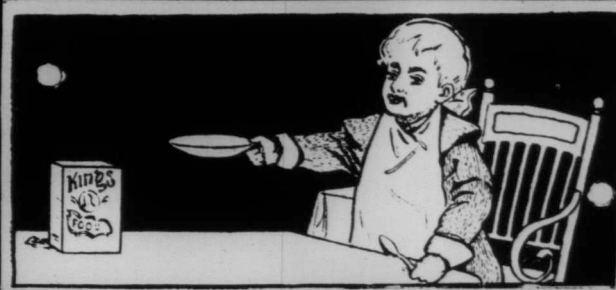
High-grade English Sauce of long reputation and tried merit.

To *Book 31*

*Page 47*  
**Lorimer's  
Worcester  
Sauce**

A good money-maker—especially when bought in gross lots.

The  
**Robert Greig Co., Limited**  
White Swan Mills, Toronto



IT'S A GREAT SELLER RE

YOUNG and OLD alike are asking for

**THE KING'S FOOD**  
**THE IDEAL BREAKFAST DISH**

It makes ENERGY and MUSCLE.

A handsome glass dish free in every package.  
2 dozen packages in a case.

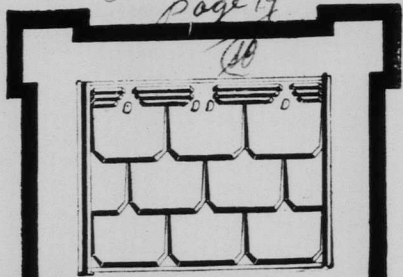
**THE ROBERT GREIG CO., Limited**  
White Swan Mills - TORONTO

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*Book 31*  
*Page 40*

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APR 5 1905

To Owner  
cut Book 31  
Page 19



**Eastlake Steel Shingles**

either Galvanized or Painted

**Are Always Reliable** They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKE for the roof—fullest information if you write.

**Metallic Roofing Co., Limited,**  
WHOLESALE MFRS., TORONTO, CANADA.

**McDOUGALL'S**

**BATH BRICKS**

THE BEST IN THE WORLD

**D. McDOUGALL & CO.,** Glasgow, Scotland.

**COMPLETE OUTFIT FOR**

**CANNING FACTORY**

- 1 Fifty-horse Power Boiler
- 1 Six-horse Power Engine in good repair
- 1 Conant Cooker and Filler
- 1 Burt Wiper
- 1 Pea Filler for 2 lb. cans
- 1 Bean Filler for 3 lb. cans
- 2 Copper Jacket Kettles
- 4 Retorts with trucks and pans
- 5 Copper Blanching Tanks
- 1 Test Tank
- 1 Solder Kettle
- 1 Pea Sheller
- 1 Pea Separator
- 2 Corn Shellers with Tables
- 1 Corn Sifter with Pans
- 1 Marsh Can Making Outfit (United States Patent) with shears, dies, etc., for making cans, also machinery for canning apples. A complete outfit of shafting, belting and pulleys to equip a Canning Factory.

Formerly property of Maritime Pure Food Company—all in good repair—will be sold cheap for shipment elsewhere, or to anyone who may desire to lease the premises.

Apply to

**H. Paxton Baird, Woodstock, New Brunswick**

Large Labrador and Nfld. salt herrings per 100 lb. ....	5 00
per 20-lb. pail. ....	1 20
Salt mackerel, in 20 or 30-lb. pails. ....	0 12 1/2
Finnanheadie, in 15 or 30-lb. boxes. ....	0 08
Smoked halibut strips. ....	0 11
Kipperd gold eyes, per doz. ....	0 50
Yarmouth bloaters, 60 in box, per box. ....	1 75
Lobsters, fresh boiled, per lb. ....	0 25
Shrimps, large size, per quart. ....	0 60
Caviar, extra, small jars, per jar. ....	0 40
Frog legs, 6 doz. in box, per doz. ....	0 40
Oysters, standard, per gallon. ....	2 00
select. ....	2 15 2 25

**Flour.**

We quote at last week:

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

**Breakfast Cereals.**

No change in price is reported. Corn-meal continues easy. We quote:

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

**Eggs.**

Strictly fresh eggs are now quoted at 30 cents wholesale. Prices are:

Eggs, fresh. ....	0 30
finest glycerine pickled. ....	0 24

(Packed in 25c. cases) which are not returnable.

**NEW BRUNSWICK MARKETS.**

Office of The Canadian Grocer,

St. John, N.B., March 1, 1905

**F**EBRUARY has been a rather quiet month. While this is expected to a certain extent, this year it has been exceptionally quiet. Perhaps the particular reason is the great fall of snow a few weeks ago, with continued heavy winds and light falls of snow every few days. The wholesale grocers are real doing nothing. Eastern mails are days late. Travelers are snowed up at different points, and even such orders as are received are shipped with no knowledge of when they will arrive at their destination. As I write, no trains are moving between St. John and Halifax or Halifax and Sydney. There are no trains running between Halifax, Annapolis, Digby and Yarmouth, or Halifax

**AGENCIES WANTED.**

An experienced and successful Wholesale Grocery Traveler, who is going into the Brokerage business and sell to wholesale dealers and manufacturers, wishes agencies in the above, and other suitable lines, from good, reliable firms.

Can furnish highest references.

Address,

**BROKER,**

Box 221, "THE CANADIAN GROCER," TORONTO, CANADA.

**COMMON SENSE**

**KILLS** (Roaches and Bed-Bugs) (Rats and Mice)

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

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

Write for prices.

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

**YEARLY CONTRACT RATES.**

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

**FOR SALE.**

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

**F**IRST-CLASS General Store business, with Post Office in connection, in one of the best dairy sections of Eastern Ontario. Stock \$3,000. Good store and nice dwelling attached. Will sell stock and real estate separately or together. A splendid opportunity. Satisfactory reason for selling. Address Box 220, THE CANADIAN GROCER, Toronto. (9)

**SITUATION WANTED.**

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

**W**ANTED.—Position as traveler. Grocery preferred, young and willing to hustle. Reply to E. R. Smith, care CANADIAN GROCER, Montreal. (9)

**E**NERGETIC, sober young Englishman (28) wants start on the road with wholesale house. Fourteen years' sound experience in the trade (two in this country). At present with first-class retail house in Montreal, but desirous of getting ahead. Address Box M 222, CANADIAN GROCER, Montreal. (9)

**COMMISSION AGENT.**

**W**ANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

**AGENT WANTED.**

**O**NE of the largest Swiss chocolate manufacturers, producing highest class goods, with an already established trade, seeks sole agent for Canada. Applications received only from first-class responsible jobbing houses. Most advantageous terms offered. Address, C. Haug, 17 St. John street, Montreal. (9)

**NOTICE OF DISSOLUTION OF PARTNERSHIP.**

**T**HE partnership heretofore existing between W. J. Thompson and John S. Marshall, of the village of Dobbinton, and Wm. Barnhouse, of the city of Toronto, is dissolved by mutual consent, and the business in Dobbinton will in future be carried on by W. J. Thompson and John S. Marshall, under the firm name of Thompson & Marshall. The business in Toronto will be carried on by Wm. Barnhouse. Parties having accounts in Dobbinton will settle with Thompson & Marshall; parties having accounts in Toronto will settle with Wm. Barnhouse. W. J. Thompson, John S. Marshall, Wm. Barnhouse. Witness, B. Barnhouse.



and Yarmouth on the south shore. All branch lines in New Brunswick and Nova Scotia are out of business. There is no communication with Prince Edward Island except by ice-boat, and the railways on the Island are tied up. It is very many years since there has been anything like it. There is real suffering in some places, particularly in regard to food for cattle and horses. Lumbermen with horses in the woods do not know what to do. Nova Scotia is particularly hard hit. There is one bright spot in St. John, mails from the West are quite regular, and Western freight does show some movement. The grocers have this to help the situation, that prices are moving up. The advance in beans is a feature of the week.

**OIL**

Burning oils show a steady sale at present low prices. Lubricating oils are firm; except in futures there is little business. Linseed oil, while unchanged, is firmer. Turpentine is unchanged. Cod oil is quiet, with prices quite firm.

**Salt.**

The fight on the part of the railways to overcome the blockade has meant quite a sale for coarse salt. Fair stocks are held; prices are firm.

**Canned Goods.**

There is nothing of particular interest. The higher price of evaporated apples seems to rather improve the demand for gallon apples. Vegetables are unchanged. Fruits have but a fair sale. Oysters are firm, and stocks are not large. Salmon is at least no higher. Meats are quoted as last season. Sardines, haddies, and kippers are a light supply.

**Green Fruits.**

Business is quiet. Reports in regard to Valencia oranges, because of frost, are very discouraging. Prices here have not as yet advanced. Californias are low. Some Jamaicas are still offered. The price of Floridas is reasonable, particularly when you remember the damage done by frost. Lemons are rather higher. Cranberries are high. In apples, movement is slow and prices unchanged.

**Dried Fruit.**

There is very little business. There was quite a stock of seeded carried over from the holidays. The very low prices still continue. In other lines of raisins, stocks are light. Currants are low and a fair stock. Dates have but a limited demand; full stocks are held and price is low. Figs have little demand. The outlook for peels is for higher figures. sales at this season are light. Prunes are still held at low prices. Just fair business is being done. Apricots and peaches move but slowly. Evaporated apples are firm at the advance. Onions are rather higher, and sales only fair.

**Sugar.**

Full stocks are held, as in other lines; little moving. Prices are unchanged, but firm.

**Molasses.**

New Barbadoes are daily expected. Price will be high. Little Barbadoes is being carried over. There is quite a stock of Porto Rico. Prices are firm.

**Fish.**

This is a line of interest because of the approach of Lent. Fresh fish is

high and supplies light. Cod and haddock are the chief lines. Dry fish are firm, at high prices. Stocks are limited. In pickled fish, there is but a fair stock. Price is quite high and firm. In smoked herring, full supply is held and prices low. Finnan haddies are high.

**Flour, Feed and Meal.**

There is little movement. Prices are firm at the full figures. Feed is scarce and tending higher. American competition continues to keep oatmeal lower than price would otherwise be. Oats are high. Cornmeal is unchanged. The feature of the week has been the advance in beans. Market is said to be firm. Hay is higher. Timothy seed is rather higher. Clovers are unchanged, full prices asked.

**INQUIRIES RELATING TO CANADIAN TRADE.**

THE following enquiries have been received from the High Commissioner for Canada in London, England, concerning Canadian trade:

189. A produce broker and agent is endeavoring to establish a connection with one or two first-class Canadian cheese, butter and bacon shippers, who can offer large lots for placing on the English market.

198. A firm of importers and manufacturers' agents in London are desirous of hearing from Canadian manufacturers requiring representation and having novelties suitable for the English market.

200. An English firm largely interested in the canned goods business desires to undertake the representation of some good Canadian packers not already having agencies in the United Kingdom.

201. A glue, size, glue powder and soap manufacturer asks to be referred to Canadian buyers of these goods.

202. A firm of syphon bottle makers for mineral and aerated waters, who are manufacturing a new patent earthenware syphon, wish to interest Canadian users of such goods in the invention.

206. Inquiry is made respecting Canadian provision, cheese or canned goods exporters, who may contemplate the appointment of an agent in the North of Ireland.

207. An English firm of vinegar makers are anxious to extend their business relations with Canada.

208. A colonial and continental produce broker is seeking additional lines in the grocery and allied trades, to work on commission for Canadian houses.

209. An importing firm of good standing in South Australia, having a London office, is seeking to establish business relations with Canadian exporters in the first rank.

211. Inquiry has been received from Cork for names of Canadian export and import houses who may desire to have a selling or buying representative in the south of Ireland.

212. A London firm of fruit and vegetable importers are seeking to establish business relations with Canadian shippers of apples.

The following inquiry has been received from the Commissioner's agency in Japan, concerning Canadian trade:

27. A firm in Tokio wishes to be put in communication with Canadian exporters of dried apricots. Samples and quotations to accompany correspondence.

124. A correspondent in Cardiff wishes to represent Canadian shippers of hogs and other products seeking an outlet in this market.

125. A London firm of agents and brokers would be pleased to hear from Canadian canners of fruit, fish and vegetables, who may wish to develop export trade.

126. A firm, which employs a staff of travelers for the purpose of introducing specialties in food and drug lines, proprietary articles and similar goods to the trade, would be pleased to act for Canadian manufacturers of these lines, and also of manufactured specialties.

The following enquiries has been received from the City Trade Branch of the High Commissioner's Office, London, Eng., concerning Canadian trade:

118. A firm of commission agents and fruit salesman is desirous of handling Canadian apples and asks to be placed in communication with a few Canadian shippers.

The following enquiries have been received from Manchester, England, concerning Canadian trade.

74. A number of Manchester wholesale fruit dealers desire correspondence with Canadian apple exporters, to purchase outright, or have fruit shipped on consignment.

76. Manchester dealer in turkeys, geese and chickens are prepared to handle large quantities of Canadian poultry, and wish to be placed in touch with the Canadian shipper.

78. A large soap manufacturer, who can use very large quantities of box-boards desires to get in touch with Canadian shipper of same, who can keep him supplied with regularity.

The following enquiries re Canadian trade have been received from Leeds, England:

80. A Hull commission man desires an agency for Canadian houses, in dried fruit, first-class references would be given and expected.

81. A large firm of long-established soap manufacturers for milling purposes desires direct communication with woolen mills in Canada desiring the same, namely: White cured soap, mottled soap in bars, pure oleine potash soap in barrels, dry concentrated 95 per cent. powdered soap in bags, and for scouring, potash soft soap in barrels, carbon ash in bags.

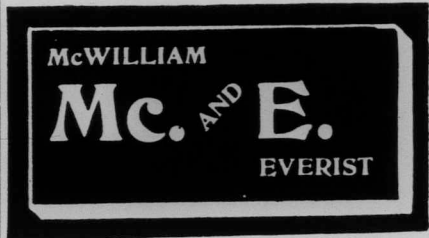
82. Large Yorkshire firm of soap manufacturers desire direct communication with woolen people in Canada, for white soaps used in woolen mills, the principal kinds being white soap, pure white curd, fine white curd, and curd mottled.

The following enquiry has been received from Bristol, England, concerning Canadian trade:

11. A British firm desires to be brought in touch with exporters of butter, cheese and bacon.

The names of firms making these enquiries may be had from the Department of Trade and Commerce, provided the number of the enquiry and the office under which the said enquiry appears, are mentioned in application.

Both Oranges and Lemons advancing, but can take care of your orders. See our Price List before purchasing.



TORONTO, - - ONTARIO

To-day's Car Celery is Extra Fancy, include a case in your order.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

**DRIED APPLES**

We pay highest market prices for bright dry quarters and make prompt remittance.

The **W. A. GIBB CO.**

Packers and Exporters

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

**Marmalade Oranges**

Our first shipment of Marmalade Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

**HUSBAND** Bros. & Co.

Wholesale Fruit and Commission Merchants. 82 Colborne St., **TORONTO.**

**GREEN FRUITS AND VEGETABLES**

Fruit and Vegetable Markets.

ONTARIO.

GREEN FRUITS.

Toronto, March 2.

OWING to the moderation in weather conditions and better facilities for transportation in the country the green fruit trade generally has shown marked signs of improvement during the week. City trade is brisk and orders are coming freely from the country for all kinds of stock, the orange market being active and strong with an advance in navels of 25c. for the week. In New York prices have gone up fully \$1.00 per box during the last seven days and the market continues to show a very firm tendency. All this may be accounted for by reason of scarcity of supplies and the mild weather which makes it possible to ship readily.

Florida oranges are nearly out of the market, only very fancy stock being available.

New lemons are arriving, with quality first class, and the market higher than last year, owing to serious damage to the crop in Sicily from frosts, which has meant the destruction of fully 500,000 boxes of lemons. This will have no uncertain effect on the market a little later on. There are a few fancy Valencias oranges on the market, although supplies of this variety are getting into small compass.

Bananas are moving well and on account of scarcity are being quoted a little higher in price. In certain quarters the price of Almeria grapes has been advanced. Last week's quotations, however, still rule in the main.

Strawberries from Florida have appeared on the market and are selling in limited quantities at 85c. per box.

California lemons are now arriving from the coast. This fruit does not cut much of a figure in the Canadian market for which reason we refrain from giving quotations. The markets on the Atlantic Coast are, however, large consumers of California lemons. We quote the following prices:

Florida oranges, per box.....	2 75	3 00
Florida grape fruit, per box.....	4 75	5 00
Jamaica grape fruit.....	4 50	4 75
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 50	5 00
Havana pines per case.....	3 50	3 50
Marmalade Oranges, per box.....	2 75	3 00
California navel oranges, per box.....	3 50	3 75
Valencias ordinary, 420's.....	2 50	2 75
New messina lemons, 300's, per box.....	2 50	2 75
" " 360's, per box.....	2 50	2 75
Bananas, large bunches, crated.....	1 75	2 25
Bananas, 8's, per bunch, crated.....	1 15	1 35
Apples, Winter varieties.....	1 50	3 00
Sweet potatoes, kiln dried, per bbl.....	6 00	7 00
" " bush, crates.....	2 75	3 00
Almeria grapes, per bbl. fancy.....	7 00	8 00
Cranberries, Howes.....	10 00	10 50
Smyrna figs, Eleme, four crowns.....	0 07	0 07
" " five ".....	0 08	0 08
" " six ".....	0 09	0 09
" " seven ".....	0 13	0 13
" " glove boxes, 1-lb.....	0 07	0 08
" " Protoben, four crowns.....	0 09	0 10
" " five ".....	0 13	0 13
Comadre figs.....	0 03	0 03
Florida strawberries, per box.....	0 85	0 85

VEGETABLES.

Trade in vegetables has been fairly good during the week, domestic stuff sell-

ing well and the market gradually improving for imported vegetables. Onions are slightly higher than last week, as well as parsnips. California celery is also 50c. higher than last week on account of scarcity of supplies. Canadian celery is now out of the market and California stock will be scarce during March, and higher in price on account of damage to the growing crop from excessive rain, in addition to a big general demand. California cauliflowers are off the market and will not be seen again this season. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches.....	0 35	0 35
Greenhouse radishes, per doz. bunches.....	0 40	0 50
Dry Mint, per doz bunches.....	0 20	0 20
Parsley, ".....	0 20	0 20
Sage, per doz.....	0 15	0 15
Savoury, per doz.....	0 80	0 80
Carrots, per bag.....	0 60	0 60
Beets, per bu.....	0 75	0 75
Beets, per bag.....	2 00	2 25
Dry Onions, per basket.....	0 50	0 50
Dry Onions, per case.....	4 00	4 25
Spanish onions, per case.....	0 25	0 25
Green house water cress, per doz.....	0 50	1 00
Canadian celery, per doz.....	0 90	0 90
Potatoes, per bag.....	0 75	0 75
Parsnips, per bu.....	0 08	0 15
Parsnips, per bag.....	0 50	1 00
Cabbage, per head.....	0 50	1 00
" " per doz.....	0 30	0 35
Furnips, per bag.....	5 00	5 50
California celery, per case.....	2 00	2 75
Hothouse cucumbers, per doz.....	1 00	1 00
Artichokes, per bu.....	1 25	1 25
Oyster plant, per bu.....	0 15	0 15
Greenhouse rhubarb, per doz.....	4 25	5 00
" " onions.....	0 15	0 15
Florida tomatoes, per case.....	4 25	5 00

MANITOBA.

GREEN FRUITS.

A general decline will be noted in quotations below with the one exception of apples. Baldwins and Greenings are now off the market and apples of all kinds are very scarce. Oranges, lemons and bananas have declined. New arrivals of bitter oranges are quoted at \$1.50 per case. Mild weather has facilitated shipment of fruits as there has been little or no danger from frost. We quote:

ORANGES.

Fancy navels, 96's to 112's, per case.....	2 75	3 00
" " 126's to 150's.....	3 00	3 25
" " 176's to 250's.....	3 25	3 25
Bitter oranges, per case.....	2 75	2 75

LEMONS.

Fancy California lemons, 360's.....	4 00	4 00
(10c. off 5 case lots of oranges and lemons).		

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl.....	6 00	6 00
Jersey cranberries (unfrozen) ".....	10 00	11 00

BANANAS.

Per express only, per bunch.....	3 50	4 00
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APPLES.

Fancy XXX apples, Spies, per bbl.....	5 00	5 00
Fancy XX apples, Spies, ".....	4 50	4 50

GRAPES.

Malaga keg grapes, per keg.....	10 00	10 00
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GREEN VEGETABLES.

New supplies of celery are expected this week. Prices are steady. We quote:

Native onions, per lb.....	0 04	0 04
Spanish onions, per case.....	1 75	1 75
Carrots, per bush.....	0 40	0 40
Beets, ".....	0 70	0 70
Turnips ".....	0 40	0 40
Potatoes ".....	0 70	0 80
Celery per case (6 to 8 doz).....	6 50	6 50
" " (doz.).....	1 00	1 00

QUEBEC.

GREEN FRUITS.

Business has been rather on the quiet side during the past week. A car of California cauliflower is expected to arrive in a few days, the probable price will be about \$3.25 to \$3.50. This is the first and last car that will arrive here, on account of the poor crop in California. Celery is selling at \$5.25 to \$5.50, and it is nearly impossible to supply the demand even at these prices. California Navels are in good demand at \$2.75, and, as prices have advanced in New York, an advance of 50c. a case, all sizes, may be looked for here. Pineapples are selling very slowly, on account of the poor quality of the stock as it arrives. The same applies to tomatoes. These two latter lines apparently arrived in good condition, but after they are placed in a warmer atmosphere they slowly spoil. Bananas advanced 50c. per bunch. Sorrento lemons, large cases, extra fine quality, are selling at \$3. These are considered much better value than the Messinas, 300s selling at the same price. Florida grape fruit is in good demand, bringing from \$6 to \$6.50. We quote:

Bananas .....	1 50	2 00
Cocoanuts, per bag of 100 .....	3 75	
Pineapples, 24 to case .....	4 50	
30 to case .....	3 50	
Cranberries, finest dark .....	11 00	
dark .....	9 50	
25 quart boxes .....	2 75	
Jamaica oranges, per box .....	2 50	2 75
grape fruit, per box .....	6 00	
Florida oranges, per box .....	5 00	
Florida grape fruit, per box .....	6 50	
Mexican oranges, per box .....	1 65	1 90
California navel oranges, per box .....	2 75	
New Messina lemons 300s .....	2 50	
360s .....	2 25	
Bananas, large bunches, crated .....	1 50	
Apples Winter varieties .....	2 50	4 50
Sweet potatoes, per bbl .....	6 00	
Almeria grapes, per bbl .....	8 00	9 00
Celery, California golden heart, per case .....	5 25	
Tomatoes, Floridas, crate .....	4 50	
Lettuce, Boston .....	0 75	0 85

VEGETABLES.

The market is uninteresting and very little doing. Higher prices are expected in onions until the arrival of Egyptian onions in bags, which will be about the first week in April. From all reports, there is a very large crop in Egypt, somewhere in the vicinity of two million bags. There is a firm feeling in potatoes, and prices in a jobbing way are higher. The demand is good, and some choice stock has been sold at 80c. Car lots of lower grades have been sold at 68c. to 70c. a bag. Turnips are unchanged, and a steady demand at \$9 to \$10 per ton for Quebec Swedes.

Potatoes, carlots .....	0 68	0 70
Less than carlots .....	0 75	0 80
Bunch lettuce, per doz. bunches .....	0 75	
Radishes, per doz. bunches .....	0 25	0 35
Mushrooms, per lb .....	1 70	
Mint, per doz. bunches .....	0 20	
Paraley, " .....	0 20	
Sage, per doz .....	1 00	
Savory, per doz .....	1 00	
Beets, new, per doz .....	0 25	
Egg plant, per basket .....	0 75	
Rhubarb, outdoor, per doz .....	0 35	
Green onions, per doz .....	0 15	
Spanish onions, large cases, per case .....	4 00	
Red onions, in 75-lb. bags, per bag .....	2 50	
Yellow onions, in 80-lb. bags, per bag .....	1 75	
Green house water cress, per doz .....	0 45	
Green cucumbers, per bush, hamper .....	1 25	
" per half bushel hamper .....	0 60	0 75
" per bbl .....	3 50	
Green cabbage, per doz .....	0 40	0 50
beans, per bush .....	1 00	1 20
Waxed beans, per bush .....	1 05	
Cauliflowers, home grown, per doz .....	1 50	
Green peppers, per basket .....	0 40	
California celery, per case .....	5 55	
Canadian celery, per doz .....	0 70	

Fruit News.

E. W. Fry has purchased a site in Beamsville, Ont., and intends building

# LENT

*Begins March 8th.*

A good time now to stock up with Fish before the rush starts. We can supply the most exacting and beg to announce that we will be in a position to supply **FRESH CAUGHT FISH** throughout the summer.

Our Price List, issued weekly, explains in detail the various lines.

Everything good and at the right price.

## White & Co. WHOLESALE FRUIT, Toronto

PRODUCE AND FISH

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER

# DEALERS

J. J. MCCABE

Turn your attention to Mexicans and you will have successfully solved the "Cheap Orange" problem. Ask W. B. Stringer & Co., 61 Front East, Toronto, for their best price on "Star" brand, and have a car started at once.

**IT** Saves Time and Worry By Ordering From us

What you need in

## FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

**HUGH WALKER & SON, GUELPH, ONT.** QUALITY AND PRICES RIGHT.

### RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

## CANADA PAPER Co.

Toronto LIMITED Montreal

# CANNED GOODS

When you get **QUEEN BRAND OF CANNED GOODS** you get the best.

When buying, buy the best, then you get the cheapest.

It will pay you to write us for quotations on Peas, Beans, Pork and Beans, Pumpkin, Catsup, Gallon Apples, Strawberries, Raspberries, Raspberry and Apple Pulp.

A card addressed to us will bring you interesting prices.

## Belleville Canning Co., Belleville, Ont.

and equipping an up-to-date canning factory.

According to the Fruitman's Guide the Elberta peach crop in North Alabama has been seriously damaged from frost. Bright & Johnston, wholesale fruit-ers, Winnipeg, are about to open a branch store at Regina.

## DRIED APPLES

BRIGHT, DRY STOCK WANTED.

### O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886



# Quebec and Maritime Merchants

Interested in High-Grade

## Coffees and Spices

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

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

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal  
cor. Lagauchetiere St.

*Cream rises to the top in obedience to a natural law.*

RETURNED  
APR 11 1905  
To Montreal  
Cut Book 33  
Page 48

If you look around your store you will notice some lines that always stand out from the bulk of the stock. You will call to mind that these lines are good sellers, "repeaters," the best kind of sellers. It is this distinction of quality in our product that has proved such a success in every store that carries a line of our goods. They attract attention, cultivate inquiry and give themselves a good start in the roll across the counter to the customer. Giving you a good profit and the assurance that you have a satisfied customer

PREMIER MIXED PICKLES  
In bbls, 6 doz. \$1.00; in cases, 3 doz. \$1.05.  
LION MIXED PICKLES (selected stock)  
In cases, 3 doz. \$2.00.  
LION MIXED PICKLES 5 gall. pails \$3.00.

THE OZO CO., Limited,  
MONTREAL.

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



BUY

## Star Brand

### COTTON CLOTHES LINES

— AND —

### COTTON TWINE

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

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

# MAPLE SYRUP

To Wholesale Men.—Telfer Bros. Winnipeg, took in Jan., 1903, 22 cases Small's Brand, Jan., 1904, 855 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

3 FACTS.—Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all!

For Sale by all Jobbers  
CANADA MAPLE EXCHANGE, Montreal.

# Freights And Charters

THE demurrage period in freights is now in vogue. That line in freight bills which refers to the "hand of God" is of importance, for many multiplied actions would be taken against transportation companies if this line was not the savior of the contracting parties.

Freight cars are jammed up in snow banks all over the Maritime Provinces. Nova Scotia and Newfoundland have suffered from terrific snow storms, and severity of weather, generally, has tied

comprising 2,449 pieces lumber, 3,778 pieces deals, 20 pieces timber, and 8,185 bundles shooks. The whole cargo had its consignee registered on the manifest as the G.T.R., which, while a common custom, goes to show just how this G. T.R. system feeds the Portland steamship service.

A glance at the list of recent sailings from St. John, N.B., shows the contrast of the C.P.R. consigning immense cargoes, even on the Allan Line Royal Mail SS. "Pretorian."

A. E. Cook, freight export agent for the C.P.R. steamship department at Montreal, has been compelled to resign owing to ill health. He is to be succeeded by Mr. Kirkpatrick, son of Sir George Kirkpatrick. The new appointee has been recently chief clerk in the office of Mr. Bosworth, and was formerly employed by the same company in Vancouver.

### HAMILTON SPICE MILLS IN OPERATION.

The Imperial Spice Mills, Hamilton, under the control of the Canada Grocers, Limited, have been in operation now for about a month. This new industry is, without question, one of the most complete industries of the kind in Canada. All kinds of spices are ground and pre-

## BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage additional.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake.....	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6				
Sack flour.....	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6				
Canned meats, fish.....	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/				
Provisions.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/				
Tlances lard.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/				
Pail lard.....	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/				
Butter.....	*22/6	*25/	*25/	*25/	*30/	*22/6			*80 c.s				
Cheese.....	*17/6	*20/	*20/	*20/	*25/	*17/6			*80 c.s				
Eggs in c's (meas't).....	*12/6	*15/	*15/	*15/	*15/	*12/6			*40/c.s,mt				
Clover seed.....	*10/	*10/	*15/		*15/	*10/	*15/	*15/	*15/				
Cotton.....	†15c					†15c							
Apples, per bbl.....	Fine 2/	2/	† 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.				
Meas't goods.....	†20/	Tariff		†12/6	†12/6	†10/	†12/6	†12/6	†15/				
Leather sole.....	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/				
Leather finish.....	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/				
Lumber, hard.....	*10/	†10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15 mt				
Lumber, soft.....	*12/6	†12c	*17/6	*15/	†16c	*12/6			*17/6 mt				

\* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation**.

When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

up business. So bad has the tie-up been that food supplies have become limited, and for a time certain places were threatened with temporary famine. This rest restraint has been released, and the touch of thaw has tempered the crisis with some comfort for both consumers, shippers and railway companies.

The Allan Liner "Ontarian," which sailed over a week ago from Portland, has arrived at Glasgow. Her cargo comprised, in addition to 48,000 bush. of wheat, 8,200 bush. peas and 17,000 bush. barley, an immense cargo of general merchandise and a heavy load of lumber,

Of course, experienced shippers use the name of the railway as a matter of convenience in entries on the manifest.

It must be said for the credit of St. John as a Winter port that in one week no less than seven steamers sailed outwards, while from Portland during the same time there were two only.

But,—and there is always a "but" when comparing these Winter ports,—it may be added that the two steamers from Portland, one a Donaldson Liner and the other an Allan Liner, totalled a great deal more cargo than the seven boats from St. John, N.B.

pared, including "Red Feather" spices, the highest grade obtainable, and "Majestic" brand spices, also first-class goods. Warren Bros. & Co., Toronto, report that they are stocking both these brands extensively.

### FIRMS INCORPORATED, ETC.

The Niagara Falls Grocery Co., Limited, Niagara Falls, Ont., have been incorporated with capital of \$15,000, to purchase and take over the business formerly conducted by F. E. Dalton. The proprietors are Thorburn & Woolnough

**NEXT SEASON**

if you will, but not now.  
Our stock is all sold out.  
We're sorry—just as sorry  
as you are, but our supply  
of beets was short.

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

**McGREGOR**

Ask for McGregor Goods  
when buying Jams, Marmalade  
and Preserves. Order direct  
if your wholesaler won't supply  
them.

**McGREGOR = HARRIS CO.**  
Limited  
33 Pearl St., - TORONTO.

**40 HIGHEST AWARDS  
In Europe and America**

**Walter Baker & Co. Ltd.**



The Oldest and  
Largest Manufacturers of

**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**

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

**Walter Baker & Co. Ltd.**  
Established 1780.  
**Dorchester, Mass.**  
Branch House, 12 and 14 St. John St., Montreal

**BISCUITS AND CONFECTIONERY**

**Sugar in Europe.**

OWING to a very dry Summer, the sugar beet crop of Europe is smaller than it has been for several years. In spite of an increased acreage, the total crop is about 20 per cent. less than it was in 1903-04. While Europe produced last year 5,772,000 tons of raw sugar, this year's production will not exceed 4,650,000 tons, and some experts put it at less than that. Reductions made in customs and internal duties have caused, in various countries which subscribed to the sugar convention, an increase in the home consumption of sugar, ranging from 15 to 30 per cent., and this has diminished correspondingly the quantities available for export. On September 1, 1903, when the Brussels convention went into effect, the world's surplus of sugar was, in round numbers, 2,000,000 tons. At the beginning of the present season this surplus was reduced to 1,427,000 tons. Adding to this the estimated production of the year 1904-5, namely, 4,623,000 tons of beet sugar and 6,900,000 tons of cane sugar, we have for the current year a total of 12,950,000 tons available for consumption. As the world's consumption in the year ended August 30, 1904, was somewhat in excess of 13,000,000 tons, it follows that sugar will have to be used somewhat more sparingly in 1905 than it was in 1904, and this explains the recent sharp rise in the price of the article.

It is, however, not likely that the present prices will continue for more than eight or ten months. There will be, in consequence of the high price which sugar now commands, not only a decrease in the consumption of the article, but also a large increase in the acreage of beets and cane planted; and a propitious season may cause prices to be as low or even lower next Autumn than they were at the time of the Brussels convention.

**Easter Confectionery.**

IT is time to be considering the confectionery stock for the Easter trade. Easter is approaching Christmas more and more in its holiday aspects. Whatever the actual weather conditions may be, it is recognized as the real closing of Winter and opening of Spring. At that season there is a strong renewal of social life. There are holidays for the school children, and this always means a round of entertainments

and festivities. This is the confectioner's opportunity. Holidays would not be holidays without an abundance of candy. All that is required to insure a strong sale along this line is a vigorous display of confectionery goods. To insure this and to prepare with some certainty for advertising them, grocers should place their orders at once in order that they may know exactly what they have to deal with. As Easter approaches it will be more difficult to get the prompt service from the wholesaler that is accorded now. Naturally the lines which have proved the best sellers, and hence the ones which the trade will want, will be almost impossible to procure. For these reasons, as well as a fair conservice from the wholesaler that is ac- manufacturers and wholesalers, grocers should not delay in ordering their Easter candies.

Some particular line should be chosen as a leader. For this it is advisable to select a candy which will make a good, big display. By featuring something in this line and making a really attractive display of it, a dealer will draw a large number of customers to his store who have never been there before. It then rests with himself to sell them other goods and hold their trade. A store-keeper who gets a customer into his store on some specially attractive proposition, and does not thereafter enjoy some of his trade, has nobody to blame but himself. By coming in at all the buyer has shown himself susceptible to a good business offer. The dealer should prove to him that he has other offers which are just as good.

**New Winnipeg Biscuit Factory.**

Foley, Lock & Larson have decided to build a large biscuit and confectionery factory in Winnipeg during the coming season. Two years ago, when this company commenced their wholesale business in Winnipeg, they had this factory in view, and hence they purchased sufficient land immediately adjoining their wholesale quarters for this manufacturing establishment. But their wholesale business required their entire attention, and the project was neglected until the present. The new factory will be one of the largest and most important in Winnipeg.

**A Handy Order Blank.**

A handy device has been sent out to the retail trade by H. N. Bate & Sons, Ottawa. It consists of a pad of order

blanks, a receptacle for envelopes and a calendar. The whole may be hung up in a convenient place and will not let one forget that this firm sells Lang's biscuits and confectionery, Redpath sugar, and Bovril. A copy of the same may be had by any grocer or general merchant for the application, provided the name of The Canadian Grocer is mentioned.

**DEATH OF MONTREAL MERCHANT.**

Montreal has lost one of her pioneer merchants and foremost business men in the person of Mr. J. M. Kirk, whose death occurred on Feb. 20. Born in Dumfries, Scotland, eighty years ago, the deceased was a son of the late Mr. J. M. Kirk, also of Scotland, who died some years ago. Coming to Canada fifty years ago, the late Mr. J. M. Kirk entered business in Kingston as a commission merchant. He resided there for fifteen years, and came to Montreal in 1867. For many years he was a partner in the firm of Kirk, Lockerby & Co., from which he retired a year ago. Mr. Kirk, as a member of this firm, did business with all the large companies of Canada, the United States and Great Britain. Mr. Kirk was formerly a member of the Council of the Board of Trade, upon which he served for many years.

He was also a director of the Western and General Hospitals.



**WE HAVE THE BEST  
COCOANUT**

IN CANADA

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

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

**EPPS'S**

**GRATEFUL  
COMFORTING**

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

**THE MOST  
NUTRITIOUS**

**COCOA**

**DIAMOND BRAND MAPLE SYRUP**

has that exquisite flavor of the New Sap goods, fresh from the tree.

All jobbers handle it.

**SUGARS LIMITED, MONTREAL**

**A Well Known  
American Baker**

Mr. Charles Vandyke, of Chicago, formerly with the National Biscuit Co., has taken charge of our soda biscuit department. This man's sodas are dainty, crisp and delicious—all we ask for them is a trial.

**Molasses Toffy**

If you will send for a sample of one of the most delicious chewing confections put up on this market, you can have it for the asking, made from genuine Bermuda Molasses. The flavor will tell you all about it. Put up in various-sized packages at 10c per lb.

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

**SHREDDED WHEAT**

**A GOOD FOOD IN STORE**

The best foods you can have in your store are

**Shredded  
Whole Wheat Biscuit  
and Triscuit**

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

**The Canadian Shredded  
Wheat Company  
Limited**

Niagara Falls Centre, Ont.  
Toronto, Ont.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

There is more and more chocolate used every day.

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

are responsible for the increase in consumption. They are the Pioneers and the Best

For Sale by all Jobbers.

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL    R. S. MCINDOE TORONTO    J. S. E. HUXLEY WINNIPEG.

**A TRADE WINNER  
FOR GROCERS.**



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

**THE WALTER M. LOWNEY COMPANY,**

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

**CANDIES**

We offer

Ganong's Favorite Mixed Candy,	in barrels, at	6c. lb.
" " Mints,	" "	7½c. lb.
" " French Conversation,	" "	} 7½c. lb.
" " English	" "	

F.O.B. OTTAWA

Fine Skinless Codfish, cases 100 lbs. - - at \$5.00

F.O.B. OTTAWA

ORDER PROMPTLY

AGENTS FOR  
**SALADA TEA**

**Provost & Allard**

Wholesale Grocers - Ottawa





**GOOD FOR THE GROCER**

No grocer ever hurt his trade by selling high grade merchandise. Many grocers have erred in selling inferior qualities. The grocer who sells

**SOUTHWELL'S  
Jams and Marmalade**

is building on a sure foundation.

Order from Your Wholesaler.

Canadian Agents,

**FRANK MAGOR & CO.,**  
MONTREAL.

**MAPLE SYRUP**

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

**NOTICE**—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

**PACKED IN TINS**

6 gallons wine measure.	\$1.50 per case.
12 half-gal.	4.80 "
24 quarts.	4.80 "
24 pints.	2.50 "
5 gal. tin, imp. measure.	4.25 "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

**THE MONTREAL MAPLE COMPANY**  
MONTREAL, - - QUE.

**CANE SUGAR  
SYRUP**

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,  
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

**The Dominion Molasses Co.,**

Limited

**HALIFAX - - - NOVA SCOTIA.**

Agents

**GEO. MUSSON & CO.,**  
**JOHN W. BICKLE & GREENING,**  
**GEO. H. GILLESPIE,**  
**JOSEPH CARMAN,**

**TORONTO**  
**HAMILTON**  
**LONDON**  
**WINNIPEG**

Buy only the **best**

**Maple Syrup**

for your trade.

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

We are now booking  
orders for **new** syrup.  
Get our prices.  
Write.

**The Grimm Mfg. Co.**

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

**MONTREAL**

Some Sodas  
have to be  
best.

Those Sodas  
are best into  
which the best  
is put—material,  
baker's art, and  
purpose.

Such Sodas  
are

**Perfection**  
**Cream**  
**Sodas**

The exceedingly  
rapid and heavy  
increase in the  
consumption of  
PERFECTION SODAS  
attests two things

1. Their worth;
2. The success of  
our campaign to  
make them known

Send us your orders  
3-lb. cards or tins

THE MOONEY  
BISCUIT & CANDY  
COMPANY,  
LIMITED,  
STRATFORD, CANADA.

**ADULTERATED HONEY.**

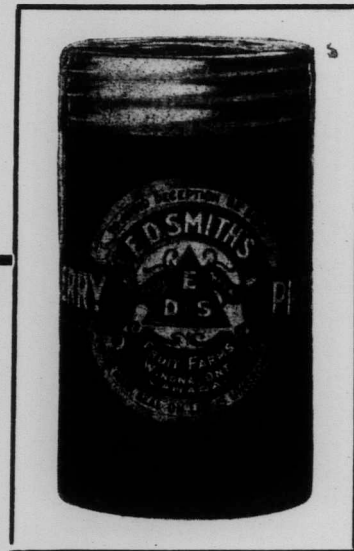
At the annual convention of the Bee-Keepers' Association of Manitoba, in Winnipeg, last week, it was stated that much of the honey retailing throughout Manitoba at the present time contained a large proportion of cheap adulteration. The general opinion expressed was in favor of securing legislation making it compulsory upon dealers to state on the label and wrapper when such adulterants were used. The members of the Association were unanimous that Western bee-keepers could not put up the pure article and compete with the outside "unknown mixture" on anything like the same terms.

**GROCERS' PROTECTIVE ASSOCIATION.**

A Western exchange says: A scheme is on foot to form a Grocers' Protective Association with headquarters at Winnipeg. A representative was in the city in the interests of the proposition this week. The grocer pays an annual fee of \$50, and in return buys through the Association, thus getting the lowest rates on orders of any size.

**VALENCIA RAISINS.**

D. Rattray & Sons, Montreal, have received particulars from Jose Riera, of Denia, of the total shipments of Valencia raisins to Feb. 8, as compared with last season, showing shipments from Denia of 457,491 quintals, or 2,157 more than last year. Great Britain, Norway, Russia, Italy and Spanish Ports have taken quantities in excess of 1903, whereas mostly all other importinb countries have not purchased as heavily, shipments to Canada being 10,392 quintals less than in 1903; the United States have only taken 8,404, as compared with 17,629 last season. Stocks in Spain are practically exhausted, and in view of limited stocks in Canada and other continental importing countries, and an improving demand, it is expected that prices will show a sharp advance as the season goes along.



**INSIDE**  
Is Better than the  
**OUTSIDE**

We haven't spent more on our  
label than on the goods.

**E. D. S.**

**Jams, Jellies and  
Sealed Fruits**

(IN GLASS)

are worthy of our ambition  
and of your best trade.

Made from the very best  
fruits in the very best way.

**E. D. SMITH'S**  
FRUIT FARMS  
WINONA, - - ONT.

We beg to advise the Gro-  
cers of the Dominion that  
we are making the finest

**MILK CHOCOLATE**

produced in the world, and are  
using pure Canadian Milk.

**COWAN'S COCOA** (Maple Leaf Label)  
Absolutely Pure.

**THE COWAN CO., LIMITED, TORONTO**

# A WONDERFUL CHANGE!

IN THE PAST FEW YEARS!!

Have you noticed it in your own business?

People are not now satisfied with anything short of the best.

## VAN HOUTEN'S COCOA

Obtainable from all Wholesale Grocers  
from Halifax to Vancouver. : : : :

**BEST AND GOES FARTHEST**

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

"Irresistibly  
Delicious!"



One taste  
will make a  
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old  
reputation

Attention!

old  
reputation

The BEST  
of

Swiss Milk Chocolates

# KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal  
at the Glasgow Exhibition.)

Wholesale Depot for Canada:

**Canadian Swiss Trading Co.**

17 ST. JOHN ST.  
MONTREAL.

# 2

Brands that bring trade and  
hold it.



**BORDEN'S**

"Eagle" Brand Condensed Milk and  
"Peerless" Evaporated Cream  
need no talking up once used.

Ask your Jobber, or write to

**WILLIAM H. DUNN, - MONTREAL**

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

W. S. CLAWSON & CO.  
St. John, N.B.

SHALLCROSS, MACAULAY & CO.,  
Victoria and Vancouver, B.C.



## He'll Catch You!

Really, it does seem to be a matter for calling the policeman when you come across a Grocer who won't sell

# Orange Meat

It's the best of all breakfast foods—pays a good profit and the people want it.

Some Grocers, though, are a little timid—they've been "bitten," they say.

No man need ever say that about ORANGE MEAT. We'll take it back if he can't sell it.

**The Frontenac Cereal Co.**

Limited.

**KINGSTON, ONTARIO.**

## Flour and Cereal Foods

### The Wheat Situation.

**T**HE wheat market for the week under review has shown marked signs of weakness. In Ontario and the East, prices have been comparatively high, owing to scarcity of supplies and the tie up on the railroads, especially in Nova Scotia. This has made business slow, even among the millers, for the week. The Manitoba markets, however, are lower than last week in sympathy with the American market, which is decidedly easier on account of the large quantities of wheat coming forward. Export business is practically at a standstill for the time being.

Visible supplies of wheat in United States and Canada on Feb. 21, 1905, were 36,528,000 bush., a decrease for the week of 930,000 bush. Visible supplies of corn decreased 322,000 and 877,000 bush., being 8,521,000 and 16,721,000 bush., respectively. Grain on passage to Europe and to United Kingdom was 40,560,000 bush., as against 37,140,000 bush. last week. This makes the total amount of wheat in sight Feb. 21, 77,088,000 bush., against 71,316,000 bush. last week and 71,357,000 bush. last year at this time. It is expected that the next week's visible supply statement will show a reduction of possibly 600,000 bush. of wheat.

Broomhall estimates the world's shipments for this week at about 10,800,000 bush., of which Europe will take about 10,000,000 bush. He predicts there will be good increases on passage to both the United Kingdom and the Continent. Arrivals of breadstuffs in the United Kingdom during the week under review were about 3,200,000 bush., against 3,348,000 bush. the previous week and 3,408,000 bush. a year ago.

A feature of the statistical position was the small exports of wheat from the United States during the week, amounting to only 536,540 bush., being the smallest for nearly twenty years.

### Canadian Cereals in Great Britain.

**I**N his last report to the Department of Trade and Commerce, Ottawa, P. F. Ball, Canadian Commercial agent in Birmingham, says, in regard to Canada's prospects for increasing her exports of barley to Great Britain, that judging from samples submitted and placed before some of the best brewers in Birmingham, there is nothing to hinder Canada from doing a larger propor-

tion of the total grain trade of Great Britain, if only she can produce the quality of the samples submitted and maintain it. There can be little doubt that Ontario and some parts of Quebec produce the finest barley known, large quantities of which we formerly shipped to the United States, until the heavy duties killed that trade. Farmers may be loath to abandon other industries entered into since that time; with the tremendous area opening up in the Northwest Territories, surely Canada should be able to compete with other countries for the barley trade in Great Britain.

For the year ending Dec. 31, 1904, Canada exported to Great Britain in round numbers, 352,000 hundred weights, out of a total of 27,151,320 hundred weights, one hundred weight being equal to 112 lbs., or two bushels.

Canadian shippers of wheat and wheat-meal will be interested in knowing the quantities of wheat and flour imported by Great Britain from various countries during 1902, 1903 and 1904, which were as follows:

Countries.	WHEAT.		
	1902. Cwt.	1903. Cwt.	1904. Cwt.
Russia.....	6,540,457	17,176,300	23,529,500
Germany.....	239,910	310,176	251,000
Roumania.....	2,362,452	3,140,727	1,491,800
Turkey.....	345,525	433,004	531,200
United States, Atlantic ports..	30,669,521	18,419,336	4,948,400
United States, Pacific ports....	12,643,040	5,778,559	2,142,300
Chili.....	251,446	238,644	915,400
Argentine Republic.....	4,315,165	14,120,454	21,440,400
British East Indies.....	8,841,586	17,057,857	25,485,000
Australia.....	4,174,753	26	10,272,600
New Zealand...	156,626	204	358,100
Canada.....	9,527,475	10,802,127	6,195,300
Other countries..	934,270	653,616	352,600
Totals.....	81,002,227	88,131,030	97,813,600

Countries.	WHEAT MEAL AND FLOUR.		
	1902.	1903.	1904.
Germany....	16,208	37,020	264,740
France.....	713,935	577,498	1,486,920
Austria-Hungary	688,962	817,879	733,294
United States...	15,587,217	16,223,639	8,252,602
Canada.....	1,943,213	2,637,617	2,045,767
Other countries.	436,806	307,795	1,939,570
Totals.....	19,386,341	20,601,448	14,722,893

It will be seen from the accompanying table that Canada's exports hold very well, although there is still room for improvement. A change has taken place during the last few years. The great imports are going from the United States and are being transferred to India. Russia stands second in the list. Canadians might also with profit pay attention to the vast difference in trade from the Argentine Republic.

It is reported that E. M. Campbell will be appointed grain inspector at Toronto to succeed E. A. Adamson, who retired some time ago.

# A Grocer's Bank Account

## HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat. Capacity 1,200 bbls. per day.

Delivered prices on application.

**Lake Huron and Manitoba Milling Co.**  
LIMITED  
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pockets

1905 ways aiding business include

# RICE IN POCKETS

Package goods mean higher quality and better service.

Order a 100 lb. bale (100 lbs, 33 35) from any one of the following distributors:

TORONTO		HAMILTON	
Eby Blain Co., Limited	Davidson & Hay, Limited	Balfour & Co.	W. H. Gillard & Co.
Warren Bros. & Co.	James Lumbers	Lucas, Steele & Bristol.	
LONDON			
A. M. Smith & Co.	Elliott, Marr & Co.	E. Adams & Co.	Lind, Kerrigan & Co.

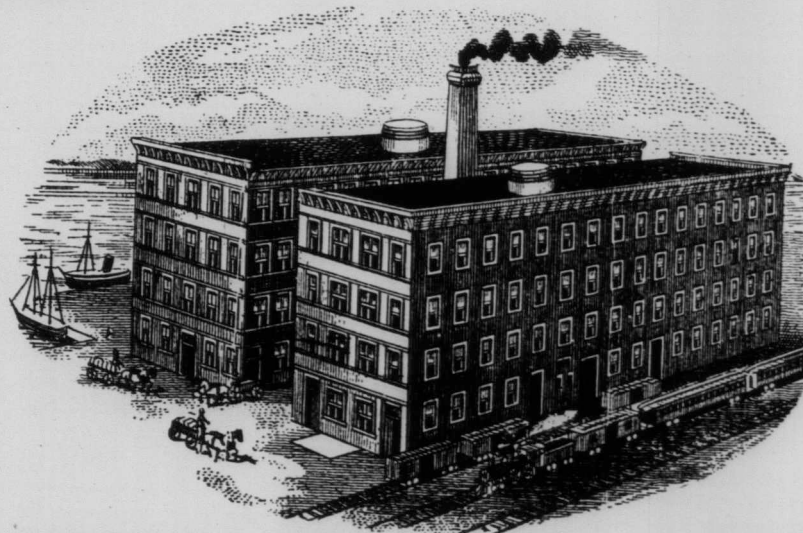
**ORME & SUTTON RICE CO.,**  
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK  
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

**We**

beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

**Rolled Oats**  
**Gran. Wheat**  
**Gold Dust**  
**Family Oatmeal**  
**Ground Wheat**  
**Sd. and Gr. Oatmeal**



**Pot and Pearl Barley**  
**Ground Oats**  
**Flaked Wheat**  
**Split Peas**  
**Pea Meal**  
**Ground Corn**  
**All kinds of Feed**

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE.

LETTER ORDERS A SPECIALTY.

**WM. McCANN MILLING CO.,** OFFICE and MILLS FOOT JARVIS STREET **Toronto**

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Price Cutting.

THAT the practice of price-cutting seems to be falling into disfavor is, in my opinion, an excellent thing," said an old retailer. "I think that price-cutting is harmful to the trade at large always, and to the cutter almost always. There are a few cases, possibly, in which it can be practiced with profit, however. Usually, price-cutting is used as an advertisement, to attract persons to a store. Signs are hung out proclaiming that such and such brands can be obtained at certain figures, showing a more or less marked reduction from the regular price. As a general rule, these are goods which the store does not sell in large quantities and it can afford the small loss entailed. The object of the storekeeper is to attract attention and to bring customers into his store. Once he has got them in, he relies on himself to make good use of them. If he is an exceptionally good salesman he may succeed in selling them goods instead of, or in addition to, those which, attracted by the low prices, they originally intended to buy. But this presupposes an exceptionally good salesman, and it is a dangerous practice, for there are very many customers who resent the imputation that they do not know their own minds, and upon whom the importunity of the salesman will have the effect of keeping them away from his store in the future. And it is to be remembered that one customer, whom one can secure as a regular, is worth many transients. Such methods, too, can only be adopted by one familiar with all the exigencies of his business, a man who runs his own store."—Exchange.

### What's in a Name?

The quaint names which adorn the signs outside the old taverns in England are a frequent source of amusement to the tourist, yet, in most cases, these names had, at one time, a special meaning. The name of "The Ivy-Plant," for instance, which designates many an English inn, arose from the fact that ivy was often hung over the doors of taverns as a promise of good wine, and customers recognized that meaning.

This is of interest to tobacco dealers in this country, because the name "Ivy" has recently been bestowed upon a new

plug smoking tobacco. Following the example of the inn-keepers of old England, one may expect the tobacco dealers of Canada to display "Ivy." In this regard "Ivy" plug smoking tobacco certainly promises a good smoke, and it will not be long before their customers will recognize that meaning.

### Boer Tobacco.

In Natal and Cape Colony is grown a tobacco, called Boer tobacco, which sells for 16 cents a pound, and is dear at that. White men give it to their Kaffir servants as a reward for working overtime, or doing any other meritorious action. There is no record of any white man ever having become acclimatized to it. Its taste and smell do not appeal to the ordinary epicure. It has its uses, however, as in the case of the natives, and also if you have an undesirable visitor or a hated enemy. Offer him a pipe of Boer tobacco and he will never enter your house again.

### Our Tobacco Trade.

The total value of the tobacco imported into Canada during the past two years was \$3,041,028 in 1903, and \$3,504,775 in 1904. Of these amounts, the

value of the dutiable tobacco was, in 1903, \$537,511, and in 1904, \$623,983; and the free, in 1903, \$2,503,517, and in 1904, \$2,880,792. The duty collected in 1903 was \$582,689.30, and in 1904, \$651,622.49. The United States supplied practically all that was used.

### Notes.

Coffee without tobacco is like meat without salt—Old Persian Proverb.

John Erzinger, tobacconist, Winnipeg, has returned from a month's trip to Cuba.

The Cigarmakers' Union of Manitoba held a smoker in Winnipeg last week, at which 200 weed-rollers were present.

The Imperial Tobacco Co., of Great Britain, has entered suit against Hay & Co., Woodstock, for breach of contract.

The Hamilton Trades and Labor Council has endorsed a petition of the cigarmakers' Union, urging the Government to increase the duty on imported cigars.

George Kingstone, manager of the Montreal branch of Adam Beck & Co., cigar-box manufacturers, was in Winnipeg last week. He was arranging for the opening of a Western warehouse for the company.

## All First-Class Grocers

Handle

# OLD CHUM

## Cat Plug Smoking Tobacco

It's a Trade Bringer.

## Notice

### WE NEED THE MONEY

That's why we make this offer :

*We will send to any grocer in Canada. on usual terms, 1,000 Cigars assorted as desired, express prepaid. At the end of three months we agree to take back any unsold stock at invoice price.*

We always recommend our customers to include our PEBBLE, 5 cent cigar, and our PHARAOH, 10 cent cigar, in their orders.

**J. BRUCE PAYNE, Limited, Mfrs., GRANBY, QUE.**

March 3, 1905

*Become known  
and favorably known.*

Good advice this for any man. Good, too, when applied to a man's product. Note how this wise saying applies to **T. & B.** Smoking Tobacco.

It has become known and favorably known.

This is a strong reason why the grocery trade should always give it first place in their selling. It is their substantial friend.

**GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.**

**KING BUFFALO** is our hobby. You see we've made a cigar that anybody, *anybody* would be glad to acknowledge.

We suppose other people could make just as good a 5-center, *if they would*. But they won't.

We're after your cigar business for this year, and next, and the year after—and a lot more.

**KING BUFFALO** is our bid for your business.

So send us your order.

\$35 per M. If cash accompanies any sample order, we'll pay the expressage. Express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. Lots of literature to boot. Return pockets and secure set of fine art pictures.

**CANADA CIGAR CO., Makers, London, Ont.**

## The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobacco.

Tobacco users' tastes are peculiar. One man likes one thing; another another. The tremendous increase in the number of men who prefer **McAlpin's Tobaccos** is shown by the steady increase in the size of their plant. And, grocers, do not overlook this fact—that **McAlpin's Tobaccos** are the most profitable tobaccos.



## PRESERVATIVES IN FOODS \*

By W. P. Kaufman, Chemical Analyst and Consulting Chemist, and Assistant to Professor Lang, University of Toronto.

THE above facts naturally lead us to the consideration of pasteurization of milk, which is in essence—

(1) The raising rapidly of the milk to a temperature at which most of the mature germs are killed—the spores, however, being unaffected.

(2) The rapid cooling of the heated article to such a temperature as will not allow of the germination of existing spores, or development of mature bacteria.

### Pasteurization of Milk.

After this latter process, the milk may be bottled, usually in vessels more or less perfectly sterilized—usually less than more, however,—and put into cold storage until required for distribution. It is indisputable that the process of pasteurization is effectual in preserving the milk for a time. From the instant the article leaves cold storage, however, and is subjected to a higher temperature, bacterial development goes on apace, and, at the most, and under the most perfect methods of pasteurization adopted, the "souring" of the milk can only be postponed for a while, but never absolutely prevented.

Some idea may be gained as to the rate of multiplication of bacteria—one bacterium dividing at the rate of once per hour, and each it gives rise to, subsequently dividing at the same rate, will generate about sixteen thousand germs within twenty-four hours.

This method, therefore, is perfect and infallible until the milk leaves the hands of the dairyman, but, from the instant the bottle of pasteurized milk is left to stand in a warm kitchen, or opened and exposed to the atmosphere, a fresh crop of bacteria thereby gaining access, in addition to spores already present, having escaped pasteurization, the advantages of the process are undone. It is, therefore, obvious the pasteurized milk can only be kept pasteurized in cold storage—on ice—or in a running stream of cold water—and not upon the kitchen or pantry shelf.

### Sterilization.

Let us go a step further than pasteurization—sterilization. By this process is meant that precautions are taken to kill not only the mature germs, but also their spores. The process is simply a repeated pasteurizing operation, but, instead of the temperature of the heated milk being rapidly lowered, it is gradually depressed and allowed to remain for a while at a temperature of about 85 to 90 deg. F., when the spores germinate

\* Continued from last week.

into bacteria, which are in turn killed by again rapidly raising the temperature, and so on, until all the spores have first been germinated, and then the resulting bacteria killed. In order, however, that this may be ensured in laboratory practice, at least three or four days are necessary—at least 24 hours being allowed to elapse between each heating process to permit of the germination of the spores into bacteria. From these considerations, it will be seen to what extent it is possible to carry on the process on a commercial scale. Having effected this sterilization, it is obvious that the containing vessels should be rendered and kept aseptic. Live steam should be used for this, but when it is remembered that milk bottles are made of thick glass, on that account cannot bear a sudden and excessive rise of temperature without breaking, a problem in dollars and cents presents itself, and we rightly hesitate before we rush into the unremunerative investment of a "broken bottle to order" factory. Just as important, or even more so, than what we have already said regard-

### Importance of Pure Water Supply.

ing milk, is the water supply, by means of which dairy utensils are washed and kept clean. The water should be, of course, of good quality—good enough to drink—that is, of the best and only of the best quality; free from all contaminations by sewage, and sterile of all pathogenic germs. The organism more frequently present than others in milk is the typhoid germ, and as it does not cause the article to clot, neither does it produce any visible effect on the milk, you will observe that its presence to the casual observer is very likely not suspected, and no evidence is apparent until a case of typhoid fever occurs and can be traced to the milk. Recently in London, England, actions have been brought against one of the largest dairy concerns for damages consequent upon several persons contracting typhoid, the germs of which have been found living and thriving in their commodity. Doubtless the origin of them had been infected water used for the cleaning of their vessels, etc.

### Adulteration.

Upon mentioning water and milk, one always thinks of the readiness with which the latter lends itself to adulteration with the former. In Canada, I do not know if this form of sophistication is practised to any extent, but in British Guiana, where I have had long ex-

# SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all Leading Wholesale Houses.

perience, on the average, from 25 per cent. to 35 per cent. of the milk sold by peddlers is adulterated. These vendors are, for the most part, East Indians, descendants of agricultural immigrants, with no very clear conceptions of cleanliness or of bacteriology. They are not at all scrupulous from what source the adulterating water is obtained, and more often than not, it is got from the irrigation trenches, which are legion in number. It is remarkable that, with this point in fact, enteric diseases are not more common, for these canals are invariably contaminated by sewage. I can remember of an instance of an East Indian Coolie being arraigned on the charge of selling adulterated milk, and amongst the incriminating evidence, other than the analyst's report, was found a tiny fish and a shrimp or two in his milk. On being asked by the magistrate to account for their presence, Baboo replied to the effect: "Ah! Boss, don't you know my cow drinks water from the trench?"

### Fermentation of Meat.

The putrefaction of meat and flesh, though not commonly met with in commodities of commerce, occasionally occurs, and we may now turn our attention to this phase of fermentation.

These processes are, like those previously discussed, initiated by saprophytic bacteria or rather by a series of them, each kind acting seriatim and producing their characteristic effects. This done, just as the yeast cell is eventually killed by the toxin it produces—alcohol—and after its death another germ will make its appearance and convert the alcohol into acetic acid (vinegar), viz.: the microderma aceti, so in the putrefactive fermentation of meat is one species of germs killed by its own toxin, which, however, has no such effect upon the succeeding germs, and so on, until the process is complete. Amongst the

effects produced we may mention the following in sequence:

(1) The meat softens and becomes easily bruised and crushed.

(2) It becomes ill-smelling and foul, reaching a crisis, and then the odor abates. It is softer than before.

(3) It no longer has an offensive smell. It is very soft.

The article may be used as food during the first stage without any complications occurring, in fact, game is allowed to proceed well into the second stage before it is cooked. It may then be eaten by most people without producing any ill effects, but, it must be kept in mind that there are people who cannot indulge in meat at this stage without paying the penalty.

The third stage mentioned is by far the most dangerous condition in which to use meat. At this period advanced putrefactive changes have taken place, and many toxic or poisonous substances have been formed by bacteria. They are known as ptomaines. They are really animal alkaloidal poisons, just as strychnine is a vegetable alkaloidal poison. It is thus seen that the danger of ingesting these ptomaines is increased by the fact that they are odorless and, for the most part, tasteless. In contrast to the ptomaines are the leucomaines, which differ from the former only in that they are produced during life. Cases of poisoning occur from time to time from eating shrimps, oysters, and some kinds of fish. The effect being produced beyond a shadow of doubt by animal alkaloids. It must not, however, be imagined that all ptomaines or leucomaines are poisonous, for many of them are quite harmless, or nearly so. In fact, during the softening of, and the period of nauseating odors arising from the putrefying meat, ptomaines are formed, and the fact of the article not producing poisonous effects is due rather to the innocuous properties of the alkaloid formed rather than to their absence.

Upon a certain occasion I was consulted regarding a hot, burning after-taste noticed on the eating of certain preserved fruit, in which benzoate of soda was used as a preservative to the extent of .1 to .2 per cent. Upon discontinuing the use of this antiseptic and substituting for it a boron preparation, the disadvantage referred to was remedied and the keeping properties of the fruit ensured.

#### Glass Jars vs. Tin Cans.

Another experience may be given here which was also in regard to preserved fruit. After preparation, these were in part filled hot into cans, and in part filled cold into glass jars. The article in the glass containers remained perfect, and no complaints regarding their qual-

ity were made. On the other hand, however, the portion put up in tin containers did not prove satisfactory; the fault found with them was "a tinny smell and taste." I selected and examined three cans of these articles, two of which were decidedly "off"—the taste was decidedly "tinny" or metallic, and the smell somewhat characteristic of "ripe eggs." Analysis showed the absence of tin and lead, but with lead papers a very distinctive blackening confirmed the presence of hydrogen sulphide. Through the courtesy of Dr. Nasmith, of the Provincial Board of Health, I was enabled to make a biological test of the samples, with the result that no bacterial life was found. The results in this direction, therefore, being negative, I was again forced to the conclusion that the causes which led to the evolution of hydrogen sulphide in these preserves were purely chemical and not dependent upon bacterial life. It must also be added that, as far as physical tests and appearances went, these tins of fruit were in different stages of decomposition. In fact, decomposition in one of them was merely incipient, and it would hardly be fair to assume, in spite of the results borne out by the fruit in glass containers, that bacteria were at the bottom of it, and having acted, had perished and disorganized. If biochemical action had been at the bottom of it, why, then, did the contents of the glass jar not show similar defects to the cans? The fruits were boiled in the same kettle, and ladled either into the one kind of package or the other. From the foregoing observations it will be seen that all phases of food decomposition or fermentation cannot be ascribed to the ubiquitous bacterium, and, that in order to follow up the cause, it is necessary to know the circumstances as fully as possible, of which, in the last-mentioned case, I was in complete possession, having, to a great extent, supervised the processes of preparation and packing in person.

#### Importance of Cleanliness.

As regards the invasion of foodstuffs by bacteria and their fermentation as a result, ordinary systematic cleanliness and carefulness should obviate this contingency. But, however, those in direct charge of the preparation of these commodities are absolutely ignorant or else sceptical regarding the true purport of cleanliness from a bacteriological standpoint. For instance, a dusty and dry floor is likely to be swept prior to the bottling or canning of preserves, with the effect that the bacterial crop of the floor is disseminated throughout the atmosphere from which they gradually settle, and haply in a suitable nidus for their development—to wit, a pot of jam!

That manufacturers would be amply repaid by taking such matters into their serious consideration is beyond a shadow of a doubt—the day for rule of thumb methods is surely at an end. You will observe, up to the present, I have said little or nothing regarding the use and merits of preservative antiseptics. It is not because they do not deserve attention, but rather that so much may be said "pro and con" that this matter would demand a special treatment of itself. However, all said and done, the concurrence of the highest authoritative opinions on the subject seem to find a common concensus in the fact that the preparations of boron are the most desirable and do least injury to the human system when taken regularly in articles of diet. In fact, it is yet disputed whether, in the small quantities used in preserving foodstuffs and for producing antiseptic effects, any baneful results follow their constant use.

#### Commercial Value of Preservatives.

By what has been said it will be seen that I have generally indicated a few of the facts which weigh heavily in the preparation of foods for storage, from a commercial and hygienic view of the matter. I will now conclude by asking you a question: Would you, as consumers or manufacturers, rather prefer to use a food to which a small quantity of an admittedly harmless preservative has been added to ensure its keeping qualities, or run the risk in tabooing such a preparation with the probable result of foods becoming more or less decomposed and, therefore, a menace to health and profit?

While the promiscuous use of preservatives by persons ignorant of their properties and consequently careless in regard to the quantity used, is to be deprecated, yet, beyond a doubt, these articles, carefully handled, serve a very useful purpose.

We must, at the outset, admit that "preservatives" are "drugs," that their characteristic physiological actions upon the human organism differ, as well as the fact that because a certain substance will act as a preservative, is no criterion that it should be used as such.

In determining which antiseptic should be used to preserve foodstuffs, and with due regard to the public health, we must satisfy ourselves on the following points:

(1) It should cause no ill effects (i.e., nausea, headache, and other digestive derangements) upon the system when taken in repeated small doses over a protracted period.

(2) Its action should not be accumulative.

(3) It should be free from any characteristic odor, flavor or color.

(4) It should be used in the minimum quantities for the production of its preservative effects.

# WM. BRAID & CO. COFFEE IMPORTERS

## How is your Coffee Trade?

**BRAID'S BEST COFFEE** is increasing in popularity every day because consumers appreciate its merit.

### ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.  
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.  
Bucking the current has carried down many a strong swimmer.*

**BRAID'S BLENDED COFFEES** are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.  
SECOND—Because the quality never varies.  
THIRD—Because they give the public better satisfaction than any other coffee sold.*

*These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.*

**Write us for  
Samples**

**WM. BRAID & CO.,**  
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 2, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—  
"Bee" brand, 48 5c. pkgs., per case...\$1 75  
" " " 27 10c. pkgs. " " " " 2 00  
" " " 10 25c. pkgs. " " " " 1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes.....\$2 40  
" 10, in 4 doz. boxes..... 2 10  
" 2, in 6 " " " " " " 0 90  
" 12, in 6 " " " " " " 0 70  
" 3, in 4 " " " " " " 0 45  
Pound tins, 2 doz. in case..... 3 00  
12-oz. tins, " " " " " " 2 40  
5-lb. " " " " " " 14 00

### W. H. GILLARD & CO.

Diamond—  
1-lb. tins, 2 doz. in case .....\$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.	8-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 4 doz. in case.....\$0 40  
" 2 " " " " " " 0 75  
" 3 " " " " " " 1 25  
" 2 " " " " " " 2 25

### OCEAN MILLS.

	Per doz.
Ocean Baking Powder, 1 lb., 4 doz. . .	\$ 45
Ocean Baking Powder, 1 lb., 5 doz. . .	90
Ocean Baking Powder, 1 lb., 3 doz. . .	1 25
Ocean Borax, 1-lb. packages, 4 doz. . .	40
Ocean Cornstarch, 40 pkgs. in a case. .	75

Freight paid, 5 p.c. 30 days.

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
8 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	8 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 85
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 " "	

### ROYAL BAKING POWDER CO.

Royal—Dime.	Per Doz.
1 lb.	1 60
8 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

### Cleveland's—Dime.

Sizes.	Per Doz.
1 lb.	1 50
8 oz.	2 20
1 lb.	2 30
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.....\$3 25

### HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 16 cases, 10 per cent.	



### EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
48-5c. tins	\$0 45
48-10c. tins	0 75
24-25c. tins	2 25
48-25c. tins	2 25

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins.....\$3 50  
" " " 36 10 " " " " 4 00  
" " " 24 16 " " " " 4 50  
"Beaver" brand, 24-16 pkgs..... 4 80

### Blue.

Keen's Oxford, per lb.....\$0 17  
In 10-box lots or case..... 0 15  
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 15  
" " in bags, per gross 1 25  
" " in pepper boxes.....  
according to size..... 0 02 0 10

### J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16 1/2  
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.....12 1/2  
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10

### Black Lead.

Reckitt's, per box.....\$1 15  
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz.



### JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$4 40
2a size.....	2 50

### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs..... 2 25  
" " " 10 oz., cases, 48 " " " " 3 25  
" " " 16 oz., cases, 48 " " " " 4 25  
EAGLE BORAX.....

Cases of 5-doz. 5c. packages	Per doz.
5-doz. 10c.	\$0 45
	0 90

### Boeckh's Brooms.

Bamboo Handles, A, 4 strings.....	\$4 50
" " " B, 4 " " " " " " " "	4 20
" " " C, 4 strings.....	3 95
" " " D, 4 " " " " " " " "	3 70
" " " E, 4 " " " " " " " "	3 40
" " " G, 3 " " " " " " " "	3 10
" " " I, 3 " " " " " " " "	2 70

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg..... 0 08  
" " " 7-lb. cotton bags, per bag..... 0 15 1/2

### Chocolates and Cocoas.

THE COWAN CO., LIMITED.  
Cocoa—  
Hygienic, 1-lb. tins.....per doz. \$6 75  
" " " 1-lb. tins..... " " 2 50  
" " " 1-lb. tins..... " " 2 00  
" " " fancy tins..... " " 0 85  
" " " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50  
Perfection, 1-lb. tins, per doz..... 2 40  
Cocoa Essence, sweet, 1-lb. tins, doz..... 2 55



# The Lenten Season

is always a good one for the sale of syrup

## "Crown"



## brand

# Table Syrup

is Canada's Best and Most profitable selling syrup  
—its clearness, purity, flavor and healthfulness are  
what makes them popular.

FOR SALE BY ALL JOBBERS.

MANUFACTURED ONLY BY

### EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

#### PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2 Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	1/2 "	
20 " " "	1/4 "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num	Covers and
	bered.	numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	12 "

#### Cane's Clothes Pins.

**UNITED FACTORIES, LIMITED.**

Clothes pins (full count), 5 gross in case, per case	\$0 62
dos. packages (12 to a case)	0 75
dos. packages (12 to a case)	0 96

**Cleaner.**

Per doz.	
4-oz. cans	\$ 0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart	3 75
Gallon	10 00

Wholesale Agent  
The Davidson & Hay, Limited, Toronto

#### Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25
" " " 5 doz., at. \$1 40	
" " " 1 doz., at. \$1 45	

**Jams and Jellies.**

**SOUTHWELL'S GOODS.** Per doz

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 00
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 25
Other jams	\$1 50
Red currant jelly	2 75

**T. UPTON & CO.**

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 01
2-lb. tins, 2 doz. in case	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06 1/2
7 and 14-lb. wood pails	0 06 1/2
30-lb. wood pails	0 06 1/2
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	0 06 1/2
30-lb. wood pails	0 06 1/2
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

#### Licorice.

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	\$0 40
Fancy boxes (36 or 50 sticks)	1 25
"Ringed" 5-lb. boxes	0 40
"Acme" pellets, 5-lb. cans	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

#### Lye (Concentrated).

**GILBERT'S PERFUMED.** Per case.

1 case of 4 doz.	\$3 60
3 cases	3 50
5 cases or more	3 40

#### Matches.

**UNITED FACTORIES, LIMITED.** Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

**WALKERVILLE MATCH CO.**

Parlor—	1 case, 5 cases.
Imperial	\$5 75 \$5 50
Best	3 75 3 50
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur	....
Club	3 90 3 70

#### Mince Meat.

**Wether's condensed, per gross net.** \$12 00  
per case of doz. net ..... 3 00

#### Mustard.

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins	per doz \$1 40
1-lb. tins	2 50
1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz 0 85
1-lb. tins	1 45

E. D. MARCEAU, Montreal.

**"Condor," 12-lb. boxes—**

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 0 25
1-lb. tins	0 25
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



#### Orange Marmalade.

Cases, 36 15c. packages	\$4 50
5 case lots	4 40
(Freight paid.)	
Cases, 20 25c. packages	4 00
5 case lots	4 00
(Freight paid.)	

#### Orange Marmalade.

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

"Anchor" brand 1-lb. glass	\$1 50
" " quart glass jars	3 40

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case	per doz \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2

#### Pickles.

**STEPHENS.**

**A. F. Tippet & Co., Agents.**

Cement stoppers (pints)	per doz. \$2 30
Corked " "	1 00

#### Soda.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1/2-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	Per case. \$2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1/2-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**"BEE" BRAND.**  
"Bee" brand, 8 oz., cases, 120 pkgs. } Per case  
" " 10 oz., cases, 96 pkgs. } case  
" " 16 oz., cases, 60 pkgs. } \$2 75

#### Soap and Soap Powders.

**A. F. 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

**RABBITT'S.**

Babbitt's "1776" 6-oz. pkgs	\$3 50 per box.
5 boxes a freight paid and half box free.	
Babbitt's "Best" soap, 100 bars	\$4 10 per box.
Potash or Lye, base	

each doz., \$3 per box.  
WM. E. DUBIN AGENT.



**CHASER SOAP**  
Does the Work

You'll  
Have  
to  
Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—  
100 Good Ads for a Grocery Store

is finding its way to a good many grocers  
who want good ads at the smallest cost of  
time and trouble.

Sent for approval. If you keep it send \$1.00; if  
you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case ..... \$2 40  
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.  
No. 1 White or blue, 4-lb. cartons. 0 05  
No. 1 " 3-lb. " 0 05  
Canada laundry. 0 04  
Silver gloss, 6-lb. draw-lid boxes. 0 07  
Silver gloss, 6-lb. tin canisters. 0 07  
Edward's silver gloss, 1-lb. pkg. 0 07  
Kegs silver gloss, large crystal. 0 06  
Benson's satin, 1-lb. cartons. 0 07  
No. 1 white, bbls. and kegs. 0 05  
Canada White Gloss, 1-lb. pkgs. 0 05  
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—  
Benson & Co.'s Prepared Corn. 0 06  
Canada Pure Corn. 0 05

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
Edwardsburg No. 1 white or blue,  
4-lb. lumps. 0 08

"Bee" brand starch—  
laundry, 64-12 oz. pkg. per case \$5 00  
" 32-12 " " " 2 50  
" corn starch 40-16 oz. pkg. " 3 00  
" Sun" borated starch, 40-16 oz. pk.  
per case. 3 00  
" borated starch, 50 box, 100 lb. keg 0 06  
" laundry 50 " 0 05  
" Gem " 100 & 200 lb. kegs 0 05

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. 0 05  
Finest Quality White Laundry—  
2-lb. Canisters, cases of 48 lb. 0 06  
Barrels, 200 lb. 0 05  
Kegs, 100 lb. 0 05

Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 07  
6-lb. toy trunks, 8 in case. 0 07  
6-lb. enameled tin canisters, 8  
in case. 0 07  
Kegs, ex. crystals, 100 lb. 0 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 50

Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 07  
Crystal Maise Corn Starch—  
1-lb. packages, boxes 40 lb. 0 07

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Culinary Starches—  
St. Lawrence corn starch, 40 lb. 0 07  
Darham corn starch, 40 lb. 0 05

Laundry Starches—  
No. 1 White, 4-lb. cartons, 48 lb. 0 05  
" 3-lb. cartons, 36 lb. 0 05  
" 200-lb. bbl. 0 05  
" 100-lb. kegs. 0 05  
Canada Laundry, 40 to 46 lb. 0 05  
Ivory Gloss, 8-4 family pkg., 48 lb 0 07  
" 1-lb. fancy, 30 lb. 0 07  
" large lumps, 100-lb kegs 0 05  
Patent starch, 1-lb. fancy, 36 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.



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

SAN TOY STARCH.  
10c. pkges, cases 5 doz., per case 4 75  
Stove Polish.



Rising Sun, 6-oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2-gross boxes. 10 00  
Sun Paste, 5c. size, 1/2-gross boxes. 5 00



Cases, each 60 1-lb. \$0 35  
" 60 1/2-lb. " 0 35  
" 120 1-lb. " 0 35



DUNN, AGENT.



Enameline No.  
4, bxs., ea. 3 dz. 0 38  
Enameline No.  
6, bxs., ea. 3 dz. 0 65  
Enameline  
liquid, bxs., ea.  
3 doz. 0 80  
Blackene, 5-lb.  
cans, per lb. 0 10  
Enameline stove dressing, per doz. 0 10

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 " 1 " " 2 35  
10 " 1 " " 2 25  
20 " 1 " " 2 10  
(10 and 20 lb. tins have wire handles.)  
"BEAVER" BRAND. Per case.  
1 gal. tins, square, 6 in case. \$4 40  
1/2 gal. tins, round, 12 in case. 4 50  
1/2 gal. tins, round, 24 in case. 4 60  
"SMALL'S" BRAND—Standard. Per case.  
1 gal. tins, square, 6 in case. \$4 70  
1/2 gal. tins, round, 12 in case. 4 90  
1/2 gal. tins, round, 24 in case. 5 30



Teas.

SALADA CEYLON.  
Wholesale. Retail.  
Brown Label, 1's. \$0 20 \$0 25  
Green Label, 1's and 1/2's. 0 21 0 25  
Blue Label, 1's and 1/2's. 0 22 0 30  
Red Label, 1's and 1/2's. 0 23 0 28  
Gold Label, 1's. 0 44 0 50

"CROWN" BRAND.

Wholesale. Retail.  
Red Label, 1-lb. and 1/2-lb. \$0 25 \$0 30  
Blue Label, 1-lb. and 1/2-lb. 0 28 0 40  
Green Label, 1-lb. 0 28 0 25  
Green Label, 1/2-lb. 0 20 0 25  
Japan, 1-lb. 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. boxes. 0 36  
EMD AAA Japan, 40 lb. "at. 0 32  
" AA. 40 " 0 30  
Blue Jay, basket fired Japan, 70 lbs.,  
"Condor" IV 80-lb. " 0 27  
" " V 80-lb. " 0 27  
" " XXXX 80-lb. boxes. 0 23  
" " XXXX 80-lb. " 0 24  
" " XXX 80-lb. " 0 21  
" " XXX 80-lb. " 0 22  
" " XX 80-lb. " 0 19  
" " LX 80-lb. per case, lead  
packets (25 1's and 70 1/2's) 27 1/2

Black Teas—"Nectar" in lead packets  
Green Label. . . . .retails 0 26 at 0 20  
Chocolate Label. . . . . 0 25 at 0 25  
Blue Label. . . . . 0 50 at 0 28  
Maroon Label. . . . . 0 60 at 0 45  
Fancy tins—Chocolate, 1-lb. 0 23  
" "Blue, 1-lb. 0 25  
" "Maroon, 1-lb. 0 45  
" "Maroon, 1-lb. 1 50  
"Condor" Ceylon black tea in lead packets

Green Label, 1/2, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 25 at 0 20  
Grey Label, 1/2, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 30 at 0 23  
Yellow Label, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 25 at 0 26  
Blue Label, 1/2, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 40 at 0 30  
Red Label, 1/2, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 60 at 0 34  
White Label, 1/2, 1/2 and 1/2  
60-lb. cases. . . . .retail 0 at 0 40

Black Teas—"Old Crow" blend—  
Bronzed tins of 10, 25, 50 and 80-lb.  
No. 1. . . . .per lb. 0 35  
No. 2. . . . . " 0 30  
No. 3. . . . . " 0 25  
No. 4. . . . . " 0 20  
No. 5. . . . . " 0 17 1/2

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 5/8, 5/8 and 10c. \$0 39  
" Amber, 8c. and 2c. 0 60  
Chewing—Stag, bars, 10c. 0 43  
" Bobs, 5/8 and 1/2 0 44  
" 10c. oz. bars, 6c. 0 44  
" Courtois, 12 oz. bars, 12c. 0 47  
" 6c. and 12c. 0 47  
" Old Fox, narrow, 12c. 0 47  
" Snowhaze, 14oz b's, sp'd 6c. 0 51  
" Pay Roll, 7c. and 6c. 0 52  
" Fair Play, 8c. and 12c. 0 52

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, 1-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 lb. " " " 7 50  
100 lb. " " " 7 50  
1 case 50 lb. packages free with 5-case lots  
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz  
Washboards, Victor. . . . . \$1 30  
" Crown. . . . . 1 35  
" Improved Globe. . . . . 1 50  
" Standard Globe. . . . . 1 50  
" Original Solid Globe. . . . . 1 50  
" Superior Solid Bk. Globe. 1 50  
" Jubilee. . . . . 1 50  
" Pony. . . . . 0 90  
Diamond King (glass). . . . . 2 30  
Tubs, No. 6. . . . . 11 25  
" " 1. . . . . 9 00  
" " 2. . . . . 7 00  
" " 3. . . . . 7 00  
Pails, No. 1, 2 hoops. . . . . 1 25  
" No. 3. . . . . 2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in cas. \$1 05  
Gillett's cream yeast, 3 doz. 1 05  
Jersey cream yeast cake, 3 doz. 5c. 1 00  
Victoria " 3 doz. 5c. 1 00  
" " 3 doz. 10c. 1 50

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	½-lb.	¾-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins. ....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

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