

**PAGES
MISSING**

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

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.


A Bad
Foundation
Means
A
Weak
Superstructure

The Soda Biscuit is the foundation of the grocer's biscuit business. If it is inferior in quality his whole biscuit trade will naturally be affected. Christie's Sodas are the best made. Consequently they can be relied upon as a good foundation.

CHRISTIE, BROWN & CO.,
LIMITED
TORONTO and MONTREAL

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

NATIONAL LICORICE CO.



YOUNG & SMYLIE'S
PURE
"ACME"
LICORICE
PELLETS
STICK LICORICE.

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

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

OFFICE—106 JOHN ST.
 106-116 John St., }
 227-237 Plymouth St., } **Brooklyn, N.Y.**
 Illustrated Catalogue on request.

THE AUER
GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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

AS A MERCHANT

every pound of Canadian beet sugar you sell helps you to a double profit, because you keep the money at home instead of sending it to foreign countries. Where does money paid out to the farmers and laborers go if not to the merchants ?

DON'T FORGET

we have a sugar equal to any in Canada, in

Crystal Granulated
The Wallaceburg Sugar Company

WALLACEBURG, ONT.

LIMITED



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrog Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

20½ Front Street E.,
Toronto.

**“ HALIFAX, ” “ ACADIA ” AND
 “ BLUENOSE ” BRANDS OF PREPARED
 CODFISH
 ARE PROFITABLE.**

- I. Because they are so nice that once introduced people will ask for them again. **Easy to Sell.**
- II. Because once you get them selling well you will reap large profits. **A Good Margin on Every Pound.**

BLACK BROS. & CO., Limited,
 HALIFAX and LA HAVE, N. S.

A. H. BRITAIN & CO., Representatives for QUEBEC and ONTARIO,
 BOARD OF TRADE BUILDING, MONTREAL.

**THE DEMAND FOR
 “ Sterling ” Pickles
 SHOWS A
 Big Trade Increase.**

The explanation is simple. The best people all over the country have learned to value “Sterling” Pickles and Relishes. The people who want the best in these lines invariably ask their grocer for “Sterling” Brand goods.

- These famous pickles and relishes are
- made of the best grown Canadian
- vegetables, by well-tested and scientific
- methods, in Canada’s greatest pickle
- factory. Write your jobber or direct
- to the manufacturer.

The T. A. LYTLE COMPANY, Limited
 Manufacturers of High-Grade Pickles
 124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.
 LIMITED

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

VINEGARS

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

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

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

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

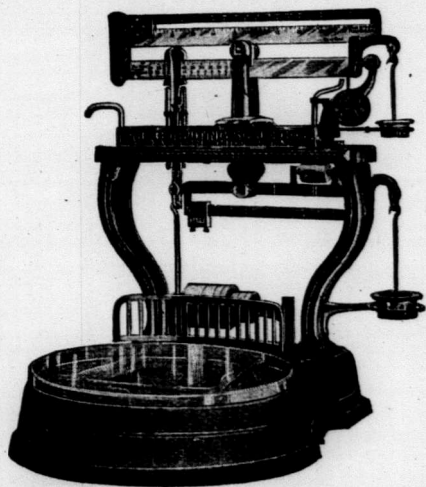
S. H. & A. S. EWING'S High-Grade COFFEES

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

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



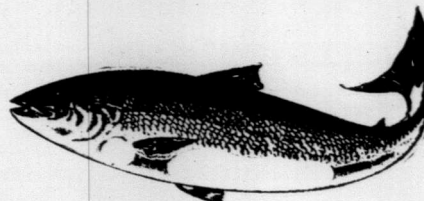
**The Computing Scale Co.
of Canada, Limited**

164 King Street West, Toronto, Canada.

Manufacturers of . . .

**DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.**

SOCKEYE SALMON



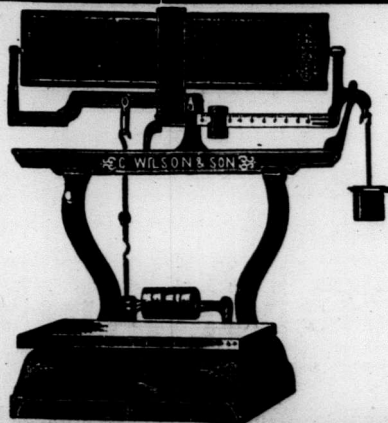
**"Sovereign" and "Lynx"
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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.

purity,
 flavor,
 aroma,
 delicacy,
 healthfulness,
 cleanliness,
 are a few of the many
 characteristics of

JAPAN TEAS

—they please your customers, and
 —pay you to handle.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

CORKS—

- We have special job lots of Grocery Corks, all sizes and shapes.
- Will be pleased to submit samples and prices suitable for grocery trade. You are often asked for corks, why send your customers to the drug stores when you can supply them?

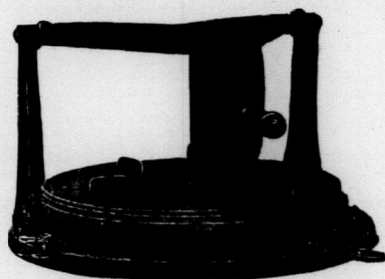
S. H. EWING & SONS Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,

MONTREAL.



Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

British Brain

v.

The Chinese and Japs

It is conceded that the Chinese and Japanese grew tea before it was cultivated in India and Ceylon, but it is not and never can be conceded that the Orientals can grow a better tea than the Britisher with science always at his elbow, and cleanliness as his habit.

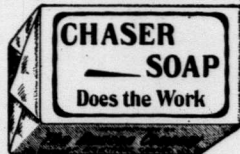
Sell **CEYLON** Teas. If people want black tea, or if they want green tea, Ceylon Teas supply the need. The flavor and quality are better and the profits go to Britishers and the Empire.

May 13, 1904

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

Two Good Reasons

Why
You
Should
Sell



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

P. O. Box 292.

The Duncan Company
of Montreal.



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS
WELL KNOW

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

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE CANADIAN GROCER

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent
Solution and is

Always Uniformly Strong,
and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—

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

Mrs. J. A. Smith

of _____ has spoken most highly of our Tomato Pulp.

Tomatoes with Skin, Seeds, and Fibre removed.

Better than common tomatoes

Do you sell Tomato Pulp?
\$1.00 a dozen F.O.B. Burlington.

SEND ORDERS DIRECT.

The Burlington Canning Co.

BURLINGTON, ONT. Limited

"Royal" Salad Dressing

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

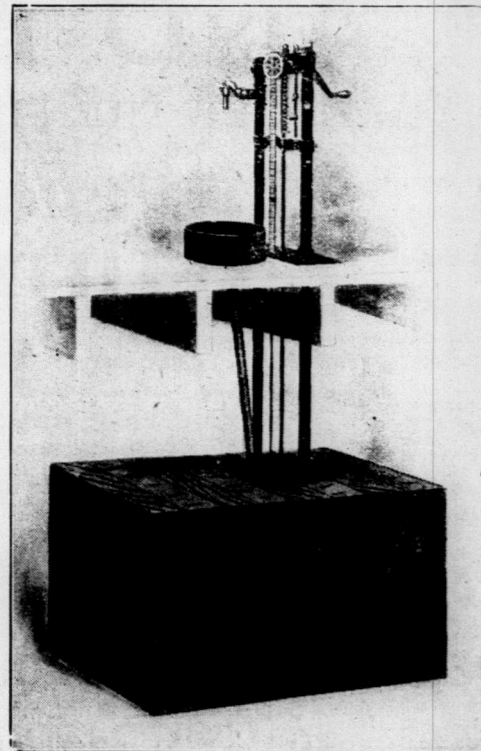
A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH. - WINDSOR, ONT.

Waste Means Loss of Profits



BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING OIL OR GASOLINE IN THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE --SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE

S. F. BOWSER & CO., FORT WAYNE INDIANA.

AURORA CORN SYRUP

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

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

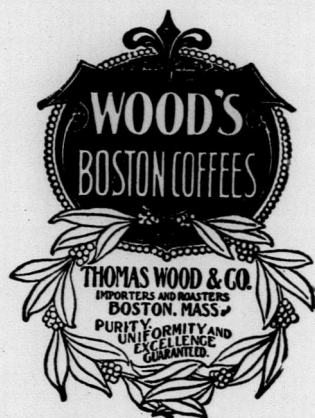


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

CHANGE and SYSTEM.

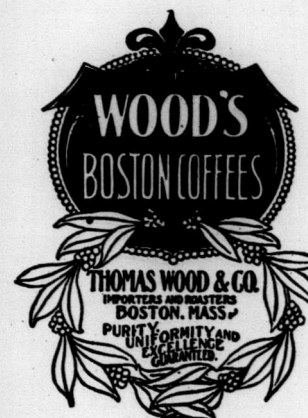


Looking backward, one is impressed by the differences that creep into business from one generation to the other.

It has been our effort to meet the demands of the day by reducing our coffee business to a science. In **Wood's Coffees** the world is favored with purer, cleaner, better, and more uniform Coffee as to grade than ever before.

Our roasts are as **even** as is the character of our individual brands—the result of modern scientific handling.

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



PORK AND BEANS

WHY NOT GET THE BEST?

"RED CROSS"

"LITTLE CHIEF"

"AYLMER"

"LOG CABIN"

"DELHI"

"SIMCOE"

ARE THE BEST.

PRICE LOWEST.

QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands.
They will interest you.

Do Canned Vegetables, Fruits and Jams Contain Harmful Ingredients ?

THE following is an outlined report on a chemical analysis of various Ontario canned vegetables, fruits, and jams, made in the laboratories of the Provincial Board of Health, Toronto, under the supervision of Doctor J. Amyot, the chief chemist being G. G. Nasmith :

A detailed examination of the various canned vegetables, fruits and jams put up in Ontario was made for the purpose of finding out whether, as is often supposed and alleged in some quarters, poisonous metals are present, and whether adulteratives or preservatives are used in the process of manufacture. Specimens were selected indiscriminately from grocery stores, as it was thought to be the most likely means of selecting material such as is distributed over the country. A large number of tests were made, but the conclusions arrived at are not intended to be anything more than approximate.

Peas.

The canned peas examined were different brands representing four different manufacturers. Traces of copper were found in only one specimen, while four showed traces of zinc. None of the other poisons were found to be present. The zinc was probably derived from the solder of the can, although no lead was discovered. The discoloration of the can was greatest in the vicinity of the solder. Copper, which formerly was almost invariably present when peas were boiled up in large coppers, was found only once.

No adulteratives were found. Starch was used in two cases to thicken the menstrum, although the reason for the introduction of the same is not apparent since the flavoring was not improved and the peculiar pastiness was anything but pleasing to the eye. Three of the specimens contained cane sugar, five contained dextrose, and one common salt. These seemed rather to improve the flavor than otherwise. No swollen or fermented cans were found. One ingenious canner had evidently first sprouted his peas; they were sweet and tender, and it required only about three-fourths the usual number to fill the can. The result of these analyses would not

seem to indicate that canned peas are in any serious way detrimental to health.

Tomatoes.

Four specimens of tomatoes from four different canners were pronounced to be sound and sweet. Traces of copper were found in all four; three showed traces of zinc. Evidently nothing but salt had been added to the contents. The juice was very acid and no tin was found, although it was expected that there would be as the cans were very bright except on the bottom. These traces of copper and zinc would not be considered harmful according to some of the leading authorities. A fresh tomato weighing 115 grams was incinerated, but in the ash analysed not a trace of zinc or copper was found, so that these metals as found in the canned article evidently came from extraneous sources.

Corn.

Three cans of corn were examined, each representing an individual canner. Poisonous material was entirely absent except in one, which contained traces of zinc. The cans were all quite discolored and one in particular so badly rusted on the bottom that particles of metal adhered to the corn. This part, however, was not examined for metals. Tin would probably have been found in it.

Berries.

Every specimen of canned raspberries examined was of poor appearance, especially the white varieties, which had been improved by purple colored menstrum. All showed traces of zinc. They were about equal in acidity, and were all preserved with cane sugar.

Three samples of canned strawberries had an improved appearance, and looked exceedingly well, without a trace of coloring being added. The flavoring was especially good. Signs of zinc were found in three, and of tin in two. They were of about the same acidity as the raspberries and were also preserved with cane sugar. Two specimens of canned plums exhibited some traces of tin but none of zinc, and were decidedly more acid than the former. Nothing out of the way so far was found in canned fruits.

Jam.

The varieties examined were mostly of the ten-cent jar variety, made up with quantities of apple pulp or filling added. In some a mere fraction of pure fruit was found, the balance being filler, coloring, flavoring and sugar. The samples of plum and peach, however, contained fair quantities of pure fruit, as well as did certain brands of raspberries, currants and strawberries. No preservatives were found here, nor were there traces of gelatin, which is frequently used for thickening purposes. Cane sugar was used exclusively, with probably a percentage of glucose. One manufacturer used the same coloring for raspberries as for currants, varying the quantity as desired. Apparently the colors were of the aniline dye variety.

A test was also made of albumenoid, which it is claimed that one pound will produce 32 gallons of thick cream from 28 gallons of thin cream and four gallons of milk. This was found to consist entirely of cane sugar, lime, and gelatin.

It is not long since The Grocer published an article by Professor Walker, of McGill University, Montreal, on the "Scientific Preparation of Foods." In this article Professor Walker endeavored to point out the commercial value of chemistry in the manufacture of foods of all kinds, principally products of the dairy and orchard. Manufacturers are beginning to see the economic advantages which may accrue to them from knowing the exact chemical constituents of their fruit and vegetable products. An instance of this was seen some time ago in the laboratories of the Board of Health for the Province of Ontario, when a certain canner submitted several specimens of spoiled vegetables with enclosing cans badly rusted. Analysis showed that at a certain point in the process of canning fermentation had been allowed to begin, quite unknowingly, by the processer. As a result that particular brand had met with poor success on the market.

Another way in which chemistry may be of inestimable service to the canner is that by chemical combinations he is able to obtain certain products which otherwise are not available. This item

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

IN **CAKES** WELL KNOWN AND RELIABLE

DORABLE
3000 TONS SOLD YEARLY

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

IN **TINS** GUARANTEED TO THE TRADE

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

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

MORSE BROS.; Proprietors, Canton, Mass.

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

is not to be overlooked since the export trade is beginning to loom up in the eyes of most Canadian manufacturers. In order to create a market for their goods abroad, these will have to be equal in quality if not superior to the foreign article of competition. Individual peculiarities of tastes have always to be catered to in this connection. Besides, the home manufacturer finds it necessary to compete in what is known as the local fancy trade with certain imported novelties. Another reason why chemistry is of assistance to the canner and jam manufacturer is that he is enabled to make a maximum amount of use of the by-products of manufacture.

The Ontario Health Department is to be congratulated upon having begun in a systematic way chemical tests of the various food products manufactured within the province. It is impossible to say what far-reaching results its development may have, but at the present this much is easy to be seen: The Government in undertaking analyses of canned vegetables, fruits, etc., has in view the health interests of all consumers of the same; indirectly it aims at placing within the reach of Canadian canners and manufacturers scientific information, the commercial value of which can hardly be overestimated.

A VISITOR FROM ROSSLAND.

MR. J. G. MOODY, representing the Rossland Fruit and Produce Co., Rossland, B.C., is visiting Toronto and other points in Eastern Canada. Mr. Moody was for some years well-known among the wholesale houses in Toronto, and he received a warm welcome from a number of his friends in the Queen City. He has been in Rossland about seven or eight years, and his

visit to the east just now is principally on business.

In conversation with The Canadian Grocer he said that the business outlook in the Kootenay country was much better than it had been for some years. When asked as to why he thought so, he said: "It is principally on account of what has taken place. That is, the experiments which have been made in treating low grade ores, which appear to be turning out satisfactorily. Experiments which have been carried on by the Elmore oil process of treating ores has been so satisfactory that a plant is being put in at Le Roi No. 2 to treat fifty tons of ore per day. Then Mr. Kirby, manager of the "War Eagle" and "Centre Star" at Silica, near Rossland, is erecting a plant near the Trail smelter to treat 25 tons a day. Had not the experiment proved successful, it is scarcely likely that this plant would have been erected. It is expected that as low as \$5 grade ores can be treated profitably by this new process, while in the early days of Rossland camp \$15 ore was thrown upon the dump. You can easily see what this means to Rossland."

Speaking of other mining districts of that part of the country, Mr. Moody said that in Sloean district conditions were more favorable than they had been on account of the bounty which the Government now gives to the lead-silver industry.

"The people in the West always seem hopeful," remarked The Grocer.

"Yes," said Mr. Moody, with a laugh, "but they have now good reason for it. They know the stuff is there."

Mr. Moody leaves the end of this week for New York, but will again be

in Toronto, possibly when returning to Rossland.

ENGLAND HAS AWAKENED.

WHEN the Britisher does act in commerce or anything else he usually does it with marked earnestness. An illustration of this is in the movement recently set on foot to have another Indian and Colonial Exhibition at the Crystal Palace next year. It is good news, too, to see that Lord Strathcona and Sir Gilbert Parker have joined the advisory board. Among other prominent men identified with the work are the Dukes of Argyll and Westminster, Sir George Clark and others. In their committee announcement these able gentlemen of England modestly state that this exposition is to prove to the world that the British Empire "can be entirely self-sustained," and further to "demonstrate that the British Empire produces all the necessaries and luxuries of life in quantities large enough to supply the wants of all its inhabitants, while their quality is at least equal to those produced in any other portion of the globe." Another notable fact is that the "Colonial Products Exhibition," which was held recently in Liverpool, in which Sir Alfred Jones and the Duke of Marlborough took a prominent part, is to have a duplicate in January next. An interesting souvenir of the last one has been received at the Montreal Board of Trade.

F. A. Labelle has been appointed curator to E. E. St. Jean & Co., grocers, Hull; the assets are advertised to be sold.

Make Money and Make Friends.

Sell Diamond Crystal Salt

The Salt That's All Salt.

'PHONES

447
488
1258
899

WE CARRY ALL SIZES.

You use—we pay.

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

James Turner & Co., Wholesale Grocers Hamilton

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

Also will shippers please note the following:

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

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

When in a hurry for goods, our Long Distance Telephone is

No. 596.

Do not forget TARTAN Brand Tea, Canned Goods, Coffee, Spices, etc. And we pay telephone charges.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, HAMILTON.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

One Good Way
to
Be Healthy
and to remain so.



Tell Your Customers
about
Cheese

as an article of diet. It is strengthening, palatable and easily digested. Doctors are now prescribing it as an admirable food in convalescence, while athletes use it for its invigorating qualities, etc., etc. In the hot months of summer it is one of the most healthy of foods. But be sure it is of the best quality. An imitation of good cheese is only a trouble-maker either in the store or in the home.

MacLaren's Imperial

is famous as the purest and most delicious cheese ever placed on the market. You can recommend it with perfect safety.

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

Business Changes

ONTARIO.

RUSSELL & NELSON, general merchants, Erin, have dissolved partnership; D. C. Russel continues the business.

F. Hornsby, tobacconist, London, has sold out to G. W. Evans.

Ward & Son, grocers, Mimico, have sold out to Davidson & Shafer.

Lapointe & Dupont, fish dealers, Ottawa, have dissolved partnership.

The assets of M. P. McCall, general merchant, Lion's Head, have been sold.

M. T. Cathcart, general merchant, Barwick, has assigned to F. W. Simpson.

R. G. Holland, general merchant, Penville, has advertised his business for sale.

The stock of the Thompson Co., grocers, Toronto, is advertised for sale by tender.

The general store business of J. B. Waterworth, Wood Green, has been sold to J. Voce.

Hopper & Crafts, confectionery manufacturers, Peterboro, have sold out to J. B. Latremouille.

Talbot Bros., tobacconists, Peterboro, have dissolved partnership; W. E. Talbot continues in business.

The assets of A. E. Gauthier & Co., general merchants, Plantagenet Springs, are to be sold on May 14.

QUEBEC.

E. Trudel, tobacconist, Quebec, has registered.

Jobin & Frere, confectioners, Quebec, have registered.

J. Gagnon, general merchant, Pontbriand, has assigned.

The Royal Syrup Co., Montreal, have gone out of business.

M. Hobeika is starting a fruit and cigar store in Montreal.

SPARKLETS

J. O. Harbour, grocer, Montreal, has assigned to A. Desmarteau.

L. Cote, general merchant, Cavignac, has been succeeded by H. Cote.

Bessette, Ponton & Cie., grist millers, Marieville, have registered.

Chagnon & Pigeon, grocers, Montreal, have been succeeded by F. X. Brien.

The stock of C. Aboosamra & Co., fruit dealers, Montreal, is under seizure.

J. Roi & Sons, general merchants, Otter Lake, have been succeeded by J. H. Roi.

The assets of J. A. Michaud, general merchant, Chicoutimi, are to be sold on May 14.

The sale of the assets of J. O. Harbour, grocer, Montreal, was called for May 10.

The assets of F. Galipeau, general merchant, Weedon, are to be sold on May 19.

A statement of the standing of J. A. Boivin, grocer, Quebec, is being prepared by V. E. Paradis.

The assets of J. L. Roberge & Co., general merchants, Thetford Mines, were advertised to be sold on May 11.

PRINCE EDWARD ISLAND.

R. Ellis, general merchant, O'Leary, has been succeeded by Ellis & Kennedy.

NEW BRUNSWICK.

W. F. Campbell, grocer, St. John, has been succeeded by M. Godfrey.

MacAvour & Co., and V. S. White & Co., wholesale grocers, St. John, have been succeeded by the St. John Mercantile Co.

NOVA SCOTIA.

The grocery business formerly carried on by F. H. Barteaux, Yarmouth, is advertised to be sold.

Consent has been registered for H. E. Davis, fruit dealer, Dartmouth, to do business under the above style.

A. E. Stoneman & Co., general merchants, Yarmouth, have assigned for the benefit of their creditors.

The partnership of D. S. Sproule and F. B. Saunders, to carry on a fishing

business in Canso, under the style of D. S. Sproule & Co., has been registered.

MANITOBA AND N.W.T.

T. E. Williams, grocer, Louise Bridge, has sold out to Green & Newton.

A. J. Nybert, general merchant, Burnt Lake, has sold out to O. Nelson.

Smith & Greenway, general merchants, Strathcona, have assigned to W. Short.

W. A. S. Magrath, general merchant, Theodore, has sold out to A. W. Wylie & Co.

W. J. Stinson, general merchant, Austin, has sold out to Wheeler & Duncan.

W. J. Jackson, grocer and confectioner, Neepawa, has sold his grocery stock.

Ramsay & Philip, general merchants, Gilbert Plains, have been succeeded by McCormick & Philip.

The stock of the estate of Smith & Greenway, general merchants, Strathcona, has been sold.

Reed & Slough, general merchants, Didsbury, have been succeeded in business by Reed & Mowers.

The stock of the estate of H. Collins, general merchant, Methven, has been sold at 68c on the dollar.

The stock of Sipes & Coventry, general merchants, Drinkwater, has been advertised for sale by tender.

The stock of the estate of H. Wilson & Co., general merchants, Waskada, has been sold at 60c on the dollar.

Carruthers Bros., general merchants, Creelman, have dissolved partnership; S. R. Carruthers continues the business.

BRITISH COLUMBIA.

W. J. Underhill, tobacconist, Victoria, has been succeeded by E. Abel.

McKillop & Johnson, confectioners, Vancouver, have dissolved partnership.

E. Whitney, cigar dealer and confectioner, Vancouver, has been succeeded by E. B. Little.

Blair & Hadden, general merchants, Cloverdale, have sustained a loss by fire; insurance covered the loss.



Upton's

HOME-MADE

JAMS

and

ORANGE

MARMALADE

are guaranteed pure and the finest product of a factory that has had years' of experience in making Jams, Jellies and Orange Marmalade.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Great Britain's Meat Imports.

THE British Board of Trade returns give the gross total of fresh, frozen, canned, cured and pickled beef, mutton, pork and rabbits entering the ports of Great Britain during the first quarter of 1904 as 4,206,958 cwts., an increase of 94,169 cwts. over the corresponding period of 1903. The money value of these imports is tabulated at £9,088,961, a decrease of \$377,544. The United States are credited with live stock for food to the number of 112,235, as against 65,581 during the first quarter of 1903, the increase being attributed to the open ports of Boston and Portland and the lower prices paid at western markets. Canada sent over from Halifax and St. John 19,324, an increase of 634. Sheep from the United States total 104,277, being more than double the number of last year. Canada sent 14,233, an increase of 2,115. It is expected that at the end of the second quarter the United States increase will not be so manifest. The United States, Argentina and Australasia all show an increase in beef, while other countries show a phenomenal decline from 46,277 cwts. to 8,339 cwts. The most likely cause for this change would be Russia needing all her own beef. Holland still leads in the volume of fresh pork, amounting to 159,460 cwts., an increase of 16,400 cwts. United States follows with 43,633, a decrease of 12,000 cwts. Belgium has dropped from 20,069 to 12,762 cwts. Bacon is furnished upon the British table from the United States to the extent of 870,000 cwts., an increase of 92,500 cwts. Denmark comes next in order with 389,249 cwts., an increase of 30,000 cwts. Canada sent 140,349 cwts., an increase of 9,000 cwts.; other countries provided 16,917 cwts., an increase of 1,075 cwts. Ham is obtained only from the United States and Canada. The former leads with 358,000 cwts., an increase of 13,500 cwts. Canada contributed 17,775 cwts., a decrease of 350 cwts.

New Cattle Firm.

A partnership has just been completed between T. Bater & Co., cattle importers of Liverpool, Eng., and A. J. McLean, cattle exporter, of Winnipeg. The

new firm will be known as Bater & McLean. It is expected that a very large export trade in western cattle will be done this season. Heretofore T. Bater & Co. have been represented in the west by H. A. Mullins, but for the future G. T. Bater will have charge of the Winnipeg office and A. J. McLean will look after the buying interests of the firm in the west.

Poland Will Export Bacon.

Poland is about to enter into competition with Canadian and other bacons. A bacon-curing factory will be established in Warsaw, whence the freight to London, Eng., is only three and sixpence per ton, or eighty-four cents.

Care of Refrigerator.

THE Dairy Division, Ottawa, recommends that every Spring before a creamery refrigerator is used, the whole interior should be gone over with some kind of disinfectant to destroy the germs and spores of mould that may be there. A solution of bi-chloride of mercury (corrosive sublimate) in the proportion of one part to 1,000 parts of water, is suggested. This is a very deadly poison, but one of the most effective fungicides known. The solution is safe to use so far as touching the hands is concerned. All of the Government cool curing rooms were disinfected with this solution last year, and it was found very effective. The use of a solution of this kind or a solution of formalin in refrigerators in the Spring will be helpful in keeping them pure and sweet during the Summer.

Shortage in Lima Beans.

THE New York Journal of Commerce comments on the Lima bean situation as follows:

After deducting the quantity required for seeding purposes there remain on the Pacific coast but 120,000 bags. The market is strong for three reasons: First, a year ago to-day there were over 250,000 bags on hand in California and the season was accounted an early one, as the April rains were sufficient to produce a crop. This year the season is late and the rainfall far short of what it was to the same time in 1903.

In the second place nearly 80 per cent. of the remaining stock is in the hands of less than six people, who believe in it, knowing the season to be at least three weeks late and recognizing the fact that October shipment will be impossible on a large part of the crop. It is not believed that there is a sufficient quantity of beans on the coast to supply the demand between now and the new crop. The third reason for the strength of the market is that considering the amount of rainfall to the present time the best authorities agree that if the same acreage is put into limas the crop cannot equal two-thirds of that of last year.

This would create an actual shortage, based on the known consumption of the 1903 crop and the carry-over from 1902, which combined amounted to 400,000 bags.

Cheese Not Ripe.

A report from P. Ball, Canadian agent in Manchester, to the Department of Trade and Commerce, Ottawa, states that there are complaints about the quality of Canadian cheese. The probability is that it has been rushed on to the market before it has been ripened. There is a good demand for Canadian bacon in England, which will increase if the quality is maintained.

Egg-Yoke Butter Coloring.

An egg-yoke butter coloring is the latest substitute offered to butter-makers for coal tar and analine dye butter colorings. The yolk of eggs, it is claimed, has been used as butter coloring by European buttermakers for some time. It is claimed that the results are entirely satisfactory, the yellow animal fat of the yolk producing a fine color with no injurious effects.

Bound to Bar American Meats.

By a recent ruling of the French customs administration American salted meats can only be admitted into France by payment of the maximum duty, even if they have been repacked and prepared for the French market in England, Germany, or other European country.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

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

UNEQUALLED IN QUALITY.

THE DOMINION PACKING COMPANY, Limited.



This is a representation of the
"STAR BRAND" HAM

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

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

WE ARE HAVING GREAT DEMAND FOR OUR

**Sugar Cured Hams
Breakfast Bacon
Roll Bacon**



The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

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

IT PAYS TO PUSH

MATTHEWS'

Cooked and Jellied Meats.

18 Varieties

Rose Brand Ham
 Jellied Tongue
 Jellied Veal
 Jellied Tenderloin
 Jellied Hock
 Jellied Beef, and a dozen other toothsome articles, showing handsome profits to live merchants.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

THERE ARE MANY BAKING POWDERS



BUT THERE IS ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
 SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
 TORONTO, ONT.

We are buyers of

**Poultry,
 Butter
 AND Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is somewhat more satisfactory, a fair trade being reported. Navigation has advanced considerably during the past week and more openings are thus provided. Dressed hogs are out of the market, and quotations on them have been discontinued. The demand for fresh meat has been fairly good. There is always a ready sale at this time of the year for hind quarters, and accordingly prices have advanced from 25 to 50c. The market for front quarters has eased in the same proportion, but prices are practically unaffected. We quote:

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

Butter—Wholesale and commission houses are literally packed with baskets, barrels, boxes and tubs of butter. Supplies have been coming forward in such quantities that a large enough market for butter is difficult to obtain. The result is prices have dropped to a rock bottom level, and no one has satisfaction save the consumer. The prices quoted on creamery are perhaps a trifle high, but with some exceptions are the principal figures quoted. Dairy rolls have eased from 1 to 2c. We quote the following prices:

Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 14
" in tubs	0 11	0 12

Cheese—The market both here and in England is extremely poor. The level of prices has dropped to a marked extent since last week; the difference from last year at this time is fully 4 to 5c. New cheese is showing up in larger quantities and stocks of old are too large to allow a fair market for the new. Cheese is by long odds the worst line in the provision market at present, and immediate prospects of an improvement are not bright. We quote as follows:

Cheese, large, old	0 08	0 09½
" new fodder	0 08	0 08½
" twins	0 08½	0 09

Montreal and Quebec.

Provisions—Increased receipts were noticeable in the provision market yesterday, which included 315 packages of tinned meats, 92 boxes of ham and bacon, and 250 packages of lard. The hog situation is unchanged. Prices were steady in spite of the decline of 10c reported from Toronto. With a good demand sales were made at 5 1-4 to

5 1-2c a lb. Prices remain unchanged for dressed hogs. Smoked meats have increased in demand owing to the fine weather, and there has been an improvement in the demand for lard. Pork seems to be moving slowly. From the Old Country Canadian bacon is reported to be somewhat stiffer in price. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	0 12½	0 13½
Bacon, per lb.	0 11	0 13
Hams	11 50	12 00
Extra plate beef, per bbl.		0 07½
Lard—"Boar's Head" brand, tierce basis		0 00½
Carloads, less		0 00½
20-lb. tin pails, tierce basis		0 00½
Half-bbls., over tierce		0 00½
40-lb. tubs		0 00½
20-lb. wood pails		0 00½
10-lb. tins		0 00½
5-lb. tins		0 01
3-lb. tins		0 01

Wood net, tin gross weight—	Wood. Tin.
Pure lard, pails	1 77½
" tubs	0 08½
" cases (6 10-lb. tins)	0 09
" cases (12 5-lb. tins)	0 09½
" cases (24 3-lb. tins)	0 09½

Butter—Butter is still tame and featureless, and a weakness characterizes the market. At the wharf yesterday as many as 200 packages sold at 15c. Some exporters made the statement that they could buy reasonably large lots at 14c. The prices ruling, however, were 15 to 15 1-2c. We quote:

Fancy creamery	0 15½	0 16
Summer goods	0 16	0 17
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	0 18	0 19
fresh prints	0 18	0 19

Cheese—A weaker feeling seems to come over cheese every day. At the wharf yesterday 6 1-4c was paid for 150 boxes, which is exactly three-quarters of a cent decline from the same day a week ago. For Ontario spot prices were quoted at 7 to 7 1-4c, and Quebec 6 1-2c to 6 3-4c. From England gloomy reports keep coming in and heavy losses are expected amongst the cheese men, both here and in the Old Country.

Butter and Cheese Exports—Most of the local dealers in butter and cheese feel that the less said about the situation the better. The situation is weak, with a continual decline from day to day. The following are the shipments of cheese from Portland and St. John for the week ending May 6th, 1904, and for New York for the last week in April:

	Portland.	St. John.	New York.
	Boxes.	Boxes.	Boxes.
1904	5,317	17,153	11,535
Same week last year	5,926	50	9,444

There were no shipments at all of Canadian cheese for the past week by rail to Boston and New York.

The total shipments of cheese for the year, from the opening of navigation, 1903, to date, show a decided increase, to the extent of 421,386 boxes, the actual figures for the two years being as follows:

1904.	2,946,804
1903.	2,525,418

The butter shipments, on the contrary, show a falling off of 232,257 packages, the figures being:

1904.	362,353
1903.	594,610

FOR SALE.

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

And are you

SELLING

Napoli Macaroni?

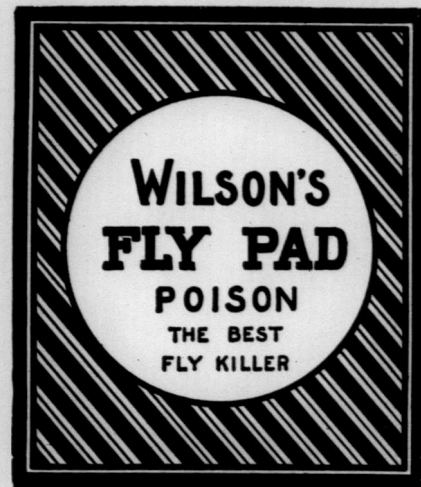
A better Macaroni than the imported, much lower in price, and more attractively packaged.

Many grocers have found out the profitableness of handling this brand. Have you?

Send for Samples.

NAPOLI MACARONI CO.

Hayter and Teraulay Sts., TORONTO, CANADA



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

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

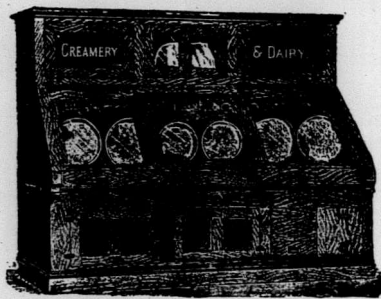
TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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



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

C. P. FABIEN,
Merchant and Manufacturer.

3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

MAPLE LEAF



Your goods are all quality. — J. H. Anderson, Produce Co'y., Winnipeg, Man.

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

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.
Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.
Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers—Guarantee on every package.



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

St. John, N. B.

Provisions—There is so little sale for barrelled pork and beef it is hard to state a market price. Pork is low and easy. Beef has shown little change. There is a fair sale for rolls and hams. Lard is a large stock, and the price keeps low. Lamb is still scarce and high. Mutton holds quite firm. Pork is very dull.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	18 00	20 00
Plate beef	12 50	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 09	0 10
Veal	0 05	0 09
Lamb		
Pork	0 6 1/2	0 07 1/2
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 09	0 09 1/2
" pails	0 08 1/2	0 09 1/2
Refined lard, tubs	0 08 1/2	0 09 1/2
" pails	0 08 1/2	0 09 1/2

Butter—Sale is slow and quality must be the best to command full figures.

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

Eggs—Price is again lower, and the supply large. Just a fair sale is noted.

Eggs, henery	0 18	0 20
case stock	0 12	0 13

Cheese—There is now a full supply of Ontario new twin cheese, and local cheese is also being offered. Prices are low.

Cheese, per lb.	0 10 1/2	0 11 1/2
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Requirements of Egg Market.

THERE is a growing preference in the home markets for brown shell eggs. The shells of the eggs should be wiped clean if necessary, and the eggs graded in size. For shipment to the merchant they should be packed in cases holding twelve or thirty dozen each. Eggs to be palatable should be eaten in a strictly fresh condition; therefore they should reach the consumer without unnecessary delay. This requires (1) that the eggs be collected regularly every day and stored in a cool room (temperature 40 to 50 degrees F.), until a sufficient number are on hand to deliver to a dealer; (2) that the dealer forward the eggs to the merchant at least once a week, and (3) that the merchant protect the eggs from deterioration while in his possession.

Provision Notes.

The Canning Co., at Stratford, Ont., are making extensive alterations and improvements in their plant for the coming season.

SUGAR BY-LAW DEFEATED.

On May 5 the ratepayers of Peterboro defeated the by-law to guarantee the bonds of the Peterboro' Sugar Company for \$100,000 conditional upon D. A. Gordon of Wallaceburg investing an equal amount of stock in the company.

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.

H. P. Eckardt & Company, Toronto, are selling salmon at interesting prices.

The T. A. Lytle Co., Toronto, report a very large demand for their "Sterling" pickles and relishes this season. They are busy shipping to all points in the Dominion. That "Sterling" pickles are all that the name implies is in evidence in the continued call by the trade for these goods.

November cut lemons have made their appearance on the market about a week later than last year, owing to steamers being delayed on account of ice in the St. Lawrence. White & Co., Toronto, received a car of St. Nicholas brand this week.

The Eby, Blain Company, Toronto, are clearing out their stocks of fish at prices that will interest prospective buyers.

McWilliam & Everist, Toronto, report the arrival of 3 cars of strawberries direct from North Carolina so far this week. They expect 2 additional cars by Friday, which means they will handle on an average a car a day.

Dawson & Co., Toronto, report the arrival of a car of cabbage, a car of tomatoes, a mixed car of "Magnolia" and "California Beauty" brand navel oranges. They expect a car of pines to-day.

White & Co., Toronto, have received a car of Jamaica cocoanuts, being practically the first since the terrible cyclone which swept over Jamaica about a year ago. The quality is up to their former high standard, weighing to the standard sack of 100 about 140 lbs.

H. P. Eckardt & Co., Toronto, are selling "Crescent Brand" tomato catsup in quart bottles, which is exceptionally good value.

C. E. Colson & Son, Montreal, Canadian agents for Crosse & Blackwell, London, report that although the severe Winter and blockade of the railroads has interfered with business generally, the import orders for C. & B. goods to date show a very good increase over the same period last year.

The Imperial Biscuit Co., Guelph, report a greatly increased demand for "Pepsin" sodas. The biscuit season is almost here, and merchants are stocking in anticipation.

A. J. Stewart Limited, Toronto, are just now placing on the market a couple of new lines in the way of buttercups and pure fruit tablets in half pound bottles. They are particularly well adapted for the summer trade, being thoroughly well protected from the heat. They are reported to be going well.

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

**are
particularly
good
buying
NOW.**

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

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

DO NOT DELAY PLACING YOUR ORDER.

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

Write for
Special Freight Allowance
on 5-case lots.

SPECIAL QUOTATIONS ON

"Clark's," Montreal, and **"Libby's,"** Chicago.

THE EBY, BLAIN CO., LIMITED, Blenders and Packers, TORONTO.

A WELL-ARRANGED STORE.

It is to be regretted that the grocery trade is not given to much display. Dillon Bros., Halifax, is an unique exception. This store is a model in arrangement and system, and contains many attractive features. The ceiling is of panelled steel, the fixtures being expressly made for the store. The firm's main warehouse is 40x100 feet, embracing four floors. Opposite they have another warehouse of the same size with two floors. A wholesale and retail trade is carried on.

The business was founded in 1850 by Patrick Dillon, whose death occurred some fifteen years ago. Mr. D. C. Wood at present acts as manager for Mrs. Katherine Dillon. He certainly possesses both energy and talents, as is evinced in the attractive way every article in the grocery line is artistically arranged and displayed.

A LITTLE GIRL'S LOVES.

BESSIE (aged five) was accustomed to come to her mother's room before the family was up. One Sunday morning, while making the customary visit, the odors of breakfast in preparation managed to reach the sleeping quarters. Bessie, with her arms round her mother's neck, gave one or two vigorous sniffs, then with an air of anticipation announced, "Mamma, there's two fings I dess love mos' of enyng in der world."

"What are they, Bessie?" asked her mamma.

"God and baked beans." Bessie replied, smacking her lips.
—Lippincott's Magazine for May.

The RETURNED
Best MAY 13 1904

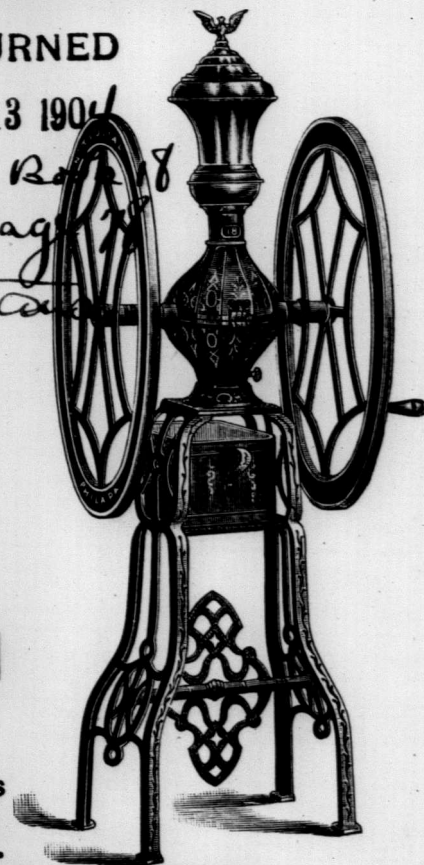
MILL
MANUFACTURE
IS
THE

"NATIONAL"

NO.
18

SOLD
ONLY
IN
CANADA
BY

THE
EBY, BLAIN
CO., LIMITED
WHOLESALE
GROCERS
TORONTO.



There may be much money (for a year or two) in pushing inferior brands that pay larger profits, but those grocers who want a **lasting reputation**, and the **best trade**, will be careful to recommend the things that satisfy in the long run. This rule, applied to Coffee, means furnishing that sold by

Chase & Sanborn,

and none other.

Flett's

Pickle Advantage

Taking advantage of the best is your duty if you're in business to make money

FLETT'S PICKLES

are recognized as the maximum of quality.

• •

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Nonpareil Jellies.

Are at the top, when

A STRONG NATURAL FRUIT FLAVOUR IS BROUGHT INTO CONSIDERATION

Agents, ROSE & LAFLAMME, MONTREAL.

A MODEL JAM FACTORY.

SURROUNDED by fruit plantations and hundreds of acres of orchards, far from the heat and dust of a manufacturing town, it is not surprising that the jams and jellies issuing from the factory of Chivers & Sons, Histon,

England," says of Chivers & Sons: "This firm has always been careful that the quality of its goods should be of the best. The factory itself, with its silver-lined boilers, its cooling rooms, its patent apparatus for filling the jars, its tramways, its printing and silver-

fruit, practically the whole of which is destined for Chivers' jam factory. The sight of the carts arriving at the factory in the fruit season, laden with fruit fresh from the fields, is one not easily forgotten; but the most interesting of all sights in that neighborhood is that



Village Green, Histon.



Chivers' Works.

Cambridge, Eng., have acquired a unique reputation for their delicacy of flavor. It would be surprising were it otherwise, when it is remembered that the fruit comes straight from the fields in which it is grown into the factory, where in a few hours from the time of

plating, packing-case making, labelling, baking powder, mincemeat, and 'Cambridge Lemonade' departments, etc., is a truly wondrous place. Further, it is fitted with every possible convenience, such as electric light throughout, and a siding where the goods are loaded di-

of the strawberry fields, when the fruit is ripe, tenanted as they are by hundreds of women deftly picking the fruit."

In every department of the factory order and cleanliness are the most noticeable characteristics. The boilers, the



Picking the Fruit.

gathering it is converted into jam. The perfect flavor and the natural juices of the fruit are thus captured and preserved by the most up-to-date and scientific processes.

Mr. H. Rider Haggard, the famous author, in his standard work on "Rural

rect on to the railway cars in waiting."

The firm own thousands of acres of land, a large proportion of which is devoted to fruit growing, and a writer describing his visit to their fruit farm says:

"For miles round land is given up to

ladles, and indeed every metal article which comes into contact with the jam, is made of copper, heavily lined and plated with silver to avoid any possibility of the poison of the copper affecting the fruit. This boiling room is no unhealthy shed, but a handsome, lofty

building, from which the steam caused by the boilers is dispersed by Blackman fans.

The Village of Histon, with its model cottages, erected by the firm for the employes at the factory, is rapidly becoming a second Bournville, associated with the name of Cadbury. For the workers who do not live in the village special trains are provided to and from the neighboring University Town of Cambridge.

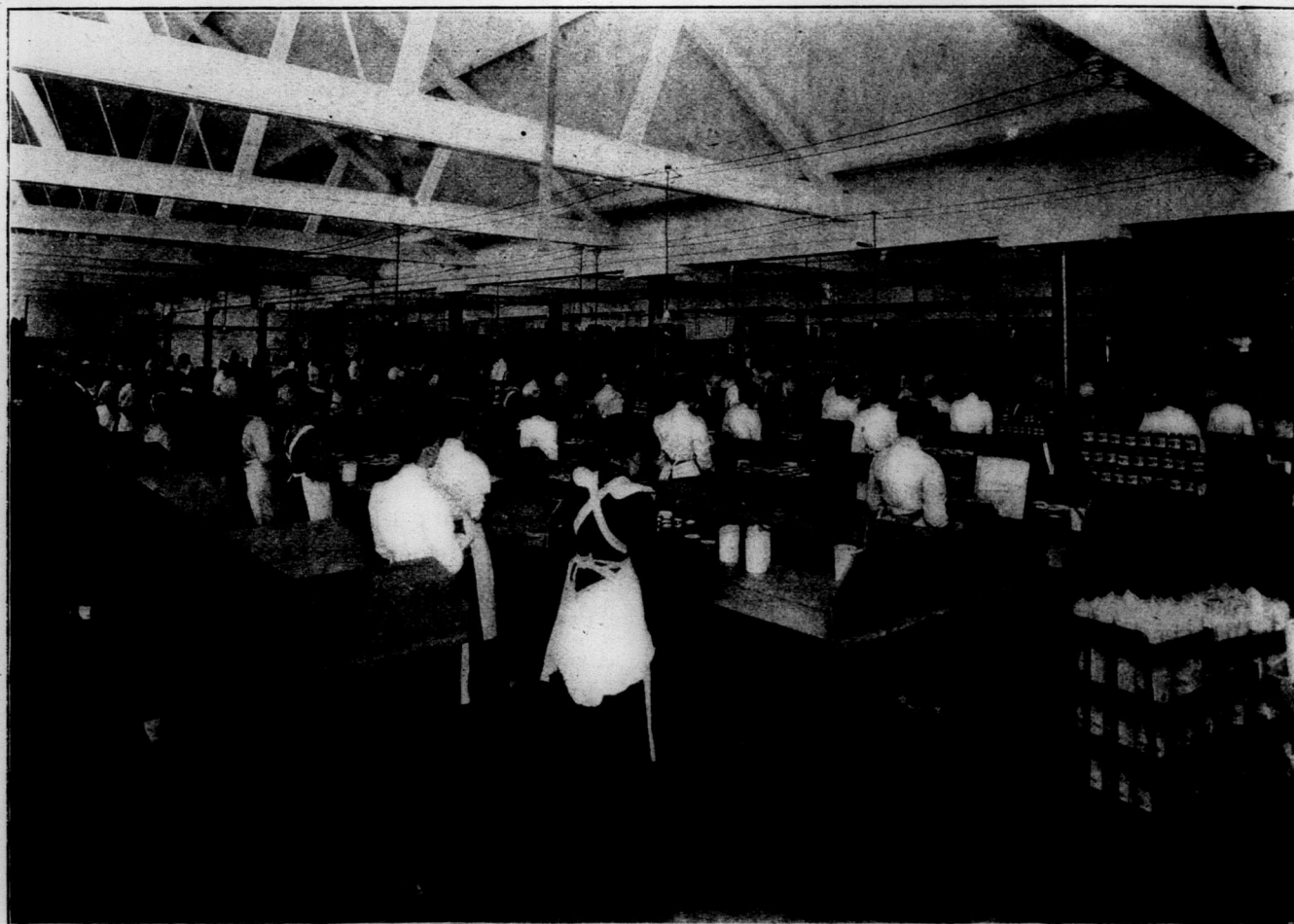
The manufacture of table jellies, for which Chivers & Sons have won renown all over the civilized world, comes

Chivers & Sons also send out in attractive packages Cambridge lemonade, a beautiful crystal, made direct from lemons, and guaranteed to contain no added acid. This article was welcomed with great unanimity on its introduction, for, backed by the reputation of the firm, it has become known in the trade by the complimentary description "As Good as Chivers' Jellies." Dr. Andrew Wilson, the eminent food specialist, recently wrote:

"The Cambridge lemonade is well known to me, and I can thoroughly recommend it as a most agreeable beverage

yet. It has quite a refreshing flavor, and is without that horrid acid. A customer to whom I introduced it has within the last six weeks used four dozen. She said she had used every other lemonade she could get, and Cambridge beats all."

Chivers' patent custards and patent blancmanges have as their characteristics absolute purity, and the additional advantage that in preparation for the table the simple addition of milk only is required. No sugar is needed. They have won praise from all who have tried them, and a distinguished analyst



Labelling the Jam.

naturally in conjunction with the production of jams, as it enables the firm to introduce ripe fruit juices into the flavoring, and the vast popularity enjoyed by Chivers' Gold Medal jellies is largely due to the fact that they are flavored in this refreshing and perfectly natural manner. The Edinburgh Medical Journal, in referring to this feature says: "The jelly tasted exactly as if a squeeze of fresh juice had been added, and not as if an extract had been used—a not uncommon supposition upon partaking of such delicacies."

age. It is prepared from selected Sicilian lemons, and contains no added acid. Readily made at home, it should be ranked as amongst the necessities of a household, as a wholesome beverage for general use, and, I would add, one specially adapted for children. The Cambridge lemonade cannot be surpassed."

The opinion of the grocery trade of England is pithily summed up by J. H. Carling, grocer, Ryde, Isle of Wight:

"The Cambridge lemonade, I may say, is far and away the best I have

comments them as being of the highest nutritive value. The baking powder bearing Chivers' name is likewise a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients, it has won the unqualified approval of analysts and the good opinion of all who have adopted it in cookery.

The products of this great factory are all boxed in a handsome and artistic style, and the storekeeper will find that the packages give tone to his display as the handling gives substantial profits.

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McLaren, W. D., Montreal.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

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Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
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Dominion Brokerage Co., Toronto.
Ingersoll Canning and Preserving Co., Ingersoll, Ont.

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National Cash Register Co., Dayton, O.

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Computing Scale Co. of Canada, Toronto.

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

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Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
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McAlpin Consumers Tobacco Co., Toronto.
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Mott, John P., & Co., Halifax, N.S.
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Bromley's—W. G. Patrick & Co., Toronto.

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Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
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Ryan, Wm., Co., Toronto.
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Watt, J. L. & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

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Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

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Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal and Toronto.
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Matthews, Geo. Co., Brantford, Hull, Peterboro'.
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Kinneer, T. & Co., Toronto.

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Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.

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Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

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Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
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Warren Bros. & Co., Toronto.
White & Co., Toronto.

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

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Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.

Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Macaroni
Napoli Macaroni Co., Toronto.
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Walkerville Match Co., Walkerville, Ont.

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Wethey, J. H., St. Catharines.

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Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Lafamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Lafamme, Montreal.
Snowdon, Forbes & Co., Montreal.

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Oakley, John, & Sons, Montreal.

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

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Foster Pottery Co., Hamilton, Ont.

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Greig, Robert, Co., Toronto.

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Fabien, C. P., Montreal.

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Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Soap.
Duncan Co., Montreal.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's—W. H. Dunn, Montreal and Toronto.
Duncan Company, Montreal.

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Winn & Holland, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

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Metallic Roofing Co., Toronto.

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Wallaceburg Sugar Co., Wallaceburg, Ont.

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Eckardt, H. P., & Co., Toronto.
Ewing, S. H. & A. S., Montreal.
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Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

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

INDEX TO ADVERTISERS.

Adamson, J. T., & Co. 49
Allison Coupon Co. 7
American Coffee & Spice Co. 61
American Tobacco Co. 56
Auer Light Co. inside front cover
Balfour & Co. 11
Black Bros. & Co. 2
Blue Ribbon Tea Co. 24
Bowser, S. F., & Co. 7
Bradstreet's outside back cover
Brantford Starch Works. 28
Browne & Wells 26
Burlington Canning Co. 7
Canada Maple Exchange. 18
Canada Paper Co. 42
Canadian Canners Limited. 8
Canadian Gelatine Co. 47
CANADIAN GROCER. 59
Canadian Press Clipping Bureau, inside back cover
Canadian Swiss Trading Co. 47
Canadian Vinegar Co. 18
Capstan Manufacturing Co. 42
Castle, F. J., Co. 44
Ceylon Tea 6
Chase & Sanborn 20
Chivers & Sons 31, 32, 33
Christie, Brown & Co. outside front cover
Clark, W. 42
Coles Manufacturing Co. 24
Colson, C. E., & Son, outside back cover 41
"Commissioner" Tea 7
Computing Scale Co., of Canada. 3, 5
Cowan Co. 47
Cox's Gelatine 7
Cullen, Orlan Clyde 43
Davidson & Hay 13
Dawson Commission Co. 48
Dingle & Stewart 55
Dominion Brokerage Co. 28

Dominion Molasses Co 53
Dominion Packing Co 15
Downey, W. P. 12
Duncan Company 7
Dunn, Wm. H. 51
Dutch Chemical Works. 53
Eby, Blain Co 19
Eckardt, H. P., & Co. 35
Edwardsburg Starch Co 63
Empire Tobacco Co. 56
Epps's Cocoa 42
Erie Tobacco Co 58
Evans & Son 42
Ewing, S. H. & A. S. 3
Ewing, S. H., & Sons 5
Fabien, C. P. 18
Fairbank, N. K., & Co. 4
Fearman, F. W., Co. 15
Fortier, J. M. 58
Foster Pottery Co 45
Frontenac Cereal Co 54
Gibb, W. A. Co. 48
Gillard, W. H., & Co 8
Gillett, E. W., Co. 16
Gowans, Kent & Co. outside back cover
Greig, Robt., Co 46
Grimble & Co. 2
Hill, Evans & Co 64
Hopkins, John 17
Horrocks, T. J 58
Horton-Cato Mfg. Co 7
Husband Bros. & Co. 48
Ingersoll Canning and Preserving Co. 53
James Dome Black Lead 53
James, F. T., Co. 36
Japan Teas 4

Keen, Robinson & Co. outside front cover
Kingston "Gleaner" inside back cover
Kinneer, Thos., & Co. 12
Lambe, W. G. A. 55
Lamont, Corliss & Co. 47
Lipton, Thomas J. 62
Lowney, Walter M. Co. 44
Lucas, Steele & Bristol 11
Lytle, T. A., Co. 2
Maiden, J. H. 47
Matthews, Geo. Co. 16
Metallic Roofing Co. 43
Metropolitan Soap Co. 54
Mooney Biscuit and Candy Co. 45
Morse Bros. 10
Mott, John P., & Co 44
MacLaren's Imperial Cheese Co 12
McAlpin Consumers Tobacco Co 58
McCann Wm., Milling Co 55
McDougall, D., & Co 59
McGregor-Harris Co. 36
McLaren's Cooks' Friend Baking Powder inside back cover
McLean, J. A., Produce Co. 16
McWilliam & Everist 48
Napoli Macaroni Co 17
National Cash Register Co. 51
National Licorice Co. inside front cover
Nicholson, Bain & Johnston 55
Nicholson & Bain 55
Nicholson & Brock 43
Oakley, John, & Sons. outside back cover
Oakville Basket Co. inside back cover
"Ozo" Co. 39
Page, C. S. 43
Park, Blackwell Co. 15

Patrick, W. G., & Co. inside back cover, 55
Payne, J. Bruce 57
Price, Chambers & Co. 55
Reid, W. B., & Co 58
Rose & Lafamme 5, 20
Row & Co 55
Rutherford, James, & Co. 46
Rutherford, Marshall & Co 36
Ryan, Wm., Co. 36
"Salada" Tea Co 28
Simpson, R. & J. H. Co. 49
Smith Bros. 41
Snowdon, Forbes & Co. 39
Southwell, James. 61
"Sovereign" and "Lynx" Salmon. 3
Steele, W. H., Co. 59
Thomas, J. P. 55
Thum, O. & W., Co. 7
Tippet, Arthur P., & Co. 1
Toronto Salt Works. inside back cover
Tuckett, Geo. E., & Son Co. 57
Truro Condensed Milk & Canning Co 41
Turner, James, & Co. 11
Upton, Thos., & Co. 13
Walker, Hugh, & Son 49
Walkerville Match Co. 41
Wallaceburg Sugar Co. inside front cover
Warren Bros. & Co. 46
Watt, J. L., & Scott 44
Wethey, J. H. outside back cover
White & Co. 49
Wilson, Archdale 17
Wilson, C., & Son 3
Wilson Commission Co. 55
Winn & Holland 62
Wood, Thomas, & Co. 8
Woods, Walter & Co. 17

Grocers in buying goods should always buy the best value for their money; in order that their customers will get the same. In buying Tea

Blue Ribbon Ceylon Tea

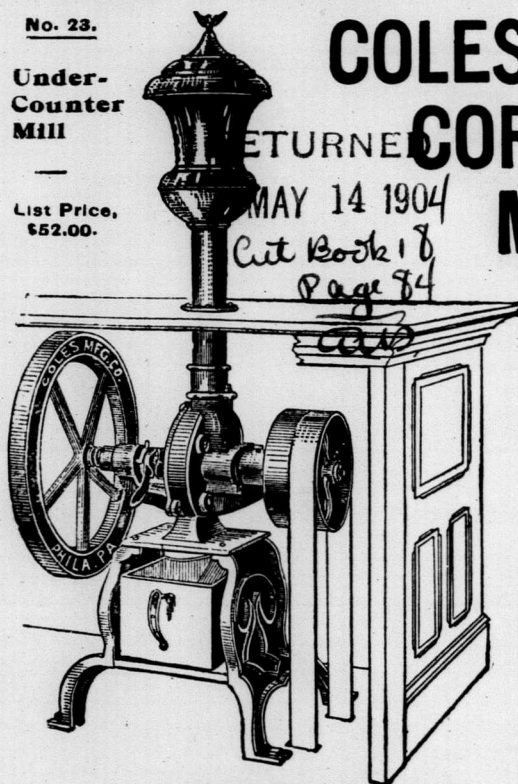
is the one they should keep for that purpose and thereby increase their trade.

Push the Red Label, 40c.—worth fifty.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES RETURNED COFFEE MILLS

MAY 14 1904
Cut Book 18
Page 84

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO., PHILADELPHIA



One bottle HIRES' ROOT BEER is better than a dozen bottles of cheap imitations. It is delicious, pleases your customers, and shows you a good profit.

"White Dove" Cocoanut

Best quality of goods on the market, handsomest lithographed packages, catches customers' tastes, and is a ready seller for you. Put up in 1/4, 1/2 and 1-lb. pkgs., and bulk, in pails and barrels.

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.



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JOHN BAYNE MACLEAN.

Montreal.

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

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FALL WHEAT CROP SHORT.

UP to the present time The Grocer has been inclined to allow considerable margin on pessimistic reports which have come to hand concerning the prospects for the Fall wheat yield in Ontario, having in mind that this is the season when speculators do their best to "kill" the crop. Judging, however, from numerous reports received during the week, there can be no longer reason for doubting that Ontario Fall wheat has been rather hard hit generally. Only from one section, Wellington County, is the news reassuring; there present indications point to a splendid yield from a good average acreage. In most other districts wheat is reported to be in bad shape. The continued cold of the last Winter and immense quantities of snow had an injurious effect; the greatest damage seems to have

been done by the thaw and the formation of ice over the crop. Wheat fields have shown a bad color, and in many cases where they did not exhibit ready signs of freshening farmers have ploughed them down and replanted with Spring wheat, oats or barley. In some districts the situation is not so gloomy, and farmers are still confidently expecting to see the hardly-used wheat plant come on even yet. The annual reports on crop prospects to the Department of Agriculture from the various sections of Ontario will not be in until the middle of the month, when it is hoped Fall crops will be found to be in better condition than is generally supposed.

The Deputy Minister of Agriculture for Ontario, C. C. James, in reply to a suggestion that provision be made against such a possible contingency in future, by growing Spring wheat, instead of the Fall variety as in Manitoba, stated that, all things considered, the Fall variety was better for the farmers of Ontario than Spring wheat. In the last twenty-one years the average yield of Fall wheat in Ontario has been a shade over twenty bushels to the acre, while Spring wheat has yielded on an average only about fifteen.

Meanwhile the direct effect of the unfavorable crop reports has been to advance the price of Ontario wheat from 1 to 2c, and that of straight roller flour 10c above the level of last week's quotation prices.

In the event of a total failure of the Fall wheat crop, it must be borne in mind that Ontario farmers are by no means at the end of their resources. Mixed farming is now carried on on such a large scale in Ontario that the failure of Fall wheat would only mean a curtailment in the large profits accruing to farmers from the pursuit of agriculture at the present time. In addition there remains to be reckoned with the fact that Spring wheat will largely make up for any possible deficit in Fall wheat.

CHEESE SITUATION.

AN interesting feature of the Canadian provision markets at the present time is the extremely low quotations given on cheese. To one unacquainted with the technique of the provision trade from year to year, and the influences which cause fluctuation in prices, it will seem all the more remarkable that there could be such wide differences in prices at even dates in two successive years as those existing between the second week of May, 1904, and the same week a year ago.

On May 15, 1903, The Canadian Grocer reported the following prices on cheese:

Large, old	14½ @ 15 c
Large, new	12 @ 12½ c
Twins, new	12½ @ 13 c

For the week of May 13 of this year the following quotations rule:

Large, old	9½ c
Large, new	8 @ 8½ c
Twins, new	8½ @ 8½ c

Showing a drop of 5 to 5½c in old and 4 to 4½c in new.

The explanation of this is that during the Winter of 1902-1903 the English market took all the cheese Canada could offer, and clamored for more, with the result that at the opening of the new season the stock of old cheese still held was so small as to make its entire elimination a matter of a very few weeks. Accordingly, holders of old stock readily bought up all the new cheese as quickly as it appeared, and held it until the old was entirely disposed of, thus retaining the high level at their pleasure.

The month of May, 1904, sees, however, a decidedly different condition. The English market has been very unsatisfactory during the past season and stocks of old cheese remaining on hand are large, although the new cheese is getting well under way. This has brought down the price of old, and on this account exporters have not the heart to buy up all the new cheese offering. Even if they did it would affect the level of old stock very little on account of the quantities carried. The new is thrown freely on the market and prices are low. At the beginning of this week, at the cheese sales in Belleville and Cornwall, Ont., new cheese was quoted so low as 6½c.

CANADA'S UNDERPAID JUDICIARY.

A STRIKING feature of the discussion regarding the salaries of the justices of the Canadian Supreme Court is the fact that no attempt to debate the question is made. Those who are convinced that a reasonable increase in the salaries should be paid do not hesitate to offer their arguments in favor of the advance, but those who are not ready to make the increase do not endeavor to discuss the matter on its merits. If they utter any views whatever they endeavor to draw a herring across the trail by a reference to the necessity of a re-arrangement of the salaries of all the judiciary or by a comparison of the salaries of the Dominion Ministers of the Crown with those of the Supreme Court judges or by the introduction of some other side issue.

It is hardly necessary to discuss these points—they cannot be termed arguments—further than to say though that Canada can well afford to pay, and should pay, more equitable salaries to its Prime Minister and to the Dominion Ministers of the Crown, and also to the judiciary generally. These questions are not relevant to the one at issue, the necessity of ensuring the future dignity and strength of the highest court in the Dominion by the payment of a salary large enough to permit the best equipped men to accept appointment to it.

* * *

A Montreal lawyer, whose name cannot be here inserted, but who, though a young man, is recognized as a man of brilliancy and power, in conversation with a couple of business men a day or so ago, expressed himself about as follows: "I suppose to some members of Parliament the present salaries of the Supreme Court judges are quite large enough. Yet it is the fact that I could not afford to take a seat on the Supreme Court bench. My practice, though a growing one, is not as big as that of many lawyers I could name. But it is large enough to make the sacrifice necessary to accept an appointment to

the Supreme Court more than I would care to make."

In all probability if the proposed increase were made the difference would be sufficient to attract such men, whereas they could not to-day be secured. And it is such men that ensure the stability of our laws and the dignity of the Supreme Court.

* * *

Few men in Canada are in a better position to know the needs of the Dominion from a commercial man's point of view than Mr. F. W. Thompson, managing director of the Ogilvie Flour Mills Co., Limited. He stated to a representative of this paper that he was heartily in accord with the article written by Hardware and Metal on this subject. He believed the whole judiciary were underpaid to a criminal extent. This same principle applied to the Premier of the country, to the leader of the Opposition, and to all leaders of public offices of great trust. Their salaries should be commensurate with the responsibilities. Every man should be thoroughly independent, and by that he did not wish to imply that there were any men in the judiciary or the political leadership who had the slightest flaw upon their reputation or character. Both political parties should be in perfect unison on this matter. No prejudices should be allowed to step in to interfere with so serious and important a question. It was self-evident that the judges of Canada were more poorly paid than those of the other countries. The very opposite should be the case by reason of the increasing development of the country. He could not conceive of any fair minded man with any business qualifications who would offer to stand in the way, however sectional he might be in his ideas, to assist in applying immediate correction to this lamentable state of affairs. Salaries should be such as to encourage the bringing into public life the strongest and best men of the country. He complimented the MacLean papers upon the work they were doing and he felt sure that business men at all interested in this great coun-

try's development would be only too glad to hear of an advance in the salaries of the judiciary.

THE EVIL OF STRIKES.

With the advent of Spring and the quickening of trade and the increased activity on all sides, it is lamentable to see a revival of the striking instinct, coupled with its attendant evils. Just at a time more than any other, when employers and employes should be working hand in hand, striving for each others good, a rupture takes place, a strike, or a lock-out resulting in stagnation in that line.

In ordering a strike or a lock-out, there is a third party which forms the greater majority of those affected and whose interest is neither consulted nor taken into consideration. It is the consumer. He must bear the annoyance without expressing himself and wait calmly by and let matters take their course.

Unionism has done much to elevate the status of the workmen, and by its means they have received concessions otherwise unobtainable; but a union that is antagonistic to its employers, that seeks by fair means or foul to gain advantage, that assumes a dictatorship intolerant to all fair-minded people is a hindrance to our social advancement. Where firebrands or hot-heads rule, there can be little or no progress. Let a self-imposed walking delegate come along, championing the cause of the workman and he is listened to with feverish eagerness. His word means everything and his very suggestion is a command. "Why?" one may ask. It is only natural since he has, or pretends to have, their interest at heart. Let the workmen be educated to know that theirs and their employers' interests are one and the same. Let the employers take the same interest in the men as does the walking delegate. Let the two realize that the one is indispensable to the other. Let them get closer together and discuss matters in common. Let these things come to pass and our labor difficulties will no longer be what they too often are now, a source of bitterness and antagonism and disruption between employers and employes.

WHERE THE FAULT LIES.

IN answer to "Now and Then's" letter to The Grocer of last week, the provision houses of Toronto are unanimous in saying that although the blame for the large receipts of poor butter rests with the merchant, his position is such as to render any material improvement in the dairy situation almost a matter of impossibility. The grocer has his price set, and from the nature of his business must pay the same for good, bad and indifferent butter.

A farmer's wife offers him good stock and he willingly pays the price; another woman with poor butter cannot be refused the same price, or she takes her trade elsewhere. Thus the merchant finds it difficult to turn down a customer, no matter how inferior the produce offered may be; at any rate, trade is usually given, and a profit is made on the transaction, even though provision dealers pay for butter on its merits.

It is not probable that a dozen receipts for butter-making would effect any marked improvement in poor grades of butter, although they might in medium or higher grades. There is no excuse nowadays for the making of poor butter by any farmer's wife. She is in close touch with dozens of good butter makers, and their recipes are at her command. Inferior butter is the result only of carelessness and lack of desire to do better. At the same time, for the benefit of those who err through ignorance, The Grocer will at some near date in the future publish a recipe from Professor Robertson of the Dairy Division of the Department of Agriculture, Ottawa.

Regarding the advantages of uniform sized rolls and boxes, the suggestions in "Now and Then's" letter are certainly good; dealers as a rule, however, express themselves as satisfied with present conditions, in which case no remedy is likely to be attempted. The majority of rolls are quite uniform in shape and size, as are the prints.

The thirty-pound boxes suggested would facilitate handling, although the present conditions under which butter is shipped keep the rolls in good condition, in spite of rather rough handling. In Winter the rolls are sufficiently hard to withstand the jars, and in Summer butter is sent by express. In the centre of shipping boxes is a receptacle for ice which keeps the rolls in good condition. Boxes are usually of 100 lbs. or less.

The improvements suggested have been agitated for a great number of

years, and if adopted would mean more than perhaps appears at first sight, but as long as wholesale dealers are satisfied with the present system, the movement cannot gain sufficient strength to accomplish the desired ends. If merchants could combine to pay for butter on its merits, as is done by the wholesale houses, something might be done. But who is willing to risk his customers' trade, and whose judgment as to the value of a certain roll is to be accepted as final?

TORONTO GROCERS VISIT PURE GOLD MFG. CO.

ON May 11 the members of the Toronto Retail Grocers' Association to the number of 50 visited the Pure Gold Mfg. Co.'s factory, King street west, Toronto. This is the third manufacturing firm to be visited by the association within the past seven weeks.

The grocers showed the keenest interest in the different processes carried on in this big establishment, all of which were ably explained by the managing director, R. A. Donald, and spent a considerable portion of their time in watching the coffee bean scoured, sized, roasted, cooled, ground and distributed as souvenir packages while they waited, along with Japanese novelty packages containing samples of "Pure Gold" products.

Other interesting features were the baking powder and jelly powder departments, spice rooms, extract laboratories and jam and catsup departments, all of which were in full operation.

The president, F. W. Johnson, voiced the sentiments of all present when, in thanking R. A. Donald, the managing director of the Pure Gold Mfg. Co. on behalf of the Toronto Retail Grocers' Association for an enjoyable and profitable afternoon, he said that the Pure Gold establishment compared favorably with any the association had yet visited, and congratulated Mr. Donald on the excellent equipment of the plant. The grocers were unanimous in hoping to see the new factory which Pure Gold are about to build twice as large as the present commodious premises.

Mr. Donald responded briefly, saying that it had been a genuine pleasure to receive the members of the association and show them through the Pure Gold establishment. Mr. Donald was formerly a grocer, and expressed a desire that he might be considered a grocer always, as he had spent some of the happiest years of his life in the trade. The re-

tail grocery trade was one which any man might well be proud to belong to. In conclusion Mr. Donald wished every grocer present the greatest possible success in all his undertakings.

In discussing the removal of the Pure Gold Mfg. Co. from their present premises, Mr. Donald volunteered the information that the recent change was purely the outcome of the recent fire in Toronto. His firm had a good offer to sell to the E. W. Gillett Co., and as they had for some time seen the advisability of locating farther from the centre of the city, where the air would be better, and accommodation more commodious, they decided to accept Gillett's offer. The Pure Gold Mfg. Co.'s new plant will be situated in the suburbs, and will be completed within the next few months.

TORONTO FAILURE.

The recent assignment of the Thompson Company, retail grocers, Toronto, has aroused more or less interest in grocery circles, principally on account of the novel business methods employed by the late firm.

The proprietor of the Thompson Company was several years ago the manager of a retail store in Hamilton, which went to the wall about 1897. Five years later he started business in Toronto, establishing four stores, two on Yonge street, one on College, and another on Queen street. Some time ago the business was organized as a limited company, and numerous "get-rich-quick" men were induced to become shareholders in a concern which promised twenty-eight per cent. profits. Cutting of prices followed, and trade flourished like a green bay tree for the time being. This was, however, too good to last; first, the lower store on Yonge street found it convenient to close, and the most recent development was the liquidation of the company, with liabilities stated at \$10,000 and assets totalling something over \$9,000.

Several wholesalers are believed to be among the creditors to a slight extent; one firm, however, is known to have refused to do business with the assignors except on a cash basis, directly they found out the peculiar business methods employed by the latter.

NEW SAMPLE TINS.

The agents of the Acadia Sugar Refining Co. are distributing specially decorated sample tins for display of their XXX granulated in their customers' sample rooms throughout the country. This firm claim for their sugar that it is refined only from West Indian cane sugar, which fact will undoubtedly meet with general approval in view of the efforts now being made to create a large market in Canada for West Indian products.

Grasp Your Opportunities "Now"
 "Later On" May Mean "Too Late."



If you cannot believe the evidence of your own sense of taste and hearing—what the cup results are—and what has been done in the way of bettering every grocer's tea trade conditions, then your case is well-nigh hopeless. But, if otherwise, surely this "SALADA" question is worthy of attention.



We have much bona-fide testimony showing where the using of "SALADA" as a leader has sent up sales all the way from 50 per cent. to 300 per cent. increase over any previous alike period.

Don't Argue
Pocket your Scepticism
Try it Yourself.

**PACKED IN BLACK, MIXED
 OR NATURAL GREEN**

Sealed Packets only.

Write for wholesale terms to "SALADA," Toronto or Montreal

RETAILERS, ATTENTION!

Write us on

**FUTURE
 CANNED GOODS.**

We are making very interesting prices to introduce our **Brands**. Full delivery guaranteed through the **Jobbing Trade**.

Dominion Canning Co.,

Limited

24 SCOTT STREET.

TORONTO, - CANADA



Lily White Gloss Starch is good Starch. It makes starching easier and ironing better. We put up

LILY WHITE GLOSS STARCH

in handsome packages—drums and trunks. They make attractive store displays.

DRUMS—6 lbs. Starch, 8 drums in a case, a pair of drum sticks with each drum.

TRUNKS—6 lbs. Starch, 8 trunks in a case.

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto May 12, 1904.

Groceries.

THE grocery trade is reported to be in a healthy condition. Business during the week under review has been good for this season of the year, when the farmers are all getting their seeding operations under way. Collections are said to be fair on the whole. The same remarks apply to the local city trade. Trade in canned goods is brisk, with canned vegetables already in very small compass. The local sugar market is healthy, indications pointing to a large consumption. There is no further advance to record in refined sugar, but the tone of the market is strong. West Indian molasses has advanced a shade, on account of the increased demand due to the New Orleans test, which is still standing fire. The tea market is quiet, with tea for price higher on account of the Budget. Rio coffees are somewhat easier in price for the present. Trade in foreign dried fruits is only fair, and the same remarks apply to rice and tapioca. Peppers are noticeably easier.

CANNED GOODS.

The market in canned goods continues strong, with prices firm, and the market in very small compass, particularly with respect to canned corn, of which very little is obtainable. Good peas are also scarce, and there are just about enough tomatoes to last through until fresh supplies come in. The demand for canned goods, including canned fruits, is brisk. Our quotations are as follows:

Apples, 3s.	0 90
" gallons	2 20
Asparagus	3 50
Beets, 2s.	0 90
Beets, 3s.	1 50
Blackberries, 2s.	1 70
Beans, 2s.	0 90
Corn, 2s.	1 20
Cherries, red, pitted, 2s.	2 20
" white	2 40
Peas, 2s.	0 90
Pears, 2s.	1 45
" 3s.	1 90
Pineapples, 1 1/2s.	1 50
" 2s.	1 80
" 3s.	2 25
Peaches, 2s.	1 55
" 3s.	2 45
Plums, green gages, 2s.	1 10
" Lombard	1 00
" Damson, blue	0 95
Pumpkins, 3s.	0 95
" gallon	2 50
Rhubarb, 3s.	1 80
Raspberries, 2s.	1 40
Strawberries, 2s.	1 40
Succotash, 2s.	1 00
Tomatoes, 3s.	1 12
Lobster, tails	3 35
" 1-lb. flats	3 50
" 1-lb. flats	1 90
Mackerel	1 00
Salmon, sockeye, Fraser	1 75
" Northern	1 65
" Cohoes	0 95
Chums	0 95
Sardines, Sportsman	0 15
" "	0 23
" Portuguese	0 08
" P. & C.	0 25
" P. & C.	0 35
" Domestic	0 03
" "	0 09
" Mustard, 1/2 size, cases 50 tins, per 100	9 00

Haddies	1 00
Kipperd herrings, domestic	1 00
" imported	1 45
Herrings in tomato sauce, domestic	1 00
" imported	1 45

SUGAR

There have been few new developments in the market during the week under review; offerings of raw sugars have been limited, and only small quantities could be purchased at 2 7-16c for basis 96, c. and f. New York, for second half May shipment from Cuba. Sellers' ideas are 2 7-16c for 95 test, and with buyers and sellers apart there is not much business transpiring. Since the large business of the last two weeks at 2 3-8c for basis 96, there have been sales to American refiners of fully 50,000 bags at 2 3-8c for basis 95, thus recording an advance of 1-32 for the week. The tone and tendency of the market favor sellers, and to-day's quotations may be regarded as entirely nominal.

The strong position in Europe has been fully maintained, and the price of 88 per cent. beet has advanced to 9s per cwt. for May-June shipment, basis f. o. b. Hamburg, thus recording an advance of 2 1-4d for the week. Persistent reports of restricted savings in Europe and the mean of recent estimates of the prospective crop, indicate a shortage of fully 650,000 tons, as compared with last year's final outturn. Estimates of the current Cuban crop have been reduced 100,000 tons, or from 1,200,000 to 1,100,000 tons.

The campaign is rapidly drawing to a close, and eleven more central factories have ceased operations, there being 144 grinding, according to cable of May 4, as against 155 at the same time last year, and a maximum of 171 this year. Receipts at shipping ports also show a falling off for the week ending May 4, being only 28,000 tons, with exports 30,800 tons, leaving a stock of 242,000 tons, which is 130,000 tons less than last year.

Receipts at U. S. Atlantic ports for the week ending May 4 were 42,692 tons, with meltings 38,000 tons, leaving total stocks of 188,319 tons, or 60,404 tons less than for the corresponding week of 1903. Combined stocks of U. S. and Cuba were 190,000 tons less than last year. It is estimated that the remainder of the Cuban crop still to be marketed is 375,000 tons, or just about ten weeks' supply for U. S. refiners on present basis of meltings; but as we are just approaching the large sugar-consuming season it is probable that this stock will disappear much faster than is estimated above.

Coupled with the estimate of reduced production in Europe and Cuba there is noticeably an increase in the consumption of sugar. This is especially marked in continental countries, following

on the reduction in the home consumption taxes and consequent cheaper prices to consumers ruling in these countries.

Combined stocks of Europe and America at latest uneven dates were 3,326,319 tons, against 3,490,464 tons last year, and 3,722,480 tons on January 1, 1904. The decrease of stock is 164,145 tons, against a decrease of 116,798 tons last week, and an increase of 209,885 tons January 1, 1904.

There is no further advance to record in refined, but the tone of the market is very strong, in sympathy with raws, and U. S. reports indicate an eventual advance in New York.

The local demand for sugar has been healthy, and indications are favorable to large consumption. Refiners seem disposed to follow the New York market closely, and thus it would seem good policy to keep well covered against all contingencies.

The advance which took place in Canadian prices just as we went to press last week was not evidenced in quotation prices. We now make the necessary revisions.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb.	4 93
St. Lawrence granulated	4 35
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Domestic beet, granulated, 1902	4 05
Phoenix	4 28
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 98
No. 1 "	3 78
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	3 78

SYRUPS AND MOLASSES.

The situation in the syrup and molasses market shows a tendency towards higher prices this week in West Indian, Barbadoes stuff, etc., largely on account of the uncertainty of the New Orleans market and the resulting increased consumption of the former. Considerable business on the street in West Indian molasses is reported for the week. Practically nothing is doing in New Orleans, some shippers have withdrawn altogether from the market until the test difficulty is finally settled, others will give quotations on guarantee of duty paid price, but they are so high that there is no profit to be made on New Orleans goods in this country at the present time. Our quotations are as follows:

Syrups—	
Dark	0 30
Medium	0 32
Bright	0 35
Corn syrup, bbl. per lb.	0 02 1/2
" 1-bbls "	0 02 1/2
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal.	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 " " " " " "	2 35
" 10-lb. " (in 1/2 " " " " " "	2 25
" 20-lb. " (in 1/2 " " " " " "	2 10
Molasses—	
New Orleans, medium	0 25
" " 1/2 bbls.	0 27
" " open kettle	0 45
Barbadoes	0 35
Porto Rico	0 35
West Indian	0 32

Maple syrup—	
Imperial qts.	0 27½
1-gal. cans.	0 95 1 00
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. Imp. brand, per can.	4 50
1-gal. " " per case	5 10
½-gal. " " " "	5 60
Qts. " " " "	6 00

TEAS.

The tea market has been exceedingly quiet during the week under review, with very little to record and last week's quotations practically unchanged. There has been an advance in lower grade teas, attributable entirely to the English Budget. High-grade teas have been exceptionally fine value. The price of new crop Japans has advanced steadily since the opening of the market, and on account of bad weather receipts have only been 5,000 piculs, against 15,000 piculs last year.

Latest London reports show that there has been an active market for Indians on basis of the advance noted in last reports. Teas up to 7d, especially leaf grades, continued in most request; a satisfactory feature, however, was the more general bidding for medium to fine kinds, which at the sale immediately following the Budget met with very languid support. Now there is practically no sweet common leaf with fair appearance selling under 6 1-2d. Mail advices indicate a great want of moisture and that the growth has been checked; hail is reported to have done some damage, although so far it does not seem to have been very serious.

In Ceylons, competition was again keen for leaf kinds up to 7c per lb., which sold at firm to rather dearer rates, only a few lines of low grade Pekoe Souchong out of garden invoices being obtainable under 6 1-2d per lb. Medium grades for the most part were steady, although Broken Pekoes ruled a little irregularly. Many arrivals showed desirable quality, and such were in request at full quotations. There were brought forward during April 61,800 packages which averaged 7 5-8d per lb., as against 71,200 packages for the same period last year, averaging 7 3-4d per lb.

Clearances of all teas on which duty has been paid from London warehouses, as per official returns, from April 1-20, 1904, were 16,767,725 lbs., as against 13,487,718 lbs. for 1903. We quote the following prices:

Congou—half chests, Kaisow, Mouling.	0 12 0 60
caddies, Pakling.	0 19 0 50
Indian—Darjeelings.	0 35 0 55
Assam Pekoes.	0 20 0 40
Pekoe Souchongs.	0 17 0 25
Ceylon—Broken Pekoes.	0 36 0 42
Pekoes.	0 22 0 30
Pekoe Souchong.	0 18 0 25
China Greens—Gunpowder, cases, extra first.	0 42 0 50
half chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
cases, small leaf, firsts.	0 35 0 40
half chests, ordinary firsts	0 28 0 38
" " seconds.	0 23 0 32
" " thirds.	0 16 0 18
" " common.	0 15 0 20
Pingueya—Young Hyson, ½ chests, firsts.	0 28 0 32
seconds.	0 18 0 19
half-boxes, firsts.	0 28 0 32
Japan—½ chests, finest May pickings.	0 38 0 40
Choice.	0 33 0 37
Finest.	0 30 0 32
Fine.	0 27 0 30
Good medium.	0 25 0 28
Medium.	0 21 0 23
Good common.	0 20 0 22
Common.	0 19 0 21

COFFEES.

Firm prices still rule in the coffee market, and there is a seasonable de-

mand for milder coffees. Mexicans are coming in in fine quality; up to the last six months these coffees have been too acid altogether, but the flavor of new arrivals is exceptionally desirable.

Brazils have eased considerably, although whether this condition will continue long is hard to say. Brokers attribute the change to the increase in the world's visible supply and the manipulations of speculators. The parity in Brazil continues higher than New York, the latter of which is the price paid locally with 1-2c per lb. added for freight and insurance. Our quotations are as follows:

Green Rios, No. 7.	Per lb.	0 08
" No. 6.	0 08½	
" No. 5.	0 08½	
" No. 4.	0 08½	
" No. 3.	0 09 0 09½	
Mocha.	0 21 0 25	
Java.	0 22 0 35	
Santos.	0 10 0 12	
Plantation Ceylon.	0 26 0 35	
Porto Rico.	0 22 0 25	
Guatemala.	0 22 0 25	
Jamaica.	0 15 0 20	
Maracaibo.	0 16 0 23	

RICE AND TAPIOCA.

The market for rice and tapioca continues unchanged from last week, with fair demand. We quote the following prices:

Rice, stand. B.	Per lb.	0 03½
Patna.	0 05 0 05½	
Japan.	0 06 0 07	
ago.	0 03½ 0 04	
Tapioca, staple.	Per lb.	0 03½ 0 03½
double goat.	0 03½	
Carolina rice.	0 10	

SPICES.

The spice market continues firm and quiet. Peppers are a shade easier than last week. Otherwise there are no changes to note. Our quotations are as follows:

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

Foreign Dried Fruits.

Trade in dried fruits is only fair, as usual at this season. The demand for prunes continues good. A decline of 2c is reported in raisins at the Pacific coast; the demand for Californias is fair within a small compass. California growers are not predicting as to the size of the raisin crop as yet. Quite a lot of Valencias are moving. We quote the following prices:

100-110s.	Per lb.	0 04 0 04½
90-100s.	0 05 0 05½	
80-90s.	0 05½ 0 05½	
70-80s.	0 06 0 06½	
60-70s.	Per lb.	0 06½ 0 07
50-60s.	0 07 0 07½	
40-50s.	0 07½ 0 08	
30-40s.	0 08½ 0 08½	

CANDIED PEELS.

Lemon.	Per lb.	0 10 0 12½
Orange.	0 11 0 13	
Citron.	Per lb.	0 15 0 18

FIGS.

Tapnets.	Per lb.	0 03½
Naturals.	0 06½ 0 09½	
Elmes.	Per lb.	0 09 0 20

APRICOTS.

Californian evaporated.	Per lb.	0 12½ 0 15
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PEACHES.

Californian evaporated.	Per lb.	0 08½ 0 12
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CURRENTS.

Fine Filiatras.	Per lb.	0 04½ up
Patras.	0 06 0 06½	
Vostizzas.	Per lb.	0 07 0 08

RAISINS.

Valencia, fine off-stalk.	Per lb.	0 06½ 0 06½
" selected.	0 07 0 07½	
" selected layers.	0 07½ 0 08	
Sultana.	0 06½ 0 10	
Californian seeded, 12-oz.	0 08½ 0 09	
" 1-lb. boxes.	0 10½ 0 11	
" unseeded, 2-crown.	0 08 0 08½	
" 3-crown.	0 08 0 08½	
" 4-crown.	0 09 0 10	

DATES.

Hallowees.	Per lb.	0 03½ 0 04
Sairs.	0 03½ 0 03½	
Fards.	Per lb.	0 08½ 0 09

FOREIGN NUTS.

Spanish peanuts are on the market this week for the first time, the reason being the shortness in the Virginia crop this season, which warrants the importation of stocks from Spain. Fresh coconuts are arriving on the market. Grenoble walnuts are scarce. We quote the following prices:

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

Country Produce.

EGGS.

Supplies of eggs have been very backward in appearing in any quantity, but of course the demand stays up. During the past week there has been a little improvement in receipts, but so little as to have no effect on prices. With eggs at present prices, dealers do not find it profitable to pickle, and consignments are used exclusively for supplying local demand. Just now should be the height of the pickling season, but prices must come down two cents before exporters will risk putting eggs away for export. There is a ready sale for all that is being sent in, and it is likely that pickled stocks will be lower than usual. Should really warm weather come on immediately, the effects of such a late season might be little felt in the future, the present and past high prices being the only result. Prices are unaltered from last week. We quote:

Eggs, fresh laid, per doz.	0 14 0 14½
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POULTRY.

The poultry season is practically over, and prices are nominal only. For those who may be interested a little longer than the average, we quote:

Chickens, live per lb.	0 09 0 10
Old hens.	0 05 0 06
Chickens, dressed, per lb.	0 13 0 14
Old hens.	0 06 0 07
Turkeys.	0 14 0 15

APPLES.

Trade in evaporated apples is dull, and last week's quotations are unchanged. Our quotations are as follows:

Evaporated apples, per lb.	0 06½
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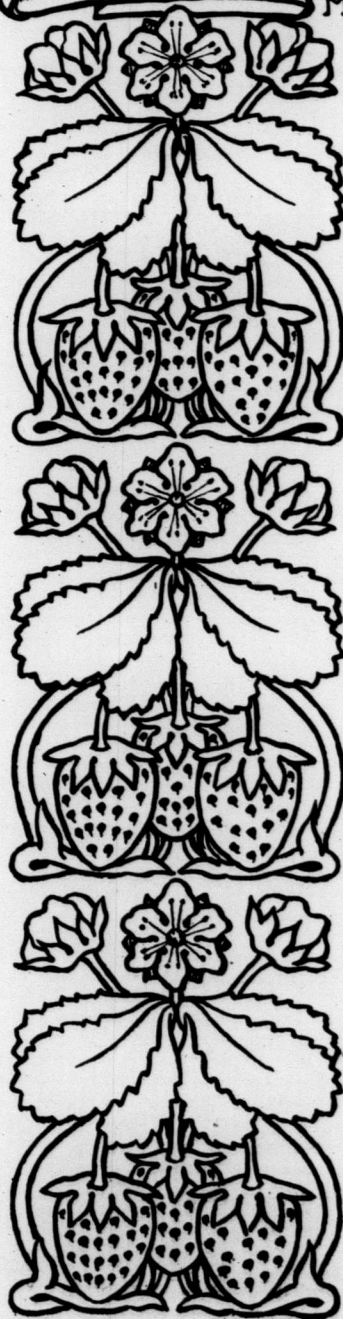
HONEY.

The market in honey is quiet, with no change in last week's quotations. Rumors of a honey famine do not seem to be without foundation. The past Winter has been a hard one on the bees, following an unfavorable Summer. Last Fall in many cases there was not enough



AL · IN · A · GARDEN · FAIR

M.F. ABIAN.



CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

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

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

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

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.
First English Fruit Growers' Jam Factory.

See Also Pages 21, 22, 32 and 33.

CHIVERS'

ATTRACTIVE PRICES
ARTISTIC PACKAGES
A GOOD PROFIT

**FLAVOURED WITH
RIPE FRUIT JUICES**

"Grocers'
Review" says:

"The highest possible
state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG.
First English Fruit Growers' Jam Factory.

JELLIES.

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

CAMBRIDGE



LEMONADE

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

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

CHIVERS'

MADE BY THE ADDITION
OF MILK ONLY, NO SUGAR

PATENT

CUSTARDS

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

First English Fruit Growers' Jam Factory.

"Very nourishing and digestible."
Family Doctor.

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

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

CHIVERS'

NO SUGAR
REQUIRED.

PATENT

SUBSTANTIAL
RETAILERS'
PROFITS.

BLANC-MANGES

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

First English Fruit Frowers' Jam Factory.

CHIVERS'

FREE FROM ALUM

ABSOLUTELY
PURE.

BAKING POWDER

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

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

honey in the hives to yield supplies to owners, to say nothing of sufficient stores to last the bees through the Winter. Many beekeepers had to feed the bees with sugar, and notwithstanding their efforts many have died. Our quotations are as follows:

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

BEANS.

The bean market is nominal at the present time. White beans are likely to be higher in price on account of extensive railroad construction being undertaken, and the scarcity of potatoes; when potatoes go beyond a certain price, beans tend to take their place. Prospects point to good prices. We quote the following prices:

Beans, mixed, per bush.	1 40
prime, "	1 50
" handpicked, per bush.	1 65 1 75
" water-stained	1 00
" Lima, per lb.	0 05½ 0 06½

MAPLE SUGAR AND SYRUP.

The season for maple sugar making is now over, but a fair trade in sugar and syrup is reported for the week. We quote the following prices:

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

Fish.

Trade in fresh fish is improving, and supplies are coming more plentifully. Mackerel are on the market this week, also trout from the upper lakes. We quote the following prices:

Flounders, per lb.	0 06
Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb.	0 12
Haddock, " per lb.	0 07
Cod, steak, "	0 08
Perch, "	0 06
Mackerel, fresh, per fish	0 25
Trout, lake, per lb.	0 12

Green Fruits.

The green fruit market has been active during the past week. The demand for oranges is fair. Valencias 420s have advanced 25 to 50c, and large Valencias 50c. Mexican oranges are out of the market. Lemons show a tendency to advance. During the week prices advanced, but they are down again to last week's level. Jamaica grape-fruit is out of the market. The demand is brisk for bananas, ruling prices being higher relatively than last year. A few Almeria grapes are seen in the market, and are quoted at \$7. Limes are 15c easier. Stocks of cranberries are getting pretty well cleaned up. Strawberries are 2 to 3c easier, and in big demand. Supplies are coming very freely. We quote the following prices:

California navels, per box	2 75 3 50
Mexican oranges, per box	2 00
Messina lemons, new, 300's, per box	2 75 3 00
360's, per box	2 25 2 50
Valencia oranges, 420 case	5 00 5 50
Valencias, large, per case	6 00 6 50
Havana pineapples, per crate	2 75 3 50
Bananas, large bunches	1 75 2 25
Bananas, red, per bunch	2 50
Apples, per bbl	1 50 3 00
Almeria grapes, per keg	7 00
Florida tomatoes, per crate	2 25 2 50
Cranberries, Jersey, per bbl	5 50
" Budd's longkeepers	7 00
Limes, per box	1 25
Strawberries, North Carolina, quarts	0 15 0 17

Vegetables.

There is a brisk demand for all kinds of roots, all of which are difficult to

obtain, especially potatoes. It is believed they are within very small compass. It is usually found desirable to open up root-cellars before undertaking farming operations; this year farmers are at their seeding, but visible supplies of roots are scanty. Potatoes are very firm, and will advance in price; some dealers have increased prices already to \$1.40 and \$1.50 per bag. Green stuff is more plentiful than last week, and most imported vegetables are easing in price. There is a ready market for green vegetables. Our quotations are as follows:

Cabbage, per doz.	0 75 1 00
" red, per doz.	0 50 1 00
Potatoes, per bag	1 25 1 35
Potatoes, per bag, car lots	1 00 1 15
Onions per peck	0 50
Onions white, per bag	2 25 2 50
Egyptian onions, per sack	3 00 3 25
Bermuda onions, per bush crate	2 00
Bunch lettuce, per doz. bunches	0 50
Radishes, per doz. bunches	0 25
Mushrooms, per lb.	0 75
Mint, per doz. bunches	0 30
Parsley, "	0 20
Sage, per doz.	0 15
Savory, per doz.	0 15
Beets, per bag	1 25
Carrots, per bag	1 25
Parsnips, per bag	1 00
Artichokes, per bush	1 25
Yellow turnips, per bag	0 35 0 40
Leeks, per doz.	0 40
Rhubarb, per doz.	1 00 1 25
" per bundle	0 10 0 15
Green onions, per doz.	0 10 0 12½
Green house water cress, per doz.	0 25
Green cucumbers, per bush hamper	2 50 3 25
Green cucumbers per doz.	1 50
Asparagus, green house, per doz.	0 75 1 00
Asparagus, Canadian, per box, (of 2 doz.)	2 00
Florida spinach, per bush, hamper	0 75 1 00
Florida new potatoes, per bbl.	6 50
Green peas, per bush	1 50
" cabbage, per case	2 25 2 50
" beans, per bush	1 75 2 00
Waxed beans, per bush	2 25 2 75

Seeds.

An active trade in seeds is reported during the week under review. The range of prices in red clover is 50c wider than last week, and that of alsike \$1 wider. We quote the following prices:

Red clover, per bush	5 75 7 00
Alsike, "	4 75 6 20
Timothy, per "	1 50 2 00
" hail threshed	2 75

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat has been quiet during the week under review. Manitoba wheat is higher, No. 1-hard having advanced 1 1-2c and Northern No. 1, 1-2c. Ontario wheat is up as a result of unfavorable grain crop reports; red wheat has advanced 2c, and white 1c. Oats are 1-2c firmer. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 96 0 96½
" " Northern No. 1 "	0 93½ 0 94
" " No. 2 "	0 90 0 90½
Red, per bushel, on track Toronto	0 98 0 99
White "	0 98 0 99
Barley, "	0 46 0 50
Oats, "	0 36 0 36½
Peas, "	0 69 0 70
Buckwheat, "	0 57
Rye, per bushel, "	0 64 0 65

FLOUR.

Flour continues firm this week, and a healthy market is reported. Straight roller has advanced 10c as a result of unfavorable reports concerning prospects for the coming wheat crop in Ontario. Our quotations are as follows:

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

BREAKFAST FOODS.

The market in breakfast foods is reported healthy during the week under review, the demand being first-class at

firm prices. Last week's prices continue unchanged. Our quotations are as follows:-

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

Hides, Skins and Wool.

The market is sharp and a good demand for all lines is reported. All grades of veal skins have advanced 10c per lb., and lambskins have advanced 10c apiece. This is attributed to the better class of goods being placed on the market. Cured hides have gone up another 1-4c per lb., and unwashed wool 1-2c per lb. We quote:

HIDES.

No. 1 green, per lb.	0 15
" 2 " "	0 07
" 1 " steers, per lb.	0 07
" 2 " "	0 07
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 in. inclusive	0 11
" " " 2 " "	0 09
" " " 1 15 to 20 lb " "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 05
Sheep skins	1 00 1 15
Lamb skins	0 30

WOOL.

Unwashed wool, per lb.	0 09½ 0 10
Fleece wool, new clip, per lb.	0 16
Pulled wools, super, per lb.	0 18 0 18
" " extra " "	0 20 0 22

QUEBEC MARKETS.

Montreal, May 12, 1904.

Groceries.

BUSINESS was fair this week. The arrival of the first ocean steamers boomed things along a little and activity marked most departments of trade. Collections are improving from the country and there is a steadily increasing demand for all kinds of groceries. Sugar has maintained its advance and has jumped up another 5c. American and Canadian refiners are, it is rumored, enquiring for beet sugar. This can be understood by the Americans because of the closing of the Cuban crop prematurely. Reports from abroad show there will be a very small total reduction in the new beet sowings. Cane sugars are very active and the refined market is strong for centrifugals. Tea is exciting considerable interest, inasmuch as the reports from Japan show a steady advance of a quarter to a half a cent over last season for particular basket fired teas. A special cable from Japan reports that the backwardness of the season and the lack of transportation facilities are blamed for the advance. Latest advices just to hand report Japan tea market opened practically on same basis as last year.

Coffee has fluctuated slightly, but no changes in prices are to be reported. Dried fruits are attracting considerable notice and, owing to the reported further advances in currants from Greece, higher prices are expected. There is an unusual calm overtaking sultanas, yet there is no modification of the unfavorable crop prospects which were evident two weeks ago; reports from the pro-

Foreign Dried Fruits.

There is generally a quiet time prevailing. Currants are interesting and from Greece advances are reported. Otherwise nothing is notable in the market. Firmness and steadiness are characteristics.

Messrs. Watt, Scott & Goodacre report: Currants—This is about the only article of dried fruits that is not in an uninteresting rut. Further advances in Greece are reported and still higher figures expected. In the Greek Chamber of Deputies there is a new bill pending, which is said to be more practicable than the bill of 1903, although the latter had a decidedly beneficial effect in maintaining prices. Sultana Raisins—The most conservative shippers are now conceding that the coming crop will be much smaller than that of last year. Spring frosts have been followed by dry and prematurely Summerlike weather, greatly to the detriment of the vines. Shelled Walnuts—The sharp decline following on serious liquidation of stocks in Bordeaux has been checked and a reaction of 5 per cent. from the lowest point has set in. Shelled Almonds—The approaching scarcity in Malaga, coupled with unfavorable condition of the trees, has resulted in the expected advances in both Valencias and Jordans. Filberts—The report from Messina is to the effect that export demand for prompt and near shipment is very light. Holders, however, show no anxiety in carrying their stocks. Future delivery of new crop attracts no attention, although by this date considerable contracts are usually placed. We quote:

VALENCIA RAISINS,

New, finest off-stalk, per lb.	0 06	0 06½
Selected, per lb.	0 07	
Layers	0 07½	0 07½

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 03½	0 03½
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 12½	
Peaches	0 09½	
Pears	0 12½	

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ¼-boxes		1 00
"Excelsior Windsor Clusters"		4 25
		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s.	0 09	
40-50s.	0 08	
50-60s.	0 07½	
60-70s.	0 06½	
70-80s.	0 06	
80-90s.	0 05½	
90-100s.	0 05	
Oregon Prunes (Italian style) 40-50s.		0 08
" " 50-60s.		0 07½
Oregon prunes (French style), 60-70s.		0 06½
" " 90-100s.		0 04½
" " 100-120s.		0 04

CURRENTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	0 06	0 06½
Finest Vostizzas	0 06½	0 07½
Amalias	0 06½	0 06½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The warm weather has had its effect on the green fruits, which have been steady all the week. However, trade has been quieter than usual for the time of year. Lemons have been in good demand and a few limes have sold at good prices, while apples remain at very high prices. The anticipated arrival of the Mediterranean boats keeps the market in a state of more or less timidity. Florida oranges are no longer on the market. Egyptian and Bermuda onions rule the market as there are no longer any Spanish and French available. California celery is out of the market. The drop in strawberries has had the effect of sending them out very freely, as the price of 16c to 20c makes them easily within the reach of all classes. We quote:

Cranberries	7 00
Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	2 75
Pineapples, 24 to case	4 50
" " 30 to case	3 25
Bananas	2 25
Sweet potatoes, per bbl.	1 00
Egyptian onions, per lb.	0 02½
Bermuda onions, crates	1 00
New Messina lemons 300's	2 50
California navel	2 50
Florida tomatoes, per crate	3 00
Boston lettuce, per doz	1 00
Cucumbers, per doz	0 75
Spinach, bbl.	3 25
Asparagus, doz bunches	5 00
Radishes, per doz	0 45
Strawberries, qts.	0 20
Peanuts, Bon Tons	0 10
" " Sun brand	0 12
" " Coon brand	0 09½
New Brazils	0 07½
	0 13½

Fish.

All kinds of fish are plentiful. Halibut is coming from the east in much better condition than that from the Pacific Coast. Haddies are arriving freely and kippered herring are also coming in more freely. Smoked herrings in small boxes are higher, owing to scarcity. Haddock and cod are plentiful. Fresh trout and white fish are expected next week as navigation has opened on Lake Superior. The demand for salt fish is, as usual, very quiet. Blue fish are available at 9c to 12c, and shad are selling at from 25c to 50c. Small lobsters continue to sell readily at 10c to 12c, the large ones retaining better prices. We quote:

Haddies	0 07½
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 04
Pike, " round	0 07
Halibut, frozen, per lb.	0 10
Gaspé salmon, frozen, per lb.	0 15
Fresh B. C. salmon	0 16
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 75
No. 1 Herring, Labrador, per bbl.	4 75
" " half bbl.	2 75
No. 1 Holland herring, per half bbl.	3 00
No. 1 Scotch herring	6 50
" " per keg	0 95
Holland herring, per keg	0 65
No. 1 green codfish, new, per 200 lb.	7 00
No. 2 green cod, bbls. 200	5 00
No. 1 large green codfish, new, per 200 lb.	7 50
Green pollock, bbls. 200	4 00
Salt mackerel, pail of 20 lbs	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06½
" " fish	0 05
" " loose, in 25 lb. boxes	0 04½
Boneless fish in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 71
Skinless cod, cases 100 lb.	4 75
B. C. salmon, choice reg, per bbl.	15 00
B. C. salmon, ¼-bbl.	8 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ¼ sardines, per 100	3 75
Canned core oysters, No. 1 size, per doz.	1 30
Canned core oysters, No. 2 size, per doz.	2 25
Standard bulk oysters, per gal.	1 50
Selects	1 75

Country Produce.

EGGS.

The demand for eggs has been good and the arrivals are coming in freely, as may be indicated from the fact that 1,840 cases arrived on Monday and 1,459 on Saturday. The reason eggs are so strong in price is because the supplies are not sufficient to cover the local consumption as well as the demands of the packers who are putting them away. It will not be surprising to see eggs advance in price if the supplies do not increase very rapidly. There was no trouble in maintaining 15c a dozen.

Not the slightest change has taken place in beans and business is very quiet. Jobbers report choice primes selling at \$1.45 to \$1.50 a bushel. Primes in car lots at \$1.40. Car lots of choice primes were \$1.40 and \$1.35.

BEANS.

Honey remains featureless, with white clover at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½ in 300 lb. kegs. Buckwheat remains at 6 and 7c.

HONEY.

Potatoes are holding a firmness quite unusual owing largely to the small receipts and the very strong demand. Car lots were sold at from 95c to \$1 a bag ex track, and in a jobbing way at \$1.05 to \$1.10 a bag ex store.

POTATOES.

Steady prices hold for these goods throughout. We quote:

MAPLE PRODUCTS.

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

Flour and Feed.

FLOUR.

Flour dropped 15c yesterday, which leaves Manitoba Spring wheat at \$5.10 and strong bakers at \$4.90. Most of the flour merchants are just awaiting events and state that flour may go up or down at any moment. The decline is said to be in sympathy with wheat, but this cannot be verified by the millers. We quote:

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

FEED.

No special change has taken place in the feed market here. A steady demand has been maintained. We quote:

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

OATMEAL.

The demand for rolled oats and oatmeal is quite limited and in consequence the market is quiet and prices unchanged. We quote:

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 50
Granulated	2 90
Rolled oats, bags	2 55
" " bbls.	5 30

HIDES.

A firmness marks the hide market, but no quotable change has taken place in prices. We quote:

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

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of The Grocer.
Vancouver, B.C., May 6.

WITH big orders for northern shipment awaiting the granting of through bills of lading from here to Dawson, the wholesale men are anxiously looking for signs of opening navigation on the Yukon River and the lakes and streams of its headwaters. All advices received from the north indicate that the opening is not far off. In fact, it is practically the opening now, as long stretches of the river are free of ice. The ice on Lake LaBarge is melted all round the edges, so say the latest arrivals from White Horse, who reached the city on the steamer City of Seattle on Tuesday afternoon. The ice on the lake is so bad that no traffic of any kind had been attempted for a week or more. A strong wind would break up the lake and the ice would then move out and possibly begin to run in the river. The weather has been warm and Summerlike for nearly two weeks.

The early break-up of Winter transportation prevented the transportation across the ice of a lot of early supplies which were sent up for that purpose. Many shipments were of perishable goods, and unless the weather keeps warm and the river opens right away, there will be a big loss for some of the "scow-men," as the dealers are called who take in goods and have them on scows at the head of navigation, ready to follow the ice down the river. These scows are usually dragged across the ice of Lake LaBarge to the head of the river, and then sent on from there when the ice breaks up. This time they will have to wait till the lake is free of ice before being towed across, and that means that they will not be able to follow the ice as it clears down the river.

So far as meagre advices from the north go, the conditions in Dawson are very commonplace. There is no marked shortage in any of the staple lines of food supplies. Mail advices will not be forthcoming for a week or so now, as the stages have suspended, and no mail will come out till the river is open.

The wholesale trade here will be well able to supply all the requirements of the Spring trade to the north in most lines. The stocks of canned goods, especially vegetables, are large enough for filling all the orders which are being held subject to through shipping. The demand for potatoes and onions, which is one of the first of the opening season, will be met promptly this year. There are liberal supplies of Ashcroft potatoes available, and lower Fraser Valley stocks are large also. The former is the favorite with the northern trade. The supply of dried onions is well kept up with the importations from New Zealand and Australia. There will be 100

tons more received on the next steamer to arrive from Sydney.

The union journeymen bakers of the city formed a co-operative union bakery recently to supply bread. The bakery trades union was in a somewhat demoralized state in the view of union men, and to assist the bakers who were union men the idea of starting a bakery which would have union help and also union patronage was set on foot. The business is to be capitalized at \$10,000 in five-dollar shares. Many unions, as well as the Trades and Labor Council and the Building Trades Council, have taken stock in the company, though the issue of shares is not limited to union men, as the intention is to run the bakery purely as a business venture and investment.

The grocery markets here are fairly interesting as to prices now. Evaporated apples, both from Ontario and California, are quoted higher, and the tendency of other dried fruits is also up. Evaporated pears, which come from California entirely, are away up now for some reason, the price being quoted here at 13 1-2c. Apricots are firm at 11 and 12c. Other fruits are about the same; prunes are still 4 1-2 to 7c, according to size. The tendency is to order the evaporated apples from Ontario as the price is not higher, and so long as there is no big advantage in favor of the California article, the trade here favors the Eastern Canada supply.

Canned goods are stocked freely, as explained above. The dealers have been ordering very little, in most cases having had their stocks in since last Fall. Prices are held firm and a little higher. The fact is that no large orders will be filled for single firms at the prices now being asked. Though this is the feeling of dealers, it does not indicate that there will be much necessity of re-ordering unless for sorting orders. Prices now quoted are \$1.20 for corn and beans, peas \$1.15, and tomatoes \$1.50. No California canned tomatoes have been imported this year.

Flour has dropped back 20c per barrel, though there has been no definite explanation of the cause, the price of wheat being about as it was in eastern markets. There has been a good deal of Oregon and Washington flour imported into this market, and that may have had some influence on the local quotation, which is now \$5.80 per barrel for all the standard makes.

In produce there is still a light stock of butter. A car or two of new early creamery from the east is expected in next week. It is to be quoted at 22 1-2c, so it is said, but there is none on the market at that price now. The cheapest is 26 and 26 1-2c for some old eastern creamery. There is some small quantity of Washington and Oregon creamery being brought in and selling at

about the same price. A little of the last stock received from Australia is still offering, but it is quoted at 28c and 29c. Local creameries are turning out rather more liberal quantities lately. The price is still firm at 30c, and not much danger of it going lower. The local creamery supply is so limited that it is almost a fixed quantity, and there is a certain demand here for it, which ensures the sale of the whole stock at almost any price put on it in the spring-time.

Eggs are still scarce. There are, of course, none from the east. Oregon and Washington supply the importations, and the price this week is quoted at 26 1-2c and 27s. There was a slight drop owing to some dealers getting a little nervous and for a week no eggs were brought in. The stocks disappeared and the price went up. The local supply is very limited and irregular. The price is firm at 30c, though the New Westminster market last week was lower in sympathy with lower quotations on the Oregon eggs.

Cheese is not moving very freely yet. A car to be divided among the trade is due here in a few days from Ontario. It is new make, and quoted at about 12 1-2c to the trade here. The cheaper price given from the east on this cheese is taken to indicate that it is not stock which would do for the Old Country export trade, of which your eastern cheesemaker is very careful.

In fruits, strawberries are new this week. They are from California, of course. The wholesale price is \$4.50 per case of 15 boxes. The supply is limited yet, and as the retail price is 35c the demand is likely to be no greater than the supply.

Oranges are somewhat firmer in tone. The top of the market for choice navels is \$3.25, and from that down to \$2 the fruit is still quoted. A feature of the stocks is the form of shipping, some being in half boxes, and even in quarter-boxes. The low price needs such taking devices to aid in working off the stock.

Apples are quoted at \$2.25 for such as are in the market. At present the variety is mainly Ben Davis, and the supply comes from Washington and Oregon. There is one car of Coldstreams to arrive from Lord Aberdeen's ranch in the Okanagan, and that will close the stock for this season. Bananas are scarce this week, and run from \$3 to \$4. Pineapples imported from Mexico via California are quoted at \$4.50 per dozen.

The Australian and New Zealand onions, which have been stocking the market for the past two months, are moving off well. There will be a quantity to arrive next week on the steamer Miowera. Most of this will go north. Ashcroft potatoes are quoted at \$25 per ton, with lower mainland stock at \$18 to \$20. Fresh vegetables are nearly all local supply now, except asparagus, cabbage and green peas. Prices are beginning to drop considerably too.

From the ATLANTIC to the PACIFIC

across this broad Dominion the sale of

ROWAT'S PICKLES

has made money for the dealer and given satisfaction to the consumer.

Rowat's Pickles are sellers all the time.

Agents for Ontario, Quebec, Manitoba and Northwest Territories,

SNOWDON, FORBES & CO., Montreal

F. H. TIPPET,
St. John, N.B.

H. WARREN,
Halifax, N.S.

C. E. JARVIS & CO.,
Vancouver, B.C.

Business Vitality,

Longevity and Health

are dependent on your stock. It must be bright, clean and well bought. You must be able to continue to please old customers and to add new ones. This is an impossibility, unless quality is made the watchword. In selling you **Bengal Brand Jam** we offer you nothing but fresh fruit and sugar. This we guarantee. Absolute purity is the highest proof of quality.

THE OZO CO., Limited
MONTREAL.

MANITOBA MARKETS.

Winnipeg, May 11, 1904.

FOR the past week business has been good and jobbers report all around trade in the city quite satisfactory. Throughout the country things are a little quiet. There are still a number of farmers in Western Canada who are waiting patiently for their watery farms to resume a fit condition for seeding.

Sugar—The market remains firm. Montreal granulated is quoted at \$4.90 in barrels and \$4.70 in sacks, and yellows \$4.25.

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

Butter—The demand for choice butter is heavy and the market quotes fresh creamery at 25c and rolls from 16c to 19c.

Eggs—The market is easier and the demand is strong. Eggs are now jobbing at 13c.

Evaporated and Dried Fruits—All lines are firm. The market quotes evaporated apples at 7½c a lb. Oregon prunes are still very cheap in large sizes, 70 to 80 at 5¼c, 60 to 70 at 6c, 50 to 60 at 6½c, and 40 to 50 at 6¾c.

Cornmeal—The market still quotes cornmeal at the advanced price of 90c per ½ sack, and \$1.75 per sack.

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

Canned Fruits—The market is quite firm since the advance in prices on all lines on the 25th of last month. Pineapples, which are now on the market, are being quoted 2 lb. whole pineapple \$3.75 a case of 2 dozen, 1¾ lb. sliced \$3.75 a case of 2 dozen, 1½ lb. sliced \$7.20 a case of 4 dozen, 1¾ lb. grated \$7.60 a case of 4 dozen.

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

Green Fruits—The market is a little firmer. Strawberries are quoted at \$5.50 a case, tomatoes at \$4 a case, oranges at \$3 to \$3.50 a case, cucumbers \$2 a dozen, and rhubarb at 5c a lb. Bananas, which are still very scarce, are holding their prices strong at \$3.50 to \$4 a bunch. The market quotes XX apples at \$4 a barrel and XXX at \$5 a barrel.

Cured Meats—The market remains firm. Hams are quoted at 13¾c, picnic hams at 13¼c, shoulders 8¾c, breakfast backs 11½c, long spice rolls 11¼c, short rolls 10¾c, long dry clear 9c, and dry salt backs 10c.

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

STARTING FOR THEMSELVES.

TWO men of experience and capability, A. Fortier and F. Monette, have combined under the firm name of Fortier & Monette, to enter the produce business, and have opened a suitable store at 604 St. Paul street, Montreal. For fifteen years Mr. Fortier has been actively engaged in the produce business, and for thirteen years

was confidential clerk of the late firm of C. Langlois. Mr. Fortier has established the reputation of being an expert at his business, and his opinion is known to be reliable and correct in the lines in which he deals. His partner, F. Monette, is also thoroughly posted in his business, having been for nineteen years confidential clerk and buyer for J. A. Vaillancourt. Their premises are equipped with fine cold storage for receiving perishable stock, and on account of their excellent business connection they have already carried on extensive operations in the produce business. A large number of interested friends join in wishing them every possible success.

REMOVAL OF WHOLESALE GROCERY.

Lockerby Bros., wholesale grocers, Montreal, who have for many years been located on McGill street, near St. Paul, have removed "lock, stock and barrel" to 152 McGill street, directly opposite Lemoine street, where more commodious premises have been secured.

SWISS MILK CHOCOLATE AGENCY.

THE Canadian Swiss Trading Co., 17 St. John St., Montreal, have secured sole control for Canada of the F. Klaus Improved Swiss Milk Chocolate Works, Le Locle, Switzerland. The F. Klaus milk chocolates have an old-established continental reputation for purity, healthfulness and digestibility. Since the introduction of these goods in Montreal and other eastern cities, most satisfactory repeat orders have been received, and the excellent qualities of the various brands will no doubt secure a good share of Canadian trade. It may be mentioned as an idea of the reception with which these goods were favored in England last year, that the shipments from Switzerland to that country exceeded 3,000,000 francs in value.

PERSONAL MENTION.

Mr. D. Gorman, of Toronto, was introduced on Montreal 'Change Saturday by Mr. A. Chaplin.

W. H. Millman & Sons, Toronto, have been appointed agents for the Old Homestead Canning Co., Picton, Ont.

Mr. C. W. Swasey, manager of the Creamery Package Co., of Cowansville, was in Montreal this week. He said business was booming.

Mr. F. W. Hudson, president of the Canada Brokerage Co., Toronto, was a visitor to Montreal trade this week, and honored The Grocer with a call.

John L. Ranney, an old-time miller on the Welland Canal, died in St. Catharines May 8. He was one of the first millers in Canada to ship flour direct to England in Canadian vessels.

Mr. A. Durocher, commission merchant, Montreal, representing some of the leading French and United States manufacturers, was doing the trade of Ottawa. The Grocer met him hustling in several of the wholesale houses.

Mr. Wm. Goodhue has opened offices at rooms 13 and 14 G. N. W. building,

6 St. Sacramento street, Montreal, where he will carry on a commission business in groceries and provisions. Mr. Goodhue is well known, and his energy and capacity for the work should bring him a large measure of success.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, who has been spending four weeks at Atlantic City, New York and Philadelphia, has returned. A very enjoyable holiday was spent and in Mr. Hebert's view Atlantic City is particularly adapted for a beneficial rest. There is enough of interest on all sides and the music, concerts and exhilarating sea breezes are conducive to a healthy and enjoyable recreation.

Jack Greig, of Surprise Soap Co., and Imperial Cheese, Toronto, was met in Ottawa last week. Jack this time was accompanied by Mr. Wright (not Mr. Henry Wright) and the two gentlemen were busy advising the citizens of Ottawa and Hull, by means of enormous posters, hangers and cards, of the merits of a certain line of goods that "makes child's play of wash-day."

A representative of The Grocer had the pleasure last Saturday of an interview with Mr. John Macintosh, "the Toffee King," in the offices of Mr. Chas. Gyde, Canadian agent, Montreal. Mr. Macintosh, who is thoroughly convinced of the superiority of his goods, has made arrangements for placing them before the public in as thorough a manner as is possible, and an active advertising campaign has been entered on in the United States and Canada.

Mr. J. D. Gill, of Buenhamthorpe, Ont., gave The Grocer a call this week.

Mr. J. Symington, of Brandon, Man., visited the Toronto offices of The Grocer this week, en route to Ireland. Mr. Symington has been a valued subscriber to The Grocer for fourteen years, and says he finds his "Grocer" indispensable. He is having an extra copy sent to him every week while he is in the Old Country.

TEMPORARY QUARTERS

After a successful business career of a great many years, the tea firm of W. D. Stroud & Sons, Montreal, have found their old premises inadequate to the demands upon their business. They have given out contracts for the erection of handsome new offices and warehouses on St. Paul street, opposite the Coristine Building. As they have had to vacate their old premises on St. Sacramento street they have removed to temporary offices at the Hamilton Chambers, 17 St. John street, occupying the suite of offices Nos. 11, 13 and 15.

ANOTHER NEW FIRM.

The commission house of D. Rattray & Sons, Quebec, have decided to open premises in Montreal. D. J. Rattray was in the city last week making arrangements for suitable quarters in Montreal, which will be completed this week. Mr. Rattray has recently returned from Europe and has there established stronger connections, so that in every way their house will be equipped to carry on a continually growing commission business in the grocery and provision lines.

NO TALKING required to get people to take **REINDEER BRAND**



Condensed Milk. It sells itself after once tried.

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



H. D. METCALFE, President.

C. A. MORIN, Sec.-Treas.

CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

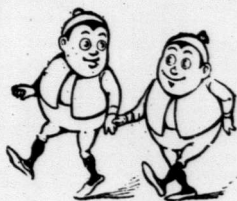
PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

WELL SATISFIED.



Your felts have always been satisfactory. — Chaput, Fils & Cie, Montreal.
Find your felts give good satisfaction. — Robertson & Son, Kingston.
Have sold your felts for many years with every satisfaction. — Quintal Fils, Montreal.
Your fly felts have always given the best satisfaction. — Letang Hardware Co., Montreal.
Have sold your felts many years with best satisfaction. — Morin & Co., Quebec.
Have always had satisfaction with your felts. — Robertson & Co., Kingston.
Your fly felts are very satisfactory. — Doyle & Co., Halifax.
They are always satisfactory. — Davidson & Co., Quebec.
Have always found them satisfactory. — Demers, Fletcher & Co., Montreal.
Your felts always give satisfaction. — L. H. Hebert, Montreal.
What we had from you were perfectly satisfactory. — Whitehead, Turner & Co., Quebec.
Have sold your felts for many years with perfect satisfaction. — Jos. Amyot, Quebec.

IT'S YOURS for the asking - fly felt satisfaction
—and it doesn't cost you more, just see that
SMITH BROS. is on every package, that's all.
Fifteen years on the market without a complaint,
is our reputation, is why you are offered an imitation
under our name.

SMITH BROS. on every package is a warranty
of perfect goods. See to it; friends, see to it.

SMITH BROS. THE FLY FELT MEN.

Cow's Head BRAND CONDENSED SWISS MILK.

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

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

AGENTS,

C. E. COLSON & SON, MONTREAL

NEW BRUNSWICK MARKETS.

St. John, N. B., May 9, 1904.

NOW that the Winter port business is closed, we are able to take a comprehensive view of the season's business. We find the same number of sailings as last year, viz., ninety-six. The tonnage represented was, however, 50,000 more. The exports show an increase of about seventeen per cent., the total export this year being valued at \$15,870,000, of which say \$10,150,000 was Canadian goods and \$5,720,000 foreign, chiefly United States products. The increase over last year was \$2,793,700. The most valuable cargo was taken by the steamer Montezuma, valued at \$486,056. There were four steamers cleared for Africa, their cargoes being valued at \$772,727. It is estimated that \$200,000 was spent by the steamers, besides a very large amount indirectly. It is easy to see the great value of this business to St. John.

This Summer will see more export and import business of this nature than ever before, as we are to have quite an increased number of regular steamer sailings. In business some report it quiet, but it is the time of bad roads and busy farmers. The state of business will depend, of course, largely on the markets, and there are many bears. However, millers talk of quite firm prices.

The feature of the week has been the cut of some two cents in the coast price of California seeded raisins. The molasses market is still of great interest. As yet it is very one-sided, at least in the quantity received, as one local importer has so far had the only direct goods arriving here.

Oil.

In burning oil prices are unchanged and seem quite firm. A large tank steamer arrived this week. In lubricating oils dealers are busy. Prices are held firm. Paint oils have a large movement, while there is no change in linseeds, the market being weak. Turpentine holds firm.

Salt.

In Liverpool coarse salt the market is well supplied. Prices are held firm. In Liverpool factory filled the sale of late years has shown a falling off, Canadian fine being largely used. This is the busy season in this line.

Green Fruits.

Dealers are very busy. Green stuff is having increased attention as prices get lower. The quantity of cabbage, cucumbers, rhubarb and strawberries coming in from Boston increases with every steamer. Some splendid rhubarb has been received. In oranges the sale is not so large, as bananas are now the big line. Valencia oranges are higher. Californias, of which but a limited quantity have been sold, are unchanged. Lemons are still low. Apples have but little attention. Pines are slow sellers.

Dried Fruits.

The cut in California seeded raisins of over two cents on the coast, as well as a big cut in loose muscatels, particularly Four Crown, has somewhat upset

THE GREATEST BARGAINS

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

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

"MONTSERRAT"

LIME FRUIT JUICE

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

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND
High-grade Tomato Catsup



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

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

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

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

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

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA



This design a guarantee of quality.

GREY BREAD WRAPPER SPECIALTY

ALSO TASTELESS AND ODORLESS
PARCHMENT PAPER FOR CAKE BAKING

Samples and prices with pleasure.

CANADA PAPER Co.
TORONTO LIMITED MONTREAL

The Roof

Gets the Worst of it

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

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

Eastlake

Steel

Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

"I Want Brock's."

A Dead Canary.

Cause: Poor seed.

Don't sell unknown seed.

SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

the raisin market. Our dealers had fair stocks. Prunes are still easy. Demand is not large. Fine 40 to 50s are offered low. In dates the foreign market is firmer. Currants are rather higher. Evaporated apples are firmer. In onions the trade find the situation different from what they expected, as prices are higher. Dealers have been selling very low. The high price of Virginia peanuts has caused French and Japan nuts to be offered. The supply of Japan proves very small. The French are a meaty nut but shells are small.

Canned Goods.

There is little of interest. All lines seem firm. Salmon packers advise that they look for a short pack and expect higher prices than last year. Meats did not show much advance. In domestic fish packers are beginning to put up sardines. In vegetables, the coming season has attention. It looks as if there would be quite a large pack outside the association.

Sugar.

Prices are again higher. While the advance has been light each time, it continues upward with considerable regularity. It causes increased sale of foreign sugars.

Molasses.

The situation is unchanged. One local importer holds about all the new Porto Rico here and is very firm in his price, quoting well above the price asked for the stock imported indirectly. It is a matter of much interest if he can maintain his price, as he has set out to do. Barbadoes is offered low.

Fish.

Fresh fish are quite plentiful. The catch of gaspereaux so far is not large, and full prices rule. A few shad are seen and an odd salmon. In dry codfish and pollock supply is light and will be for some time. Pickled herring are scarce and smoked are a very light stock.

Flour, Feed and Meal.

In flour, while dealers here are bears, the market seems quite firm, particularly Ontarios. Feed is quite freely offered. Oats are low and not selling so freely. Oatmeal is firm at full prices. Cornmeal is unchanged. Beans are dull at rather easier figures. Barley and split peas are a light stock. In seeds the sale has not been very large, which is rather a surprise, as prices were low.

AN EXCELLENT REPORT.

Without exception, the 1903 report of the Board of Trade of Toronto is the best ever published by that institution. This excellence is largely due to the illustrated description of the city, placed at the beginning of the report. Excellent pictures of the striking features of the city, together with condensed descriptive matter, make up an admirable introduction to the reports and membership lists which follow. President J. F. Ellis' annual address takes up ten pages, and contains considerable valuable information. There follow the secretary's, treasurer's and section reports, the book being completed with a list of the members.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

BUSINESS CHANCES.

A T A DECIDED BARGAIN—The Paisley pork factory can be purchased before May 22nd; factory is well equipped and situated in the best pea-growing district in America. Address D. McIntyre, Paisley. (f)

FOR SALE -- Choice stock of groceries and crockery, amounting to about \$2,700; good live business; best location; doing the best and highest class trade; can be proven to be a good paying business to bona fide purchaser; ill health reason for selling. Box 432, Dresden, Ont. (19)

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc. desirous of placing their goods on the Irish market should communicate with N. Morrow, 16 Kansas Ave., Belfast. (17ff)

TRAVELLERS WANTED.

EXPERIENCED grocery traveler wanted; must have connection in Perth, Huron and Bruce. Apply Box 131, CANADIAN GROCER, Toronto. (20)

TRAVELLER for Main line Grand Trunk, Montreal to Toronto; Main line Canadian Pacific, Montreal to Sudbury; for coffee and spices and an important side line; state experience and terms. "Traveller," CANADIAN GROCER, Montreal. (19)

WANTED—A first-class traveler on commission; to sell vinegar and cider to the retail trade. Box 2, CANADIAN GROCER, Toronto. (f)

TO CANADIAN EXPORTERS.

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

SITUATIONS VACANT.

BAKER WANTED—First-class only, on bread, cake and pastry; steady job to right man; state wages. Parlmer & Co., Hensall, Ont. (f)

BAKER WANTED—To take charge; must be first-class man on bread and cakes. Crick Bros., Seaforth. (f)

MILLER WANTED—To take charge of country mill; state wages; references required; must be strictly temperate; steady employment to right man. Henry Bracken, Boston Mills, Ont. (f)

BUSINESS FOR SALE.

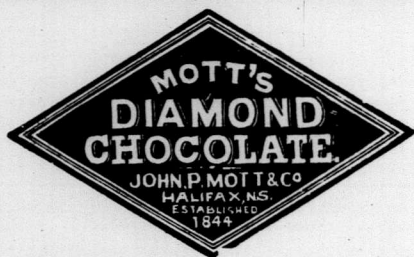
BUTCHER BUSINESS—On Queen street west; doing a good trade; bargain. A. Hudgin, 9 Adelaide east, Toronto. (1)

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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



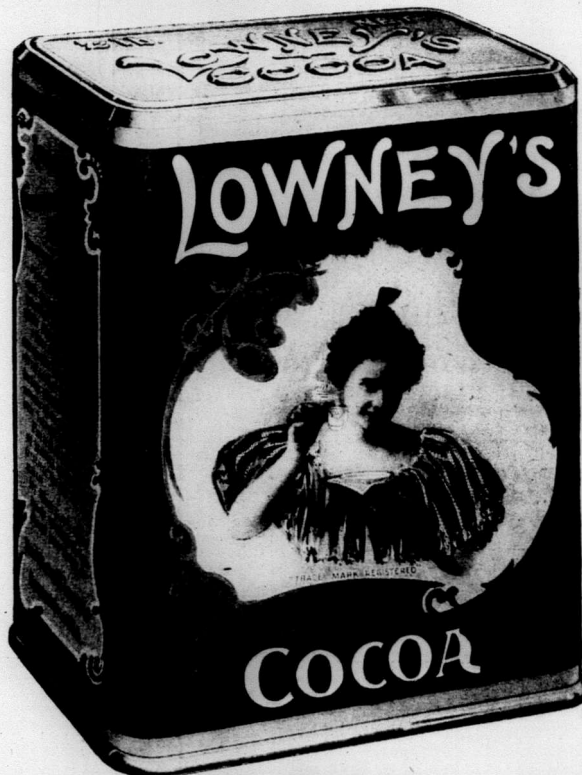
a satisfied customer is a profitable one—appreciation strengthens a manufacturer's hands.

MOTT'S CHOCOLATES

are appreciated by those who use them, and MOTT'S qualities will be maintained.

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

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



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

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

Association News.

The First Step Satisfactory.

REGARDING the federation of Montreal associations, another practical move was made at a recent meeting of the Boot and Shoe Association. Advantage of the occasion was taken by the secretary of the federation delegates, Mr. Beaudry, to present to the meeting the newly formed constitution, which the delegates had previously drawn up. After considerable discussion the constitution generally was approved. The boot and shoe men were the only ones from whom any objection was anticipated, and now that the doubt has been removed, the completion of federation is looked forward to as being comparative easy.

Montreal Monthly Meeting.

THE Montreal Grocers' Association held their monthly meeting last week and decided upon several important matters. They first of all accepted the constitution for federation as submitted by their special delegates and which was accepted similarly by the boot and shoe men last week. In regard to trading stamps they passed a resolution asking the city council to enforce the law. The resolution, as well as trading stamps generally, formed a part of the agenda for the business of the day at the first meeting of the council this week.

The grocers have fixed July 15 as the date for their annual picnic. This year it will be held at Delorimier Park, which will give abundance of room for a fine sporting programme and, it is thought, will serve as a much more convenient place for the picnic.

Toronto Retail Grocers Meet.

The regular monthly meeting of the Toronto Retail Grocers' Association was held on May 9, in the rooms of the association, Elm street, Toronto.

It was unanimously decided to hold the annual excursion to Buffalo, N. Y., on July 20, via the Niagara Navigation Co. The following gentlemen were elected as members of the excursion committee: H. Kelly, R. Van Loon, R. W. Davies, F. Thom and T. Clark.

Two weeks ago the wholesale fruit dealers of Toronto announced their intention of leaving unchanged for the coming season the regulations for fruit delivery which are in force at the present time.

MONTREAL GROCERS' PICNIC.

THE annual grocers' picnic which has been such a success in past years will not be held outside the City of Montreal this year. Formerly there has been a large excursion to some point within a hundred or more miles of Montreal, patronized at great expense by hundreds of grocers and their families. After some deliberation it has been decided to hold the annual picnic at Delorimier Park, some time in July. New plans and bigger and better features are promised.

JAPAN TEA ADVANCING.

JAPAN tea is advancing and there is every indication of a very decided improvement in the situation reported at the opening of the market. On Monday Mr. Shaw T. Nishimura, of the Central Tea Traders' Association, Montreal, stated that he had just received a cable to the effect that the price of Japan tea was advancing steadily and that the crop was 4,500 piculs shorter than last year. When it is remembered that the picul means 133 lbs., the shortage must be considered as quite worthy of note. Mr. Nishimura was of the opinion that the advance occurred owing to the lack of railway facilities, as he was told by cable that only two trains a day were available for the tea service. That would mean a serious blow to the big tea men, as in the old days before the war there were at least twenty trains a day, so that the losses of active transportation would have a very noticeable effect upon the tea trade of Japan this year. He was quite unable to explain whether the war was the cause or not, but one thing was sure, Japan tea was lower than it was last year at the same time.

PEANUTS FIRM.

"The peanut market is firm, with supplies exceedingly light, both in second and primary markets," says the New York Journal of Commerce. Reports from Virginia state that combined stocks of Spanish in that state and North Carolina are but 15,000 bags, against 40,000 last year. It is also reported that there are a few Japanese peanuts on the way, but that the Japanese Government will allow no further shipments on account of the war.

In regard to Africans, it is too late to import them for speculative purposes. These so-called African nuts have an odor which is not pleasant and which tends to hinder confectioners and the trade generally from using them. In Europe they are ground for oil principally, the oil being used in soap-making.

Our factory,
Our facilities,
Our help,
Our carefulness,
Our standards,
—all unite in making —

**PERFECTION
CREAM SODAS**

what they are—the acknowledged premier Biscuits wherever used.

The entire grocery trade of Canada should give them first place—on their merits.

3-lb. Cards
or Tins.

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario



Sell Flower Pots

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

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

Save Money by Writing for our Samples

Ceylon and Indian Greens, at 12c. to 18½c.—Special value. Try a sample lot.
Special values now in **Japans**, all grades, from 14c. to 35c
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

X **Teas and Coffees**

James Rutherford & Co.

27 St. Saorament St DIRECT IMPORTERS MONTREAL.

SPECIAL PRICES.

EXTRA QUALITY.

CANNED FRUITS

APPLES, STRAWBERRIES, PINEAPPLES,
PEACHES, RASPBERRIES, PEARS,
PLUMS, BLUEBERRIES, CHERRIES.

WARREN BROS. & CO.,

35 and 37 Front Street East, - TORONTO.



**JUST
OUT**

A great big package of concentrated goodness.

Greig's WHITE SWAN Breakfast Food

3-lb. packages—to retail at 15c.—2 doz. in a case. THE BEST YET.

THE ROBERT GREIG CO., LIMITED, White Swan Mills, TORONTO.

**"Mother, Buy
GEL-O"**

Sell what the public asks for.
Sell Gel-O, the new dessert—a
jelly powder.

Send for sample.

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

COWAN'S

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



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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

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

old
reputation

Attention!

old
reputation

The **BEST**
of

Swiss Milk Chocolates

**KLAUS'S
CHOCOLATES**

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal**)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

GIVE ME

A Trial Order For

**SAN-TOY
STARCH**

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

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

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., - TORONTO

YES

We can send you Berries that it would be well worth your while to handle.

We have cars arriving daily direct from North Carolina—*fine fresh stock.*

Our man in N. C. apparently knows his Book—as a result, our Strawberry business this Spring bids fair to double that of any previous season.

Without doubt you could make a success of handling the stock we're getting—we'd like to have an order from you to prove what we say. The market changes daily, but we'll bill them to you as low as possible.

By the Way!

Don't forget to include in your order
PINES and BANANAS.

The

DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. TORONTO

WE BUY 

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Pineapples...

Car just to hand. All sizes. Fancy stock.
\$2.75 per case of 24's, 30's, 36's.

Cabbage, Tomatoes.

Early Vegetables, lowest price.
Write, wire or phone your orders.

HUSBAND Bros. &
Co.

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

GREEN FRUITS

Fruit Steamers for Montreal.

THE following fruit steamers direct from Mediterranean ports have been reported direct for Montreal: s.s. "Fremona," s.s. "Jacona," and s.s. "Bellona." The first two steamers have loaded full cargoes of lemons and oranges. The "Bellona" will take a general cargo at Leghorn and other places, calling at Messina, Catania and Valencia, in order to complete full cargo.

The following are reports of cargoes received to date:

"Fremona"	31,250 boxes	Messina lemons.
"Jacona"	37,185	Sorrento oranges and lemons.
"Bellona"	37,500	Messina lemons.
"Jacona"	10,000	Palermo lemons.
"Bellona"	9,500	Sorrento oranges and lemons.
"Bellona"	10,000	Messina lemons and oranges.
"Bellona"	6,500	Sorrento oranges.
"Bellona"	3,000 cases	Valencia oranges.

The s.s. "Fremona's" cargo will be offered at auction about Wednesday, May 18, and the s.s. "Jacona's" about Saturday, May 21.

Giant Pineapples.

THE culture of the "Smooth Cayenne Pineapple" in Jamaica is reported to have been attended with such extraordinary success that the plants have produced mammoth fruits weighing as much as 20 lbs. each. It is said that these giant pineapples frighten the buyers in the English markets, whose idea of a salable pine is limited to one of 6 lbs. to 8 lbs. each. The popular St. Michael pines now coming in for the present season range from 3 lbs. to 6 lbs. in weight, and meet the wants of the English dealers. Still fruits of 20 lbs. should command a large and profitable sale for shop window show purposes alone. In one district it is stated that 80 per cent. of the plants will, on account of the richness of the soil, produce monstrosities in pineapples heavier than the weight named. The soil contains six times the normal quantity of nitrogen and to this fact the remarkable vegetable exuberance is attributable. The soil of Jamaica suits the orange as well as the pineapple. Giant Mandarins cultivated in this colony are selling in England first hand at 7s per case of 64 fruits, which is nearly at the rate of 1s 6d a dozen. These are fancy prices, 100 per cent. more than is paid for Spanish Mandarins. The Jamaica Mandarin oranges as marketed lately are the finest of their

class which have ever been imported into the United Kingdom.

The Greek Currant Trade.

AT a recent meeting of the Ionian Bank, London, Eng., the chairman spoke of the general prosperity of Greece, due to an abundant crop of wheat, wine, oil, tobacco, and currants, especially the staple crop of currants, than which there was no more uncertain crop in Greece or in the whole world, suffering as it did from such vicissitudes and from such unaccountable fluctuations in price within such short periods. Since the monopoly scheme, owing to the opposition of the British Government, has not been persevered with, it will probably be in the direction of this local industry, and in the efforts that are being made by the Greek Government to prevent extension of production, that the remedy will be found for what has been termed "the currant problem." To help forward the solution of this question the proposal has been made that the banks connected with Greece should become consignees for currants in England.

New Fruit Destroyer.

A new species of scale has been discovered in the vicinity of St. Catharines by T. Beattie, San Jose scale inspector. It was found on a lilac bush, and when examined under a magnifying glass was found to be different from the San Jose scale, being more elongated, while the effect on bush and tree is the same as the San Jose scale on fruit trees. Samples have been forwarded to the Ontario Agricultural College.

California Orange Industry.

THE orange industry of California just now is in a bad situation. Where a few years ago a smaller crop paid the growers of the state \$15,000,000 in profits, this year a much larger crop will pay only \$4,000,000 at the outside, and possibly less than that. Under these circumstances it is only natural that there should be dissatisfaction with prices and also with methods of selling.

The unfortunate controversy which is now raging in California promises to make some difference in the orange in-

dustry before the beginning of another season. Instead of selling in auction rooms in the East, it is proposed to sell at auction in the growers' own districts or virtually return to the old system of f.o.b. sales, as they were termed. It is believed that this would be fairer to all concerned and that the entire trade from grower to consumer would be largely benefited. The California crop this year will be about 12,000,000 boxes, the largest ever known.

Currant Growing in Australia.

Although Australia is far from being self-supporting in currants, yet the production is annually increasing, and South Australian growers are fully awake to the importance of this industry. The Angaston District is rapidly increasing its annual production of currants, but the season has hardly been favorable for dryers. Wind, dust, and rain have made it necessary for dryers to be on the constant look-out whilst their fruit was on the trays, but, nevertheless, a good quality currant has been produced. At the present rate of increase South Australia at least should be able to supply her own wants in currants in the course of the next few years. In Mildura the unusual rainfall made the fruit swell and crack, so that the average quality will be somewhat lower than usual.

West Indian Fruit Exports.

A return has just been issued by the Colonial Office, London, Eng., showing the amount of sugar and fruit exported from the British West Indies in the two financial years, 1899-1900 and 1902-3, the latter term being influenced by the service of Canada and the Jamaica banana service to this country. Shipments of fruit in 1899-1900 were estimated to be worth £872,100 and in 1902-3 had risen to £1,362,300.

New Fair for Toronto.

A new fair, to be conducted on the lines of the Guelph Fat Stock Show, will be held in Toronto in November next. It will be known as the Fruit, Flower and Honey Show. One of the rinks will be filled with fruit and honey, the other with flowers, while the machinery and appliances used in these three industries will be shown on the grounds.

The Government will assist the show to the extent of \$1,000, the amount having been passed in the supplementary estimates.

NOVEMBER CUT

St. Nicholas Brand New Lemons

Our Spring arrivals of these celebrated **Summer Keeping Lemons** are here, and we are selling them too. Hot, thirsty weather ahead of us, **be prepared.**

GET IN AT PRESENT PRICES

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

PHONE Main 4106.
Private Branch Exchange connecting all departments.

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

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

SULTANA RAISINS

Choice quality in excellent condition at 6½c. per pound.

SELECTED VALENCIA RAISINS

Best Brands, 6½c. per pound.

CALIFORNIA PRUNES

25 and 50-lb. boxes, different sizes, at low prices

VINEGARS, WHITE WINE AND CIDER

If interested, it will pay you to get our quotations.

SEPTEMBER CHEESE

We have a limited quantity left which we are selling at greatly reduced prices.

TAP FIGS

Cold Storage, 28 to 30-lb. mats, 1c. per lb. to clear them out.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

Orchard Meetings in Quebec.

The fruit division of the Dominion Department of Agriculture is holding a series of orchard meetings in the Province of Quebec during the month of May. At these meetings the present-day problems of fruit-growing will be thoroughly discussed by experienced growers, and the operations of pruning, grafting and spraying will be demonstrated by practical men.

Fruit Notes.

Advices from California state that an exceptionally good crop of prunes, pears and peaches may be looked for this season.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

The entire holding of prunes in the State of Oregon was estimated last week at 125 cars.

RICH BUSINESS MEN AND THE POOR.

CHARLES M. SCHWAB'S Summer haven for poor children on Staten Island, which he has built, will be ready when the first breath of hot weather strikes New York. The Happy Day, the fine new boat built with all the machinery encased in glass, will make daily trips to the island, carrying all who care to go free of charge. The philanthropy is typically American. It is designed to help children of all classes and no questions asked. Black, white, Christian, Jew and heathen will be alike welcome. There are thousands of children above the age of 12 on the eastside who have never seen a cow or a pig. There are many who have never even seen a tree. To take them into the country for a few weeks is as transporting them into a fairyland where every natural object is a fresh wonder. More and more in New York the importance of providing children with means and leisure to play is being recognized. Froebel's dictum, "Let the child play if you want him to develop," has become a rule to be followed. The city child of to-day has no games that can be played within the limits of the space open to him. With the establishment of recreation places such as the one provided by Mr. Schwab experts in child study see the solution of one of the most pathetic complexities in city life. Over on the eastside the workers along these lines are very optimistic. They say that rich men are learning to give money away in directions where it will do some substantial and immediate good. The fact that men of wealth are devoting themselves more to the art of giving than to the art of getting, they say, is due to a sense of social responsibility recently accelerated by many splendid acts of genuine philanthropy. There is a public sentiment which declares that the man who gets without giving has not realized the responsibilities of his position.

THE TEA DUTY.

THE grocery trade generally has shown a more or less lively interest in the recent addition to the tax on tea entering England. The history of the tea-duty is as follows: The first advance, which occurred some time ago, was from 8 to 12c; the latest addition brings the tea tax to 16c, double what it was four years ago. At the present time the British tea merchant is paying one hundred and thirty-three per cent. on the price of common tea and one hundred and ten per cent. on the average value of tea.

A recent memorial of the Indian and Ceylon Tea Associations, London, Eng., states that for sixteen years previous to 1900 the increase in the consumption of tea averaged four and one-half million lbs. per annum, and that since that date consumption has practically remained stationary. The natural increase in consumption due to the normal growth of the population in these last two years should have been three and three-quarter million lbs., so that it is evident that Englishmen are consuming less tea per head than formerly, which is no doubt due in a large measure to the raising of the duty to 12c and latterly to 16c.

The immediate effect of the new duty in England has been to increase the demand and price of lower grade Indian and Ceylon teas, while medium to fine teas, on the other hand, have passed irregularly with a downward tendency. It is thought that this tendency will continue to become marked.

TRADE WITH SOUTH AMERICA.

At a recent meeting of the Nova Scotia section of the Canadian Manufacturers' Association, in Halifax, the feasibility of establishing direct trading connections between Canada and South America was discussed. There appears to be no reason why Canada should not endeavor to secure a share of South American trade; the initial difficulty, however, is that of transportation. The matter is being investigated by the Nova Scotia section for the benefit of Canadian manufacturers producers and shippers.

NOVEL BUSINESS CONCERN.

A company known as the Farmers' Wholesale Buyers' Association has been formed in Winnipeg, for the purpose of selling groceries and general merchandise direct to the consumer at wholesale prices. The total present capitalization is placed at \$100,000.

The plan of operation, according to a statement of the promoters, is to establish large wholesale warehouses in Winnipeg and to open branches at various points in the country, to which goods will be sent direct. One of the important departments of the company will be a general commission business. Farm produce will be accepted from clients of the company and resold at the big city stores. For the present the company will only erect a warehouse in Winnipeg, but as soon as the volume of business warrants they intend opening a department-

al store. The field of operations will extend over the whole of Manitoba and the Territories.

ST. JOHN AS A PORT.

EVERYTHING points to us having a new dry dock at St. John N.B.," said Mr. George Robinson, formerly Mayor of that city and at present M. L. A., while chatting about many things at the Windsor, Montreal, the other evening. He is president of the Imperial Dry Dock Company, and they are likely to start work there in about a month. He referred to the winter port business and said that it had been very satisfactory, as the exports had been larger in volume than any previous season. The tonnage of ocean craft reached 50,000 tons. The number of ships was about the same as the previous year, but they were much larger and the aggregate was higher. The total export trade for this year reached the magnificent sum of \$15,000,000, as against something less than \$13,000,000 in the corresponding period of 1903.

CABLE FROM JAPAN.

A cable from Japan has been received to the effect that the war in the East will not affect this year's tea crop. Teas are coming to market slowly on account of bad weather, settlements to May 4 being 3,250 piculs. The market is five per cent. under last year, and active.

NEW COMPANY.

A new company, known as the Brantford Produce & Cereal Company, has been formed in Brantford to manufacture and deal in cereals, coffee and foods, leather dressings, grocers' supplies, and the products of the farm and the dairy. The capitalization is \$40,000, and the incorporators are: A. E. James, J. Denning, W. H. Hammond, H. V. Hutton, W. Grierson and W. A. Russell. The provisional directors are: A. E. James, W. H. Hammond and H. V. Hutton.

NEW PARTNER.

J. W. Bickle & Greening, brokers and commission merchants, Hamilton, Ont., have admitted to partnership J. A. Henderson, for many years associated with Balfour & Company of the same city. The business will be carried on under the same firm name as heretofore.

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



The Modern Stove Polish.

**Quality Guaranteed.
Quality Sells the Goods.**



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

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

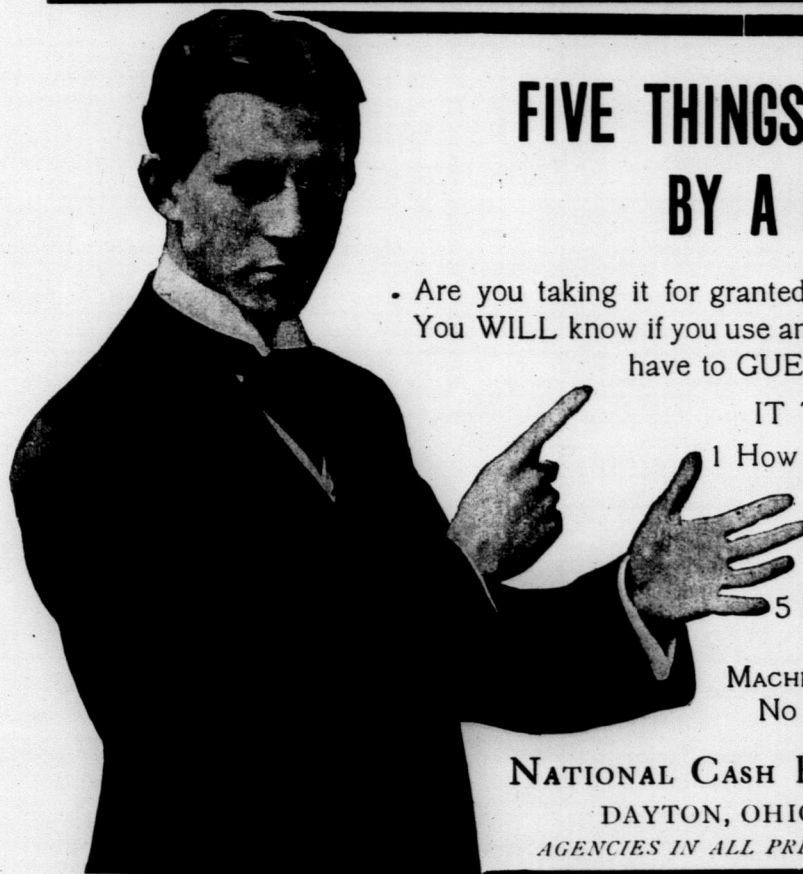
Borden's PEERLESS Brand CREAM
EAGLE Brand MILK

You cannot afford to pass these lines.

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

SELLING REPRESENTATIVES:

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



**FIVE THINGS MUST BE WATCHED
BY A STOREKEEPER**

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction.

IT TELLS

- 1 How much CASH business was done.
- 2 The goods sold on CREDIT.
- 3 What was RECEIVED ON ACCOUNT.
- 4 The amount PAID OUT.
- 5 If a mistake was made CHANGING MONEY.

**MACHINERY MAKES NO MISTAKES.
NO MISTAKES—NO LOSSES.**

NATIONAL CASH REGISTER Co.
DAYTON, OHIO, U. S. A.
AGENCIES IN ALL PRINCIPAL CITIES

Montreal Office, 1685 Notre Dame St.
Regina N. W. T.—W. Brizzolari
Calgary, N. W. T.—B. L. Robinson

Toronto Office, 129 King Street, West
Winnipeg, Man., 414 Main Street
St. John, N. B., 60 King Street

CUT OFF AND MAIL TODAY

N. C. R.
Co.
Dayton, O.
If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.
Saw your ad in
CANADIAN GROCER.

Name _____

Address _____

FLOUR AND CEREAL FOODS

Manitoba Seeding in Full Swing.

LATEST reports from Manitoba say May 12 will see the completion of wheat-seeding if the weather continues favorable. G. V. Hastings, manager for the Winnipeg offices of the Lake of the Woods Milling Company, estimated that at least 50 per cent. of the seeding would have been finished by Saturday last. Manitoba is several days ahead of the Territories in seeding, especially in the higher lands.

The crop is going in under most favorable circumstances, and unless there is an unusually severe drouth or excessive rain during the growing season the crop cannot fail to be a heavy one. In spite of the heavy floods which followed the breaking up of the Winter season, there has been but little loss or damage from this source.

It is estimated by harvest experts that the area under wheat this year will be little different from last. Last Fall it was expected that there would be an increase of from ten to fifteen per cent., but the late season has delayed Spring work to such an extent that this expectation cannot be realized. This area, however, will be put into other crops, so that the total area under cultivation will show an increase of at least ten per cent. over last year. This increase will be chiefly in coarse grains.

Complaint Against Bread.

LONDON, Eng., just now is exercising its mind on the subject of bread. It is charged against London bread that it is short in weight, sometimes adulterated, and often contaminated. For a long time past the Public Control Committee of the London County Council has been in communication with the bakers of London, and the negotiations have resulted in a proposal to repeal the Bread Act of 1822. This statute still controls the sale of bread, and it is suggested that a measure more in keeping with modern conditions should be drafted. This new measure would provide that all bread, except fancy bread, should be sold in

loaves of one, two, four or six pounds, and that the weight should be impressed upon the loaf in large figures. It would also impose a penalty for selling short-weight loaves unless it were proved that the deficiency came from the fact that they had been kept for forty-eight hours. It is also proposed that the inspector of weights and measures shall have power to test the weight of loaves either when on sale in the shop or in the course of delivery.

Fall Wheat Winter Killed.

The wheat crop of Wentworth County, Ont., will be very short this year; presumably not more than half of last year's crop, owing to the severity of the late Winter. A number of farmers have already ploughed in their Fall wheat, and will sow Spring wheat instead.

"100 Million of Wheat."

ONE hundred million bushels of wheat is the anticipated output of the great Manitoba wheat fields for this season. Such was the estimate put upon the reports and observations of the western situation by a leading grain man who has established connections with the Northwest. He went on to remark upon the acreage of last year, which was three and a-quarter million, and this year there would be four millions of acres under cultivation. Estimating at twenty bushels to the acre, which was a very modest one, he believed that by adding twenty millions to that reckoning it would easily reach the hundred million mark. Up to date the weather had been most favorable.

Wheat Samples from Peace River.

SEVERAL samples of grain raised in the Peace River district have just been received by Commissioner Smith of the Immigration Department at Winnipeg. These come from the Roman Catholic mission at Smoky River, 200 miles northwest from Edmonton, and compare most favorably with the best samples raised in Manitoba or the most favorable localities in the Territories.

The samples of White Russian and Red Fife wheat are remarkably hard and clean berries. They are hard and plump and from the appearance would go well over 60 pounds to the bushel. They are not as good a color as some of the prize samples raised in Manitoba, but this is probably due to lack of proper facilities for harvesting.

Samples of black and white oats were also sent, and a thorough search of a number of grains failed to find a false seed. They are heavy for the bulk and are bright and free from foreign seed.

To Stop Food Adulteration.

The superintendent of food exhibits at the World's Fair, St. Louis, says the food exhibitions there will be of significance in so far as they will show the importance of pure raw materials and of the careful manufacture of the same. There will be illustrations of what has been done in the matter of adulterating foods, and of the means by which the adulterants may be detected. The processes of preparing the different foods properly will also be presented in an educational way.

Indian Crops.

The Indian wheat crops of the past seven years are thus returned: 1904, 37,000,000 qrs.; 1903, 36,000,000 qrs.; 1902, 28,000,000, qrs.; 1901, 31,000,000 qrs.; 1900, 23,000,000 qrs.; 1899, 29,000,000 qrs.; 1898, 31,000,000 qrs.; average, 30,714,000 qrs. This year's crop is considerably above the average, and if India's average shipments are about 3,000,000 qrs. an exportable surplus of 9,286,000 qrs. would seem to be disclosed. Nobody, however, expects India to ship that quantity, for the farmers of that country are a careful race, and the dry climate enables them to store wheat. Indian wheat shipments from the 1st of August to the 31st of March are cabled at 3,735,000 qrs., as compared with 1,300,000 qrs. in the same period of the previous shipping year. This large increase has been almost entirely in shipments to the United Kingdom.

BE FIRM

when ordering BLACK LEAD, and get

JAMES' DOME

It is the best, as everybody knows.

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

PUMPKIN.

Have you tried our Pumpkin yet? If not, you have not had the best.

700 CASES ONLY TO SELL.

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,
Ingersoll, Canada.

MOLASSES

New Crop 1904
Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY			
per doz tins.....	2/3	4/-	7/-
PURE DUTCH COCOA			
per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Wheat Exports and Stocks on Hand.

BRADSTREET'S weekly reports of exports of wheat show that during the four weeks ending with April 28 Canada and the United States shipped only 5,724,503 bushels of wheat, flour included, an amount less than half that shipped during the same period a year ago, one-third that of 1902 and one-quarter that of 1901. This contraction in export business is reflected in a decrease smaller than usual at this time of year in stocks held in Canada and the United States. For instance, the supply held on May 1 this year in both countries was 47,385,000 bushels, a decrease of 4,726,000 bushels for the month of April, against a decrease of 15,496,000 bushels in April a year ago and 22,731,000 bushels in 1902. Following will be found the stocks held on the first of each month for five years past:

[Three figures omitted]

	1904	1903	1902	1901	1900
January 1.....	65,119	85,791	102,086	96,597	99,287
February 1.....	64,702	86,121	95,321	95,041	96,396
March 1.....	58,389	79,771	88,332	86,272	91,749
April 1.....	52,111	71,704	81,026	81,826	86,897
May 1.....	47,385	56,268	58,295	65,382	77,814
June 1.....		38,586	40,815	51,781	64,483
July 1.....		25,917	29,511	41,047	64,966
August 1.....		22,880	33,781	44,859	66,168
September 1.....		24,622	35,390	43,614	73,723
October 1.....		36,570	48,953	60,025	86,270
November 1.....		46,910	68,199	71,878	92,221
December 1.....		62,641	82,649	93,000	96,648

Stocks on May 1 for twelve years past follow:

	East of Rockies.	Pacific coast.	Total, U.S. and Canada
May 1, 1904.....	45,307,000	2,078,000	47,385,000
May 1, 1903.....	52,585,000	3,683,000	56,268,000
May 1, 1902.....	54,610,000	3,685,000	58,295,000
May 1, 1901.....	60,298,000	5,084,000	65,382,000
May 1, 1900.....	70,784,000	7,050,000	77,814,000
May 1, 1899.....	47,258,000	4,455,000	51,713,000
May 1, 1898.....	31,093,000	3,051,000	34,080,000
May 1, 1897.....	49,884,000	1,614,000	51,298,000
May 1, 1896.....	30,390,000	3,182,000	33,572,000
May 1, 1895.....	30,454,000	10,150,000	90,604,000
May 1, 1894.....	82,085,000	9,378,000	91,463,000
May 1, 1893.....	95,710,000	3,537,000	99,247,000

The stock held on May 1 this year, it will be seen, is the smallest held, with one exception, on that date in twelve years. This latter fact, of course, goes to explain partially the failure of exports to show up any larger than they do. The fact is that because of smaller stocks and high prices at home, with large supplies available from all other countries, the wheat trade of the North American Continent has been brought to a situation as regards export trade seldom equaled of recent years. It might be added that all indications favor a gain in European stocks during April fully enough to offset the small decreases in America, the outlook therefore being that the world's visible supply during April will show a fair increase.

End of Western Grain Rate War.

After many futile attempts the western railroads of the United States have settled the grain rate war between Missouri River points and Chicago. All

have agreed to make proportional rates from Kansas City. Heretofore the rate from the former points was two cents a hundred pounds higher. The St. Louis differential rate is reduced from five cents to three cents a hundred pounds, which affords the eastbound roads a better chance to compete with the Gulf roads. Present rates—five cents on wheat and four cents on other grain—will remain in effect until the new rates are checked off, and the latter will probably not go into effect until June.

Movement of Grain in Northwest.

F. O. Fowler, secretary of the Northwest Grain Dealers' Association, has issued a report showing the movement of the 1903 crop to May 1, 1904. According to Mr. Fowler's figures, there is now in the farmers' hands only 160,974 bushels, though he states that he is satisfied there yet remains to be marketed between 1,500,000 and 2,000,000 bushels. The total marketed to date is 36,130,000 bushels.

Home From the West.

Mr. B. H. Blakeslee, a representative of the Frontenac Cereal Company of Kingston, called at the Toronto offices of The Grocer this week. Mr. Blakeslee has just completed a trancontinental trip in the interests of his firm, extending from Glace Bay, Cape Breton, to Victoria, B.C.

Naturally enough, Mr. Blakeslee is enthusiastic over Western Canada, which is making such phenomenal strides at the present time. He says the business activity all along the line is simply marvellous, and what is more, western business men have no longer an eye for the small things; to suit them everything must be on a colossal scale. Emigrants of the most desirable class are pouring into the West. Every Pacific liner leaving Vancouver carries large consignments of Canadian goods destined for eastern markets. Mr. Blakeslee is a firm believer in the virtues of goods "made in Canada," and predicts a splendid future for Canadian manufacturers, who are just awakening to a sense of the possibilities of Canadian trade.

Cereal Notes.

The acreage of wheat in Great Britain was nearly 150,000 less in 1903 than in 1902.

The Columbia Milling Company of Enderby, B.C., are reported to be making arrangements for the erection of a forty-thousand bushel elevator at Lethbridge, Alta.

Twenty-five boxes of Soap

—if it be

Mrs. Dooley's

LAUNDRY SOAP

—will pay the grocer a very nice sum extra in profit—in the neighborhood of \$7.50—and the Soap is better than any other Soap.

Seven dollars and a half is always worth having.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

The Temptation to Sell 2 for 25 cents

is too great to resist for some grocers. The best remedy is to boom

Orange Meat

25 cent. size.

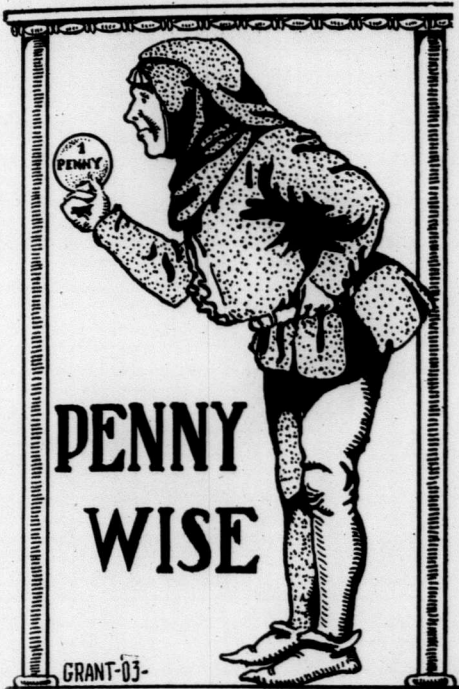
Pays the grocer an even 25 per cent.—gives the customer about 35c. worth for 25c. Orange Meat is a perfect ready-for-serving breakfast food.

Single cases, 20 pkgs., \$4.00.

Freight paid on 5-case lots.

Order from your wholesale grocer.

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



**PENNY
WISE**

GRANT-03-

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

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

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

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

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

But you're not.

Are you?



**POUND
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

THE CANADIAN GROCER

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and
Agents.

Established 1885

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

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

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

Increase your trade.

Appoint us your Representatives.

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

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.
CALGARY, ALBERTA.



**ROW'S
GUM**

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

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

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

QUEBEC, P.Q.

J. P. THOMAS

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.

Wholesale Commission Agents
WINNIPEG.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers,
Storage.

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

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.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Tax in England.

ACCORDING to the newly adjusted tobacco tax in England, the consumer pays an additional duty of 6 cents per lb. on all tobacco manufactured out of strips, while the duty on leaf remains unchanged.

The manufacturers in England will also be allowed to use 32 per cent. of water instead of 30 in their tobacco. This increase of 2 per cent. is said to be equal to 4 cents per pound, so that manufacturers will be benefitted to that extent; that is, the consumers of Black Roll tobacco, who are the poorer classes, will not only have to pay 6 cents extra duty but 4 cents more for water on that class of tobacco. This kind of tobacco is made very largely in Ireland, hence the name of "Irish Roll," although it is made extensively in Liverpool and Glasgow. It is out of the 32 per cent. of water that the manufacturer has to pay for the tobacco and the cost of manufacture, as he sells it to the wholesaler at 75 cents per pound, which is the duty he pays on tobacco in perfectly dry condition, but sells it with 32 per cent. moisture added at 75 cents a pound. The consumer pays 6 cents per ounce, or 96 cents per pound. In the higher grades of tobacco the moisture does not form so important a factor in the cost or selling prices, as they are made in dryer condition. Water is the only ingredient allowed to be put in tobacco—neither licorice or flavoring being permitted.

The object of the English Government in placing 6 cents per pound on strips is, no doubt, that they consider it as partly manufactured tobacco. By allowing the duty to remain at 75 cents on leaf, the result will be that British and Irish manufacturers will be compelled to employ a large number of people to stem tobacco, thus giving employment to thousands of women and girls, instead of the leaf being stemmed in other countries and sent to England in strips. The additional duty has al-

ready caused the discharge of about one thousand stemmers in Henderson, Kentucky.

Tobacco in Russia.

The beginnings of tobacco culture in Russia are of recent date, as during the sixteenth and seventeenth centuries the smoking and snuffing of tobacco were forbidden. The growth of the cultivation of tobacco during the second half of the nineteenth century is shown by the following figures:

Year.	Area in Tobacco. Dessiatinas.	Product. Poods.
1865	32,691	1,840,700
1870	49,362	3,363,100
1885	51,180	3,302,600
1896	56,131	5,016,100

Tobacco production is carried on chiefly in the southeastern governments of Russia, such as Chernigov, Poltava, the Kuban District, the Crimea, Voronezh, etc. The size of tobacco plantations, except in the Kuban District, where the better grades of tobacco are cultivated on a large scale, is rather small, the average size of the plantation being below three acres.

The Finest Snuff Box.

At a recent sale held by Christies at London, Eng., a snuff box of the eighteenth century, which is without doubt the most magnificent of that period, was sold for \$32,000. The sides, top and bottom are formed of panels of enamel, ornamented with paintings of various flowers by Hainelin, signed and dated 1758. The frame work of the box is of solid gold, incrustated with diamonds of the first water.

THE
PIPE
SMOKER'S
FAVORITE—

Meerschaum

CUT
SMOKING
TOBACCO.

Sold by all Wholesale Houses.

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

You Sell Smoking and Chewing Tobacco, Why Don't You Sell Cigars?

Tobaccos make you poor.
Cigars add profit upon profit.

Cigars---good cigars, that is---are a little gold mine to an enterprising grocer.

Sell **PEBBLE**, a 5-center, and **PHARAOH**, a 10-center. The public knows about these cigars, and is buying them from some dealer. Why not from you?

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



FEELING AFTER **T & B**

A good and growing—and, incidentally, profitable—tobacco trade is done by every grocer who makes prominent T & B Smoking—a 10-cent plug.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, ONT.

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for \$13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to \$1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

BRANDS

Smoking—

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

Chewing—

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

UNION MADE

Do you sell to Union Men ?

If so, you can score some good points with our Tobaccos, which are strictly Union Made.

Our tobaccos pay a good profit, and being good tobaccos they ought to be sold by every grocer in the Dominion.

McAlpin Consumers Tobacco Co.,
LIMITED,
TORONTO.

Tobacco Display at St. Louis.

ONE of the most attractive exhibits in the Palace of Agriculture at the World's Fair, says the Western Tobacco Journal, is that of the tobacco growers and manufacturers of the United States. Every feature of the industry is treated—the growing plant, the curing of the leaf and its manufacture all being shown by live and well-planned exhibits.

While each state has its individual exhibit, the attractive feature of the whole display is the ornamental effects which have been created through the united efforts of exhibitors. A facade, artistically trimmed in tobacco leaves, extends the entire length of the four blocks occupied by the display. In the centre of the booth thus formed, there rises to a height of fifty-two feet an octagonal pagoda surmounted by a sphere, which supports a ship sailing in a sea of tobacco. The entire structure is covered with tobacco and the weed is used in working out clever decorations and trimmings.

Kentucky is the leading state in the production of leaf tobacco, and has been accorded the first block in which to demonstrate the magnificent resources of its domestic and export tobacco. Here planters and manufacturers illustrate many of the processes of culture and curing in vogue in that state.

Passing from the Kentucky exhibit the visitor next enters the fermenting rooms which are in charge of a United States Government expert who illustrates the manner of treating the Cuban and Sumatra tobaccos. This is an important exhibit and one that has attracted attention, since the industry has attained such remarkable proportions and tobacco raising has been reduced to a science. The exhibit is really a training school for those who desire to cure tobacco by this method.

Next is the attractive working exhibit contributed by the Sanchez-Haya factory, showing the process of making Cuban cigars. On the left Pennsylvania cigar makers, in a space of similar size, are manufacturing domestic cigars of all grades, thus demonstrating side by side the products of both the American and Cuban factories.

Further on are to be seen the cigarette making machines, as well as a considerable number of special exhibits, showing the finished product from Cuban factories.

Around the dome, which ornaments the pagoda, North Carolina, Virginia, New York and other tobacco producing states show the varieties, character and quality of leaf grown in the respective states,

together with manufactured products from the same.

Perhaps the most interesting exhibit is the sales warehouse, wherein is shown not only the piles of tobacco ready for the auctioneer, but around the walls and under glass is to be seen the leaf tobacco grown in each of the tobacco states. This feature will prove of special interest to the foreigners, because it enables them to compare the products of the states and study the blending of tobacco that they may better meet the demands of their home market.

Further on the States of Georgia, Texas, Connecticut and Tennessee are vying with each other in presenting the advantages claimed by each in the production of fine leaf for both home and foreign consumption. The Connecticut display is confined almost exclusively to the showing of fine cigar tobacco. Tennessee has erected in the centre of its space a typical field curing barn, which is in common use in all territory where bright and mahogany tobaccos are grown.

Extensive displays are also made by the manufacturers of machinery, tools and appliances used in the cultivation of tobacco. The large space allotted to this industry has in fact given ample opportunity for a thorough exploitation of every branch of the tobacco trade.

Color Line Drawn in Havana.

The race issue has been raised in Havana by the Havana Tobacco Company. Heretofore negroes, mulattoes, Spanish and creoles have been employed indiscriminately, both men and women. But recently a number of negro and mulatto women were dismissed from several of the larger factories, and their places were filled with Spanish girls.

Egyptian Cigarette Manufacturers Combine.

A London report states that an English syndicate is negotiating for the purchase of eight of the leading cigarette manufacturers of Cairo, Egypt. The promoters of the syndicate are not known, neither details of the deal.

1903 Sumatra.

Prices in 1903 Sumatra leaf are high, principally owing to the prospective demand. The general opinion seems to be that desirable domestic wrapper will be scarce, and that consequently there will be a run on the Sumatra. A feature on the market this year was the exceptionally high prices paid by some of the German houses for leaf of particular quality.

GROCERS!

JUST IN
LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

As regards quality, it is thought that the crop was a satisfactory one, and that the yield will be good, though as yet it is hardly possible to speak with certainty.

Tuckett's Factory Reopened.

The Tuckett Co. resumed operations at its Hamilton factory as well as at its Montreal and London branches on May 3, when the majority of workmen returned to work. It is reported that the decision of the local union not to press its demands was arrived at as a result of the visit of former President Strausser, of the Cigarmakers' International Union, to Hamilton.

New Brand of Cigars.

A new cigar brand "Symbol" has been placed on the market by T. J. Horrocks, Toronto. All "Symbol" cigars are packed in Cuban cigar boxes, edged and labelled with handsome lithographic designs.

Tobacco Notes.

The annual convention of the National Cigar Leaf Board of Trade, which met last week at Atlantic City, New Jersey, was rather more slimly attended than usual. One reason given for the falling off is the disappointment of many delegates who had hoped the place of meeting would be St. Louis, and when the convention was changed to Atlantic City refused to act. Many local boards are reported to have failed to elect delegates altogether.

A CHILLIWACK MAN.

MR. J. H. ASHWELL, manager of Ashwell's department stores, Chilliwack, B. C., was in Toronto last week en route for the World's Fair at St. Louis. He is making his journey by easy stages. Before reaching the "Queen City" he spent four or five days in Winnipeg. Mr. Ashwell is one of the most progressive business men in the west, and although he works hard he believes that it pays in the long run for business men to take an occasional vacation as they not only gain in health but in experience.

Besides their store at Chilliwack the firm also have stores at Sardis and Rosedale, B. C. Their store at Chilliwack has recently undergone some improvements and has now a frontage of 93 feet and a depth of 50 feet. Their Chilliwack and Sardis stores are connected by a private telephone system 2½ miles long, and it has been found very convenient. The system is now being connected with every department at the firm's headquarters.

Mr. Ashwell, to use his own words, is a crank on system. He believes that a business man to be successful must be systematic and have his methods thoroughly up-to-date. He is always on the lookout for up-to-date methods and his system of bookkeeping is of the very latest design. He has recently introduced into business a card system for keeping stock. By this system the firm are able to tell every night just how their stock stands in the particular lines to which it applies and not only does the system enable them to ascertain this but also to check any mistakes which may have been made by a clerk in not entering goods which have been sent out to customers. At present the system only applies to the chief staple lines in the store, but Mr. Ashwell expects in time to have it so extended that it will include every line. He is so far very enthusiastic over the results obtained.

Speaking of business in his neighborhood during the past Winter he says it has been fairly good, although the weather had been more severe than usual. The outlook for the future he considers good.

"Seeding was well on the way when I left home," he said, "and the apple trees and cherry trees were in blossom."

Within the last year or two a couple of creameries have been started in the vicinity of Chilliwack, and Mr. Ashwell said that one of them last year made 176,000 lbs., which had netted the farmers an average price of 23c. The butter from these creameries retails in

Chilliwack at 30c, and in Vancouver at 35c per lb.

"These creameries," said Mr. Ashwell, "have been a great benefit to us and have solved for us the problem of rank butter. Now nearly all the farmers take their milk to the creamery where it is made into good butter."

The Ashwell firm is one of the pioneers in that part of British Columbia, they having been in business for 33 years. The father of J. H. Ashwell was the founder of the business and he settled in Chilliwack about 40 years ago.

INQUIRIES FOR CANADIAN TRADE.

THE following were among the inquiries relating to Canadian trade recently received at the Canadian section of the Imperial Institute, London, Eng.:

27. A French firm claiming a large connection among dealers in fruits, vegetables, preserved goods, butter and other produce is desirous of representing Canadian shippers of these goods, or would undertake the sale for their account. References furnished.

Among inquiries relating to Canadian trade received from Birmingham, Eng., are the following:

38. A firm in Great Britain wishes to get in touch with Canadian firms prepared to ship cider.

39. A firm in the Midlands wishes to get in communication with a Canadian firm who can ship quantities of eggs regularly.

42. A large firm in Great Britain doing big business with South Africa wishes to represent Canadian firms manufacturing mealie milling machinery (a cheap one already in this market), leather dressing plants, flour milling plants, wool washing plants, jam making plants.

43. A large user of flax wishes to be put in touch with a firm in Canada capable of shipping regular supplies.

The following inquiries relating to Canadian trade have been received by the High Commissioner of Canada at London, Eng.:

47. An agent with experience in the patent food business seeks to take up the English representation of a Canadian house.

49. A London house already representing a few exporters of food-stuffs to Great Britain, are seeking a few more agencies in this line.

51. A firm of commission merchants in London are looking out for some reliable Canadian shippers of produce who require representation in England.

The following inquiry relating to Canadian trade has been received from the Canadian commercial agent, Manchester, Eng.:

35. A Manchester firm dealing in all kinds of wo-denware, wooden house furnishings, box boards, crates, etc., desire to get into communication with any Canadian firm able to furnish them with these articles.

[The names and addresses of those making inquiries may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring the same will

please quote the office under which the inquiry appears and the number.]

BLENDING OF COFFEE.

THE desirable blending of coffee is a matter of discovery," says the Interstate Grocer, "and this in turn must be made by mixing the various growths of coffee, while the only test is in the cup.

"In making up blends, it is safest to blend the same growth of coffee, but it is not always possible to get the same results from the same growths.

"From what is known as the washed species of Mexican, Salvador, Hawaiian, Porto Rico, Costa Rica, Caracas and Guatemala are obtained the largest growth in the coffee bean. The most popular of these are Guatemala, Salvador and Mexican. None of these coffees will blend one with the other. It causes a conflict which seems to destroy the distinctive flavor of each. Tests made with only coffee grown under the rule of the United States Government have not proved satisfactory.

"Coffee with blights or quakers in them are not favorites, but many a good drinking coffee has been turned down on account of quakers and a poorer one taken that is free of quakers; when, as a matter of fact, tests prove that these quakers act as an absorbent for any rankness which may be in the coffee, especially Rio and Santos. A mark of Santos which has 25 per cent. of quakers may, upon testing, show up to be a very fine drink.

"Large bean coffees, such as Santos, aside from the washed qualities that have just been described, are found to be what is called a 'woody' flavor. This is frequently encountered in the very old crop, large beans, and it is a fact acknowledged by planters that the over-growth of these coffees is liable to take in the 'woody' taste of the tree, which is caused by over-development. In Santos, also in Rio, may be included Maracaibos, Natural Mexican, in fact most any unwashed coffee is liable to take on that flavor for reasons mentioned.

"The medium-sized plump bean, full-fat, and well developed, is always the best. By this is not meant that all large bean coffees are 'woody.' If they get to be two or three years old, however, they will become so to a greater or less extent. This was brought out very clearly by the crop of 1901 and 1902, which is known in Brazil as the 'Bumper Crop.'"

Quo
etc., t
agent
accur

Cook
Size 1
" 1
" 1
Poun
12-oz.
5-lb.

Dis
1 lb.
1 lb.
1 lb.

Cas
1 doz
3 doz
3 doz
1 doz
1 doz
2 doz
2 doz
1 doz
1 doz

MA
N
BANK



Name a better Jam than Southwell's, if you can.

Standard in England.
Standard in Canada.

Now is the season for it.

Send for Price List.

FRANK MAGOR & CO.,

CANADIAN AGENTS,

403 St. Paul St., MONTREAL.

How long does it take the people to recognise and appreciate a good thing?

This question has caused every manufacturer some very anxious moments when first placing some new product on the market. To such we would say: It all depends on the merit of the goods in question.

Look at the sale of Postal Orders. First year, 1881, only six hundred and forty-seven thousand were sold. Second year, 1882, four and one-half millions were used.

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

was only placed on the market last year and our sales in the last month have been more than the combined sales of the first year.

The people soon recognise and appreciate a good thing.

AMERICAN COFFEE & SPICE CO. TORONTO.

Current Market Quotations for Proprietary Articles

May 12, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, 2 ".....	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.
1 doz.....	10c.	\$0 85
2 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
4 doz.....	12-oz.	3 50
5 doz.....	12-oz.	3 45
6 doz.....	12-oz.	3 40
7 doz.....	12-oz.	4 45
8 doz.....	16-oz.	4 35
9 doz.....	2-lb.	10 40
10 doz.....	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
4 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
4 ".....	16 ".....	1 70
1 ".....	2-lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.	Per case \$4 55
1 ".....	12 ".....	
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	\$0 40
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S—

Sizes.	Per Doz.
Cleveland's—Dime.....	\$1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.....	\$2 25
---------------------------------------	--------



EAGLE BAKING POWDER

Cases of 48-5c. tins.....	\$0 45
" 48-10c. tins.....	0 75
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

Blackening.

HENRI JONAS & CO.

Jonas'.....	Per gross \$9 00
Froments.....	7 50
Military dressing.....	24 00

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"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; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

6a size.....	Per gross \$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz. \$0 40
" 5-doz. 10c.....	0 85

Brooms.

UNITED FACTORIES, LIMITED, doz. net.	
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " F, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	1 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 80
" " Lenoir.....	19 80
extra Lenoir.....	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1 Rolland.....	\$ 50 10 00
1 Delory.....	10 50
1 Club Alps.....	2

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
7-lb. cotton bags, per bag.....	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1/2-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	

1 Bromley's Coffee Essence

The best in the World.
No impurities or adulterants used in its manufacture.
Endorsed by Physicians of highest repute.
Excellent for Picnic Parties.
Admirable for the Sick Room.

2 Dr. Laing's Cream Sauce

The best Sauce and the best value in the wide world.
The result of seven years' scientific experiment and research when bought once again for its own worth.

3 Cerebos Salt

The Salt of Kings.
As a Table Salt it stands apart. It is unapproached for strength and quality.
Put up very attractively.
Should be in every good grocery store.

NOTE :

We are sole agents for these lines in Canada.
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29 Melinda St., - TORONTO

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TORONTO SALT WORKS, Toronto, Ont

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Butcher Baskets,**

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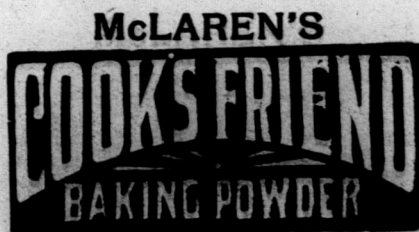
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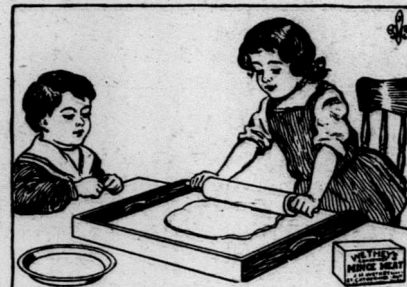
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