

PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



# QUALITY

When a salesman talks price to you—

**Ask him about QUALITY**

When he talks quantity—

**Ask him about QUALITY**

When he talks merit to you—

**Ask him about QUALITY**

That's the **STRONG POINT** in

# Colman's Mustard

# MALTA

**A Delicious Biscuit for Afternoon Teas.**

RECOMMEND IT TO YOUR CUSTOMERS.

**CHRISTIE, BROWN & CO., Limited,**  
are the makers.

THE DOMINION MOLASSES CO. LIMITED.



HALIFAX, N. S.

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

**The Dominion Molasses Co.,**

Limited

HALIFAX - - - NOVA SCOTIA.

**The Auer Gas Lamp**

"Turns night-time into day-time."

New Models. Lower Prices.

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

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

Would you buy a lamp which shows your goods in day-light colors?

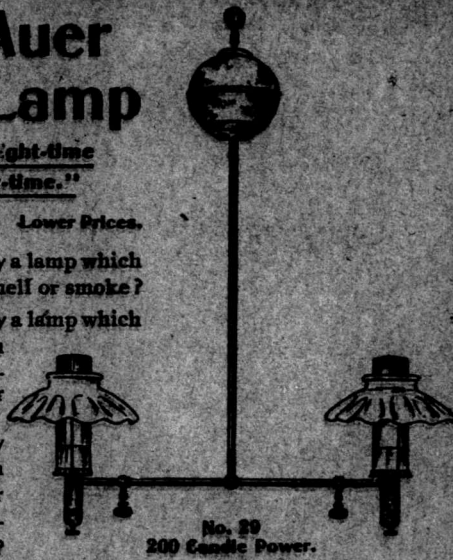
Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

**EVERY LAMP GUARANTEED**

Write for our Catalogue and Discounts.

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



**ENTERPRISE** on an article is a Guarantee of **QUALITY**

**ENTERPRISE**

**FOOD CHOPPERS**

Four Knives with each Machine

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

Sell every Day in Year  
**GUARANTEED TO CHOP RAW MEAT**

Illustrated Catalogue **FREE** Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$8.50.

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoners  
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

15 Sizes & Styles for Hand & Power, \$1.00 to \$80.00

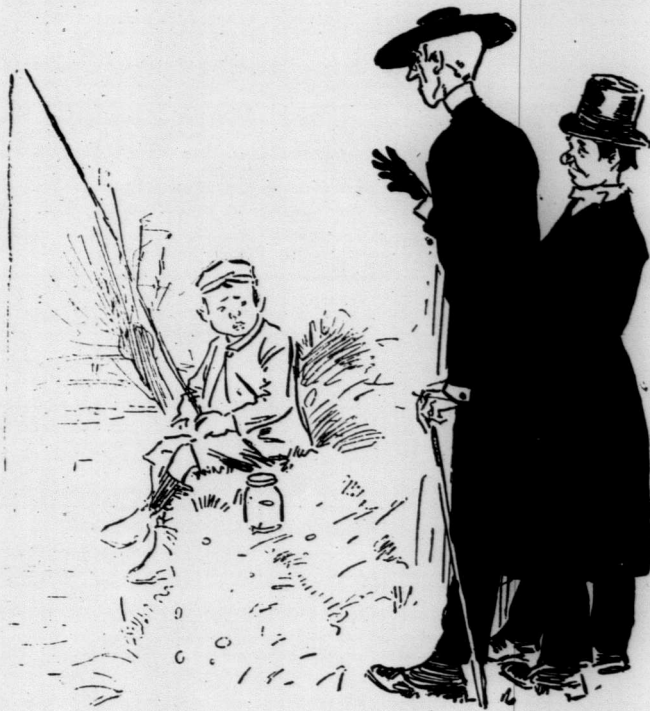


No. 2, \$3.75

New York Branch, 10 Warren Street

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

Six Months Free



## Cured and Packed Where Caught!

### "Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality and not on price. It is the Standard Brand of Canned Fish!**

**Highest Quality  
Always.**

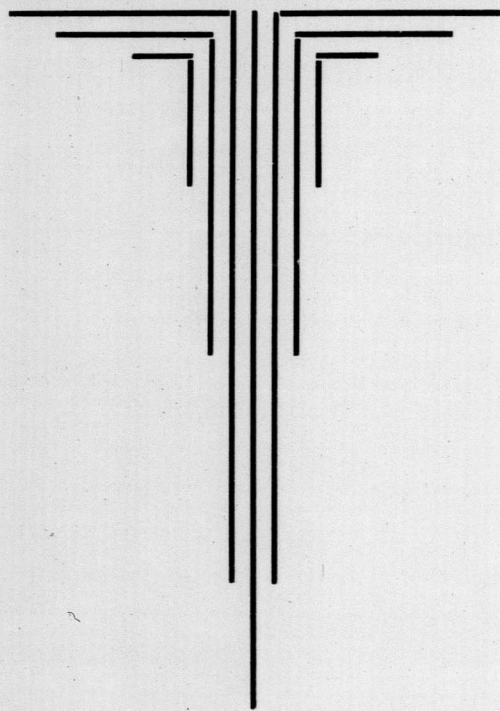
ARTHUR P. TIPPET & CO.,

8 Place Royale,  
Montreal.

Sole Agents,

20 $\frac{1}{2}$  Front Street,  
Toronto.

# THE FISH HABIT



ENQUIRE OF  
**BLACK BROS. & CO.**  
LIMITED,  
**HALIFAX.**

A. H. BRITTAIN & CO., Agents for Quebec  
and Ontario, Board of Trade Building,  
Montreal, Canada.

¶ Teach your customers to acquire it by showing them how much healthier a diet it is than meat.

¶ At the same time interest them in

**“HALIFAX” “ACADIA”**

—AND—

**“BLUENOSE” CODFISH.**

¶ Once they are interested they will become regular enquirers for one or other of these brands.

¶ It will do your customers good to eat this article.

¶ It will do your pocket good to sell it, for it is an article on which you can make a good profit.

¶ If you do not know about these fish products, let us inform you at once.

# GOOD COFFEE.

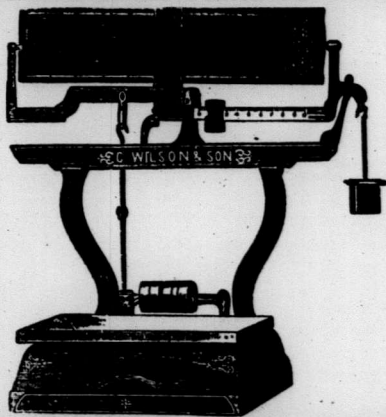
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

## S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.



### Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIR:-

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.

# Chinaware

Open stock patterns in  
**Finest Quality German**  
and  
**Haviland French**



"Rosegarland"

A fine quality open stock pattern in German China.

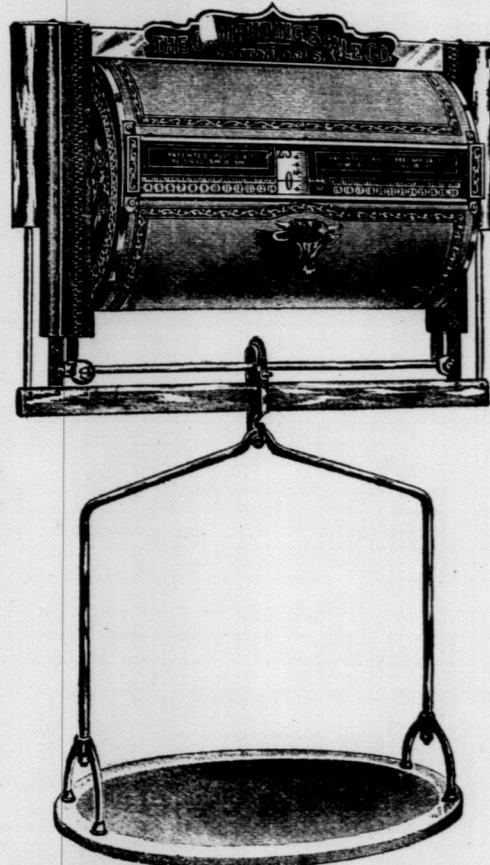
WRITE FOR PRICE LIST.

**NERLICH & CO.,**

146-8 Front St., West,

TORONTO

MONTREAL, 301 St. James St.,



A MONEY SAVER.

SOON PAYS FOR ITSELF.

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

---War or no war,

## Japan Teas

they are unsur-  
passable in  
**purity,**  
**flavor,** and  
healthfulness---

are always **fighting** for your  
interests, they are always making  
new friends for you, and holding  
old ones---

## Japan Teas

stand alone and above all others.

**RED SEAL**

**Tomato Mustard**  
**Tomato Chutney**  
**Chili Sauce**  
**Worcestershire Sauce**

**RED SEAL**

**4** delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can**.

Be a **leader**: Let your competitor **follow**. You will **have** to have them sooner or later—better, **sooner**.

**CANADIAN CANNERS' CONSOLIDATED COMPANIES**

**HAMILTON, ONTARIO.**

**LIMITED**

# How is Your Coffee Trade?

**Good, Eh!!**

Then you must sell our famous

# CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

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

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 2059

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold**  
**Water**

# STARCH IVORINE

**ASK  
TRAVELLERS  
THE PRICE**

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

# TEA ROSE DRIPS

**THE**  
**FUNDAMENTAL**  
**BASIS**

of the successful selling of Tea  
Rose Drips is the very high  
excellence of the product —  
Pure Cane Sugar Syrup.

ROSE & LAFLAMME, Agents,  
MONTREAL.



## Honest Value

is what makes

### PATERSON'S CAMP COFFEE ESSENCE

a favorite alike with  
dealer and consumer.

ROSE & LAFLAMME,  
Agents, Montreal.

**THERE  
ARE  
29  
DAYS**

in February this year.

When Father Time has been so gracious, it is the duty of all good grocers to make the best of it.

In other words, to push the sales of

# CEYLON TEA

**Black and Green.**

Their full flavor, delicious quality and absolute purity distinguish them from all others and have made them the favorite beverage of the Canadian people.

GROW RICH BY SELLING THE PEOPLE WHAT THEY WANT.

**Ceylon Tea**

**Black and Green.**

**Ceylon Tea**

**Black and Green.**



# CENTRAL Business College.

STRATFORD, ONT.

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

## Use Live Bait.

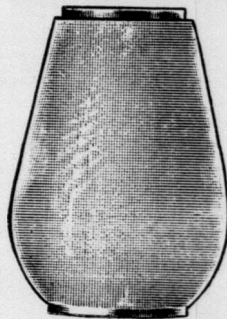
# R-O-Y-A-L S-A-L-A-D D-R-E-S-S-I-N-G

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

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

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

## ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.  
**THE SYDENHAM GLASS CO.**  
OF WALLACEBURG, LIMITED.

## If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



## 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

# LESS THE SKIN

the seeds and the fibre and you have Tomato Pulp, prepared according to "The Burlington Way." One can of Burlington equal to 3 cans Common Tomatoes. The price is the same.

Excellent for soup.

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

**The Burlington Canning Co.**  
Limited  
BURLINGTON, ONT.

## Want Ads.

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

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

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

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

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

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

Our brown and manilla wrapping papers

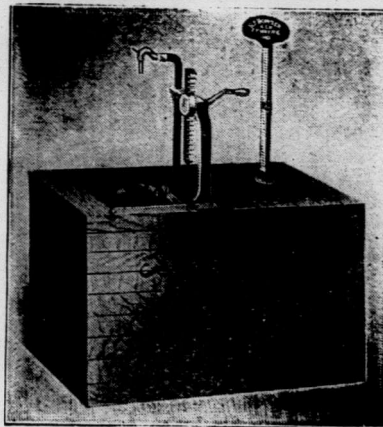
## are durable

We want to emphasize this fact because it is very important in wrapping papers. Your parcel is safe when these papers are used

## CANADA PAPER CO.

Limited  
Toronto Montreal and Windsor Mills, Que.

# ECONOMY IS CLEAR GAIN



FIRST FLOOR OUTFIT.

## So Stop Wasting Time and Oil

By using old out-of-date methods.  
Turn your present loss into gain  
by installing the

IMPROVED  
**BOWSER** SELF-MEASURING AND COMPUTING **OIL OUTFIT**

## It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

## It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

**SAVES** OIL TIME LABOR **MONEY.**

## Bowser Outfits ARE BUILT TO LAST.

THEY HAVE . . .

All Metal Pumps—Dial Discharge Registers—Money Computers—Anti-Drip Nozzles—Float Indicators—Double Brass Valves—Double Plungers—Galvanized Steel Tanks—Handsomely-Finished Cabinets—They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES.  
SEND FOR CATALOGUE "B."

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

**Messrs. Grimble & Co.**

LIMITED

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

**VINEGARS**

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

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

**I. S. WOTHERSPOON,**

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

**Sterling  
Brand  
Catsup**

is the best.

The successful grocer's motto is "best quality goods." The best quality goods naturally draws the best quality of trade, and success is assured. "Sterling" Brand Catsup satisfies the customer who is difficult to please.

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

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

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe

**STRETTON'S**

(PRIZE MEDAL)

**Worcestershire**

**SAUCE**



HIGHEST AWARD, LONDON, 1893.

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

**CANADIAN AGENTS:**

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

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

**Sole Manufacturers**

**Stretton & Co., Limited,**

**WORCESTER,  
ENGLAND.**

THIS ONE THING SURE  
WILL NEVER GO BACK ON YOU  
JAMES' DOME BLACK LEAD  
GOOD ENOUGH FOR ANYONE.

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

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—Laporte, Martin & Cie., and all wholesale grocers.

AGENTS IN TORONTO—Canada Grocers, Limited, and all wholesale grocers

THOMAS J. LIPTON, 39 Pearl Street, New York City.

<p style="text-align: center;"><b>1</b></p> <p style="text-align: center;"><b>Dr. Laing's Cream Sauce</b></p> <p>The only Sauce in the world containing Pure Grape Juice and Rich Devonshire Cream.</p> <p>Admittedly the finest Table Sauce.</p> <p>Good and permanent profits because of large and increasing sales.</p> <p>Sell the best.</p>	<p style="text-align: center;"><b>2</b></p> <p style="text-align: center;"><b>Bromley's Coffee Essences</b></p> <p>Manufactured from a blend of the finest Mocha, Java, East Indian, Costa Rica and Mysore Coffees.</p> <p>No caramel, no glucose used in their manufacture.</p> <p style="text-align: center;"><small>"Quite the best of its kind we have ever tasted."</small></p> <p>For afternoon teas and evenings. A good thing to have on hand.</p> <p>Sell the best.</p>	<p style="text-align: center;"><b>3</b></p> <p style="text-align: center;"><b>Cerebos Salt</b></p> <p>Used on the table of the Royal Household.</p> <p>Approved by the foremost British physicians for its nutritive, invigorating, nerve-restoring properties.</p> <p>Will not cake.</p> <p>Handsomely put up.</p> <p>For high-class and discriminating trade.</p> <p>Sell the best.</p>
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Sole Agents for Canada: **W. G. Patrick & Co.,** Merchants, 29 Melinda St., **Toronto**

# TEAS— That show the retailer a handsome profit.

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

**W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.**

Branch CANADA GROCERS LIMITED.

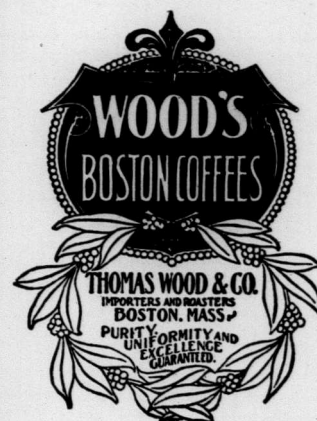
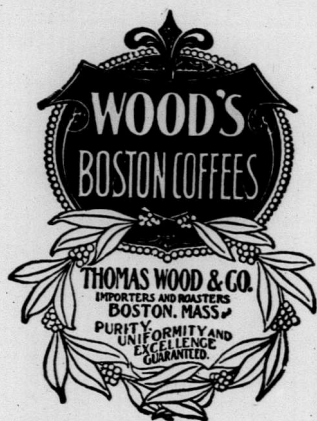
## BUILD UP TRADE

As you would build up the health of the body. Nourish and stimulate it with pure, wholesome, rejuvenating material. Avoid doubtful Nostrums. Certain standard restoratives act like magic on the human system.

## WOOD'S COFFEES

furnish a parallel in building up a robust trade. No quackery in these standard goods.

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



## Ceylon and Indian Teas

Our stock comprises teas from over one hundred different gardens, every variety of leaf and liquor, ranging in price from 14 to 65 cents. We have no bargains in **OLD TEAS** to offer, every package we sell is guaranteed 1903 crop tea or money refunded.

## WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders,

35 and 37 Front Street East, - TORONTO.

## TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

*Ask your grocer for Tartan Brand.*

Guaranteed by 

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

## PROPOSED ONTARIO BUSINESS TAX.

FOR some little time past the business men of Ontario have been manifesting quite keen interest in the new assessment act which was introduced last session of the legislature and left over a term for further consideration.

In view of an early consideration of the bill in the legislature a representative of "The Canadian Grocer" interviewed Mr. J. C. Forman, the assistant assessment commissioner of Toronto, for the purpose of getting an expression of opinion from him in regard to the bill as drafted last session, and particularly as to that part of it relating to the taxation of business houses. In effect, he said:

"Personal property will cease to be assessed when the new assessment comes into force. A loss of over \$10,000,000 occasioned by the annulment of the personalty tax and in addition, a large loss on income now assessed for taxation at 4½ mills, are to be made up by what is known as the house tax, the business tax and the income tax, respectively.

"The business tax is a tax of from 7½ to 10 per cent. on the annual value of the premises occupied by a business man for business purposes, the said annual value being ascertained by applying 7 per cent. on the assessed value of the property, i.e., on property assessed at \$10,000 the business tax on a 7½ per cent. basis is \$52.50. The civic authorities may fix the rate of taxation, but must restrain themselves between 7½ and 10 per cent.

"Merchants are liable to assessment on income derived from that other than their business. There is no exemption on this income, but the rating under the new act is from 5 to 7 mills on the dollar. In addition, every person is liable to assessment on his respective income; those in receipt of a fixed income are assessable on the excess over \$1,000. A professional man, i.e., doctor, lawyer, broker, etc., becomes liable if his income is over \$4,000, but it must be remembered that he as well as the merchant is also assessed on the annual value of premises occupied.

"The House Tax. Here there is exemption on the annual value (rental) in towns and cities, graded according to population. In Toronto, the exemption is \$245, or 7 per cent. on house and

land valued at \$3,500. Thus every dwelling of \$3,500 and under is not liable for the tax. All property over \$3,500 becomes liable after the deduction of \$245 exemption, and is assessable at from 5 to 7½ per cent. on annual value.

"This is not a heavy tax, since property valued at \$1,000 would contribute only \$2.63 at the maximum rate of 7½ per cent. on annual valuation."

\* \* \*

Since our interview with Mr. Forman, the Hon. J. M. Gibson Attorney-General for Ontario has brought down the measure in an amended form, meeting to some degree the most serious objections which had been raised by the business community. In introducing his amendments, according to the report in The Toronto Globe, Mr. Gibson opened with an explanation of the changes he proposed as compared with the text of the measure recommended by the Assessment Commission. The following was suggested as the clause defining machinery to be exempted:—"All machinery used for manufacturing purposes only, except that owned, operated or used by a person having right, authority or permission to maintain, or operate within Ontario in, under, above, on or through any highway, road, street, lane, public place or public water, any structures or other things for the purposes of bridges, tramways or street railways, or for the purpose of conducting steam, heat, water, gas, oil, electricity, or any property, substance or product capable of transportation, transmission or conveyance, for the supply of water, light, heat, power, transportation, telegraphic, telephonic or other service."

The chairman remarked that it would be a disappointment if the immense amount of machinery in Toronto would be exempted; therefore, he suggested the clause which made specific instructions that the exemptions would not apply to the machinery of street railways, telegraph, telephone and like companies.

### BUSINESS TAX SCALE.

The changes proposed in the business tax were rather revolutionary. The chairman said there was plenty of elasticity in their opportunities, but he favored a graded tax, by which the following for business tax purposes would be added to the ordinary assessment of

the following classes, and in the following proportions:—

Distillers, 125 per cent. This would work out so as to reduce somewhat the taxation hitherto paid by them.

Brewers, 100 per cent.

Wholesale merchant, insurance company, loan company or a trust company, as defined by the act; express company, land company, bank, banker or any other financial business, 75 per cent.

Departmental store or retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate premises under the same roof or connected premises, where the assessed value of the premises exceeds \$20,000; manufacturer, lithographer, printer or publisher, or hotel or club, 50 per cent. of the assessed value.

### EFFECT ON THE BIG STORES.

Mr. MacKay: Will that assess departmental stores heavily enough?

The chairman: I think it will; it will make some of them pay a good deal more than they are paying now, and will make one of them somewhat less—Eaton slightly less and the other two considerably more.

Mr. Lee: That will hit every store-keeper in the country who keeps a small store, carrying all lines.

The chairman: No; the provision respecting \$20,000 exemption was designed especially to meet their case.

The assessment of barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect, 50 per cent. of the assessed value.

The assessment of retail merchants, photographers, theatre, concert hall, curling or skating rink, or other places of amusement, boarding stable, livery or letter of vehicles or other property for hire, and restaurant, eating-house, or other place of public entertainment, or any trade or commercial business not before specially mentioned, 25 per cent. of the assessed value.

Every person carrying on business of telegraph or telephone company, or tramway or street railway, transmission of oil or water, or of steam, heat, gas, or electricity for the purpose of light, heat or power, 25 per cent. of the assessed value, other than a highway, road, street, lane or public place or water, occupied by such person exclusive of the value of any machinery, plant or

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

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

DORABLE  
3000 TONS SOLD

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

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

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

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

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

appliances erected upon, in, over, under or affixed to such land.

That, the chairman explained, would make public utility companies pay a business tax. Another provision made \$100 the minimum assessment under this business tax.

#### EXEMPTIONS ON INCOME.

The income tax was adjusted to provide exemptions up to \$1,000 of personal earnings and to \$400 in the case of income derived from other sources than personal earnings. It was provided that every person not liable to business assessment and every person liable to business assessment in respect of income not derived from the business in respect of which he is assessable shall be liable to income tax.

The chairman here pointed out a difficulty arising in the case of a secretary or manager of an incorporated company owning the most of the stock, who would pay the business tax through the company and an income tax as an individual. The result would be to encourage dissolving the company and forming a partnership.

Mr. Hoyle: There will not be a clause but will impose hardship in some cases.

The chairman suggested a clause covering the objection he noted by providing that persons personally engaged in the management of a company shall not be assessed on income.

Mr. Foy agreed that this was a wise provision, but at Mr. Hoyle's suggestion that the members "be allowed to sleep over that clause," it stood over.

#### TAX ON CORPORATIONS.

The proposed taxation of telegraph and telephone companies was next explained. In cities, towns and villages they are to be assessed on a percentage of their gross receipts. In every township they shall be assessed at \$200 for

every mile of one wire, and \$7.50 per per mile for each mile of additional wire placed or strung, with exemptions in townships from other municipal taxation, and in cities for all structures, on, over or under or fixed to any highway, road, street, lane, or public place or water.

Provision was also made for a full annual statement by the companies to the Provincial Secretary and to the municipality concerned of the gross receipts and mileage of wire in every township municipality in the province in the year past.

#### SMALL PLACES TO SUFFER.

Mr. Latchford: I think there should be a distinction between places where there is very little business and those where there is a lot of business. The result of this will be the closing up of the offices in the remote districts.

The chairman said it was true there were many little lines running into farm houses in the country. He believed the proposed provision would wipe out one of the most annoying, nagging and distressing sources of quarrel between the so-called public corporations and the municipalities.

Mr. Latchford: How would it be to make an exception in the case of remote places where the receipts are less than \$50 or \$100.

The chairman: I would sooner give the municipalities authority to reduce the assessment or exempt them.

Mr. Hoyle: The principle of the bill is a sound one.

The clause compelling employers to state the wages of all their employes receiving over \$1,000 was altered so as to include all employes.

#### TWO TAXES DROPPED.

The chairman then announced that it was proposed to drop the provisions for

a house tax and for a Provincial Board of Assessment. The bill made certain provisions for taxing the property of ordinary steam railways when running along roads or streets in a municipality, the assessment of steam railways in respect of right of way, and so on.

It was the intention of the Government that a very substantial addition to the tax of railways to the province should be passed at the present session. With that provision and the one for the telephone company's tax there did not seem to be any necessity for the Provincial Board. They had considered the matter fully, and there did not seem to be any necessity for trying to get at such an intangible thing as a special franchise.

The chairman then quoted sections from the Assessment Act passed within the last two or three years, which he desired to have incorporated. The principal clause was that providing that the property of companies having structures on the public highways be assessed at their actual cash value. Provisions were also read to make it incumbent on railways to forward each year full returns of their mileage, lands, vacant lands, etc.

#### HARD ON VEGETARIANS.

New York vegetarians are having rather an expensive season in supplying themselves with food, says a despatch from Gotham. All kinds of green vegetables are high in price and scarce in quality, owing to the long continued cold and people in ordinary circumstances have been compelled to fall back on canned goods. Spinach costs about as much as mushrooms do ordinarily. Lettuce is fifteen cents a head while celery, peas, beans and strawberries, all of which generally are plentiful in the markets, are now almost unobtainable.

# Burnett's Coffee Clearer.

The best article for settling Coffee. We sell at \$1.15 per doz. Will mail 1 dozen, charges paid, at \$1.20.

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

If you have not received Prices and Samples of

## "BLUEOL"



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

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

**Manufacturers,**

**MONTREAL.**

Established 1857

TO OPEN 1st to 15th FEBRUARY.

# James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

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

**LLOYD T. MEWBURN,  
MANAGER.**

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

**FISH**

**FISH**

**FISH**

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

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

PROMPT SHIPMENT GUARANTEED

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

# ROCKEFELLER SAYS

## "EAT CHEESE!"

In a recent interview, John D. Rockefeller spoke as follows:—"Do you know that I recently read an article by a well-known scientific man to the effect that cheese is an excellent article of diet? I wish that I had read that article a long time ago. I had been afraid that cheese had a tendency to produce indigestion, and for that reason never touched it. Now, I find that its effects are directly contrary, and I eat a great deal of it and find that it agrees with me. Take my advice, eat cheese, eat slowly and have out-door exercise and you will enjoy good health."



**MacLAREN'S IMPERIAL**

scored 100 points in excellence at the World's Fair at Chicago.

**MacLAREN'S IMPERIAL**

is a perfect food. It has triumphed at many other exhibitions.

Tell your customers to eat Cheese, but make your advice perfectly safe by recommending

## MacLAREN'S IMPERIAL

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,  
 Manufacturers and Agents,  
 51 COLBORNE ST., TORONTO, ONT.

### Business Changes

#### ONTARIO.

THE premises of the Barnesdale Trading Co., grocers, Stratford, have been damaged by fire; loss partially covered by insurance.

A. Boyer, miller, Greenwood, is dead.

J. Robinson, grocer, Toronto, is dead.

W. Kinsman, grocer, Toronto, is dead.

J. Humberstone, grocer, Wingham, has sold out to Rogers & Co.

The stock of J. Davies, confectioner and fruit dealer, Ottawa, has been sold.

N. F. Yeo, grocer and crockery dealer, London, has sold out to Barber & Lovell.

The premises of R. McDiarmid & Co., general merchants, Carleton Place, have been damaged by fire.

T. D. Loney, general merchant, North Bay, has assigned to J. Bradford; meeting of creditors announced for 5th inst.

The business of M. W. McKenna, confectioner and proprietor of a restaurant, Owen Sound, has been advertised for sale.

J. A. Brouse, wholesale fruit-dealer and men's furnisher, Ottawa, has sold his stock of men's furnishings to Gervan & Co.

Lalonde & Lalonde, general merchants, Plantagenet Springs, have changed the style of their firm name to that of J. A. Lalonde.

F. Perschbacher, tobacconist and dealer in sporting goods and shoes, Chesley, has assigned to R. J. Lillico. Meeting of creditors announced for 6th inst.

#### QUEBEC.

J. St. Pierre, grocer, Montreal, has registered.

T. F. Mace & Co., grocers, Montreal, have registered.



**THE CANADIAN GROCER**

The Royal Blend Tea Co., Westmount, have registered.

A. Lapiere, general merchant, Con-trecoeur, is dead.

A. S. Beaune, grocer, Huntington, has assigned to Gagnon & Caron.

J. Hope & Co., wholesale wine deal-ers, Montreal, have registered.

W. Lafortune & Co., grocers and liquor dealers, Montreal, have registered.

The Paris Soda Water Mfg. Co., Mon-treal, have dissolved partnership.

R. Massicotte & Frere, cheese manu-facturers, St. Casimir, have registered.

T. S. Williamson & Co., wholesale

produce dealers, Montreal, have regis-tered.

T. Lefebvre & Co., importers of coffees, spices, etc., Montreal, have reg-istered.

The assets of J. T. Paradis, general merchant, St. Anne de La Perade, have been sold.

E. Roy, grocer, Quebec, has assigned, and V. E. Paradis has been appointed provisional guardian.

J. Vaillancourt, confectioner, Quebec, has been partially burnt out. Loss covered by insurance.

Chapdelaine & Dussureault, grocers and boot and shoe dealers, have started in business in Montreal.

A meeting of creditors of Rabinovitz Bros., general merchants, St. Guillaume D'Upton, has been announced.

The stock of N. H. Turcotte, general merchant, St. Eulalie, has been sold at 71c. on the dollar to G. D. Therien.

Lockerby Bros., wholesale grocers, Montreal, have dissolved partnership and registered as Lockerby Bros., Limited.

Shapiro Bros. & Yellin, traders, Mon-treal, have dissolved partnership and Shapiro Bros. have registered their partnership.

Kent & Turcotte have been appointed curators to M. Desileta, grocer, Grand Mere. His stock is being offered at 60c. on the dollar.

**NOVA SCOTIA.**

M. McDonald, general merchant, Port Hawkesbury, has assigned.

J. D. Cameron, grocer and hotel-keeper, Maban, has assigned.

Consent has been registered for A. R. Ham, grocer, etc., Mahone Bay, to do business under above style.

Declaration of partnership has been registered for C. Savage, E. A. Thomp-son, and J. C. Grasier, all of Head of Amherst, to do business under the firm name of the Amherst Cigar Co.

**NEW BRUNSWICK.**

C. Fawcett, Sackville, has advertised his steam cornmeal and feed mill for sale.

J. F. Brownell, general merchant, Baie Verte, has been succeeded in busi-ness by Dunfield Bros.

W. F. Hathenay & Co., grocers and tea merchants, etc., St. John, are ap-plying for incorporation, capital to be \$75,000.

The stock of the estate of F. A. Phillips, general merchant, Bristol, is advertised for sale by tender closing February 13, 1904.

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

S. M. Jean, grocer and shoe merchant, St. Boniface, has sold out to C. Couture & Co.

T. E. McGirr, general merchant, Mor-

den, has assigned; meeting of creditors announced for 4th inst.


The premises and stock of J. Bucknold & Co., general merchants, and of S. Hanford, general merchant, both of Dauphin, have been damaged by fire; loss partially covered by insurance.

**BRITISH COLUMBIA.**

P. H. Kelliher, fruit dealer, Grand Forks, is dead.

A. A. Claake, general merchant, Cam-borne, has assigned to C. B. Hume.

Emden & Legrand, grocers, etc., Van-couver, have been succeeded in business by G. Picken.



A trial will convince  
you that

**Upton's  
Preserves**

are the finest in  
the land.

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

**COCOANUT**

**Featherstrip,  
Shredded,  
Dessicated.**

**BARRELS, HALF-BARRELS,  
PAILS and TINS.**

**Finest Made,  
Lowest Price.**

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

## Fresh and Cured Fish

### The Nova Scotia Fisheries.

**M**ERCHANTS engaged in handling the various products of our Nova Scotia fisheries, according to the recent annual report read before the Halifax Board of Trade, had a year which may be described as one partly satisfactory and partly disappointing. The somewhat large supplies of dry fish on hand at the beginning of the year were marketed steadily throughout the first six months, and gave fair returns on their moderate first cost. On the return of the banking fleet from their spring voyages, it soon became evident that the quantity of fish secured by them was below the average, and prices at once advanced.

It was not until later that the very heavy shortage in the landings of our fishing vessels became so marked. Reports from the fleet through the summer were poor, and when arrivals from the summer voyage took place it was found that they had only secured trifling fares and that the total shortage was fully 100,000 quintals.

Besides finding fish very scarce on the usual fishing grounds, the catching of any was much hampered by lack of bait, and this board cannot too strongly urge the Dominion Government to continue their policy of assisting in the establishment of freezing plants for the storage of bait.

With such a light supply of bank codfish, the volume of trade during the last few months of the year has been seriously curtailed. Arrivals from Newfoundland and Gaspé were about an average quantity, but the stock of fish available in Nova Scotia, at the close of 1903, is the smallest for many years.

Owing to this partial failure prices have been on a very high basis, and much business lost to Halifax, owing to Newfoundland being able to supply the goods more cheaply.

The other kinds of fish on which our export trade depends have also been in light supply. Mackerel were taken in fair numbers in some localities, but on the whole the quantity secured was small. Herring were even more scarce than other years, but few having visited our shores, where formerly large numbers were taken during the autumn months.

### Crabs are Fastidious.

**T**HE crab is the Beau Brummel of crustaceans, and no living creature gives so much attention to its wearing apparel, writes a Maryland correspondent to the Washington Star. Compared to him in this regard the extreme dude leads a careless and easy life: If he were a member of the human family his tailor's bills would consume his entire earnings. From the time he leaves his shell he passes through more frequent transformations than probably any other member of the animal kingdom. On emerging from the egg he looks somewhat like an impossible combination of those omnipresent products of New Jersey—the flea and the mosquito.

To speak more definitely, he has a flat, irregular shaped body, with a long proboscis, a long tail, long swimming appendages, with spine-covered, toe-like branches at the ends, with small eyes fixed flat on top of the head. He is not handsome, but decidedly dressy. At an early age he begins to shed his skin, and having accomplished this feat several times he begins to grow at a rapid rate. Being ready to begin business as a crab he abandons swimming as a profession and takes to the bottom, goes foraging along the shores, or attaches himself to the floating seaweed. The crab literally grows by shedding. As fast as his garments grow too small for him he casts them off and comes out in a new suit. After he reaches the edible size he sheds once a month, and men who make a business of raising crabs say there is no regular time for shedding. When his full growth is attained he ceases to shed, and indications are not wanting that he reaches a ripe old age, as specimens have been taken with full-grown barnacles and oysters attached to their shells. After a crab sheds he is the soft-shell crab, so suitable for frying and so dear to the heart and palate of the epicure. A crab approaching the shedding process is known as a "peeler," "shedder" and "buster," and unless the crustacean is taken in hand immediately after shedding it quickly becomes a hardshell and as such does not possess the market value of a soft-shell.

There is nothing so difficult to properly prepare for shipping as a box or crate of crabs of the soft-shell variety. They must be handled with the greatest care, for if one should die while being

shipped the chances would be that the entire crate would be spoiled. Crabs are classed as "culls," "medium" and "prime," and the crates in which they are packed for shipment are provided with trays in which the crustaceans are placed between layers of shaved ice and soft seaweed. The weight of a piece of ice as large as a pea on the head of a soft crab will cause its death.

Owing to the immense amount of phosphorus in crab meat it has been found difficult to can it so that it will keep well, and on this account the larger part of the crab meat is shipped in buckets and tubs to the larger cities.

Hardshell crabs are not troublesome or expensive to ship, it being found that they can be dumped into sacks or boxes like potatoes or corn. It takes a great deal of knocking around to kill a hardshell. The average gross price per hundred for hardshells is 60 cents.

### Reflections of a Fisherman.

To bait, or not to bait—that is the question.

Whether 'tis nobler in the man to leave  
The streams and shallows to untroubled  
roach,

Or to take arms against a sea of fishes,  
And, with a worm, to hook them? To  
try for bleak:

No more; and, for those bleak, to say  
we end

The heartache and the thousand un-  
natural shocks

That fish is heir to—'twere a consol-  
ation,

Doubtless to the fish.

To try for bleak;

For bleak! Perchance for bream—(ay,  
there's the rod!)

For in the flowing streams what fish  
may come,

When we have thrown about our endless  
coil

Of well-waxed line? There's the sport  
That makes the rapture of the fisher's  
life.

For who could see the gay and glist-  
ning fish—

The tempting perch, the fat and flabby  
roach,

The shoals of happy dace, the stately  
jack,

The insolent young salmon, and the eels  
Float and flourish in the royal Thames.  
When he himself might his own break-  
fast get!

With a mere fish-hook?

Who would fardels bear,

To sit and wait under a dreary sky,  
But for the hope of something biting  
soon,

The undiscovered worm, from whose  
hook

No nibbler returns?

Settled, the question,  
For we would rather catch those fish  
ourselves,

Than leave them for others that we  
know not of!

—English Fishing Gazette.

# THE OLD RELIABLE!



—this is the **most popular** brand of  
Coffee in the Dominion.

It matters not what the state of the  
market is, this Coffee is **always the Best.**

## Chase & Sanborn,

The Growers and Importers,

- - -

MONTREAL, P. Q.

# Let's Talk it Over!

That we are all in business for WHAT THERE IS IN IT, is an accepted fact.

Now have you got any "**BEE**" BRAND GOODS away up on the top shelf, where you have to break your neck getting at them, or away back in the back store, or under the counter out of sight and out of mind until next stock-taking? If so, haul them out and bring them down, for

### THERE'S 40% IN IT FOR YOU IF YOU DO,

over and above your usual profit.

Our travellers sold you these goods knowing well their merits, and with full knowledge and faith in them, and these goods are good and will prove sellers if you will brush them up and just give them a little help for big pay. Send for our illustrated catalogue on profit-sharing, or take advantage of our offer herewith:

Order through your wholesaler or

**Snowdon, Forbes & Co., Selling Agents,**

449 St. Paul Street,

MONTREAL.

#### ORDER AS FOLLOWS:

2 cases	Starch	64	12-oz. pkgs.	.....	\$10.00
3	"	96	10-oz. "	.....	8.25
1	"	60	5-oz. "	.....	2.25
1	"	48	10-oz. "	.....	3.25
1	"		Bkg. Powder 24-lb. tins	.....	4.50
1	"		Coffee 30-lb. tins, or 15		
			2-lb. tins.....		9.00
					\$37.25

One 20-Year Gold-Filled Case Watch, Guaranteed by  
P. W. Ellis Co., Free.

## DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

### Quebec to Develop Butter Industry.

**S**PEAKING to the Quebec dairymen at Sherbrooke last week the Hon. Sidney A. Fisher quoted from the census to show the enormous progress that had been made in the dairy industry in Quebec and in the Dominion at large.

In 1891, he said, the manufacture of butter and cheese stood eighth among the industries of Canada. In 1901 it stood third, being exceeded only by that of lumber and flour. In 1901 the lumber business of the country amounted to \$60,000,000; flour, \$31,000,000; and dairy \$29,000,000. In Quebec province in 1891 there were 728 factories, in 1901, 1,992 factories. The value of the products in the province of Quebec increased from \$3,000,000 to \$13,000,000, and in Ontario from \$7,569,000 to \$15,000,000. The dairy industry doubled in Ontario. It quadrupled in Quebec. Ontario in 1901 produced in cheese \$13,110,000 and in butter \$1,527,000. Quebec produced \$4,916,000 in cheese, and \$957,000 in butter. This showed that the people of Quebec found butter making more profitable. The dairymen of Quebec should strive to make their butter better. Canada was first in the English market in cheese. She sent to the mother country 70 per cent. of all the cheese she imported. Ontario had made the cheese industry almost perfect. Why, he enquired, do we send only 7 per cent. of the butter imported by the mother country? It was on the dairymen of Quebec that the responsibility in this connection lay. Quebec was responsible for Canadian butter. They should make the butter trade what Ontario had made the cheese trade.

### Our Cheese in South Africa.

**M**R. G. VALDER, the commercial agent of New South Wales in South Africa, has sent home a detailed report on the import trade in cheese, says the Commercial Intelligence of December 23rd, 1903.

"The Gouda, or Flat Dutch, is," he says, "the kind preferred, the sale of Edam, or round Dutch, being very small in comparison. These cheeses usually

weigh from 9 to 12 lbs. each, and this size seems to be preferred, although he saw one good brand the cheeses of which weighed about 18 lbs. each. These are all packed four cheeses in a case and in one layer. Dutch cream cheeses of about 2 lbs. in weight packed in the same way but with a larger number in a case, are also imported; but the sale is not large.

"I have heard that it is the intention of some of our cheese makers to attempt the manufacture of Dutch cheese; and provided it can be turned out equal in quality to the article imported from Holland, there would be a good prospect of a big trade for it here. Canadian cheese is very popular throughout South Africa, being of good even quality and keeping well. Much of the cheese imported from England is Canadian. Each cheese, which usually weighs from 60 to 70 lbs., is packed separately in bentwood cases; and each case is sewn in strong sacking. This method of packing has also proved very satisfactory. Prices of late for this cheese have varied from 10d. to 1s. per lb., i.e., 7d. to 9d. net. It might also be advisable for our cheese makers to consider the question of putting up cheese in tins for export to this market. Of late a considerable trade has been done in tinned Dutch cheese. This class is usually put up in 12 oz. tins.

"Colored cheese is generally preferred. For Cheddar cheese, Mr. Valder recommends sending cheese of from 20 to 30 lbs. in weight in preference to the larger sizes. The only complaint that he was that the size was too large for most of the storckepers."

### Manitoba Live Stock and Dairy.

The Manitoba Live Stock and Dairy Association convention opens in Winnipeg on the evening of Monday, February 22nd, and closes the following Saturday with a visit to the different abattoirs and packing houses. From three to nine meetings a day will be held so that the whole business of the convention may be held within the week, instead of spreading it over ten days as last year.

### New Zealand Butter.

**C**ANADIAN butter suffers to some extent by comparison with that from New Zealand, but, says Mr. J. A. Ruddick, chief of the dairy division: "The comparison is really not a fair one, because New Zealand butter is all grass butter, and it arrives fresh in Great Britain during our winter season, so that any Canadian butter which comes into direct competition with it must necessarily be winter made or held summer stock. New Zealand butter, however, has a reputation in England for keeping quality, and it will be of interest to Canadians to learn how that reputation has been acquired. In the first place, having no natural ice, the majority of the creameries are equipped with mechanical refrigerating machines. Their creamery refrigerators are kept fairly cold, but they have no refrigerator cars such as we have. The secret of their success is that butter is shipped from the creameries twice a week to cold storage, where it is immediately placed in a chamber at ten degrees and held there until forwarded to England. It must be at least four full days in store before it is shipped to give time for a thorough freezing to the center of the package.

Although the butter is sometimes carried several hundred miles to the London steamer, its temperature must be below freezing point of water; otherwise it will be refused and sent to cold storage to be re-frozen. The temperature in the chambers of the steamer is about 10 degrees. It is placed in the steamer with the frozen mutton, which must be kept at a low temperature. It is easy to understand that butter handled in such a manner, although it is two months old when it reaches the market, will have more life in it than some of our butter, which has been held two or three weeks in a creamery at a temperature of 40 to 50 degrees. If our creamery owners and patrons expect to compete with the Danes, who are so close to the market, and with the New Zealanders, who employ such low temperatures almost from the day their butter is made; it is time they were making a more serious effort to improve matters at their end."

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company,

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

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



We control the product of

**"The Charlottetown Preserving Co."**

Pure Fruit Jams,  
Canned Fruits, etc.

## TO THE TRADE

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

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

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

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

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

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

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

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

Kidney Stew,

Mutton Broth.

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

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

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

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

## Fresh Sausage and Brawn

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

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

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

## Our English Brawn

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

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

**Order Sample Case.**

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

RETURNED  
FEB 26 1906

*To Owner  
at Bond 47  
1868. Page 1  
W.S.C.*



1904.

## Matthews' Rose Brand

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

The George Matthews Company, Limited.

CORRESPONDENCE SOLICITED.


### GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . .

- Flagic Baking Powder.
- Gillett's Perfumed Lye.
- Imperial Baking Powder.
- Gillett's Cream Tartar.
- Royal Yeast Cakes.
- Gillett's Flammoth Blue.
- Flagic Baking Soda.
- Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.  
(ESTABLISHED 1852)

**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 situation in the provision trade can best be described as quiet. There is little demand ordinarily at this time of the year and the severe weather and impassible state of the roads have further aggravated matters as a result there has been a general weakening. Long clear is off a half cent, as are also backs. Heavy mess and short cut show a decline of 50 cents and shoulder mess of a dollar. Lard is down again, and one would think about as far as possible. It is so low that no call for compound is met at all. The fresh meat market is active this week. Beef remains the same but a wider range than usual is quoted in lamb. We quote:

Long clear bacon, per lb.	\$ 0 08	\$ 0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 11	0 13
Medium hams, per lb.	0 12	0 12 1/2
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Backs, per lb.	0 13	0 13 1/2
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 00	14 50
Lard, tierces, per lb.	0 07 1/2	0 07 1/2
" tubs	0 07 1/2	0 07 1/2
" pails	0 07 1/2	0 08
" compounds, per lb.	0 07 1/2	0 07 1/2
Dressed hogs, light weights, per 100 lb.	6 20	6 20
" heavy	6 00	6 00
Plate beef, per 200-lb. bbl.	10 50	10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	10 25
Veal	6 00	9 00

**Butter**—A very fair demand for creamery is reported and consumption is keeping a fair ratio to production. The quality of dairy coming forward however, is not the best and only a very ordinary demand is met. As a result there is accumulation on all hands and surprise is expressed in some quarters that the price keeps up to its present level. The outlook is not particularly encouraging considering the absence of export demand, and on the whole an easier feeling must be recorded. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

**Cheese**—The situation is quiet. Holders are waiting developments and expecting an advance. Firmness at present quotations will probably represent local conditions. We quote:

	Per lb.	
Cheese, large	0 10 1/2	0 10 3/4
" twins	0 11	0 11 1/4

Montreal.

**Provisions**—Prices have ruled steady during the week, under an improved demand from both local and country buyers. The trade in dressed hogs was also fairly good, the demand from butchers for small lots creating some activity. Fresh killed, abattoir dressed hogs remained at \$7.25 to \$7.75 per 100 lbs., and country dressed were quoted at \$6.50 to \$7 per 100 lbs. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	17 50	18 00
American fat back	18 00	18 00
Bacon, Wiltshire, per lb.	0 13	0 13 1/2
Extra plate beef, per bbl.	11 50	12 00

Lard—"Boar's Head" brand, tierce basis	0 07 1/2
Carloads, less	0 00 1/2
20-lb. tin pails, tierce basis	0 00 1/2
Half-bbla., over tierce	0 00 1/2
30-lb. tubs	0 00 1/2
20-lb. wood pails	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01

Wood net, tin gross weight—	Wood. Tin.
1 to 25 pails	1 58 1 48
26 to 49 pails	1 55 1 45
50 pails and over	1 53 1 43

**Butter**—There is no export demand at present. Those who were holding Fall butter in expectation of a better demand after the holidays have become a little uneasy, and are now more anxious to sell than they were ten days ago. The majority of creameries have closed for the Winter, so from this forward lighter receipts are expected of fresh made goods, and there will be a falling back on old stock. Summer goods are off flavor pretty much, and are now selling at 19 to 19 1/2-2c. Fancy Winter creamery is also lower. We quote:

Fancy Winter creamery	0 19 1/2	0 20
Summer goods	0 19	0 19 1/2
Dairy rolls	0 16	0 17
" tubs	0 14	0 15
Finest Fall made	0 20	0 20 1/2
" fresh prints	0 21	0 22

**Cheese**—The cheese market is firm in tone, as, though holders are trying to meet prices, the goods are in strong hands which can maintain quotations. Mediums and good useful or late ends are quoted at 9 3/4 to 10c., October make at 10 1/2-2c., and September make at 10 7/8 to 11c. The market is steady to firm. There has been a heavy decrease in stocks on this side, and larger shipments are now going forward, with some goods changing hands. Holders are looking for a firmer market.

London Provision Markets.

Thomas Nesbitt & Co., writing from London, Eng., under date of January 18th, say:

Weather damp and foggy. Business generally quiet.

**Butter**—Market dull and prices easier. Colonial supplies are still heavy.

**Bacon**—Irish 2s. dearer, Danish least about 1s. higher. Fat selections rather lower, and difficult to clear.

**Hams**—In limited request.

**Lard**—Bladdered quiet. Pails and boxes American in more demand.

**Eggs**—Market quiet at reduced prices.

**Cheese**—Trade quieter at late rates.

Canadian Provisions 1903.

The exports of Canadian provisions to Britain for 1903, in all lines except butter, show striking increases over 1902. Bacon especially has done well with an increase of 22,709,344 pounds, and cheese with 15,521,744 pounds, while hams are well in the running with an increase of 3,759,504 pounds.

The decrease in butter is no less than 11,233,712 pounds. New Zealand seems to have captured the trade.

To the Wholesale and Jobbing Trade:

WE OFFER IN CARLOAD LOTS

Macaroni, Vernicelli and Fancy Pastes, at lower prices than you have been getting heretofore. The goods, too, are superior to anything imported.

Packed in handsome air-tight 1-lb. packages; also in 5, 10 and 20-lb. boxes, bulk.

Send for Samples and Price List.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.

CHATHAM, ONT.

Rooms Brushes Baskets

Butter Ware Butter Paper Butter Tub

Wooden are flow are

Walter Woods & Co.

Hamilton and Winnipeg.

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

# Mrs. Dooley

has to charge a fairly good price for her soap, just because it is a good soap.

But since she hasn't a fortune to spend on advertising, she can afford to sell her soap at less than the big soap makers.

The grocer will appreciate this fact.

## Mrs. Dooley's Laundry Soap

costs him about 10% less than his other five-cent bars. And of course he gets this 10% in his sales. 10% extra profit is much to be desired.

### Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots	3 70	
5 " "	3 60	2 15
10 " "	3 50	2 10
25 " "	3 40	2 05

FREIGHT PREPAID ON 5 BOX LOTS.

On the score of price Mrs. Dooley feels that she will get the assistance of the grocery trade in putting her soap on the market.

THE  
**Metropolitan Soap Co.**  
LIMITED  
TORONTO.

### Quebec Dairymen's Officers.

At the annual meeting of the Quebec Dairymen's Association at Sherbrooke last week the following officers for the ensuing year were elected:

Honorary Presidents—Hon. S. A. Fisher, A. Turgeon, J. A. Vaillancourt. President—C. H. Parmalee.

Vice-President—Charles Milot.

Secretary-Treasurer—M. E. Castel.

Directors—Arthabaska, P. Veilleux; Beauharnois, Robt. Ness; Bedford, E. Lepine; Charlevoix, D. Simard; Chicoutimi, Jos. Girard; Iberville, S. J. Roy; Joliette, J. P. Archambault; Kamouraska, Chas. Prefontaine; Montmagny, E. Cote; Montreal, R. E. Scott; Ottawa, J. B. A. Major; Quebec, U. Gar-

speaking the continued patronage of his customers for his sons.

### CONVENTION OF SALESMEN.

THE 6th annual convention of the salesmen of S. F. Bowser & Co., Inc., Fort Wayne, Ind., manufacturers of the Bowser self-measuring oil tank, was held last week at the firm's office. Over seventy salesmen from all parts of the United States and Canada were present and participated in the discussions and all the salesmen were fully informed regarding the latest improved outfits. The convention lasted for three days and terminated with a banquet Friday evening at the New Aveline hotel. The



Officers and Managers of S. F. Bowser & Co.

neau, Richelieu, A. Denis; Rimouski, A. Michaud; St. Francois, Rev. Mr. Char-est; St. Hyacinthe, Jos. Morin; Terrebonne, Rev. J. A. Vaillancourt, and Three Rivers, M. Desmarteau.

### New Firm Under Old Name.

"The Grocer" has at hand a circular from St. John, N. B., announcing the formation of a co-partnership including Aquila D. Hopkins, G. A. Stanley Hopkins, and Frank B. D. Hopkins, for the purpose of continuing under the old firm name of John Hopkins, the business of manufacturing meat products and dealing in meats and provisions carried on for nearly forty years by their father Mr. John Hopkins, who now retires be-

menu was all that could be desired, the toast list long and the responses most witty.

The menu card was especially gotten up as a souvenir, the first page showing portraits of the officers and managers. The entire convention was a most interesting and enjoyable affair and the salesmen go to their respective territories more enthusiastic than ever regarding the merits of their goods.

Messrs. Bowser & Co. state their present line is far in advance of anything they have ever offered and absolutely the best that years of practical experience, the best of material and workmanship can produce. They show one style of their outfits in their display ad in another column of this issue.



# CATSUP

OUR  
FAMOUS



WE HAVE JUST ONE CARLOAD TO OFFER—so you will do well to get your orders in early.

**QUALITY.**—The QUALITY is fully equal to the standard of our "ANCHOR" brand products,—  
"the best that can be produced." We could speak volumes about its quality, but it's  
sufficient to say that in COLOR, FLAVOR and CONSISTENCY it cannot be improved upon.

**QUOTATIONS.**—Our quotations are astonishing low considering quality. It's im-  
probable you will hear of lower figures, but we know

ITS EQUAL IN VALUE IS NOT ON THE MARKET TO-DAY.

LETTER  
ORDERS  
RECEIVE  
PROMPT  
ATTENTION.

"ANCHOR" Brand CATSUP—2-lb. tins, cases 2 doz.	65c. per doz.
10-oz. Corked Bottles, " 2 "	95 " "
Screw-top Pint Bottles, " 2 "	\$1.25 " "
QUART BOTTLES, " 1&2 "   bbls, 4 "	1.50 " "
SPECIAL—Good brand—2-lb. tins—cases 2 "	55 " "
quality guaranteed—SPECIAL 5-CASE PRICE,	

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

*cut book 15  
page 51  
and*

## NO METHOD IN DISTRIBUTING HONEY.

THE annual convention of beekeepers of Brant and adjacent counties opened in Brantford Tuesday, and a number of important questions were considered. President Edmanson dealt with the matter of over-production of extracted honey, and attributed the fault, not to a surplus of honey on the market, but to a lack of care in distribution, claiming that the larger cities were flooded while smaller towns were entirely overlooked.

A resolution was passed, calling on the Government to appoint lecturers specially qualified to speak on the bee industry at meetings in connection with Farmers' Institutes.

It was the opinion of the convention that there is a growing market for honey in Manitoba and the North-West, and that producers should note conditions in that section. There is a scarcity of comb honey at present, but producers are warned not to meet the other extreme by producing too much next season. The convention unanimously opposed the introduction of "clunk" honey into the Canadian market, as a mixture of broken combs and extracted honey tends to adulteration.

Particular attention was paid to a development of local markets, and the delegates at length declared in favor of a house-to-house canvass on the part of producers. In this way the honey will be sold direct by the producer to the consumer at a reasonable profit.

## VIRGINIA PEANUTS EXCITED.

"The market in Virginia is wild and excited over farmers' peanuts," said a prominent handler of peanuts the other day. "There has been a further advance in the price of hand-picked, making them cost 5½c. in New York. Virginia jumbos in the shell are scarce and hard to get. They are selling in New York at 7½c. to 8c. Virginia shelled also are scarce and higher, and all indications point to a further advance in the near future."



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page 15  
and*

## ARGUMENTS—

The only argument you need to decide is whether or not you need a COFFEE MILL.

If you decide you need a mill there is no room for argument about which mill you should purchase, as all points—STYLE, RUNNING EASE, CAPACITY and DURABILITY—are in favor of

## THE "National"

SOLE AGENTS IN CANADA :

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

**WHOLESALE GROCER HONORED.**

THE elections of the Montreal Board of Trade held January 27th resulted in placing on the Council of the Board, among others, Mr. Albert Hebert, of the firm of Hudon, Hebert & Cie., wholesale grocers.

As intimated a few weeks ago by "The Canadian Grocer" when nominations were placed for the Board, Mr. Hebert was listed as a likely winner on the ticket and it is with pleasure that we record his election. Mr. Hebert is recognized as a business man of large and progressive ideas, energetic to a degree and ever alive to all matters pertaining to the growth, development and advancement of the city's commercial interests, and the Council of the Board of Trade is undoubtedly strengthened by his election. Mr. Hebert was the nominee of the Grocers' Section and the fact that he stood high up in the list of members selected, shows his candidature to have been generally endorsed by the members of the Board of Trade.

**THE COFFEE INDUSTRY.**

Coffee plantations are said to number about 50,000 distributed in America,

Asia and Africa, says the Tea and Coffee Trade Journal. They produce two billion pounds of coffee each year.



Mr. Albert Hebert.  
Of the firm of Hudon, Hebert & Cie., recently elected to the council of the Montreal Board of Trade

This represents a trade of about \$255,000,000 annually. There are over three

and a half million acres of land now producing coffee, and the investment is said to equal nearly \$1,500,000,000.

The industry employs two millions of people, and the average selling price is nearly 9 cents. Low prices have prevailed for some years past.

**BISCUIT COMPANY ASSIGNS.**

The assignment of the Pett & Sons' Company, Limited, of Walkerton, Ont., was made last week. The business was established by H. F. G. Pett & Sons about four years ago for the manufacture of biscuits and confectionery. In July last the town granted the firm a bonus of \$5,000, at which time the factory was enlarged.

A year ago the concern was incorporated as a joint stock company under the name of Pett & Sons' Company, Limited. The assignment has been made to Sarah G. Pett. No statement has been made, but the liabilities will be heavy.

**BRANTFORD GROCERS.**

The Brantford Grocers' and Butchers' Associations are making arrangements for their annual banquet which is to be held some time in February. The exact date and place have not as yet been decided upon.

*"The Bristles put into Boeckh's Brushes are put in to stay and stay put."*



## Wise Dealers Know That Good Quality Insures Pleasure

They know that they have the stock that satisfies—the goods that bring profitable pleasure—when they handle

### BOECKH'S HOUSEHOLD BRUSHES.

These win trade where others fail. They gain custom by their excellent workmanship and quality clear through. If you have not received our 1904 catalogue, write us.

## UNITED FACTORIES, LIMITED.

**Head Office: 80 York St., TORONTO, Ont.**

**OPERATING:**  
Boeckh's Toronto Factories.  
Bryan's London Factories.  
Cane's Newmarket Factories.

**MONTREAL BRANCH:**  
1 and 3 DeBresoles St.  
**LONDON BRANCH:**  
71 Dundas St.

# \$150 FOR A THINK!

How many Votes do you think will be polled at the next Dominion Elections, expected to be held some time this year?

## 408 Prizes will be given away Valued at \$500

All that you have to do to entitle you to guess is to buy a package of "Blueol" (the new Washing Blue) containing 4 Squares. Send in the outside wrapper with your guess plainly stated.

Address envelope as follows:—

**"BLUEOL" COMPETITION.**

### J. M. DOUGLAS & CO.,

21 St. Nicholas Street, MONTREAL, P. Q.

Be careful to write your name and address plainly. Receipt of guesses will not be acknowledged by us and no communications will be replied to in connection with this Competition.

#### PRIZES ARE

- \$150 for the first nearest estimate or guess of the number of Votes polled.
- \$ 75 for the second nearest guess.
- \$ 25 for the third nearest guess.
- \$ 10 each for the next five nearest correct guesses.
- A Beautiful Colored Panel Picture for each of the next 400 nearest correct guesses.

To assist you in making up your figures we give the returns of the last two Elections, viz:—In 1896; 835,600 Votes were cast. In 1900; 952,496 Votes were cast.

The Competition will close one week before the Election and the guesses will be recorded in the order received and Prizes distributed accordingly after the Government, authenticated returns are available.



This Competition is for the sole purpose of introducing "BLUEOL" as we know if once used it will always be used in preference to any other. We expect, and are ready to lose money in making this introduction of "BLUEOL" to the homes where washing is done.

Don't forget, if your Grocer or General Store-keeper has not got it, he will have no trouble in getting it from the Wholesale trade in any part of Canada.

## "BLUEOL" is manufactured by... J. M. Douglas & Co.

Established 1857—MONTREAL.

### Guess Early and Often—A 4-Square wrapper with each guess.

N.B.—This is a Bona Fide Competition and we can refer you to Messrs. A. McKim & Co., the well-known Advertising experts, Star Office Building, Montreal, as to our responsibility.

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

## THE CANADIAN GROCER

### MONTREAL'S NEW MAYOR.

THE municipal elections of Montreal held on Monday, February 1st, had an especial interest for the grocery trade of the city, inasmuch as one of the candidates for the mayoralty was Ald. Laporte, senior member of the wholesale grocery firm of Laporte, Martin & Cie. That Mr. Laporte would be elected was the general opinion at the inception of the campaign, as his record of eight years as an alderman and his position as chairman of the Finance

ents to discredit him in the eyes of the workingmen, but the fact that Mr. Laporte himself was a workingman who had worked his way up by industry from a humble position in a nail factory to the head of one of Canada's leading wholesale grocery houses, was not forgotten by the people and even in the wards where the workingman's vote was the heaviest he polled a majority.

There was seemingly a unanimous desire on the part of all classes, French and English, irrespective of politics or

that their ballots went with their influence, in the right direction. "The Canadian Grocer" felicitates the citizens of Montreal on their excellent choice and feels satisfied that the chair for the next two years will be filled with honor and credit.

### SAN TOY STARCH.

A new laundry starch has been placed upon the market by the Eagle Mfg. Co., Montreal. This starch is to retail at 25c. and 10c. per package. The quality is said to be No. 1, and the prices are such as to give the trade a very good margin of profit. The starch is put up in very handsome packages, the colors being deep red with black background, and the face of the package represents a sacred Chinese tower, with two Chinamen in the foreground.

Particulars as to prices, etc., will be cheerfully given by the Eagle Mfg. Co., Montreal.

### ENQUIRIES FOR CANADIAN TRADE

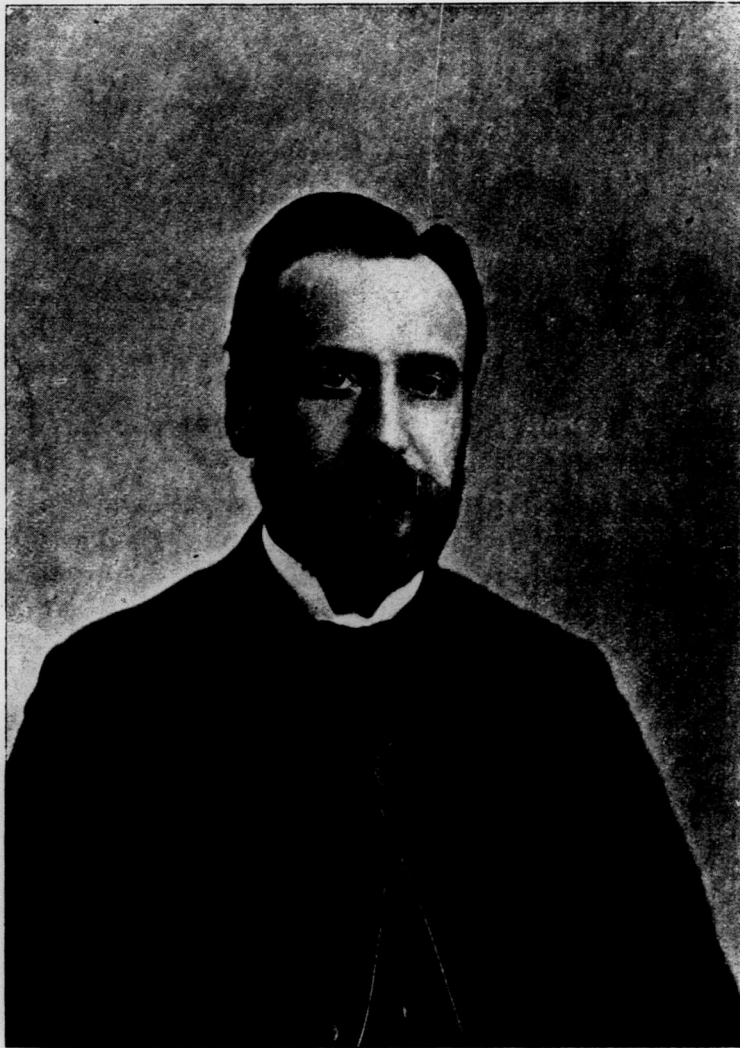
The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

11. A firm of implement makers is seeking supplies of spade, shovel and fork handles from Canada.
12. A gentleman with a thorough knowledge of the hardware, paint and glass trades, is prepared to undertake the representation in England of a Canadian house of good standing.
13. Inquiry is made by a Dublin firm for names of Canadian exporters of oaken and soft wood shives.
14. A firm manufacturing metal shelf brackets, door handles, hinges, hat and coat hooks, etc., are seeking a market for these goods in Canada.
15. Inquiry is made for the address of a Canadian manufacturer of a certain cement or glue largely used by musical instrument makers.
16. A Glasgow firm of grain and flour merchants is desirous of taking up the representation of a Canadian house.
17. Inquiry is made for Canadian exporters of oak mouldings for picture frames.
18. A timber firm engaged in the Australian trade has asked to be furnished with a list of the various lumber mills in Canada and of lumber exporters.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

### CLERKS IN MUNICIPAL POLITICS.

Eight hundred Montreal dry goods and grocery clerks met in St. Joseph's Hall at St. Catherine and Elizabeth streets last week and passed a resolution approving the candidature of Mr. Trefle Bastian in St. James ward. The reason for the action was that Ald. Giroux opposed the by-law for early closing.



Mayor Laporte, of Montreal, elected for a two years' term on Monday last, by the majority of 12,568.

Committee and the very creditable, honest and satisfactory work performed by him during his aldermanship, in the interests of the entire city, had earned for him the endorsement and respect of the public. That his majority of 12,568 was the largest ever polled by any candidate for the mayoralty proves conclusively that a conscientious, capable man giving his services to a municipality is appreciated by his fellow citizens. Strong efforts were made by his oppo-

religion to see that Mr. Laporte received the high honor for which he had offered himself, and the feeling in all circles now that the elections are over, is that the chief executive of Canada's greatest commercial city is a thoroughly reliable man, a business man with no contracted ideas and one free from corporate influences. To the retail grocers of Montreal the election of Mr. Laporte was a matter of especial interest and the 1,460 retail grocers of the city no doubt saw

# Blue Ribbon Ceylon Tea

WINNIPEG, January 19, 1904.

THE CANADIAN GROCER, Toronto.

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

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

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

G. F. & J. GALT.

# Three Trade Winners.

ESTABLISHED 1850.

**B. T. BABBITT**

**NEW YORK.**

Flash-in-the-pan success is not the kind of success either you or we are looking for. Babbitt's success has been continuous for over half a century.

**Babbitt's Soap Powder** ("1776"), the Original Soap Powder, and still without an equal, is the most economical, sells and satisfies on its merits, and nets the retailer a handsome profit.

Five boxes each 100 6-oz. packages, \$3.50 per box with a half box free (equivalent to 10 per cent. discount) freight prepaid. Order through your jobber and send us a list of fifty housekeepers and we will guarantee to create a satisfactory demand.

ESTABLISHED 1854.

**Borden's Condensed Milk Co.**

Originators of Condensed Milk.

The continual yearly increase of our output demonstrates, beyond question, that we lead in quality.

All up-to-date buyers and users know that

**Borden's Eagle Brand Milk**

-and-

**Borden's Peerless Brand Cream**

are the very best. In respect to richness, purity, quality and flavor, they come the nearest to rich, fresh milk that you can obtain in sealed cans.

Retailers assume no risk when they buy Borden's products. The manufacturers guarantee every can to give perfect satisfaction.

Our prices for Condensed Milk will interest you. The quality will induce your customers to return for more.

ESTABLISHED 1870.

**J. L. Prescott & Co.**

**NEW YORK.**

About 1888 we introduced the first paste stove polish. Fostered by judicious advertising, the sales leaped forward with amazing bounds.

Recently we put a fire-proof Liquid Stove Polish on the market. It also struck "trade winds" in remarkably quick time, and, no doubt, will shortly have as many imitators as our famous Enameline Paste stove polish.

**Enameline Liquid** is positively non-inflammable, and works a revolution in polishig stoves. You cannot afford to be without this Modern Stove Polish. Order a case as sample. Cases each, 3 doz. 10-oz. cans, price 75c. a dozen. We will guarantee it to please your customers.

SELLING AGENT FOR ABOVE LINES:

**WILLIAM H. DUNN**

MONTREAL, P. Q.      -      -      TORONTO, ONT.

CLASSIFIED LIST OF ADVERTISEMENTS.

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

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

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

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

**Biscuits, Confectionery, Etc.**  
Browne & Wells, Toronto.  
Canada Biscuit Co., Toronto.  
Christie, Brown & Co., Toronto.  
Lowney, Walter M., Co., Boston, Mass.  
McGregor-Harris Co., Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott & Co., John P., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Blue and Black Lead.**  
Douglas, J. M. & Co., Montreal.  
James Dome - W. G. A. Lambe & Co., Toronto.  
Oakley, John, & Sons, London, Eng.

**Brooms, Brushes, Etc.**  
United Factories, Toronto.  
Woods, Walter, & Co., Hamilton.

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

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

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

**Cocoanut.**  
Davidson & Hay, Toronto.  
Greig, Robt., Co., Toronto.

**Coccos and Chocolates.**  
Baker, Walter, & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Epps, James, Co., London, Eng.  
Tippet, A. P., & Co., Montreal.  
VanHouten's - J. L. Watt & Scott, Toronto.

**Coffee Clearer.**  
Lucas, Steele & Bristol, Hamilton.

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

**Commission Merchants and Brokers.**  
Cameron, Gordon & Co., Winnipeg.  
Clark, R. W. & Co., Victoria, B.C.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Duck, Geo. H., Toronto.

Lambe, W. G. A., & Co., Toronto.  
Nicholson, E., Winnipeg.  
Patrick, W. G., & Co., Toronto.  
Rutherford, Marshall Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Stagg, M. G., & Co., Toronto.  
Thomas, J. P., Quebec, P.Q.  
Watt, J. L., & Scott, Toronto.

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

**Condensed Milk and Cream.**  
Borden's Condensed Milk Co., New York.  
Truro Condensed Milk & Canning Co., Truro, N.S.

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

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

**Delivery Wagons.**  
Ewart, James, Toronto.

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

**Financial Institutions.**  
Bradstreet Co.

**Fish.**  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Johnson, C., Gardiner & Co., Vancouver, B.C.  
Kinnear, T. & Co., Toronto.  
White & Co., Toronto.

**Flours and Cereals**  
Carter, G. Son & Co., St. Mary's, Ont.  
Castle, F. J., Co., Ottawa.  
Force Food Co., Buffalo, N.Y.  
Greig, Robt., Toronto.  
MacKay, John, Bowmanville, Ont.  
McCann, Wm., & Co., Toronto.  
Napoli Macaroni Co., Toronto.  
Tillson Co., Tillsonburg, Ont.

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

**Fruits - Dried, Green and Nuts.**  
Balfour & Co., Hamilton.  
Clemes Bros., Toronto.  
Davidson & Hay, Toronto.  
Eby, Blain & Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton.  
Goodwillie's - Rose & Lafamme, Montreal.  
Husband Bros. & Co., Toronto.  
Kessell, F., & Co., London, Eng.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Tippet, A. P., & Co., Montreal.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Fruit Pulps.**  
Kessell, F., & Co., London, Eng.

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

**Grocers - Wholesale.**  
Balfour & Co., Hamilton.

Chaput, Fils & Cie, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Hudson, Hebert & Cie., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Simpson, R. & J. H., Co., Guelph.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

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

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

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

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

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

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

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

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bowser, S. F., & Co., Fort Wayne, Ind.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Teas, Coffees, and Spices.**  
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Blue Ribbon Tea Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Ewing, S. H., & A. S., Montreal.  
Ewin, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Hudson, Hebert & Cie., Montreal.  
Japan Tea Traders' Ass'n.  
Lipton, Thomas J., New York.  
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Pure Gold Mfg. Co., Toronto.  
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Snowdon, Forbes & Co., Montreal.  
Warren Bros. & Co., Toronto.  
Wood, Thos., & Co., Montreal.

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Hill, Evans & Co., Worcester, Eng.

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Chaput, L., Fils & Cie., Montreal.  
Fairbanks, N. K., Co., Montreal.

**Woodenware.**  
United Factories, Toronto.  
Woods, Walter, & Co., Hamilton.

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

**Wrapping Paper.**  
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### A POINT IN PARTNERSHIP LAW.

IN disposing of a motion for an interim injunction in the case of Smith v. Greer this week Mr. Justice Street in the Single Court, Osgoode Hall, Toronto, touched upon a point in partnership law which will interest business men generally. It was held that "Upon the dissolution of a partnership in the absence of an agreement between the partners to the contrary, the firm name, being a part of the good-will and not having been dealt with upon the dissolution remains the property of all the partners like any other undisposed of partnership property. Each member of the late partnership is entitled to carry on business in the firm name subject to the limitation that no man has a right to hold out his late partner as still being his partner in business contrary to the fact."

That is to say, if the firm of Smith & Jones dissolve partnership, in the absence of any agreement as to the disposal of the firm name, either Smith or Jones or both may set up again under the name of Smith & Jones, subject to the aforesaid limitation that it is not held out that the former member is still one of the firm.

## UNITED STATES PURE FOOD LAW.

IF it is not killed by the Senate or vetoed by the President, the United States will enjoy the luxury of a Pure Food Law on the first day of September next. The bill has passed through all the vicissitudes incident to Congressional committees in the lower house and must now run the gauntlet of the American House of Lords, the Senate, and secure the approval of President Roosevelt before the pure fooders can lay down their arms assured that the wooden nutmeg and the basswood ham have been relegated to the limbo of Down East reminiscences.

The general scope of the bill may be said to be first, the fixing of standards of foods and drugs as to their purity, strength and character and defining of what shall be considered adulteration or misbranding of foods and drugs; and second the prohibition of interstate commerce in such misbranded or adulterated articles.

It must not be thought that up to this time there have been no pure food laws in the United States. Such laws have been passed in many of the states, but have been necessarily restricted in their operation to transactions within the state itself. The result has been to render them largely nugatory in effect. It is a matter of curious interest to note, as well, that the Federal Government has jurisdiction over inter-state commerce alone. A double system of pure food laws is therefore necessary to protect the unfortunate American from his over-reaching food purveyors.

An important part of the act under discussion is the definition of what shall be regarded as food and what shall be recognized as adulteration. A food is defined to include all articles used for food, drink, confectionery or condiment by man or domestic animals, whether simple, mixed or compound, and for the purpose of the Act an article shall be deemed to be adulterated:

In the case of confectionery:

If it contain terra alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors or flavors, or other ingredients deleterious or detrimental to health.

In the case of food:

First. If any substance or substances has or have been mixed and packed with it so as to reduce or lower so as to thereby injuriously affect its quality or strength.

Second. If any substance or substances has or have been substituted wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it be an imitation of or offered for sale under the distinctive name of another article.

Fifth. If it be mixed, colored, powdered, or stained in a manner whereby damage or inferiority is concealed.

Sixth. If it contain any added poisonous ingredient which may render such article injurious to health.

Seventh. If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so.

Eighth. If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter.

It is provided, however that mixtures or compounds, into which no poisonous or deleterious ingredients enter, shall not be deemed to have been adulterated provided that they are labeled, branded or tagged so as to show the character and constituents thereof.

As the Federal Government, as above stated, can not interfere with commerce wholly within the state, it can only prohibit contraband articles passing from one state to another, or to or from a foreign country. To enforce this prohibition a \$200 fine is enforceable for the first offence and the Department of Agriculture is given extensive powers of examination.

A most remarkable provision, that the certificate of the Secretary of Agriculture to the effect that any of the provisions of the Act had been violated should be admitted in evidence in all courts of the United States without further verification was stricken out.

The working of the new Act should it become law will be watched with interest by Canadian dealers in food stuffs. Our American friends are seriously handicapped in dealing with such matters by their rigid constitution and peculiar division of authority between the Federal and State Governments. It is to be hoped that the new law may prove a solution of the difficulty.

**CANADA'S INDUSTRIAL PROGRESS**

THE census statistics for 1901, which have just been completed, furnish interesting information about the progress of the various branches of Canadian industry. From figures to hand it is manifest that Canada's progress during the census decade 1891-1901, was essentially due to her agricultural and forest resources. Of the aggregate gain in production fully 85 per cent. is credited to flour and grist mills, butter and cheese factories, meat packing and slaughtering establishments, almost wholly the products of agriculture. Of the other 15 per cent. increase a large share consists of the expansion in the manufacture of wood pulp and of log products.

Among the lines in which a satisfactory gain is recorded are the following:

Product.	1891.	1901.
Log products .....	46 750 000	\$50 805 000
Wood pulp .....	1 050 000	4 462 000
Slaughtering and meat packing .....	5 264 000	22 217 000
Butter and cheese .....	10 697 000	29 462 000
Agricultural implements .....	7 252 000	9 597 000
Cottons .....	8 740 000	12 595 000
Electrical apparatus, etc. ....	801 700	3 032 000
Fish preserved .....	5 661 144	8 025 630
Smelting .....	13 016 200	7 082 384
Iron and steel .....	4 356 730	6 912 450
Harness and saddlery .....	1 501 750	3 427 250
Flour, etc. ....	30 721 000	31 835 000
Boots and shoes .....	12 706 215	18 481 216
Leather .....	9 711 781	12 068 600
Car works .....	9 450 525	11 500 816
Bread, biscuits and confectionery .....	8 374 306	11 637 808
Printing and publishing .....	7 671 310	10 319 241
Tobacco and snuff .....	2 347 650	6 161 901
Cigars and cigarettes .....	3 281 114	5 352 151
Plumbing and tin-smithing .....	5 716 250	6 553 957
Carriages and wagons .....	5 942 339	6 650 912
Hats, caps and furs .....	4 743 888	5 876 467
Boilers and engines .....	2 433 878	4 626 214
Men's furnishings .....	2 647 200	4 623 652
Paper .....	2 570 722	4 380 776

In woollens, ship and ship repairs, foundry products and distilled liquors small reductions are shown. The total production, however, shows a gain, which though not nearly as large as it should have been, is an evidence that Canada expanded more industrially than she did in numbers. The total number of manufacturing establishments with five employes or over in 1891 was 13,679 with a product of \$363,156,797 as compared with 16,300 with a product valued at \$481,053,375 in 1901.

**THE WAR IN THE EAST.**

THE imminence of war in the East is regarded with keen regret by those who have hoped for a peaceful solution of the differences existing be-

tween Russia and Japan. The aggressor is assuming a terrible responsibility, and is precipitating a conflict which may engulf all Europe in a bloody and devastating warfare. War is a hideous monster, which only residual barbarism and want of imagination makes possible among men to-day.

Apart altogether from humanitarian reasons war is a calamity to the world at large and to the business world in particular.

In the first place hundreds of thousands of men, the pick of the countries involved, are torn away from useful employments, where they have been engaged in producing articles to supply the multitudinous needs of a poverty-stricken world, to tramp or ride hundreds of leagues, for what? To take the lives of similar workmen who have been similarly torn away from useful employment for a like unprofitable purpose.

The goods these men would have produced are lost to the world, at the same time thousands of other workmen are turned from the production of the necessities and luxuries of life to the production of instruments of destruction to be used by the first set of workmen against their opposing fellows.

In all this millions of dollars are swallowed up by the cavernous maw of the war. Where does all this money come from which upsets the humdrum industrial world and converts it into a system of arsenals and cartridge factories? It comes from the general fund of savings which would otherwise have found investment in the development of industries, in the production of commodities for the use of mankind and in the payment of workmen who would thus have been put in a position to purchase the commodities so produced.

But war absorbs this fund; money becomes scarce and interest high; owners of factories can not secure the funds to extend their works; progress is checked. The nation, or the world at large, like the prodigal, has wasted its substance on riotous living and must bear the penalty of hard times.

Britain felt it after the Boer War which fortunately occurred at the crest of a wave of extraordinary prosperity. Its effects, however, are still seen in the low price of consols. Consols are no less safe than ten years ago; the high rates of interest due to the scarcity of money consequent upon the vast expenditure upon the war has depreciated consols to their present low rate. Had not such a stupendous amount of money been sunk in the Boer War we would have found little difficulty in securing funds for our transcontinental railway at a rate very considerably below what now must be paid.

Should the Japano-Russian embroglio develop into a war of great magnitude, certain lines of trade may be temporarily stimulated, but the final result will be to absorb the surplus capital afloat, raise the rate of interest and precipitate hard times.

**AUTONOMY FOR THE WEST.**

THE demand for autonomy on the part of the Northwest Territories is an evidence of the awakening consciousness of the West. The demand is a most natural one and should receive ready sympathy from the still surviving stalwarts who waged a long but finally successful struggle for the boon of self government in the older provinces.

The rapidity with which the territories are being filled up will result in rapidly changing conditions which will need to be met with legislation suited to local needs. The Dominion Government which for many years administered these wide acres in an admirable manner is now confronted with conditions which are changing rapidly and can receive adequate treatment only from those who are on the spot and whose interests are bound up in that of their prairie territory. The Dominion Government should make haste to divest itself of a trusteeship which it has faithfully observed but which it can no longer maintain either with justice to itself or advantage to the West.

It is true that in granting autonomy to the provinces the Dominion gives up

certain advantages, but after all it is only right that these advantages should accrue to the provinces-to-be themselves. There is no force in the contention that as the Dominion has spent large sums of money in building the C.P.R. she should exact the last farthing from the West. The east is receiving, indeed has received its payment in the additional business and prosperity that has come to the East through the Western development. The East can prosper best only through the prosperity of the West. Whatever develops the West benefits the East. As the West is best qualified to attend to its own proper development the sooner authority is given them so to do the better for the Dominion at large.

**THE MONTREAL TECHNICAL SCHOOL.**

**M**ONTREAL citizens, and particularly the business men of Montreal, should take a live interest in the prospectus of the projected Technical School for that city. The movement towards the establishment of such a school was inaugurated by men representative of the industrial, commercial and financial interests as well as the educational organizations of Montreal.

The Board of Governors have formulated a course of studies, have secured a suitable site, and also obtained the promise of co-operation from the Mechanics' Institute and of a large degree of financial support.

However, further financial assistance is required and it is from the business men of the city that the promoters of the school have reason to expect and to receive the money required. "The Canadian Grocer" has repeatedly pointed out the advantages of more widespread technical training. In Germany, Britain and the United States technical education is one of the foremost characteristics of industrial progress. Canada has been slow to move in this direction, but there seems to be every evidence that greater attention is being given to the matter and a more general belief in its efficiency.

It is proposed to provide accommodation for 2,000 to 3,000 men, women, boys and girls who seek to extend in a systematic way their knowledge and training yet are not able to take an university course. In drafting the course of studies the committee have planned a three years' course of evening study, suited to those employed during the day who aspire to thorough knowledge of the principles of their trade. The courses proposed are as below:

Department of preparatory instruction (one year course) — arithmetic, drawing, algebra, practical geometry and mensuration, mechanics, elementary physics and chemistry; English, French, commercial arithmetic and composition.

Mechanical and electrical engineering.—Steam, machine construction, mechanical drawing, strength of materials, applied mechanics, applied electricity, locomotive engineering, and instruction in shop work (including pattern making, moulding smith work, pipe fitting and electrical fitting).

Building trades.—Building construction, applied mechanics, architectural drawing and shop work (including carpentry, joinery, plumbing, brick work and masonry, house and sign painting, metal plate work, plastering and steamfitting).

Textile trades.—Applied chemistry, textile design, spinning, weaving, dyeing and color printing.

Printing trades.—Drawing and design, typography, lithography, engraving.

Applied chemistry.—Chemistry (organic and inorganic), applied chemistry, including chemistry of oils, soaps, colors, brewing, rubber manufacture, paper and pulp making, glass manufacture, metallurgy.

Flour milling.—Flour and general milling, mechanical drawing, steam, applied mechanics.

Boot and shoe trades.—Pattern cutting, boot and shoe making, mechanical drawing.

Commercial course.—French (conversation and correspondence), commercial geography, elements of commerce and commercial law, bookkeeping, shorthand and typewriting, advanced English composition (additional languages, e.g., German and Spanish, if found advisable).

Domestic industries.—Cookery and domestic economy, laundry work, millinery and dressmaking.

Applied art.—Drawing and coloring, design and composition, modelling, applied design.

Navigation.—Navigation, nautical astronomy, naval architecture, shipping (in its legal and commercial relations).

It is estimated that fully \$250,000 will be required to make the school a success, of which less than \$150,000 will be used for building and equipment. Arrangement has been made with the Mechanics' Institute whereby it will devote to the movement, as soon as an equivalent amount has been subscribed, the equity in its property, amounting to about \$100,000. It is not likely that Montreal business men will be found wanting in the proper spirit of generosity when this need is placed before them.

**PERSONAL MENTION.**

Mr. Wm. F. Clough is canvassing the trade in Ottawa City for the New York specialties controlled in Canada by Wm. H. Dunn.

Mr. Crysdale, of Crysdale & Sons, Oshawa, was in Toronto on Tuesday on business. He reports that trade is fairly good in Oshawa.

Mr. D. Bremner, western representative of Snowdon, Forbes & Co., Montreal, was in the city during the past week and left on Friday on his western trip.

Mr. Wm. H. Dunn, representative in Canada for United States manufacturers, is visiting the trade in Toronto in the interest of Enameline Stove Polish, Babbitt's Soap Powder and Borden's Eagle Brand Milk.

Mr. Albert N. Reay, the Canadian representative of the Force Food Company, recently returned from a business trip through the Province of Quebec and reports trade as very satisfactory in that section of the Dominion.

Mr. J. S. Agar, representing the Toronto Coffee & Spice Co., Limited, Toronto, is at present visiting the jobbing trade of Montreal. Mr. Agar's territory includes the jobbing trade of Ontario and Quebec. He reports that business has been most satisfactory in their lines.

**PLANT ENGLISH WALNUTS.**

The experiments that have been made by a few enterprising farmers of Clarke county, Wash., in growing English Walnuts, have been sufficient to justify the planting of orchards of these trees. The time may come when large walnut orchards will replace many of the prune orchards of the county.

**EXPORT APPLE TRADE.**

The following estimate of the apples exported from Atlantic ports for the week and season ending January 30th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto:

	Liverpool	London	Glasgow	Various	Total
Portland	14,869	1,079			15,948
New York	4,766	5,320	542	12,031	22,659
Boston	17,966	1,214	5,027	161	24,368
Halifax	1,172	18,819	1,572		21,563
St. John, N.B.	3,285	1,255	3,109		7,649
Week's total	42,078	27,087	10,241	12,192	92,178
Same week, 1903	29,794	8,707	3,896	6,510	48,321
Season to date	13,341,795	629,827	306,646	458,773	2,837,282
Last "	1,799,951	332,868	348,363	191,806	2,652,988

The following cable from Liverpool was received by Mr. Barker re Wednesday's apple market there: "Winifredian, good condition; market very active; Baldwins, 15s. to 22s.; Ben Davis, 15s. to 19s.; Spies, 14s. to 21s.; Russets, 16s. to 22s.

# THE CHALLENGES.

Below we present to the grocers of Canada photographic cuts facsimiles in miniature of two advertisements that appeared in this Journal, the Salada's challenge on January 15, the Blue Ribbon's acceptance of same on January 29, page 25.

## \$500.00—FIVE HUNDRED DOLLARS.

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

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

## The Challenge Accepted and Our Money is Up.

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

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

Merit—sterling merit—has made the sales of

## Blue Ribbon Ceylon Tea

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

Winnipeg Toronto Vancouver

There also appeared in the issue of this paper of January 29, page 24, the following challenge from Messrs. G. F. & J. Galt:

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

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

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

G. F. & J. GALT.

Winnipeg, Jan. 19, 1904.

The head of the firm of Messrs. Galt being the president of the Blue Ribbon Tea Co. The Salada people wired Messrs. Galt as follows:

G. F. & J. GALT, Winnipeg, Man. Toronto, January 30, 1904.

Note you accept our challenge published GROCER. We also accept challenge contained in your letter published GROCER, and have handed GROCER two cheques five hundred dollars each. Have asked Mr. Watt to confer with Mr. Ince and arrange to proceed at once.

P. C. LARKIN & Co.

And received the following reply:

P. C. LARKIN & Co., Toronto. Winnipeg, Man., Feb. 1, 1904.

Glad you intend to accept our proposition, wiring Ince to-day.  
G. F. & J. GALT.

We, having on the 26th, asked Mr. J. L. Watt, of Messrs. Watt & Scott, Toronto, and Watt, Scott & Goodacre, of Montreal, to act for us. Mr. Watt wrote to Wm. Ince, Sr., as follows:

WILLIAM INCE, SR., ESQ., City. February 1, 1904.

Dear Sir,—Referring to the subject of our conversation in my interview with you on Saturday, Messrs. P. C. Larkin & Co. wired Messrs. G. F. & J. Galt that they noted their acceptance by Blue Ribbon Tea of the challenge published by the Salada Tea Co. in CANADIAN GROCER, and that Salada Co. also accepted the challenge published by Messrs. Galt in the last issue of the same paper, and Messrs. Galt have wired Messrs. P. C. Larkin & Co. in reply as follows: "Glad you intend to accept our proposition, wiring Mr. Ince to-day."

In view of the above, and that in my conversation with you I mentioned Messrs. Clarkson & Cross as a firm of accountants in whom both parties would have the utmost confidence to make the investigations, and this name having met with your entire approval, I now ask if you will please authorize this firm to proceed at once with the investigation, of

both Salada's challenge accepted by Blue Ribbon, and Salada's acceptance of the challenge made in Messrs. Galt's letter; a copy of THE CANADIAN GROCER containing both challenges to be handed to the accountants with instructions to proceed in each case on the lines indicated in the respective challenges.

A prompt answer will oblige.

Yours respectfully, (Signed), J. L. WATT.

Mr. Ince replied as follows:

J. L. WATT, ESQ., Toronto. Toronto, 2nd February, 1904.

Dear Sir,—I have your favor of yesterday, and in reply beg to say, that I must respectfully decline to take any action whatever in reference to the question of the sales of "Salada" and "Blue Ribbon" Teas, until a definite understanding is come to between the two Companies.

The challenge of The Salada Company reads as follows:—"We believe our increase alone in sales of 'Salada' Ceylon Tea in the past year over our sales in 1902 was GREATER THAN THE ENTIRE TEA BUSINESS of any other wholesale firm in CANADA, IN EITHER PACKET or BULK tea."

This refers, of course, to Salada in Canada only; indeed, "in Canada" is underlined and is a challenge to all the wholesale houses in Canada, and in Canada only, and this is the challenge which it appears to me The Blue Ribbon Company accept. You might ascertain from The Salada Company whether I am correct in my interpretation, and if I am I will submit it to The Blue Ribbon Company, and see whether it accords with their views. Yours very truly, WM. INCE.

And received the following reply:

February 3, 1904.

WILLIAM INCE, SENIOR, ESQ., City.

Dear Sir,—I am in receipt of your favor of 2nd inst.

The position appears to be that a challenge was published in THE CANADIAN GROCER by The Salada Co. on January 15th and subsequent issues; that on page No. 25 of the last issue of THE GROCER, Blue Ribbon Tea published an announcement of their acceptance of the Salada's published challenge.

As we were agreed that Messrs. Clarkson & Cross were quite acceptable to both companies to conduct the investigation, there appears nothing to be done but to instruct them to proceed, and your declining to do so would constitute a default and The Salada Company would claim the deposit on behalf of certain charitable institutions.

The position appears to be equally simple with regard to Messrs. Galt's challenge published on page No. 24 of the last issue of THE GROCER and which The Salada Co. have accepted, and as we are agreed as to the accountants, there is nothing further to be done but to have your friends (if they have not already done so) deposit another cheque for five hundred dollars against Salada's second cheque and order the investigation to be made. I am,

Yours very respectfully, J. L. WATT.

**We want no argument. Every word in challenges and acceptances is in print. There can be no dispute, all there is to do now is to give the matter to the accountants agreed upon, and we look to Mr. Ince to do this without any reserve.**

**"SALADA," Toronto and Montreal.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, February 4, 1904.  
Groceries.

**A**ROUND of the wholesale trade this week has discovered little of interest. Tales of bad roads and snowed in travellers are common, but in spite of this the feeling generally is optimistic and orders are better than might be expected under the circumstances. So soon as the weather moderates a little a noticeable improvement is expected. Collections are quite satisfactory. There are few changes in price to record. Canned goods hold a strong position and a steady consumption is going on. There is still a difference of opinion as to corn but the general tendency for this along with other vegetables is higher. A tip has also been given that canned meats may also be expected to go up shortly. Coffee is still going skyward and 1-2 cent rise is recorded in Rios, while Santos and mild grades are firm locally. Spices are in a firm position generally. Syrup is meeting with a fair enquiry at firm prices and molasses is in ordinary demand. New Japan rice has arrived on the local market and has excited some interest. Tapioca is firm and unchanged here. Teas fully maintain values. There is a good demand for fine Ceylons and some enquiry for medium Japans. Dried fruits are exciting little interest except that there is a better enquiry for prunes. Cured fish are brightening up with the approach of Lent. Sugar is unchanged locally, but trade has been stimulated by an advance of 5 cents for barrelled by a couple of American refiners. The feature of the week is the withdrawal of the Dresden and Wallaceburg refineries from sugar list preparatory to going to the retailers direct.

### CANNED GOODS

There is no special feature to report this week beyond the strong position held for some little time now. A steady consumption is going on now, and there is no doubt in the minds of many that prices will be higher later on as stocks generally are light. Corn, peas and beans are not unlikely to go higher before a great while and tomatoes later in

the season. There is still some corn at \$1, but the most ranges from \$1.10 to \$1.15, with some as high as \$1.25 for fancy sugar. The probabilities are for an advance in canned meats early this month. Canned salmon are very firm although at present demand is light a fact which will be remedied when Lent come. We quote:

Apples, 3s.....	0 90	2 20
"    gallons.....	3 50	0 90
Asparagus.....	1 00	1 70
Beets, 2s.....	1 50	1 10
Beets, 3s.....	0 85	1 15
Blackberries, 2s.....	1 10	2 20
Beans, 2s.....	0 90	2 40
Corn, 2s.....	1 45	1 60
Cherries, red, pitted, 2s.....	1 90	2 10
"    white.....	1 50	1 60
Peas, 2s.....	1 80	2 00
Pears, 2s.....	1 55	1 70
Pineapples, 1 1/2s.....	2 25	2 40
"    3s.....	1 10	1 40
"    3s.....	1 10	1 30
Plums, green gages, 2s.....	0 95	1 25
"    Lombard.....	2 50	2 60
"    Danson, blue.....	1 10	1 40
Pumpkins, 3s.....	1 00	1 30
"    gallon.....	0 95	1 25
Rhubarb, 3s.....	2 50	3 70
Raspberries, 2s.....	1 90	2 00
Strawberries, 2s.....	1 00	1 25
Succotash, 2s.....	1 65	1 75
Tomatoes, 3s.....	1 65	1 75
Lobster, talls.....	1 65	1 75
"    1-lb. flats.....	1 25	1 35
"    3-lb. flats.....	0 24	0 25
Mackerel.....	0 15	0 25
Salmon, sockeye, Fraser.....	0 08	0 10
"    Northern.....	0 25	0 27
"    Horseshoe.....	0 35	0 38
"    Cohoos.....	0 03	0 04
Chums.....	0 09	0 11
Sardines, Albert.....	8 00	9 00
"    Sportsman.....	1 00	1 00
"    Portugese.....	1 45	1 55
"    P. & C.....	1 00	1 10
"    Domestic.....	1 00	1 10
"    Mustard, 1/2 size, cases 50 tins, per 100.....	1 45	1 55
Haddies.....		
Kipperd herrings, domestic.....		
"    imported.....		
Herrings in tomato sauce, domestic.....		
"    imported.....		

### SUGAR.

There is no change to note in the raw situation, prices remaining nominally as last advised. Quotation for 96 test centrifugal is still 35-16c. duty paid, New York, or 131-32c. cost and freight. There are, however, no sellers for shipment from Cuba at less than 2c. cost and freight, which U. S. refiners do not as yet feel able to pay. We hear that the Cubans have sold practically all their production up to the end of first half of February and that only a comparatively limited quantity of the make for the second half of February remains to be marketed. There have been only slight fluctuations in Europe for the week under review and as we go to press the quotation for 88 per cent. beet is reported at 7s. 81-2d. basis f.o.b. Hamburg for February shipment and 7s. 9d. for March. Cane sugars have still a

differential of over 5-16c. in their favor in the New York market and therefore we hear of no transactions in beets.

For week ending January 27 receipts at United States Atlantic ports were 23,689 tons with meltings unchanged at 28,000 tons. Total stock in all hands was 78,327 tons, a reduction of 4,317 tons from previous week, and 51,143 tons compared with same time last year. Cuban stocks according to latest advice were 100,500 tons, or about the same as last year at similar date. There are 149 central factories grinding as compared with 135 last year. Combined stocks of Europe and America at latest uneven dates were 3,558,827 tons as compared with 3,415,261 tons at same uneven dates last year. The increase of stock is 143,566 tons. United States refiners seem to fully appreciate that prices of raws are low at present, but are taking advantage of prevailing conditions to keep them so, for some time to come. The future of the market seems to depend pretty much upon the action of beet growers in Europe. When the time for sowings comes round again.

The feature of the week in American refined was an advance on Tuesday 2nd inst. of 5 cents per hundred pounds for sugar packed in barrels. This advance was made only by the American and National refineries, Arbuckles remaining unchanged. The only apparent reason for the advance is the very much increased cost of cooerage stock on account of scarcity of material. While there is no other special significance to be attached to the change it has had the effect of greatly stimulating the demand across the line. The same effect is noticeable in our local market though prices here are, so far without change. The outstanding feature of interest for current week is the withdrawal from the sugar list of the Dresden and Wallaceburg refineries, so far as sugar made in campaign just closed is concerned. These refineries have decided to offer their sugars to the retail trade direct, and we have therefore to withdraw them from the list at foot. Being without selling prices we are unable to quote these sugars at present time. We quote:

Paris lumps, in 50-lb. boxes.....	4 68
"    in 100-lb.....	4 58
St. Lawrence granulated.....	4 03
Redpath's granulated.....	4 03

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Acadia granulated	3 93
Berlin granulated	3 93
Off granulated (Dresden), 1902	3 78
Phoenix	3 93
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2	3 48
No. 1	3 38
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

**COFFEES.**

The situation in coffee has been fully maintained and still shows an advancing tendency. There seems to be a more bullish feeling in Europe than heretofore. Late advices from New York report No. 7 Rio at 9.25 as against 9.20 a week ago and Santos No. 6 at 9.30 as against 9.10 last week. There is a fair demand for Rios locally in spite of a further advance of a half cent. Santos have shown considerable movement among jobbers while a steady trade is reported for mild grades. We quote:

Green Rios, No. 7	Per lb.	0 10½
" " No. 6		0 10½
" " No. 5		0 11
" " No. 4		0 11½
" " No. 3		0 11½
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 12	0 14
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

**SPICES.**

The New York market is active with a good demand generally. A further stiffening is reported in cloves, ginger and cassia. Supplies of pepper, black and white, are limited. The trade is buying freely for manufacturing purposes. There are some signs of strength in nutmegs which for the past two months have been irregular. There is a good ordinary demand reported locally and prices remain about as at last writing. We quote:

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

**SYRUPS AND MOLLASSES.**

A very fair seasonable demand is being met for these lines. The principal call is for corn and sugar syrups of bright quality for table use. Prices are firm. For molasses good ordinary baking is meeting some enquiry. This is principally New Orleans. Barbadoes is not a very important article of commerce here, comparatively speaking and is still quoted at prices which have ruled for some little time. We quote:

Syrups—		
Dark		0 30
Medium		0 30
Bright		0 35
Corn syrup, bbl, per lb.		0 02½
" " kegs		0 03
" " 3 gal. pails, each		1 30
" " 2 gal.		1 90
" " 5-lb. tins (in 2 doz. case) per case		2 35
" " 10-lb. " (in 1 " " )		2 25
" " 20-lb. " (in ½ " " )		2 10

**THE MARKETS**

Molasses—		
New Orleans, medium	0 25	0 30
" " open kettle	0 27	0 32
" " "	0 45	0 50
Barbadoes	0 47½	0 50
Porto Rico	0 38	0 42
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	

**RICE AND TAPIOCA.**

The first direct shipment of fine Japan rice arrived last week. It is a good sample and is meeting with a very good demand owing to the fact that the market for this grade has been bare for some time. Tapioca is higher in price on the primary markets but no quotable change is reported here. We quote:

Rice, stand. B.	Per lb.	0 03½	Sago	Per lb.	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½	
Japan	0 06	0 07	Carolina rice		0 10	

**TEAS.**

The market does not show any feature of very particular interest this week. There is some enquiry for finer grades of Ceylon which are showing extraordinary value in lines costing between 20 and 30 cents. There is also some demand for good medium grades of Japan. A London cable reports that sales this week have gone off at about previous rates with the exception of a weakness in broken Pekoes. The war prospects have little effect in Canada, but are seriously regarded in the United States. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" " " " " " "	0 19	0 50
Indian—Darjeelings, Paking, Kaisow	0 35	0 55
" " " " " " "	0 20	0 40
Assam Pekoes	0 19	0 25
Pekoe Souchongs	0 36	0 42
Ceylon—Broken Pekoes	0 27	0 30
" " " "	0 17	0 35
Pekoe Souchong	0 42	0 50
China Greens—Gunpowder, cases, extra first	0 22	0 28
" " " " " " "	0 42	0 50
Young Hyson, ases, sifted, extra firsts	0 35	0 40
" " " " " " "	0 28	0 38
" " " " " " "	0 16	0 18
" " " " " " "	0 15	
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " " " " " "	0 18	0 19
" " " " " " "	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	
Common	0 19	

**Foreign Dried Fruits.**

There is little to record in these lines outside the fact that a better demand for prunes. A light demand might also be mentioned for apricots and peaches. Shelled walnuts are still advancing. Beyond this there is little of interest. We quote:

**CURRENTS.**

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

**RAISINS.**

Valencia, fine off-stalk	Per lb.	0 06½	0 07
" " selected		0 07	0 09
" " selected layers		0 08	0 09½

Sultans	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 07½
" " " 3-crown	0 08	0 08½
" " " 4-crown	0 09	0 10

**DATES.**

Hallowees	Per lb.	0 04½	0 05	Fards	Per lb.	0 07½	0 09½
Sairs	0 04½	0 04½					

**PRUNES.**

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

**CANDIED PEELS.**

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

**FIGS.**

Tapnets	Per lb.	0 08½	Elemes	Per lb.	0 09	0 20
Naturals	0 06½	0 09½				

**APRICOTS.**

Californian evaporated	Per lb.	0 10½	0 15
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**PEACHES.**

Californian evaporated	Per lb.	0 08	0 12
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**Cured Fish.**

As Lent approaches there is better interest and greater enquiry for these lines. Prices are unchanged. We quote:

Herring, No. 1, Labrador, in bbls.	6 25	6 50
" " " " " " "	3 25	2 50
" " split shore, ½-bbls.	2 75	3 00
Large dried cod in quintals	6 06	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks	0 06½	
Boneless fish, 1-lb. blocks	0 05½	
" " 25-lb. boxes, per lb.	0 04½	
Scaled herring, per box	0 16	0 18

**Country Produce**

**EGGS.**

The situation is even more acute than last week. Stocks are practically exhausted with the exception of a few odd lots which most commission men are sparingly dealing out. Enquiries from outside points are received daily and egg men would be glad to see the arrival of new stock, an event which with prevailing weather conditions seems no nearer than last week. Prices have been advanced again since last writing. Strictly new laid are nominally the same but scarcely any receipts are reported. Other grades are up from three to four cents and there is practically nothing to be had under 30 cents. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
" " selected, cold storage, per doz	0 32	
" " cold storage per doz	0 30	
" " pickled, per doz	0 28	0 30

**WHITE BEANS.**

Beans are firmer than last week with good demand at quotation prices. Mixed are 15c. firmer and hand-picked 10c. firmer. We quote:

Beans, mixed, per bush	1 35
" " prime, " "	1 25
" " hand-picked, per bush	1 60
" " Lima, per lb	0 05½

**HONEY**

The market is becoming more active this week. As the season advances stocks are becoming lighter and prices are advancing. A better demand than



**THE MARKETS**

The Canadian Grocer

**SUGAR.**

The price of sugar has not changed since the drop of 5c. last week, quoted below. At the new figures there is a fair demand, a little better than last week, but still no more than ordinary. The market is very uncertain.

The Dresden and Wallaceburg beet root sugar refineries have just issued notice that they have removed their sugars from the grocers' list, which action means that these refineries will be free in future to sell at any price which may be necessary for them to accept in order to dispose of their output. Hitherto they have been marketing their output under agreement with the older refineries, such as the St. Lawrence and Canada, to maintain certain prices at which doubtless it was difficult for them to dispose of their entire output in competition with that of the latter. By breaking away and acting independently they will be at liberty to accept whatever price they may choose.

Asked if this action meant that price cutting would be a feature of the near future the wholesale dealers expressed the opinion that it would not, but that the different qualities in competition with each other would simply find their level. The trade, however, have given the subject little attention. We quote:

Granulated, bbls.	\$3 65
"    "    "    "    "    "	4 05
"    "    "    "    "    "	3 90
Paris lump, boxes and bbls.	4 50
"    "    "    "    "    "	4 60
Extra ground, bbls.	4 35
"    "    "    "    "    "	4 55
"    "    "    "    "    "	4 65
"    "    "    "    "    "	4 35
"    "    "    "    "    "	4 40
Domino lumps, boxes and bbls.	4 50
"    "    "    "    "    "	3 85
Phoenix	3 70
Cream	3 70
Bright coffee	3 70
"    "    "    "    "    "	3 60
No. 3 yellow	3 45
No. 2	3 35
No. 1	3 25
Raw Trinidad	3 05
Trinidad crystals	3 10

**SYRUPS AND MOLASSES.**

Jobbers are quoting Barbadoes molasses from 11-2 to 2c. lower this week. Trade is still very quiet, though at the new prices the market has shown some slight improvement. The feeling in molasses, however, is still easy. Corn syrup is reported to be in good steady demand at the figures given below. We quote:

Barbadoes, in puncheons, old	0 35
"    "    "    "    "    "	0 38
"    "    "    "    "    "	0 40
"    "    "    "    "    "	0 41
New Orleans	0 22
Antigua	0 35
Porto Rico	0 45
Corn syrups, bbls.	0 02
"    "    "    "    "    "	0 03
"    "    "    "    "    "	0 03
"    "    "    "    "    "	1 30
"    "    "    "    "    "	0 90
Bbls. per 100 lb.	2 75
"    "    "    "    "    "	2 75
"    "    "    "    "    "	3 00
Kegs	1 90
Cases, 2 lb. tins, 2 doz. per case	2 35
"    "    "    "    "    "	2 35
"    "    "    "    "    "	2 25
"    "    "    "    "    "	2 40

**TEA.**

The situation this week in teas is very quiet. In fact it is reported as rather on the dull side. Compared with last week's business it is practically stagnant. Japans, owing to the strong feeling produced by reports from the East, are showing a slightly better demand than any of the other grades. We quote:

Good to medium Japans	0 17 1/2	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14 1/2	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21 1/2	0 23
Common	0 12 1/2	0 15
Ceylon blacks	0 14	0 18
Indian	0 11 1/2	0 20

**COFFEE.**

The firm tone prevailing in New York market is having its effect locally and the feeling is that all will have to advance their prices particularly in lower grades. The mild or high grade coffees have been very largely effected by the strong market prevailing and the advance is so marked that higher prices are justifiable, in fact they are practically forced up. We quote:

Good cucas	0 10	0 10 1/2
Choice	0 11 1/2	0 12 1/2
Jamaica coffee	0 09	0 11
Java	0 17 1/2	0 22

**SPICES.**

The tone continues very strong, a further advance being noted in clove, ginger and cassia. Peppers also at high and stocks light. Every indication points to an advance in all grades of spices within the near future. The demand for pepper in the United States is active. Spot supplies, New York, are rapidly decreasing. We quote:

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

**RICE AND TAPIOCA.**

There has been an improvement in the demand for rice, which is now selling fairly well, and at firmer prices. There has been no quotable change. Tapioca continues quiet. We quote:

B rice, in bags	3 40
"    "    "    "    "    "	3 40
"    "    "    "    "    "	3 50
"    "    "    "    "    "	3 50
In 10 lb bag lots an allowance of 10c. is made.	3 30
CC rice, in bags	3 30
"    "    "    "    "    "	3 40
"    "    "    "    "    "	3 40
"    "    "    "    "    "	3 40
Imported Patna rice, in bags	4 62 1/2
"    "    "    "    "    "	4 75
"    "    "    "    "    "	4 87 1/2

In the open territory prices are about 10c. less

**"MOUNT ROYAL" FANCY RICES.**

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62 1/2
Indian Bright	3 60
Jaya Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02 1/2
"    "    "    "    "    "	0 03
"    "    "    "    "    "	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

**NUTS.**

The advance of 1-4c. on the primary market in peanuts has resulted in a

**Special Announcement!**

**McGREGOR'S MARMALADE**

"ABSOLUTELY PURE."

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

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

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

**TOBLER'S SWISS MILK CHOCOLATE**

is delicious. Try it.

**BROWNE & WELLS, Limited, TORONTO**  
CANADIAN AGENTS.

**FISH AND OYSTERS WHOLESALE.**

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

**Butter Eggs Poultry Game**

CORRESPONDENCE SOLICITED.

**The Wm. Ryan Co., Limited.**  
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

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30-40s.  
40-50s.  
50-60s.  
60-70s.  
70-80s.





firm, and prices are somewhat higher. Trade is active. We quote:

Ontario bran, in bulk	17 50	18 00
shorts	19 00	
Manitoba bran, in bags	19 00	
shorts	20 00	
Mouillie	24 00	28 00

BARLEY.

There is no change in this market. We quote:

Pot barley	1 85
Pearl	2 85

ROLLED OATS.

The market is quiet and unchangeable. We quote:

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

Baled Hay.

Foreign markets are reported quiet and easy. Locally there is little doing. We quote:

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

Ashes.

Owing to small receipts prices remain firm. There is, however, little doing. We quote:

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

Hides.

There is not much doing on this market, the demand showing little improvement. We quote:

No. 1 beef hides	0 08	0 08 1/2
No. 2 "	0 07	0 07 1/2
No. 3 "	0 06	0 06 1/2
Lambskins	0 75	
No. Tealskins	0 10	

VISIBLE STOCKS OF LARD.

The N. K. Fairbank Company, of Chicago, Ill., write "The Canadian Grocer" under date of February 2nd, as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1904. Feb. 1.	1904. Jan. 1.	1903. Feb. 1.	1902. Feb. 1.	1901. Feb. 1.	1900. Feb. 1.
Liverpool and Manchester	15,000	10,000	11,500	9,500	8,500	34,000
Other British ports	2,200	1,500	3,500	5,000	3,500	7,000
Hamburg	16,000	13,000	20,000	12,500	7,000	14,000
Bremen	1,000	1,000	1,000	1,500	3,000	3,000
Berlin	2,500	3,000	1,000	1,500	2,000	4,000
Baltic ports	9,500	7,500	9,500	8,000	6,000	7,000
Amsterdam						
Rotterdam	500	700	2,500	2,500	1,000	2,500
Mannheim						
Antwerp	3,000	1,000	4,000	2,000	2,000	5,000
French ports	1,800	700	250	2,000	4,000	3,500
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	52,000	38,900	53,750	45,500	40,000	81,000
Afloat for Europe	65,000	65,000	55,000	51,000	72,000	52,000
Total in Europe and afloat	117,000	103,900	108,750	96,500	112,000	133,000
Chicago prime steam	16,760	10,336	17,763	62,851	36,961	104,852
Chicago other kinds	15,235	9,633	13,251	10,278	7,270	13,174
East St. Louis	1,090	1,150	.....	1,100	5,352	11,000
Kansas City	6,756	5,188	3,545	13,323	12,617	4,582
Omaha	3,365	3,128	2,272	5,273	2,907	4,340
New York	9,095	8,849	4,196	8,628	10,786	13,024
Milwaukee	3,683	3,097	848	2,206	2,083	3,839
Cedar Rapids	.....	.....	.....	1,157	1,601	3,858
South St. Joseph	4,190	2,047	1,756	6,386	1,878	2,502
Total tierces	170,174	147,328	152,371	207,702	193,455	294,171

BEAUTIFUL VANCOUVER.

"The Grocer" is in receipt of an attractive booklet issued by the Vancouver Tourist Association. It is entitled "Vancouver the Mecca of the tourist; the commercial and scenic centre of British Columbia." As an effective argument for Vancouver's right to the title, it makes use of a large number of fine half-tone engravings of the city and surrounding country, and a better advertisement than this artistic little quarto would be difficult to find.

CHANGE AT TROUT LAKE.

Mr. A. G. Fraser of Camborne, B. C., has purchased the business in Trout Lake, B. C., of C. B. Hume & Co. Limited, and has taken possession. Hume & Co. were the first merchants to open up business in Trout Lake, coming in 1893. Mr. Thomas Taylor, M. L. A., was at one time one of the partners and had charge of the business. Trout Lake and Camborne are in the Lardeau district and are reached from Revelstoke by way of Arrowhead.

100 COPIES FREE.

The Force Food Co. have recently issued a very handsome little booklet entitled "The Gentle Art of Using Force." The book is beautifully illustrated in colors and contains a large number of very useful household recipes. The Force Company will be glad to mail 100 copies to any grocer free on application, or should he prefer to send the company at their Toronto office a list of customers a copy will be mailed to each.

HINTS TO BUYERS.

Contributors are requested to send news only, not puff, 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 & Co. are selling evaporated apricots and peaches at interesting prices.

The attention of the trade is called to this week's ad. of J. M. Douglas & Co., Montreal.

The attention of buyers is called to ad. of W. H. Dunn, Montreal, whose three sellers—seasonable at all times—are particularly so now.

Merchants who wish to increase their coffee trade should handle "Ubero Brand." H. P. Eckardt & Co. are the wholesale distributors.

"San Toy" starch put up by the Eagle Manufacturing Co., Montreal, is an attractive package and should prove a good seller for the trade. The 5c. package being a novelty in package starches is worthy of consideration as an introducer.

Wm. H. Dunn is at present having large samples of Liquid Enameline distributed to each family in Montreal. He reports that this non-explosive stove polish is having a good sale.

The Eby, Blain Co. have just received a shipment of their "Anchor" maple syrup in quart bottles, to retail at 25c.

Hudon, Hebert & Cie, Montreal, are prepared to quote Borden products in round lots. They recently received a car of Eagle Brand Milk and Borden's Peerless Cream.

Upton's new season orange marmalade is now ready.

The Eby, Blain Co. report a very active demand for the "Bluenose" and "Halifax" brands of pure codfish.

The A. F. MacLaren Imperial Cheese Company report the arrival from Holland by the steamship "Teutonia" of 300 cases of Bendsdorp's cocoa. The consignment reached Toronto safely and in good order a few days ago. The trade in this popular and well-known brand of cocoa is increasing rapidly.

The Eby, Blain Co. have some very fine fancy Penang cloves, which they are offering at prices considerably below the market.

White & Co., fruit and commission merchants, Toronto, report the arrival this week of a carload of bananas via New York, containing 350 bunches of exceptional quality and color, undamaged by frost. Also a shipment of Jamaica oranges.

McWilliam & Everist, Toronto, have received a large shipment of Palermo bitter oranges. This firm is exporting 10 cars of apples weekly at the present time.

1842.

1904.

# "NO HUMBUG" ALWAYS AHEAD.

Nothing more pleasant for merchants to handle such goods as

## "GREENBANK'S LYE"

Double Concentrated Soda,  
**RED HEART**

98% Pure Caustic Soda.

For making Soap.

For Cleaning and Scouring Kitchen Utensils  
and Floors.

For Painters' use.

Better than anything else for removing old  
Paint.

Save your refuse household fat or grease and make  
your own soap for half-penny a pound.



RETURNED  
MAR 28 1901

THE STRONGEST,  
THE PUREST,  
THE BEST,  
WITHOUT EXCEPTION.



CHLORIDE OF LIME  
or BLEACHING POWDER

The Best Disinfectant in the World.

Ask for GREENBANK LYE,  
Ask for RED HEART LYE,  
Ask for CHLORIDE OF LIME.

For sale by  
ALL GROCERS AND HARDWARE MERCHANTS.

Informations gently furnished.  
Correspondence always politely written.  
WHAT MORE DO YOU WANT ?

# L. CHAPUT, FILS & CIE.

Wholesale Grocers, - MONTREAL.

IMPORTERS OF TEAS, COFFEES, WINES and LIQUORS.

**BRITISH COLUMBIA MARKETS.**

Vancouver, B. C., Jan. 29.

ONE of the most important and interesting cases arising out of an assignment has been arousing some excitement among members of the grocery trade, both wholesale and retail, this week. It arose through the arrest last Saturday evening of George Howell, late manager of the B. C. Supply Co., Limited, a retail grocery concern which, through Howell as manager assigned a month ago. J. G. Hutchinson, the former manager of the concern, was also arrested. Howell had bought Hutchinson's stock in the limited liability company known as the B. C. Supply Co., and had taken over the business in November last.

The action in arresting the two former managers was decided upon by a meeting of creditors when the assignee, Mr. Robert Kelly, of Kelly, Douglas & Co., reported grave irregularities. It is alleged that the former manager and Howell bought goods when they knew the concern was insolvent, and that Hutchinson purchased goods from various parties paying with orders on the B. C. Supply Co., after he had sold out of the business.

The total liabilities of the concern are nearly \$10,000 with assets of but \$2,000, and much of this is in book debts and shop fixtures. The two men were admitted to bail, Howell in \$2,000, while Hutchinson's bail was fixed at \$12,000, himself in half the amount and sureties for the other half.

Howell once before, in 1896, had an interest in the B. C. Supply Co., but retired, leaving Hutchinson practically sole proprietor. When Howell bought it in again last November and assumed management of the store, he undertook to revolutionize the grocery business in Vancouver. He advertised freely in rather unique and enterprising ways. One of his advertisements was to give a piano to the lucky holder of a coupon which should be drawn on a certain date. As the time in which coupons were given with purchases of goods was very limited, it is hard to see how the piano prize was a paying proposition. Howell claims that he knew of the liabilities which were against the firm when he took over the business but he was distinctly told by Hutchinson, he says, that these would all be settled by the latter. Hutchinson has been for three years dabbling in saw mills and shingle mills, being deeply interested in two such ventures.

Shipments of groceries and supplies to the North have been heavier this winter than during any of the past winters since the Northern country was first opened. Most of the goods has been sent to White Horse where there is a considerable demand for stocks of supplies for the new gold camp, 175 miles from that town. Every one of the local wholesale men have been sending from one to two cars of groceries every boat for the past few weeks. It is not a big trade, but being rather unexpected it is a welcome addition to the usual business with the North.

In addition to the shipments being made by every boat going North, the merchants of White Horse absorbed much of the stock which was sent

North for shipment to Dawson and failed to get through before the river froze up last fall. As there was a large quantity of many kinds of goods, practically covering a general stock, it is a lucky thing for the shippers that this extra demand has sprung up this winter. With the goods there, and the many lots shipped this winter, the merchants of White Horse must have turned over a very considerable business in the off season.

Every report from the North continues to give favorable accounts of the outlook for a really good return from the newly discovered creeks. The movement of people with outfits constantly increases and by the time the season opens there will be many hundreds of miners on the ground.

While war news from the Orient continues to be somewhat indefinite the market for rice has been seriously affected. The price has in the past few weeks gone up \$8 per ton altogether, and the prospects are that it will go higher as export is practically forbidden. Should war break out there will be further sharp advances. The local quotation is now \$96 to \$98 per ton. There has been a little speculation in rice among the members of the trade, but not enough to make the movement rank with the grain exchange. People who have risked some money in the stock may make a few hundred dollars but there will be a drop if the war scare blows over.

Whether it is because of anticipated demand in case of war breaking out or not, bookings of flour for the Orient from this coast continue good; this too in spite of the fact that the old rates of \$3 to \$4 per barrel go into effect with the beginning of February. The withdrawal of the China Commercial Company's fleet of steamers from the route to San Francisco from the Orient has removed the only competitor which persisted in cutting flour rates.

There would appear to be little to warrant the continued movement of flour to the Orient, even in event of immediate hostilities as there are enormous stocks of flour already across the Pacific and far more than would be used in a long time. The market over there is badly disorganized, and even war would not put prices up sufficiently to make it an interesting speculation. The flour shipped has been largely from the mills of Washington and Oregon.

Big consignments of coffee from South America for the importing house of Wm. Braid & Co., Vancouver, are included in the cargo of the Steamer Mera of the Kosmos line, which is now discharging cargo at Puget Sound ports and is due here this week. She also brings 500 tons of nitrate for the Victoria Chemical Works, Victoria, from Chili. The steamers of the Kosmos line run between these ports and European ports by way of South America and the Atlantic. The Mera is making her first trip, but others have been in from time to time. Usually they bring large consignments of raw sugar for the B. C. Sugar Refinery Co. On her return trip the Mera will take large shipments of flour from Puget Sound ports to South America and Europe. Some consign-

ments of fish, canned salmon, etc., will also be sent by the steamer.

Market conditions here are quiet in general, though there is a good deal of activity. The movement in staples is still light, and in nearly every line prices though firm and steady are not high. There are some lines which will be almost sure to advance ere long. Canned vegetables are selling here away below the market according to present quotations from the East. Tomatoes are quoted at \$1.15 to \$1.50; corn, peas and beans at \$1.10 to \$1.15. At these figures less freight the goods could not be bought in the east to replace stocks. Corn is quoted in the East at \$1 to \$1.15, which would make the local quotation away out.

So long as trade is dull and demand light the merchants here do not shift prices much, but should large orders or inquiries for prices come in the figures would go up at once. In fact it is only because it is hardly worth while to make the change that the quotation is left standing.

Another line of goods which it is expected will go up before long is that of canned meats. The navies of the different nations are being provisioned on a war basis, and even should hostilities not begin there will be sufficient movement to cause prices to advance. The recent quotations are considered low.

In dried fruits, the California market seems to be well stocked and prices in leading lines remain steady but not high. Stocks appear to be fairly evenly divided this year, no shortage being reported in any line. The average price of different varieties of dried fruits on this market at present is 8 to 10c. per lb. Local demand is slow in these lines and not likely to improve just yet as there is considerable fresh fruit in the market. Preserved and canned fruits never move readily on this market and the position is featureless at present.

Eggs—The scarcity of eggs from the East, both fresh cased and pickled stock, continues. The relief in the situation is the supply from California which is coming in freely. The service of the San Francisco steamers is every five days so that merchants here can order through a broker by wire and receive stock in very quick time. Prices are lowering a little. Where it cost at least 30c. to lay fresh California eggs down here a week ago, it is now possible to get them two cents cheaper. The price to the trade last week by local wholesalers and importers was 31 and 32c. Next shipments, due in a day or so, will likely sell to the retailers at 30c.

Butter—Eastern butter, that is the Ontario article, has not been on this market at all this season. So far as known this is the first season for many years that some shipments have not been received. In former years, especially five years ago when there was such a rush to the North, there were big lots of butter imported from Eastern Canada. The stocks are being well cleaned up. Creamery both from N. W. T. Government creameries and from Manitoba is getting into smaller compass. There is no really first-class dairy left on the market. Prices are not any higher than at last quotation.

# **BLANKE'S "FAUST" BLEND**

**FINEST GROWN MOCHA and JAVA COFFEE**

**C. F. BLANKE TEA and COFFEE CO.**

**St. Louis, New York, Chicago and Kansas City.**

The "**Faust**" Blend Coffee was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively**. The following is a partial list:

NEW YORK CENTRAL Dining Cars and  
Station Restaurants.

IMPERIAL HOTEL, New York.  
HOTEL BARTHOLDI, New York.  
DENVER & RIO GRANDE Dining Cars.  
B. & O. S. W. Dining Cars.  
WABASH Dining Cars.  
COTTON BELT Dining Cars.  
LAKE SHORE Dining Cars.  
OCEAN STEAMSHIP CO., of New York  
and Savannah.  
AUDITORIUM HOTEL, Chicago.

SCHENLY, Pittsburg, Pa.  
TONY FAUST'S, St. Louis, Mo.  
ARLINGTON HOTEL, Hot Springs, Ark.  
SHANLEY'S NEW YORK CAFES.  
COLORADO HOTEL, Colorado Springs, Col.  
BATTERY PARK, Ashville, N.C.  
HOTEL COLORADO, Glenwood Springs.  
WHITE'S CAFES, Chicago, Ill.  
GRAND HOTEL, Cincinnati, O.  
DEL PRADE HOTEL, Chicago, Ill.  
GRAND HOTEL, Yarmouth, Nova Scotia.  
PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal

**Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.**

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENTS FOR CANADA

**HUDON, HEBERT & CIE.,  
MONTREAL**

WHOLESALE GROCERS AND WINE MERCHANTS.

There is not yet any foreign butter on the market but in addition to anticipated importations from California as soon as the make of fresh butter there increases a little more, there will be some Australian goods received on the next boat which is due to arrive early in February.

Fruit—California oranges are coming in freely now, and are steadily improving in quality and maturity. The prices are easy, and as at last week's quotations, \$3 to \$3.25 for fancy navels, \$2.75 to \$3 for choice \$2.50 to \$2.75 for standards \$2.25 to \$2.50 for seedlings. Lemons move slowly and at easy prices, \$3 to \$3.50 as to quality being quoted.

Local apples run from 50c. to \$1 per box. Okanagan apples and those from Kamloops bring \$1.50 for choice varieties. Excellent russets and Northern Spys are leading varieties.

Vegetables—California cabbage has started to arrive in small lots. The price is about 3½c. per lb. A little new cauliflower is also being imported from California, but is high at \$1.25 to \$1.50 per dozen. Greenhouse lettuce grown from Victoria is received regularly all winter. Potatoes appear to be a short stock, though last fall there seemed to be plenty in the market, and the crop was reported good. From California there were inquiries some time ago for 100 tons or more for seed. The stocks in Washington are light also. Locally the price is hard to definitely fix. Ashcroft's have a regular rate which is seldom varied as there is a demand for all that are grown in that favored district. The price for them is generally about \$20 per ton. Other stocks range along at present from \$12 to \$17 per ton.

GEO. S. B. PERRY.

**NOVA SCOTIA MARKETS.**

Halifax, Feb. 1st, 1904.

THERE has been a fair business in groceries during the past week. The snow blockade has interfered somewhat with trade. In the Island of Cape Breton, especially in the Northern districts, the roads for a time were impassable, which interfered with the movement of the travellers. In fact during the greater part of the month of January the severe weather made it difficult for travellers to push sales with their usual energy. In some respects the heavy snow fall and steady cold has been beneficial and will swell the lumber output considerably.

There has been no important change in the markets. The chief feature in produce is the scarcity of eggs. There are now less than 100 cases of held stock here and these are in the hands of one firm who are letting them out in small lots to their regular customers. The price has been advanced to 27 cents for held eggs. A case or two of fresh laid are coming in occasionally and these sell as high as 40 cents a dozen. As the cold weather is unfavorable to production it is impossible to tell how the market is to be supplied for the next month. Cheese is very dull sale at 11½ to 12 cents in a jobbing way. A few dealers are overstocked and none of them are making money on cheese this season as they are now selling for less than they paid for choice Septembers some months ago. Butter is steady and quotations are unchanged.

Flour is very firm at the advance of last week. Retailers have now advanced their prices about 30 cents per barrel. Oatmeal also is firm at the sharp advance of last week. The demand is now heavy as consumption is large at this season of the year. Cornmeal is steady, the expected price-cutting on this market not having been realized.

Molasses is very unsettled as a result of price-cutting on the part of a St. John importer. Wholesale houses are now offering this article at from 5 to 7 cents below the December prices. The trade here is chiefly in Porto Rico, but Barbadoes has also opened lower than last season. Sugar is unchanged and the demand is steady. The trade here does not anticipate much change in sugar for some time. The Acadia Sugar Refinery now advertise their output as the product of West India cane, the importations of European beet root for refining purposes having been abandoned.

Bank fish are easier at first hands. Grades suitable only for the Southern export trade have been offered by fishermen at from 50 to 75 cents below the highest figures for the season. Fish suitable for domestic and grocery trade are still very high and the supply very limited. Mackerel are higher. Nova Scotia mackerel ran very large in size this season and therefore retailers have to watch their profits very sharply as the number to the barrel is smaller than usual.

A new steamboat has been put on the Bay of Fundy and is now making regular trips between St. John and Pansboro. There is a proposition on foot to have her call also at the ship railway wharf at Fort Lawrence, thus giving Amherst water carriage from St. John. This would no doubt benefit Amherst retail merchants by reducing their freight charges. It would also benefit St. John wholesale houses, but the advantages to Halifax are problematical.

The new steamer Senlac has not yet completed her first round trip on which she started two weeks ago. This boat plies between St. John and Halifax, calling at the South shore ports of Nova Scotia en route. She reached Halifax several days over due and started to return with a large cargo shipped by Halifax wholesale houses. Something went wrong with her steering gear and she was compelled to return and her future sailings are uncertain. Some are already expressing a fear that she is not up to the requirements of the route in mid-winter.

**MANITOBA MARKETS.**

Winnipeg, Jan. 30, 1904.

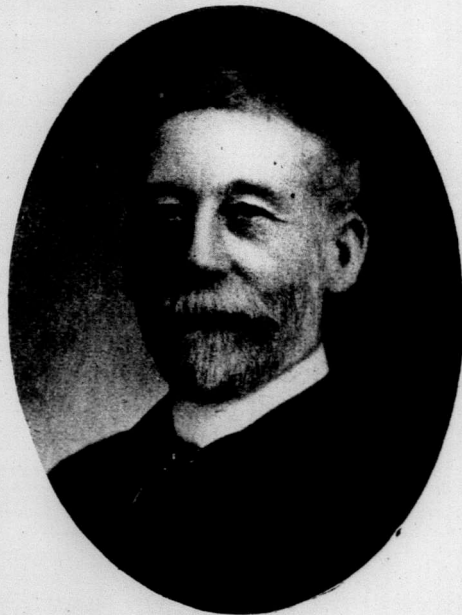
THE usual round of jobbing houses is productive of little in the shape of news. Prices are firm in most lines, and trade, though rather quiet owing to the cold of the week just past, has been quite satisfactory.

Canned Goods—The only point of interest at present is a further advance of 10c. on corn, making the price for the coming week \$2.50 and an advance on peas making the current price \$2.25. Tomatoes are still selling at \$2.65.

Green Fruit—The amount of trade for the past week has necessarily been light,

but with the change to really mild weather that came with Friday there was increased demand. The only new line in the market is bitter oranges which came in Saturday and are quoted at \$6.00 per case. A car of celery from California will arrive to-morrow and will sell at 90c. per doz. bunches.

Oysters—are very scarce in Winnipeg owing to the extreme cold and heavy ice about Baltimore preventing the tugs getting in shore with the oyster tows. Under date of January 25th one of the large shipping firms of Baltimore wrote their customers here that they were unable to get any selects at all owing to the heavy ice preventing the boats making a landing. Apparently Manitoba does not have all the cold weather that is going.



MR. STEPHEN HUSTWITT.

Winnipeg and Western agent for T. H. Estabrooks, (Red Rose Teas) St. John, N.B.

Mr. Hustwitt, who has just returned to Winnipeg, after being present at the opening of the new Red Rose Tea Warehouse at St. John, N. B., was the first to introduce Red Rose Tea in the West, and has built up a fine connection. Although Mr. Hustwitt has been in the West only a few years, he is an enthusiastic Westerner and has great confidence in the future of Winnipeg.

Winnipeg is getting ready for the annual bonspiel, which promises to be as good as ever. The committees have been successful in arranging for plenty of ice and the city rinks have been busy for more than a month playing down for the "spiel."

Travellers will begin to round up from trips with fall samples and will be in the city during the 10 days of the bonspiel. It is likely that more than the usual buying will take place this year, as more and more country merchants like to go through the houses and make selections for themselves. This applies more especially to the dry goods trade but is true to some extent of all. Even if no buying were done the jobbing houses would consider the time well spent in entertaining country merchants,

as it always leads to more trade later on. There are a number of new warehouses since last February and these will be objects of attraction to men from outside. Merchants, jobbers, indeed men in all lines of business regard the annual bonspiel as a most desirable feature of the winter programme and great would be the groaning if for any reason it were omitted. It entails an enormous amount of work on the comparatively few men that make themselves responsible for its success, but they certainly have the satisfaction of knowing that they contribute largely to the extension of trade in the city.

\* \* \*

Archibald Patterson of Ridgetown, Ontario, was brought up in the Winnipeg police court during the week for infringement of the "Fruit Marks Act" and fined \$9 and costs. In a carload of apples 22 barrels were falsely marked as XXX and 14 barrels were falsely packed. Mr. Philp, the fruit inspector, laid the information.

\* \* \*

W. H. Troop, secretary of Black Bros. & Co., of Halifax and La Have, packers of boneless and shredded cod, has been in the city this week arranging with Messrs. Tees & Perse to handle their goods in the west, with a view of specially introducing their new cartoon packages and wooden boxes. Mr. Troop when seen by your correspondent professed himself as delighted with the prospects in the west.

\* \* \*

Mr. Mason, manager for the F. F. Dalley Co., of Hamilton, is comfortably installed in his new quarters in the handsome new block on Bannatyne Street East, that was built for Coltart & Cameron last year. Coltart & Cameron occupy a portion of the building and sub-let the balance to other manufacturers' agents and there is now quite a little colony installed, among them being the Frost Wire Fence Company and Wampole's preparations.

\* \* \*

The annual meeting of the Board of Trade will be held to-morrow, the 2nd, and the retiring president, Mr. G. R. Crowe, has invited the members of the board to a dinner to follow the meeting. This is an old established custom. Mr. Crowe is the president and manager of the Northern Elevator Company, and about the 20th of the month will sail from New York for Naples, with his family to spend six months on the continent and in Great Britain.

\* \* \*

The Winnipeg Clearing House Association has been thoroughly re-organized and now bids fair to be a working proposition. Practically all city members of the grain exchange have joined the association and at a recent meeting it was resolved that beginning with February 1st all transactions of members should go through the house. The option market opened for business, however on Wednesday of the past week and on Saturday a call board was established and business is now under way. The older members of the exchange express themselves as hopeful that this time the Clearing House Association will be a success. The prospects were never so bright before.

The postponed annual meeting of the exchange will be held to-day.

# Everybody Praises

The fine Red Flesh Tints  
The tender Digestible Meat  
The Sweet Appetizing Flavor

## OF Clark's Sliced Smoked Beef

ALL THESE GOOD QUALITIES WILL BE FOUND IN EVERY TIN.



### Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

# EPPS'S

GRATEFUL.  
COMFORTING.

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

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

THE MOST  
NUTRITIOUS.

# COCOA

## Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

## James Ewart

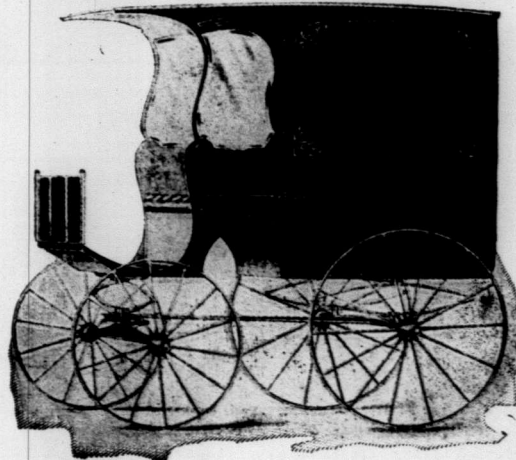
MANUFACTURER OF

High-Grade Delivery  
**WAGONS**

Grocer, Baker, Confectionery, Laundry  
Wagons of every description.

257-9 QUEEN ST. EAST  
**TORONTO.**

Write For Prices. Phone Main 1188



## Window and Interior Displays

Timely Hints  
and Suggestions

### This Week's Illustration.

**T**HIS Oriental window was intended for the display of coffees and was built by Mr. J. E. Whiteside for Fred Carne, Jr., Victoria, B. C. The window is 12 feet long by 3½ feet deep and while not being perfectly adapted either by depth or the smallness of the panes for the best effects in window dressing. Mr. Whiteside has brought the science of arranging an attractive window to the point where he seldom fails to have something tasty and artistic. In this window he has

corner is completed by two Indian pillows.

The floor is covered with a real Turkish carpet and in each corner is a leopard skin with the heads towards the centre. Three small brass East Indian hammered trays are piled up with roasted coffee beans and two more hold green beans. About three dozen tins of coffee are stacked at the back and a few odd cups, larger trays, a water jug, shields and swords and a couple of palms complete the display which must have attracted a great deal of attention. The fine work on the centre cloths, the leopard

countries, which the average mind will not disassociate from the home of the draperies, brassware, etc., which are part of the stock of an Oriental store. And then the coffee was worked in simply in sufficient quantity to take advantage of the attention given the decorations, and not crowded in, so as to detract from the general appearance or intrude itself on the gaze of the observer. This is where the greatest knack is in the arrangement of special windows—the inclusion of just enough stock to get some good from the attractiveness of the window, and yet



Coffee Window Dressed by J. E. Whiteside for Fred Carne, jr., Victoria, B.C.

built a framework at the back five feet high and covered it with Oriental drapes and curtains. In the centre a divan is curtained off by hanging drapes from a curved piece of wood ¼ inch by 1½ inches by 10 feet, which projects about 15 inches into the window. Inside this on the floor are two 6 inch rolls of wrapping paper supporting a 12 inch plank covered with another curtain. Hanging against the wall in the centre of this canopied part is a heavily gold-embroidered table cloth, while another rests on the floor or seat. The cosy-

ard skins with heads intact and the other Oriental decorations would be sure to stop anyone passing. These were all loaned by Messrs. Carte & McCandles of Victoria, and could be nothing but a good advertisement to them also.

Such a window is one of the very best special windows a grocer could insert. Everything included has always been of interest to everyone who would happen to see it, and yet, different from the average picture window, the decorations were worked in as part of the advertisement, for coffee comes from tropical

avoid giving the impression of advertising. It is very seldom that more than a slight impression can be given by the picture window, and if that much is gained the window dresser should be satisfied. The artificial palms are particularly suitable in such a window, but no display need be without them.

A New York grocer fills his window with tidbits that can be eaten out of hand—nuts, citron, raisins, etc. He finds that men have well developed appetites for sweetmeats, and that they buy them freely when they are attractively displayed.



**DURABLE,  
ARTISTIC**

**AND NOT EXPENSIVE**

Three talking points of our

**METALLIC  
CEILINGS and WALLS**

that appeal to practical people everywhere. Strictly sanitary, beautiful in design and finished effect, and made in a multitude of patterns suited to all styles of buildings.

You can't do better for yourself than to buy these reliable goods that never disappoint.

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

**BEANS.**

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

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

J. G. McKILLOP, West Lorne, Ont.

**The Dollars You're After**

will come to you without trouble if you will watch the dollars you already have, and spend them wisely. Get A. W. Lydiatt's book entitled **One Hundred Good Ads.** for a grocery store, which will show you how to get the most value for your money spent in advertising. The ads. are clever, clear, catchy and at one cent each are a bargain. Send a dollar for a copy to-day. Address

**The Canadian Grocer**

TORONTO OFFICE: 10 Front St. East.

**BROCK'S BIRD SEED.**



**IS  
PERFECTION.  
IT  
PAYS TO SELL.**

SAMPLES FREE.

**NICHOLSON & BROCK, TORONTO**

**PRATTS FOODS.**

THE sale of stock food has had a remarkable development in Canada of late years, due in part to the progress made in scientific knowledge of breeding and feeding, and in part to the necessities of trade both domestic and export. Poultry food is an excellent article for grocers to handle. The grocer comes into direct contact with the very class of people who can be led to buy poultry food, namely, farmers' wives; they control the "egg money," and have the best of reasons for doing everything possible to stimulate the egg supply. In like manner cattle food interests the farmer's wife; anything that tends to increase the flow of milk and to maintain the healthy condition of cows is good to use. Here again the selling of a stock food can be best done by the grocer. It naturally follows that other foods and kindred lines find a natural depot in the grocery store.

Among the widely known stock and poultry foods that bearing the name of Pratts Foods stands out strongly. This food, made in Philadelphia, has been sold for a number of years past by the Robt. Greig Co., Toronto, who are sole Canadian agents. Pratts Foods are known throughout the length and breadth of Canada. Their excellence, coupled with diligent advertising are matters of common knowledge. Mr. Greig, of the Robt. Greig Company, has done an immense amount of striking work in the exploiting of Pratts Foods in Canada. Space forbids a detailed account of his advertising methods and literature. His policy is to assist in every fruitful way the agent for his goods to get them sold, and to secure the good-will and co-operation of the customer. One is safe in saying that no stock food sold in Canada or the United States has been more successfully advertised. Any grocer who is interested in knowing what the Robt. Greig Co. do to assist him in disposing of Pratts Foods should he take an agency for them, will find much to interest him upon a letter of enquiry.

The annual meeting of the Robt. Greig Co. took place recently, and the directors' report must have been gratifying to the shareholders inasmuch as the profits of the past six months' business warranted a dividend of 10 per cent. on the capital stock besides allowing the carrying forward to the profit and loss account of a nice sum.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

**SITUATIONS WANTED.**

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

RELIABLE, energetic and honest young man desires position as clerk in an up-to-date grocery firm; references; four years' experience. Address, Box 509, Guelph, Ont. (6)

**SITUATIONS VACANT.**

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

**FOR SALE.**

SNAP for a party with a few thousand dollars; plant, stock in trade and good will of an established manufacturing and important business with a large and profitable connection. Apply at once to Box 98 CANADIAN GROCER, Toronto. (7)

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixtures about \$3,000; property to be sold with business; four cosy living rooms; over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

RESTAURANT, Fruit, Ice Cream and Confectionery for sale; good town; good business; good prospects; reason, bad health. Box 19, CANADIAN GROCER, Toronto. (f)

BAKERY, Confectionery and Ice Cream Parlor; complete plant; cost \$4,000; annual retail business over \$14,000; \$1,500 buys it; must be sold at once; largest and finest retail business in Windsor. Box 20, CANADIAN GROCER, Toronto. (f)

**To Butchers and Hide Buyers!**

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.

We advance money if desired. We pay spot cash. We pay the freights. We pay full market values.

We want agents in every Canadian village this spring to buy CALFSKINS for us. We furnish the money; we pay all Customs charges, entry fees, freight, etc. For particulars address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

**Perth Whiskey de Luxe**

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

**MATTHEW GLOAG**

Established over a Century. **Perth, Scotland**

THE CANADIAN GROCER

Every First-Class Grocer

IS EXPECTED TO HAVE IN STOCK

# VAN HOUTEN'S COCOA

Do not let your customers have cause to conclude that you do not keep the best in any line. The best **Cocoa** is **Van Houten's**.

**CHEAP**—Because a little goes a long way.

**HANDY**—Because it is only necessary to add boiling water.

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

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

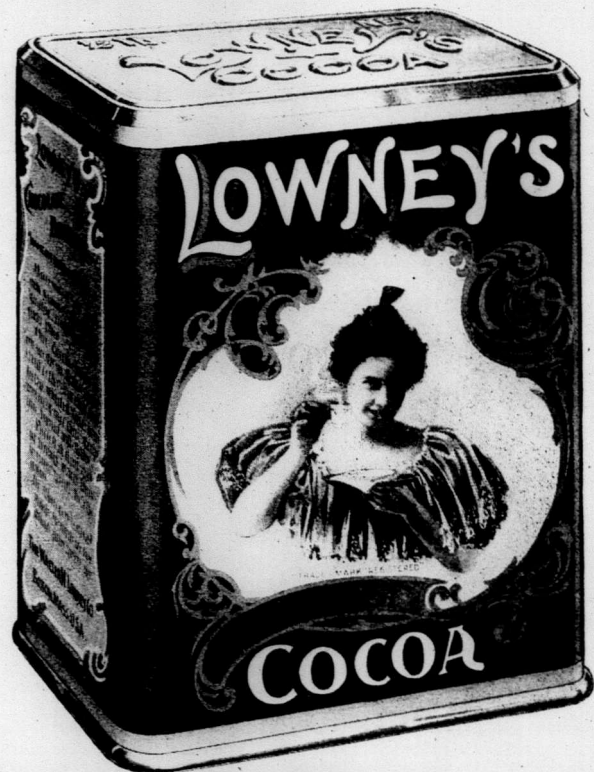
## NATIONAL LICORICE CO.



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

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

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



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 alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 47 COMMERCIAL STREET, BOSTON, MASS.

# YOU WANT

all the business you can get at this season. Help your trade by selling only reliable goods.

## Reindeer Brand

**CONDENSED MILK** is the standard of quality and contains all the virtues of fresh milk.

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



BISCUITS AND CONFECTIONERYA DEPARTMENT  
FOR RETAILERS.

## Preserved Fruit Bricks.

**A** VERY toothsome product of interest to the confectionery trade is in the form of preserved fruit in bricks, which are either rectangular or disc-shaped, and done up in toned tissue paper. They are of about the consistency of a soft gum-drop, and, being composed largely of sugar, they hold the flavor of the strawberries, peaches, peaches, plums, or what not, admirably. These bricks will soon be on the market in large quantities from California, experiments in their manufacture having attained final success. They are made by boiling down the fruit pulp to a sugar until the desired consistency is reached, when the mixture is poured into pans, and permitted to dry slowly for 10 hours, being eventually cut into suitable pieces and wrapped in the manner described. They will keep in perfectly good condition for years. Old-time housewives used to make plum or cherry "cheeses," as they called them—the art, alas! seems to have vanished—which were so stiff that fanciful forms could be stamped out of them with a pastry-cutter. This delectable quality of stiffness, as well as the absence of stickiness, was attributable to the boiling, which was brought to exactly a certain point (after putting the fruit through fine sieves—in order to turn the sugar to candy. It is the same principle that is used in the manufacture of the fruit bricks, which, when they are to be used, are soaked preliminarily in warm water for an hour. They are said to be almost like the fresh fruit, being readily utilised for pastry and other desserts, and their cost is moderate. Before long, doubtless, they will be for sale in all the grocers' shops. The production of fruit pulps in other shapes has already become enormous in this country, most of them being put up in cans for the flavoring of ices and sodawater. One can buy in this form apricot pulp, peach pulp, apple pulp, pineapple pulp, quince pulp, and various others.

## Wedding Cake Customs.

**A** PPEARING in the homes of rich and poor, savant and clod, Christian and pagan, the wedding cake is an object of ethnological interest. Its alluring fragrance, wafted for centuries, "far as the breeze can bear," probably first emanated from the dwellings of those Roman patricians whose marriages were solemnized by *confarreatio*. The ceremony—in which a spelt cake formed a distinguishing feature—was conducted by the Pontifex Maximus. The Navajo ceremony, a curious relic, handed down from unknown ages, is thus described by A. M. Stephen: "The women of the bride's family prepare corn-meal porridge, which is poured into a (wedding) basket. The bride's uncle then sprinkles the sacred blue pollen of the larkspur over the porridge. This symbolical food is first tasted by the bridegroom, and afterwards by the bride, each taking a portion from the four cardinal points. Finally, the basket is passed over to the younger guests, who speedily devour its contents with merry clamor, a custom analogous to the dividing of the bride cake."

Through Aristophanes we learn that cakes were common at Grecian marriage feasts as early as four centuries before Christ: while many passages from the later classics prove their emblematic importance. Of a Greek country wedding in our own times, an eye-witness says: "The manner of compounding the cake has descended from remote ages, as an inheritance. On one end of an immense kneading trough is a saddle-occupied by a boy girdled with a sword. At the other end stands a girl, whose tiny hands must be the first to stir the dough. This odd rite indicates to the bride the advisability of taking an interest in her household affairs, and to the bridegroom his duty of protecting their home."

Among the early Christians, any surplus cake and wine blessed by the Eucharist was sent to the home of the bridal couple for their sole use. In parts of Turkey at the present day, the newly married eat cakes of sugared eggs in a room alone; while Chinese etiquette prescribes that the maiden and her affianced be offered cake and other sweetmeats immediately before the wedding.

Although this mutual partaking of food evidently typified at first the sharing of joy and sorrow in wedded life, instincts of hospitality soon suggested the proffering of the sacred emblem to the guests. Among the Gauls of Cicero's day, "hunting for the twig of laurel in the wedding cakes" was a proverbial expression, meaning "wasting time in trifling pursuits." Later, we find that Juvenal particularizes "the bride cakes, which you must dispense to your bridal guests already well-seated." Old English literature is especially rich in similar references. Thus, Ben Jonson sings:

"Divide the broad bride cake,

Round about the bride stake."

And in Ritson's description of Robin Hood's wedding (1600), a guest says: "I got a good piece of bride cake, and so came away."

Naturally, the social Pepys would mention this pleasing custom. His diary of a Summer's day in 1666 records: "Had a piece of bride cake sent me by Mrs. Barbary."

We discover, also, that the bride of to-day who honors her guests by cutting the cake in their presense is following a fashion centuries old. Among exceptional instances in which this duty devolved upon some other person, a most curious example comes from antiquated parts of Spain. "A huge pasty and a stiletto are placed conspicuously in the room where the bridal dance is to be held. Each guest is expected to cut a slit in the pie, and thrust in a coin. The newly married pair eat a little of it every day, hoarding the coins."

At country weddings in certain districts of Ireland, the priest, after blessing the cake, cuts it into small slices, which are placed on a large dish and passed to the guests. Each takes a portion and lays down in its stead a donation for the priest. Thus does the cake uniquely and conveniently play the part of "best man," in feeding the clergyman.

No wedding cake, no future happiness, is an old and deep-rooted belief. So important an item was the cake in Scotland that the relatives of the bride (among the humbler classes) used to provide only this one dish, the guests and landed gentry contributing all other articles for the entertainment. The Cingalese bridegroom brings to his bride a great collection of gifts, among which, occupying the place of honor in the centre, is a huge cake, shaped like a pyramid, and decorated with bright colors. In rural Bulgaria, also, it is the most noticeable object at the wedding feast, being placed on a barrel of wine, beside which Bacchanalian altar the marriage ceremony is performed—*Home Science Magazine*.

## PURE GOLD TALK.

No. 3.

We have a word or two to say this week on Baking Powders. We have a right to speak on this subject, for we not only make a Baking Powder, but we have also spent many thousands of dollars in urging the use of a Pure Cream of Tartar Powder, meaning of course, Pure Gold Brand.

**Pure Gold Baking Powder** is not a whit behind any high-grade American make. No baking powder, no matter where or by whom made, can be better than Pure Gold. Yet there are American Baking Powders sold in Canada in large quantities, thanks to advertising and quality. Possibly there was a time when Foreign Baking Powders were defensible, but that time has gone many years ago. "Made in Canada" is a good cry, just so long as Canadian manufacturers maintain high standards.

Then, too, there is the question of price. There is absolutely not one cent's worth of value received for the extra sum paid for American powders. Why waste public money for the enrichment of outsiders?

We work in the interests of the Canadian grocery trade, and solicit their trade in return.

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

### THE COFFEE MARKET.

WILLETT & GRAY in their weekly statistical report of January 28th size up the coffee situation as follows:

Further developments as to the actual conditions in Brazil of the current as well as the growing crop support the belief that higher prices for coffee have come to stay and the legitimate position ultimately justify same. The Rio and Santos receipts for the month of January will not exceed 475,000 bags; and as European and American warehouse and "ex ship" deliveries are quite large, the world's visible on February 1st will show a substantial reduction, probably in excess of 500,000 bags. This feature has been generally anticipated and discounted, of course, but looking ahead it is easy to conclude that the world's visible will undergo material reductions from month to month because the small balance remaining of the current crop in Brazil, Santos especially, will necessitate withdrawals from reserves in consuming countries.

Notwithstanding varying reports as to weather in Brazil and its influence on the growing crop, we are reliably informed that the chances are very slight for any improvement at this late date and while rainy weather finally succeeded the long drought it was accompanied by storms that did more harm than good in many districts.

The trade demand has improved and top prices have been paid for usual trading grades, revealing necessity to replenish supplies. No. 7 Rio has sold at 8½c. regular New York terms on the spot, and 9c. same terms, to be shipped, but we quote at the close 9c. to 9¼c. No. 4 Santos is freely bid at 9¼c. regular New York terms.

### NEW PROCESS OF SUGAR REFINING.

A very rapid method of refining sugar has been invented by Dr. C. A. Kern and Mr. C. A. Spreckles. It consists of mixing the raw sugar with a compound which separates the impurities from the crystal, leaving only the pure sugar which is then manufactured into the different grades, same as by other processes.

An experimental refinery was built at Yonkers, N. Y., with a capacity of five hundred barrels a day, and has been in operation for the last year. A larger refinery will be finished in June or July with a capacity of three thousand five hundred barrels a day, which will also use the new process, which saves about 40 hours time in refining a batch of sugar.

## The Soda Biscuit Habit.

Worth encouraging.

Get a man, or a small boy (if his mother doesn't interfere) alongside a plate of

## Perfection Cream Sodas,

fresh, crisp, cooked to a turn, and soon there is nothing left but the plate—and an unsatisfied desire.

Next day the grocer gets an order for more of "those same biscuits."

The biscuit habit is acquired bad if you sell the right biscuits.

And it is good for you.

Order a couple cases direct.  
3-lb. Cards and Tins.

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

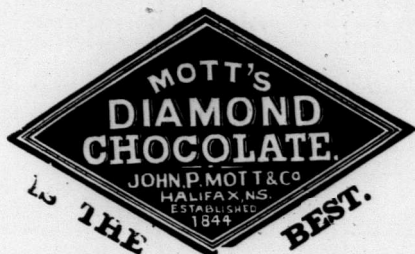
## GEL-O

The New Dessert.

"Always room for the right thing." Hence Gel-O. Gel-O is the best prepared jelly in the world.

8 flavors; package makes 1 pint. Cases, assorted, hold 4 dozen and 12 dozen.  
SEND ORDERS DIRECT.

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



For Sale Everywhere.

ASK FOR  
**MOTT'S.**

# COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers  
**THE COWAN CO., Limited**

**TORONTO**

# Maple Syrup.

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

## THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, **TORONTO.**

### DO IT NOW!

Should be the motto of every progressive  
man the world over. Did you take ad-  
vantage of our coupon offer on

## Eagle Baking Powder?

If you have not done so

### DO IT NOW.

Just take your pencil and figure out what profit our  
offer means to you. Now, then, don't you want a trial  
order?

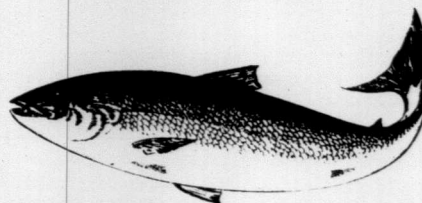


### OUR OFFER

stands good until February 13th  
to subscribers of "The Grocer"  
outside of Montreal. Freight  
paid on 5-case orders.

**The Eagle Manufacturing Co.,  
MONTREAL**

## SOCKEYE SALMON



### "Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

McWILLIAM  
**Mc. AND E.**  
EVERIST

Phone Main 645 - TORONTO

## Bargain Oranges (?)

Not ours—ours are Orange Bargains. We cut prices because we want stock moved quickly. The oranges are highly colored—sweet and juicy—strictly first-class in every respect. **Ask us for prices.**

**Say !!**

**Our Lemons are free from frost—Do you want some?**

## TO BRIGHTEN BUSINESS

---

### ORANGES

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

---

### GRAPE FRUIT

Fancy Florida Stock; 64—80's.  
Write for prices.

---

### TANGERINES

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

---

### LAYER RAISINS

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

---

## CLEMES BROS.

Toronto.

# GREEN FRUITS

### Fruit Will Repay Attention.

**T**HE expansion of the fruit trade in Canada is a matter of comment among the trade generally. One need but be ordinarily observant to notice the extent to which fruits generally and oranges in particular are being stocked by the trade this year.

The very high quality and the relatively low price of oranges has probably had a good deal to do with the large consumption. This feature should be a matter of interest to the wide awake grocer. Now is the time to educate your customers to a larger use of the delicious and healthful orange. And in this education the fact should be made patent that the very best grades at the most advantageous prices are to be had from the regular grocer rather than from the man with the push cart.

This fruit department if properly looked after should be a special feature in every grocery which aspires toward the best. It is worth while to make a reputation for your green fruit, not alone for the profit from this line but for the additional trade which will be thereby attracted.

### Among the Fruit Men.

HUGH WALKER & SON, GUELPH.

**T**HE firm of Hugh Walker & Son, Guelph, reputed to be one of the oldest fruit and commission houses in Canada, was established in Guelph away back in 1856 by the senior member of the present firm, Mr. Hugh Walker, and Mr. G. Warren. At first they carried on a dry-goods, grocery and crockery business until 1861, when they dissolved partnership. After this time Mr. Walker devoted his attention exclusively to the retail grocery and fruit business and gradually worked up a small jobbing trade in foreign and domestic fruits, oysters and finnan haddies. Directly the Great Western Railway was opened, connecting the counties of North Wellington, Grey and Bruce, with Lake Huron, the fruit trade assumed larger proportions and has continued to increase steadily up to the present time.

In the year 1882 Mr. Walker's son George was taken into partnership, forming the present firm of Hugh Walker & Son. They continued for some time to do a retail as well as wholesale busi-

ness, the wholesale trade steadily increasing until 1891, when they were compelled to move the wholesale branch into the present large and commodious premises on Upper Wyndham street. It was then that the junior partner undertook the management of the wholesale business, and to such an extent did the trade increase that in 1896 they finally sold out their retail business that both partners might devote their exclusive time and energy to the wholesale trade.

Walker & Son attribute their success in establishing one of the most successful fruit businesses in Ontario to handling only strictly first-class quality of goods. They have gained the confidence of the trade generally, so much so that they receive most of their orders by mail and telephone, customers feeling assured that quality and price will always be right at the Walker house.

The fruit trade has grown wonderfully the past fifteen years. The firm can remember when it took three weeks to sell their first car of bananas. They now handle three cars in one week. All other lines have grown in proportion. They make a specialty of high class California and Mexican oranges, for which they have excellent connections with the growers.

### Victoria Fruit Growers.

The Victoria (B. C.) Fruit Growers' Association & Exchange, Limited, has been incorporated. The incorporators are: Andrew Strachan, Gordon Head; James A. Grant, 53 Third street, Victoria; Edgar Fleming, Victoria, box 362; E. W. Beale, Cadboro Bay; R. Layritz, F. Sere, Thomas A. Brydon, Victoria; Charles Thomas, Strawberry Vale; B. E. Maynard, R. M. Palmer, H. T. Sannard, Victoria; Wm. C. Grant, Malcolm Dunnett, W. J. Williamson, D. S. McRae, R. Holmes, W. F. Somers, Gordon Head; Stewart Bros, South Saanich; Walter Palmer, Frank Borden, Mount Tolmie P. O.; Lovell Sea, W. R. Palmer, George W. Dean, Victoria; W. H. Allison, Royal Oak; John Brown, Victoria P. O.; Tanner Bros., South Saanich; C. A. McAnally, Mount Tolmie; Charles S. Birch, North Saanich; Henry J. Dunn, box 85, Victoria; F. Appleton, Geoff Vantreight, G. F. Watson, Gordon Head; G. J. Bagshaw, Victoria; D. McCaskill, South Saanich, and J. Townsend, Feltham road, Mount Tolmie.

**Uncle Sam's Fruit Bill.**

THE consumption of fruit in the United States is astonishing when summed up in round figures. Besides the immense amount produced within their borders they imported in 1902 fruit to the value of \$21,500,000, while thirty years previous to that time importations amounted to \$13,000,000. In 1870 only \$7,000,000 were imported. The imports of bananas alone into the United States in 1902 amounted to \$7,300,000, drawn from the following sources: British West Indies, \$3,400,000; Costa Rica, \$1,500,000; Honduras, \$700,000; Colombia, \$560,000; and only \$530,000 from Cuba, against \$1,500,000 in 1892. The value of the lemons, sweet and sour, imported into the United States from Italy amounts to more than \$3,000,000. Of the oranges imported—\$400,000 worth—the preference is given those from the British West Indies. Of coconuts the United States imported from the British West Indies, \$325,000; Colombia, \$183,000; Cuba, \$175,000; total, \$832,000.

In 1900, Chicago received from Italy 15,900 boxes of oranges and 2,150,000 boxes of lemons; from California, 8,000,000 boxes of oranges and 800,000 boxes of lemons; from Jamaica, 800,000 boxes of oranges; and from Florida, 1,000,000 boxes of oranges. The receipt of oranges at New York in 1901 was as follows: From Italy, 2,934 tons, valued at \$113,915; from Mexico, 3,900 tons, valued at \$136,926; from the British West Indies, 16,925 tons, valued at \$44,044; from Japan, 186 tons, valued at \$7,751; and lemons from Italy, 72,335 tons, valued at \$3,112,308; lemons from Canada, in transit, 1,101 tons, valued at \$30,030.

As the production in the United States (California and Florida) increases each year, in a very short time the United States will have to look for a foreign market for its enormous production. The production of oranges in the United States amounts to 12,000,000 boxes per annum, of which 10,000,000 boxes are produced in California and 2,000,000 boxes will this year be produced in Florida. The consumption of lemons in the United States amounts to 3,000,000 cases per annum, of which 1,000,000 cases are produced in California, the remainder being imported.

**Canadian Apples at Leeds.**

Reporting to the Department of Trade and Commerce from Leeds, John B. Jackson, Canadian agent at that port, comments upon the improved quality and packing of the Canadian apples placed on the English market. He says

**FISH AND OYSTERS**

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

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

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

**WHITE & CO.,**

PHONES Main 4106 Hi 4107 Wholesale Fruit and Fish, TORONTO

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

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Prompt

1904

**SAME OLD STORY.**

Selling best goods obtainable at lowest possible prices.

That's how we hold our trade. Quality tells. Try us.

Reliable

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

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

they are good samples of the best Canadian apples, and probably better all round than are offered for sale in Canadian towns. They are retailed in Leeds for \$4.25 to \$5 per barrel.

**Fruits Marks Act.**

The Grocers' section of the Toronto Retail Merchants' Association, has appointed a committee to confer with Mr. W. A. Mackinnon, chief of fruit division of the Department of Agriculture, regarding better enforcement of the fruit markets act. The administration of this law at present is unsatisfactory, as in the absence of the inspector of the division there can be no prosecution for violation of the act.

The

**DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

**TWO SNAPS.**

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

ORDER QUICK.

**HUSBAND** Bros. & Co.

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

**DRIED APPLES**

WE ARE BUYERS  
LARGEST DEALERS IN CANADA

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

5 and 7 Market St., HAMILTON

# FLOUR AND CEREAL FOODS

## Britain's Cereal Imports.

**T**HERE was an advance to £3,737,957 in the value of the wheat shipments from Canada, says a recent issue of the Times. It might have been hoped that an expansion in our receipts of wheat grain would have been accompanied by a diminution in those of wheat flour; on the contrary, the latter have slightly increased, though they have not regained the level of 1901. Out of the total of £9,722,596 expended on imported flour last year the United States alone took £7,617,011, Canada following for the sum of £1,253,241. Imports of maize in 1903 regained in value the position they had occupied in 1901, the chief feature of last year's trade being the resumption of the premier place by the United States.

Imported oats have again receded in value, but not in quantity, the great size of the home-grown crop operating in the direction of lower prices. More than half of our total import, valued in 1903 at £1,203,928, came from Russia. Imports of beans and peas both declined last year alike in volume and in value. Turkey, Egypt and Morocco are the main sources of the former, the British East Indies and Canada of the latter.

## Where Swiss Food is Made.

**T**HROUGH the courtesy of Mr. McIntosh of the firm of P. McIntosh & Son, millers and manufacturers of cereals, health flour, etc., Toronto, a representative of "The Grocer" had the pleasure this week of making a tour of inspection of the McIntosh mills, better known as "the place where they make Swiss food." P. McIntosh & Son have had the benefit of thirty years practical experience in the milling business in Toronto, and have virtually grown up with the flour and cereal trade which at the present time has assumed such magnificent proportions. With regard to their own share of the trade it is no secret that this firm controls a large slice.

Two years ago their manufacturing plant was totally destroyed by fire, and since then they report that they have found it difficult to supply the wants of regular patrons to say nothing of effectually

meeting the demands of new business. Plans are under way however for a large new warehouse 100x300, a 100,000 bushel elevator and extensive enlargements and improvements to their mill, by means of which the daily output will be increased easily two fold.

Under present conditions the mill is turning out daily 125 cases of Swiss food, besides 200 barrels of rolled oats and other cereals. When going at full swing their mill uses up no less than 80,000 bushels of oats in a single month. The process of manufacturing McIntosh's special "Swiss Food" from the raw material is extremely interesting. The wheat first passes through a machine which removes the outside hull without crushing the grain. It is next kiln-dried and polished, after which it passes through hot moist rollers where it is flattened and reduced to the flaky consistency of the finished product. It is now ready to be packed by automatic weighing machines in pasteboard boxes and distributed to the trade. One striking fact is that during the entire process not a bit of grain is touched by hand. There is in operation in the mill what is said to be the largest oat roller in Canada, which has a capacity of 15 tons per day. Another feature of the mill is its dust-cleaning apparatus which mysteriously makes way with every particle of dust and chaff after separating wheat from waste.

P. McIntosh & Son manufacture some thirty other cereals, the most prominent among them being their "Crown" brand of rolled oats, "Gluten" health flour and "Aunt Sally's" self-rising pancake flour and whole wheat food. They also conduct a large grain and feed business and are thus enabled to dispose of all their by-products at considerable profit. Their hay business is no mean item; buyers throughout the country gather up no less than 1,000 tons a month which is pressed for local distribution and export.

The export business of the firm is growing steadily. They have already established a permanent market in England for their manufactured products. They are also exploiting in South Africa, although this section of the trade is only in the making as yet. A brisk

demand for their cereals has recently been created in the West Indies and there seem to be no obstacles to prevent a very large trade being built up.

## U. S. Wheat Exports.

**S**HOULD the exports of wheat from the United States continue to decline as they have during the past two years, observes an exchange, in two years more she will have ceased to be a wheat exporting country.

This statement is based upon the figures issued by the chief of the Bureau of Statistics of the Treasury Department of the United States. The statistics show that the wheat exports for 1902 were 40,000,000 less than those of 1901, while those of last year were 56,000,000 less than those of 1902, or a total reduction in the two years of 96,000,000. The total exports last year were but 73,263,911, or less than half those of 1901, so that at the present rate of diminution the exports will have disappeared altogether in two years hence. Of course, no one expects that the present rate of diminution will be continued, the strong probability being that there will be an increase very shortly. At the same time the statistics form corroborative evidence that the United States is becoming more and more a consumer of her farm produce. Already she is consuming practically all her own butter and cheese, though formerly she was a large exporter.

Flour exports do not follow the same course as those of wheat. There was a considerable falling off in 1902, but this reduction was more than recovered last year so that the export of flour might be regarded as something of an increase.

## Gladstone Flour Mills.

**T**HE Echo Milling Company has begun grinding at their new flour mills at Gladstone, Man. The company is composed of some of Gladstone's most substantial business men, with Mr. P. Broadfoot as president, Mr. Magnus Wilson, vice-president; Ex-Mayor D. Smith, secretary; Mr. W. A. Squair, treasurer. The mechanical work is under Mr. F. B. McKenzie, as head miller, and Mr. Thos. George, engineer. The



Good business is principally a question of good judgment. The merchants who stocked up on fad foods were taking chances that their popularity would last. Now their shelves are full of dead stock.

Good rolled oats will always be in demand. That is why you should always have a stock of Tillson's pan-dried Oats. A food, not a fad!

# Tillson's Pan-dried Oats



Goldie McCullough Company, of Galt, Ont., supplied the mill machinery and the Vulcan Iron Works, of Winnipeg, the elevator machinery. The capacity is 250 barrels a day. Besides making four grades of flour there is an extensive chop plant, capable of turning out 100 sacks an hour. The elevator along side, which stands 72 feet high, has a capacity of 40,000 bushels; the warehouse adjoining, a 15 car capacity. These buildings are admirably situated between the C. N. and C. P. railways, not 50 yards from either.

### The Economy of Wheat Flour.

WHEN investigating the relative nutritive value of foods in relation to their cost the simplest method is to compare the amounts of protein and energy obtainable in the foods for a given sum at market prices, the protein being figured in pounds and the energy in calories, says a writer in the American Miller. A comparison of this kind forcibly illustrates the true economy of wheat bread as food.

In an article on the cost of food as related to its nutritive value R. D. Milmer of the office of experiment stations shows conclusively that foods that are highest in price are not necessarily

TELEPHONE { MAIN 1257  
" 4675

## Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.

## John Mackay

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

Caledonia Mills,  
BOWMANVILLE, ONT.

Correspondence solicited.

### FLOUR

### FEED

### CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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

"Matchless" Feed.

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

## THE CANADIAN GROCER

the most nutritious. Indeed, the reverse is true in almost every instance, the cheaper food materials furnishing a greater amount of protein and energy at a given price. For instance, there is as much total nutriment in a pound of wheat flour as in three and one-half quarts, or about seven pounds, of oysters. However, there are exceptions to the rule. Some articles that are low in price when judged by bulk are not necessarily cheap sources of nutrients. Cabbage at 2.5 cents a pound is low in price, but 10 cents' worth of cabbage furnishes only 0.056 pound of protein and 500 calories of energy, while 10 cents' worth of wheat flour at 3 cents per pound furnishes 0.38 pound of protein and 5,490 calories of energy, and is truly cheap. Ten cents spent for flour would buy more material for building up the body and giving energy for work that could be got from 50 cents to \$1 in tenderloin steak, lobster or fresh salmon at regular market prices.

From the foregoing it should not be inferred that bread made from wheat flour is alone sufficient to properly sustain life. While it would probably go further towards doing so than any single article of diet, the human system is so constituted as to require a mixed diet in order to receive the proper nutrients in correct proportions. No attempt has been made to fix a standard, nor probably ever will be, but it is certain that from a standpoint of economy, as well as health, the diet of every healthy person should include a fair proportion of wheat bread.

### Flour for Japan.

On February 1 the rate for the transportation of flour from the Pacific Coast to the Orient was advanced from \$3 to \$1 per ton, but despite that fact, the bookings of space for flour on the Oriental liners running out of Vancouver have continued to increase instead of decreasing in number. The steamship companies engaged in the Oriental trade from this coast expect to carry more flour to Japan and China during the present year than ever before. The steamship Empress of Japan, sailing on the 25th ult. for Yokohama and Hongkong, took out approximately 600 tons of flour consigned to Japan. Her other cargo to the amount of 1500 tons consisted of general merchandise.

### Incorporation Granted.

A Dominion charter has been granted to the Keewatin Flour Mills Company with capital of two million dollars and headquarters in Ottawa. The incorporators are A. W. Fraser, K. C., R. M. Cox, of Ottawa; E. C. Whitney, of

Whitney, David L. Mather, of Rat Portage; Hon. J. D. McGregor, of New Glasgow; R. L. Borden, M. P.; George Burn, manager of the Bank of Ottawa; Hon. Erskine Bronson, of Ottawa; and John Coates, president of the Ottawa Gas Company. The charter gives them authority to manufacture and deal in flour, to erect mills, elevators, and all other power incidental to the business of milling.

### Pancake Season.

When summer days are over

An' the breezes start to blow  
That tell us winter's comin'.

With its blizzards and its snow,  
I'm always sort o' happy;

For although it's cold an' drear,  
I know the syrup's waitin'

An' the pancake season's here.

Delicious, thick, an' brownish—

Six or seven in a pile—

With good old country butter—

Don't it make a feller smile?  
Jus' loses sight o' trouble—

It'll make him want to cheer,  
To see those steamin' pancakes

With the svrup settin' near.

Of course, to other people.

Now they may not seem so sweet,  
For different folks have different tastes

Concernin' thins to eat;

But when a feller rises

After eatin' maybe ten,

He finds himself a-wishin'

He could do it all again!

Now, when the days are short'nin'

An' the lakes begin to freeze

When winter winds a-roarin'

Come a-rushin' through the trees,

To me it brings no sorrow—

Nav it's music to my ear,

For then the svrup's waitin'

An' the pancake season's here.

—Bide Dudle' in St. Joseph News.

### The John Campbell Co., Limited.

A CHARTER has been granted under the Ontario Companies Act creating and constituting John Campbell, mill owner; Robt. N. Price, miller; Neil C. Sinclair, book-keeper; Daniel M. Tait, gentleman, all of the City of St. Thomas, and Kirwan E. Freeman, grain dealer of the village of Brownsville, Province of Ontario, a corporation for the purposes and objects following, viz.: (a) To manufacture, buy, sell and deal in flour, oatmeal, pot barley, split peas, meal, feed, and all other cereal products; (b) to deal in grain, seeds, fruits, cattle, hogs, and all other farm stock and products, to deal in salt, coal, wood, lime, cement, lumber and shingles, and (c) to manufacture and deal in staves,

headings, hoops, bags, barrels and bagging, and for the said purposes to acquire the necessary real and personal property including the mills, buildings, plant and business at present being carried on in the said City of St. Thomas, and at the said Village of Brownsville, by the said John Campbell; the Corporate name of the company to be The John Campbell Company, Limited, the share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the said City of St. Thomas, and the provisional directors of the company to be John Campbell, R. N. Price, N. C. Sinclair, D. M. Tait and K. E. Freeman, hereinbefore mentioned.

### Milling Oats in Germany.

A correspondent to the Muhle states that the milling of oats in Germany is nowadays only profitable under exceptional circumstances. The consumption of the produce by the masses is not great, and in summer sinks very low. Thanks to this and to over-production, the price has dropped tremendously.

Eight or ten years ago crushed oats fetched from \$9.50 to \$10 per cental, but now the article is sold for \$6.50 to \$7.50 per cental, although the raw material is dearer now than then. The rolled oats imported from America have been so successfully pushed with the public that the native product, though equally good in quality, is almost invariably rejected, and the preference is given to its foreign rival.

### Cereal Notes.

Milwaukee's six flour mills in 1903 made about 1,750,000 barrels of flour.

A London paper says England will never be free from the menace of the Chicago wheat gamblers until Canada and Australia are given a preference on wheat which then, it argues, will be cheaper in London than now.

Little or no Canadian grain has been moving through Minnesota to the seaboard this season, says the American Miller and well-posted railroad men are inclined to think that none will move that way, the Canadian routes having taken command of the business.

### RUSSIAN SUGAR KING DEAD.

Leopold Koenig, the Russian "Sugar King" is dead. He began life as a workman, and now at the age of 83 leaves £10,000,000. Some time ago he appeared as chief petitioner for the bankruptcy of his own son, who could not pay him a trade debt.

**FIND** that on these cold mornings a little thought mixed with my breakfast makes it more palatable and keeps me warmer during the day.

For instance, the other morning when the mercury threatened to fall out of the bottom of the thermometer, I found my cream frozen when I sat down to the breakfast table.

Necessity has ever been the mother of invention, and I've celebrated a sort of Thanksgiving Day ever since for the discovery I made that morning.

I'm very fond of Chocolate and also of Cocoa. I like the rich flavor and at the same time I know how nutritious they are.

The discovery I made wasn't a discovery, exactly—I simply found a new combination, by using the rich, creamy Chocolate, steaming hot as it was, in place of the cream for my bowl of "FORCE."



I suppose I've eaten "FORCE" in more different ways than anybody else, and I like most of them, but I want to tell you that this combination of the crisp flakes of the world's best food, warm from a quick toasting in the oven, and hot Chocolate instead of cream, is just about the best-tasting thing that has ever passed my lips.

Better try it—to-morrow morning.

There's enough nutriment for brain and muscle in a bowl of "FORCE" and a cup of Chocolate to carry one through a much harder day than you or I are likely to have, and enough left to make us feel fresh and strong at the day's end.

This new recipe isn't in my book, "The Gentle Art of Using Force," but it contains some other good ones.


I'll send you a copy for a 2c. stamp.

Be Sunny!

Yours truly,

*Sunny Jim*

BUFFALO.



**THE  
PANCAKE  
SEASON  
IS  
HERE.**

**GREIG'S WHITE SWAN**  
Self-rising  
**BUCKWHEAT FLOUR**  
is eminently a  
**HIGH-GRADE PRODUCT**  
and made to suit the  
**MOST FASTIDIOUS TASTE.**

3 dozen packages in a case. TRY A SAMPLE.

THE **GREIG** COMPANY  
ROBERT LIMITED.  
White Swan Mills,  
**TORONTO**

## WALL PAPER

### THE PAPERHANGER'S ART.

**T**O make paper stick to a painted or varnished wall, nothing is better than a little Venice turpentine added to the paste when it is made, or isinglass, dissolved in water and a little glycerine is good; three sheets of isinglass to a pint of warm water, and two ounces of common commercial glycerine. Gelatine will answer in place of isinglass; or the walls may be sized with glue size, to which some molasses or brown sugar has been added. But the Venice turpentine is sure, and leaves no nasty coating under the paper as glue or sugar may do.

Venice turpentine in the glue size for a damp wall, is recommended by some paperhangers. Shellac does not prove effective on a damp wall.

Much of the trouble with paper breaking and tearing is due to the workman stretching it too much when hanging it.

It is necessary to keep the hands clean when hanging plain papers, such as felts or ingrains. Felts or ingrains should always be trimmed, no matter how well the edges may look in the roll. Water stains in such papers are caused by their porousness, allowing the paste to come through. Let the paper get perfectly dry, then go over it with clean water, using a clean calomine brush. Brush the water on quickly and with a light sweep. When the paper becomes dry the stains will have disappeared.

When butting felts and similar papers, use the seam roller on the seams, but don't try to force the edges together with the roller or you will have trouble with the next length. If you are careful when trimming the edges you will not have to force any joints.

Sometimes the edges slightly overlap in places, but all that is necessary is to use the edge of the roller to gently press the edges into place. Some paperhangers leave a very slight space between the two edges, and then force them up into place to make a perfect butt; but this is a bad practice, as the edges will open or shrink upon drying. If you are not skillful enough to make your edges fit closely, then let them lap the least bit, just a hair's breadth, and then you can press the edges into place.

Don't try to make speed on delicate papers, especially if not expert at it. Fine work demands time and care and

the tools must be in good order, and cleanliness observed.

Never crease felts or ingrains on the board, but fold them carefully so as to avoid any crease mark, which would show on the wall.

Pressed papers should be trimmed after having been pasted, which will keep the edges wet and prevent their being crinkled. Use a brush instead of a roller when smoothing down pressed paper; a brush with three-inch bristles being about right for the purpose. It is seldom, or perhaps never, necessary to line walls for Lincrusta some paperhangers saying that it hangs better without lining. Ordinary paste, made good and strong, answers for hanging Lincrusta. It is not necessary to size Lincrusta before painting it.

Size walls for burlap with a light paste, pasting the burlap also, of course. Never hang it dry upon the wall.

Japanese papers are difficult to hang, as the layers of which they are composed are liable to come apart.

A badly whitewashed wall will hold paper if sized with glue and brown sugar, or molasses size. It is best to lime walls for good paper, as it gives a better foundation to work on, and prevents the lime in the plaster from spoiling the color of the paper. It adds to the cost of the job—but it pays.

Walls may be damp from two sources, namely, from water coming from outside, or drawn up from the basement foundations, or from the sweating of the wall when the air is warmer than the wall. In the former case the water is to be prevented from getting into the wall. In the latter, having a fire in the room in damp weather will do. Or the wall may be sized with water-glass or a resin varnish, or several layers of paper will prevent the sweating.

Very bad walls must be battened and canvas stretched over them. Put the battens close enough so that bagging will be avoided.

### MONTREAL'S TRADE.

**T**HE annual report of the Montreal board of trade shows that the number of ocean-going vessels entering the port was 802, being the largest on record except 1898, when 862 ships came here, but the larger average size of the ships brings this year well

ahead in tonnage, which was 1,890,904, as against 1,541,272 for 758 ships in 1902, and 1,584,072 in 1898, the best previous year.

The abolition of canal tolls had the effect of diverting through Montreal a large amount of trade which would otherwise have gone through New York and Boston. The vessels passing through the Lachine Canal numbered 6,155 as against 5,276 in 1902; the trade of the port increased correspondingly, exports increasing by \$11,000,000, and imports by \$8,000,000. Montreal handled 29 per cent. of Canada's export business, and 32 per cent. of the import. Shipments were especially heavy in grain, cheese, lumber and cattle.

The port warden's report shows shipments of 25,497,707 bushels of grain, an increase of 4,401,839; 2,389,848 boxes cheese, an increase of 379,842; 702,280 barrels of apples, an increase of 234,977; 261,607 packages of meats, an increase of 128,291; 225,408,695 board feet of lumber, a decrease of 10,515,801; 147,574 cattle, an increase of 70,422, and 60,900 sheep, an increase of 15,114.

### PROSPEROUS B. C.

**A** BULLETIN just issued by the Bureau of Provincial Information for British Columbia, reviewing the industrial conditions of the past year, says the Vancouver Province, gives the output of the metalliferous mines of the province at 1,276,000 tons. The coal mined amounted to 168,000 tons. The total value of the mining output was \$19,200,000, which was nearly two million dollars increase over the previous year notwithstanding the strikes which paralyzed the industry in the early part of the year.

With the exception of the salmon pack, which was greatly below the average all other industries show large increases. The cut of timber during the year was 15 per cent. greater, and the dairying output a third. The fruit marketed showed a 35 per cent. increase, and halibut and other fisheries 40 per cent. The value of the total productions of the province was about thirty million. The value of exports was twenty-one million, five million increase over the previous year.

**WALL PAPER**

**DON'T**

put off buying until our range of samples is broken—get your order in now when we have a complete assortment of all grades — Samples sent prepaid on application.

**STAUNTON'S**  
TORONTO CANADA

**O Yes!**

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



**Batty & Co.**  
LIMITED  
Sauce and Pickle Specialists,  
LONDON, S.E.

ESTABLISHED 1824.

**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.

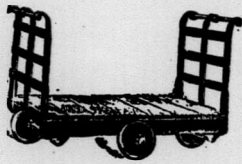
**GOLD DUST** can be used for any kind of outdoor work that needs renovating

**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

# TRUCKS

for Warehouse  
and Factory.



Save You Money  
Do Men's Work  
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street. Temple Building, MONTREAL.

BUY

## Star Brand

### COTTON CLOTHES LINES

- AND -

### COTTON TWINE

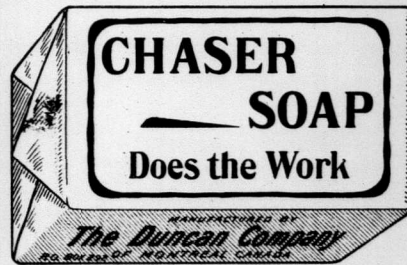
Cotton Lines are as cheap as Sisal or Manila  
and much better.

For sale by all Wholesale Dealers

See that you get them.

### SPECIAL.

All orders received this month for 5 cases will  
be invoiced at the 20-case price, \$2.10.



P. O. Box 292. Bell Tel. M. 4375.

40 HIGHEST AWARDS  
In Europe and America

## Walter Baker & Co. Ltd.



The Oldest and  
Largest Manufacturers of

### PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their  
manufacture.  
Their **Breakfast Cocoa** is ab-  
solutely pure, delicious, nutritious,  
and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue  
Wrappers and Yellow Labels**, is the best plain  
chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and  
good to drink. It is palatable, nutritious, and healthful;  
a great favorite with children.

Buyers should ask for and make sure that they get the  
genuine goods. The above **trade-mark** is on every  
package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

### INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries  
relating to Canadian trade recently re-  
ceived at the Canadian Government office  
in London, Eng.

1. A London steel and iron merchant is open to act as buying or selling agent for Canadian firms or public corporations.
2. A firm of Australian wine importers wish to open up negotiations with a first-class house in Canada with a view to establishing an agency for the Dominion.
3. The makers of certain gas and electrical light fittings are making inquiry respecting the possibility of doing business with their goods in Canada.
4. An inquiry comes from Antwerp for iron pyrites, in lumps, from Canada.
5. A firm of paper exporters wish to get into touch with Canadian stationery houses with the object of introducing a specialty.
6. The makers of a sheep-dip and other disinfectants are seeking to do business in Canada, and have made inquiry to this end.

The following enquiries were received  
at the Canadian Section of the Imperial  
Institute, London, Eng.:

7. A Manchester timber merchant wishes to purchase supplies of birch veneer, lengths 24, 30, 36 and 42 inches, by 8 in. wide and 1-30 in. thick, and invites quotations from Canadian firms who can furnish the article.
8. A firm manufacturing cane and wicker furniture and also children's mail carts, etc., is prepared to appoint a suitable Canadian resident agent.
9. A firm manufacturing picks, shovels, spades and other implements used in railway construction, asks to be placed in communication with importers of these lines.
10. A firm manufacturing hosiery (cashmere, worsted, merino and cotton stockings and socks) is open to appoint resident Canadian agent possessing the requisite connection. First-class references required.

[The names of those making inquiries  
may be obtained from the Editor of THE  
CANADIAN GROCER.]

### THE TEA CONTROVERSY.

The tea controversy is growing in interest. In reply to the communication of G. F. & J. Galt, of the Blue Ribbon Tea Company in last week's "Grocer," we have received the following letter:

Editor "The Canadian Grocer:" Enclosed you will find two cheques for \$500 each, one of which is to cover The Blue Ribbon Tea Co.'s acceptance of our challenge, as per their advertisement in this week's issue of "The Grocer"; the other is to cover our acceptance of Messrs. G. F. & J. Galt's challenge by letter in this week's "Grocer."

We have appointed Mr. J. L. Watt, who with Mr. William Ince, Sr., can arrange for the auditing of the books of both parties concerned.

Yours truly,

P. C. LARKIN & CO.

Toronto, January 29, 1904.

## February Features Extraordinary.

We wish to remind you that during the month of February we propose moving a large quantity of Teas, and in order to accomplish this we have made the prices very attractive for purchasers. In anticipation of making this the banner month for Teas we made some extensive purchases prior to the advance, which feature should not be overlooked, as the prices at which we are selling this month show extraordinary values.

If you are open to buy **YOUNG HYSONS, JAPANS, INDIANS, CEYLONS, or CEYLON GREENS**, see our travellers' samples or communicate direct with

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

**POTATOES.**

Our bids are good ones.  
Write or wire for prices.

**M. G. STAGG & CO.**

Phone Standard Stock Ex. Bldg.,  
Main 5219. Grain and Hay Merchants. TORONTO.

**W. G. PATRICK & CO.,**

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

**W. G. A. LAMBE & CO.**

TORONTO.

Grocery Brokers and  
Agents.

Established 1885.

QUEBEC, P.Q.

**J. P. THOMAS**

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

**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.

**"ACME"**  
TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

VANCOUVER, B.C.

**C. Gardiner Johnson & Co.,**

VANCOUVER, B. C.

Importers of...

**Skinner's Queensland Turtle Soup.**

Sole Agents for Canada.

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

VICTORIA, B.C.

**R. W. CLARK & CO.**

Japanese, Chinese and Australian Brokers,  
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,**  
with headquarters at Kobe.

Manufacturers and shippers requiring representation in  
the Orient are invited to correspond with us.  
Our facilities for doing business are second to none.

WINNIPEG.

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

**EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**I**

Represent some of the leading houses in  
**CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE ME.**

**E. NICHOLSON, - WINNIPEG,**

Wholesale Commission Merchant and Broker

LONDON, ENG.

**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.

**Harvey's Ammonia.**

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

**JOHN G. HARVEY,**

Manufacturing Chemist,

Todmorden, Ont.



Come Out  
OF THE  
**DARK!**

Bring your "ads"  
with you.

**ILLUSTRATE!!**

By doing so you illumine  
and release from obscurity  
many a cheerless "type ad"  
that is suffering for the want  
of a little pictorial light.

We furnish the kind of pic-  
tures that give to your "ads"  
a bright and smiling counte-  
nance. *A cheerful face gains  
favor every time.*

Estimates on all and every  
style of design cordially fur-  
nished.

ART DEPARTMENT

**MacLEAN PUBLISHING CO.**

LIMITED

Montreal. Toronto. Winnipeg.

**\$60,000 FIRE AT STRATFORD.**

ONE of the worst fires in the business part of Stratford occurred on Thursday morning of last week, when the "Hub," one of the leading grocery and bakery stores of this city, owned by the Barnesdale Trading Co., Limited, situated opposite the City Hall on the Market Square, was totally consumed. The building and stock are totally ruined by the effects of fire, water and smoke. When the head baker attempted to enter the bakeroom, situated in the basement, he was met with a dense volume of smoke, and at once rang in an alarm. The fire brigade responded quickly, but were hampered by frozen hydrants and poor pressure.

The fire had such a hold that it consumed the contents of the three floors, in which was an up-to-date stock of goods, to the value of \$40,000 to \$50,000, and the building, with the exception of the front wall, is a total wreck. It was valued at \$10,000, and is insured for \$5,000 in the Perth Mutual Fire Insurance Co. of this city. There is some insurance on the stock, but the loss will be heavy. Fortunately it was a calm morning. If it had happened a few days ago during the blizzard which raged in that city, nothing could have saved a large portion of the business section of the city, and the City Hall, valued at \$50,000, would have been endangered.

Mr. E. K. Barnesdale, manager of the company, was absent from the city, and did not learn of his loss till his arrival in the city at noon the following day.

**THE BRAZIL NUT CROP.**

THE crop of Brazil nuts for the year 1903 is now practically delivered, and accurate statistics can therefore be quoted, writes K. K. Kennedy, U. S. consul at Para, Brazil. This year's crop will exceed the great crop of 1902 by 800 tons. In the first place the United States developed an appetite for nuts that was practically insatiable. Never before were such enormous cargoes of nuts shipped as during this season. All the big orders went to the United States. The total shipments of nuts from the Amazon up to date are 7,731 tons. The most conservative estimate of the remainder of the crop (now in transit) places it at 300 tons, a total for the year of 8,031 tons, of which the United States has so far taken 4,964 tons and Europe 2,770 tons. A brief comparison with the shipments of previous years will show how remarkably this branch of the export trade has developed. The total

crop of 1900 was 2,514 tons, of which the United States took 44 per cent.; of 1901, 2,808 tons, of which the United States took 50 per cent.; of 1902, 7,200 tons, of which the United States took 55 per cent. This year the crop is above 8,000 tons, of which the United States will take about 66 per cent. The strong demand from the United States has held the market firm and high throughout the season. Never before has the market been so steady and inflexible, but, though ruling above the average, prices have not been exorbitant and a fair profit has been afforded to buyers and sellers alike.

**SPED THE PARTING GUEST.**

ON Wednesday, January 27, the Hamilton members' section of the Canadian Grocers, Limited, met at the Hamilton Club, Hamilton, to tender a farewell banquet to Mr. L. T. Mewburn, who is leaving for Calgary, Alta., to take charge of this important branch of the company's business. Among those present were: A. Turner, A. G. Osborne, G. E. Bristol, St. Clair Balfour, W. Somerville, H. N. Kittson, H. C. Beckett, I. T. Gilliard, R. A. Lucas and R. T. Steele. Unfortunately two of the members, C. Turner and J. Somerville, were detained from being present. The president, Mr. Bristol, made a few remarks voicing the sentiments of those assembled and presented Mr. Mewburn with a handsome suit case as a slight token of the esteem in which he is held by his colleagues. Speeches were made by Messrs. Turner, Steele, Kittson and others, and a very pleasant social hour spent. Mr. Mewburn has had the advantage of many years experience in the north-west as Jas. Turner & Company's representative. Undoubtedly the Canadian Grocers Limited have made a wise selection, and they are unanimous in wishing him the best of luck in his new duties as manager of this important department of work in the great west.

**RE-SALE OF MOLASSES.**

Jones & Swan, general commission merchants, Barbadoes, have issued a circular to the trade calling attention to a change in the system of quoting and selling molasses. They say in the circular:

We beg to direct your very particular attention to the fact that it has been arranged between planters and buyers that the old system of selling molasses at so much per wine gallon and \$4 each for puns shall cease and that in future all transactions in the sweet will be at a price per wine gallon including the

cost of the package. Of course small packages will be charged for separately. In future then whenever we quote you for molasses it must so be understood.

Example—If we wired you that molasses market had opened at 16 cents it would mean 16 cents per wine gallon, cask included, but not any charges.

In order to avoid any mistakes in cabling, please go through our code with you and wherever the sentences appear "First cost" or "First cost not including package or any charges" kindly alter same to read "First cost including cost of puncheon but not any charges," and in a prominent part of the code paste the enclosed slip—thus any mistakes will be certain to be avoided.

**REPLY TO MR. BERNARD.**

Editor "The Canadian Grocer:" We have noted a letter by your correspondent, Mr. C. M. Bernard, explaining why the Japan Tea trade has declined in Canada. He gives as a reason for this, that Japan teas are so popular in the United States that the consumption there has largely increased. We rather fancy that most of your readers are interested in what kind of green tea is making progress in the Dominion of Canada, not elsewhere, and we do not by any means assert that Japan has gone out of the growth of tea. If they cannot sell it in Canada, we quite understand they must sell it in the United States, for the reason that no other countries in the world drink Japan tea but Canada and the United States. The figures we gave of the decline of the Japan tea trade in Canada in four years—showing a falling-off of from eleven million pounds to four million pounds—speak for themselves, and were issued by the Statistical Department at Ottawa.

We do not at all agree with your correspondent that Canadians are unable to appreciate the difference between good tea and bad, or unwilling to pay for good tea, as is insinuated in Mr. Bernard's letter. There is no question in our minds but that Ceylon and India green teas will displace Japan tea in the United States as well as in Canada, in a very few years, simply because they make a better cup of tea at a given price. We told this to the readers of "The Canadian Grocer" in 1899, when Ceylon green teas were first made for us, and we have been telling them ever since, and the decline in the consumption of Japan tea has taken place just as we predicted.

Yours truly,

SALADA TEA CO.

Toronto, Jan. 29, 1904.



# Goodwillie's Sun- Kissed Fruits.

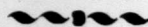


Packed in  
**Glass Jars** only,  
retaining all the  
**FRESHNESS** and  
**FLAVOR** of the  
Fruits.

ROSE & LAFLAMME, Agents,  
MONTREAL.

# BATGER'S

IF YOU ARE SELLING  
**MARMALADES**  
THAT DO NOT GIVE SATISFACTION



WHY NOT GET IN  
A TRIAL CASE of

## Batger's English Marmalades

— 4 KINDS : —

LEMONA                      LIME FRUIT  
PINEAPPLE                  ORANGE

HIGHEST GRADE, RELIABLE, SATISFACTORY.

Agents :  
ROSE & LAFLAMME,  
MONTREAL.

**"KKOVAH"**  
**SUPERIOR TO ALL**  
**Jellies**  
 FLAVORED WITH RIPE FRUIT JUICES ONLY.

- "KKOVAH"**  
Jellies (all flavors)
- "KKOVAH"**  
Custard Powders
- "KKOVAH"**  
Blanc Mange Powders  
Etc., Etc.

**"NEVER-DRIP-A-DROP" Tea Strainer**—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

# THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Saved by a Plug of Tobacco.

THE quest for a reliable remedy for rattlesnake bites is one of the problems that has interested scientists and laymen for many years. It is a problem that has never been satisfactorily solved, unless it may be that a solution is offered in the experience of Henry Stanley, an old-time Montana printer, which is given herewith.

Henry Stanley was a printer in the early days of Montana—the days when compositors received \$1 for each thousand and all printers were "fat." In the summer of 1866 he fell a victim to that migratory feeling and decided to leave Virginia City and go to Helena. He accordingly set out with one companion to make the journey, travelling horseback.

In the Ruby valley, half way between Alder Gulch and Twin Bridges, the two stopped at noon to rest their horses and eat lunch. The animals had been picketed, and the men had thrown themselves on the luxuriant grass when Stanley was bitten by a big rattler. Stanley wore low shoes, and the big snake struck him on the ankle just above his shoe top. It was a vicious bite, and one that would ordinarily have been fatal.

But Stanley was not an ordinary man. His action in this emergency shows this. His companion killed the snake, and then tried to assist Stanley, but there was little that he could do. Neither of the men had any whisky—a fact in itself worthy of note—and that article was the only remedy for snake bites with which the two were at all familiar. Stanley's companion was at a loss to know what to do, but Stanley himself was equal to the occasion.

Before leaving Virginia City Stanley had purchased a plug of chewing tobacco. It had cost him \$3, but he had been setting type for a dollar a thousand and he could afford it. It proved to be a most fortunate purchase.

Whisky he had none, and it was impossible to reach town or camp in time to prevent fatal poisoning. The tobacco was the only possible remedy. That \$3 plug was all that stood between Stanley and death, so the printer tackled the tobacco. It was the one chance and he took it. Sitting on the ground, Stanley took out his pocket knife and began carving the plug of tobacco. Slice by

slice the plug disappeared, and Stanley ate the slices, swallowing juice and tobacco, stems, leaves and filling.

It took half an hour to eat the pound of tobacco. When Stanley had concluded his peculiar meal he announced that he was ready to proceed on his journey. The horses were saddled and the two men rode on. Stanley felt no ill effects, either from the snake bite or tobacco. He was not inconvenienced either by poison or remedy. Stanley always declared that plug tobacco, eaten straight, is the only reliable remedy for snake bites, and his friends shared his belief.

This story may prove that there is a certain cure for snake bites. It also proves that there were Montanans in early days who didn't carry whisky.

### When Children Smoked.

MOREVIN DE ROCHEFORT, who published in Paris in 1671 an account of his travels in England, tells the following: "While we were walking about the town (Worcester) he asked me if it was the custom in France as in England, that when the children went to school they carried in their satchel with their books a pipe of tobacco, which their mothers took care to

fill early in the morning, it serving them instead of breakfast."

In England, at the time of the great plague, it was reported that no one living in a tobacconist's house fell sick of the disease. This caused a great demand for tobacco. Hearne says in his diary: "I remember that I heard formerly Tom Rogers, who was yeoman beadle, say that when he was a school-boy at Eton that year when the plague raged, all the boys of the school were obliged to smoke every morning, and

## Old Chum

**CUT PLUG  
SMOKING  
TOBACCO**

satisfies the most exacting  
customers.

Sold By All Leading Wholesale Houses.

# CURRENCY

## Plug Chewing Tobacco

is a

## Quick Seller.

Handled by all Leading Wholesale Houses.

# The Two Best

One is the "Pharoah" Cigar, which retails at 10c. Insisting on "Pharoah" as the best 10-center made in Canada, or sold in Canada, has borne fruit. To-day "Pharoah" is the accepted *good* Cigar from one coast to the other.

## 10c.—"Pharoah"—"Pebble"—5c.

The other is "Pebble,"—a 5-center. In its class it holds the same rank as our "Pharoah" Cigar.

You know our offer: We deliver you 1,000 Cigars, assorted as you direct, and at the end of three months we shall take back—if you say so—any unsold stock at invoice price. We think this a pretty safe offer—for you and for us. Write us.

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



### T.&B. 10-cent size?

I Smoke nothing else. Have known it for years. Happy? I should say so.

The Grocers of Canada who sell T. & B. (10-cent. size) know all about it. It is the odd man here and there who doesn't sell T. & B. that we need to educate.

**GEO. E. TUCKETT & SON CO., Limited**  
HAMILTON, CANADA.

The Canadian Grocer

TOBACCOS AND CIGARS

## PIPE BARGAINS.

A fine choice awaits the grocer who intimates to us his desire for a statement of what we have to offer—the closing out of lines following upon stock-taking.

**WRITE TO-DAY.**

**W. B. Reid & Co.**

Wholesale Tobacconists

58 YONGE ST., TORONTO

All sensible grocers sell

## QUEEN'S NAVY

CHEWING TOBACCO.

Satisfaction to your customer and profit for the grocer.

The Erie Tobacco Company

WINDSOR, ONTARIO.

HORROCKS'

# RONTO

5c. CIGAR

Positively the best for the money. Don't argue. Try it. Manufactured by

**T. J. Horrocks,**

Wholesale Tobacconist

Wellington St. East, TORONTO

# The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

**YEARS AGO**  
lists with McAlpin's that we were fool-baccos wouldn't sell. oughly proved our of our goods. Con-



when we entered the Tobaccos, some said hardy, that our To- We have pretty thor-faith in the excellence template our growth.

### SMOKING

TONKA,  
SOLID COMFORT,  
PINCHIN'S  
HAND-MADE.

### CHEWING

BRITISH NAVY,  
KING'S NAVY,  
BEAVER,  
APRICOT.

**McAlpin Consumers Tobacco Co., LIMITED.**

TORONTO.

that he was never whipped so much in his life as he was one morning for not smoking."

#### My Briarwood Pipe.

I KNOW of a victim of slander and wrong,  
Whose virtues are great, but unheard of in song;  
Whose name, over earth, is an emblem of peace—  
Whose mission below with Time only shall cease.

It has clung to me faithfully year after year;  
It has brought to me solace and comfort and cheer,  
Until it seems now for memorial ripe—  
Though only a plain little Briarwood Pipe.

As the fumes of tobacco arise from thy bowl,  
Contentment and peace bringing swift to my soul,  
I praise thee but weakly to call thee a type  
Of comfort and rest, little Briarwood Pipe.

We honor promoters of thought that is best—  
We hail with delight all true sources of rest;  
We welcome whatever can bring to the old  
A placid contentment not purchased for gold.

That influence gentle that calms a man's mind,  
Matures his discretion—helps make him more kind—  
We long to possess—and yet these are a type  
Of some of thy virtues, sweet Briarwood Pipe!

How cheerful the glow that illumines thy bowl!  
Men have found much of good in that bright little coal;  
Ah! They are indeed of a singular type  
Who seek to defame thee, sweet Briarwood Pipe!

Men hurry too much in this short little life!  
They Murder existence with struggle and strife!  
They reach out for wealth, and accumulate store,  
And fail to enjoy it in grasping for more.

Now is it not better to live more at ease,  
To make others happy—to study to please—  
And leave no estate but a memory—ripe  
With kind words and deeds, and a Briarwood Pipe?

What charities grand first took form in the roll

## TOBACCOS AND CIGARS

Of pretty blue smoke that arose from thy bowl!

Ah! Thou art indeed for memorial ripe.

Little Briarwood Pipe! Little Briarwood Pipe!

—Chas. F. Hardy, in Topeka Capital.

#### A Tribute to My Lady Nicotine.

THE smoke is worthy of the smoker is the latter day dictum of physician, general, judge. My Lady Nicotine, the most alluring of ladykind, who for four long centuries has been forced to waste her fragrance on the rebuking air, to vanish speedily in thin air, now sees her reputation rescued, her character vindicated, her position as chief comforter of mankind assured. Vive la Reine.

When this fascinating mistress of the fancy was first introduced into civilization it was at the hands of a nobleman and at the English court. But she fell into evil days and ways when the Roundheads renounced the Cavaliers and all their pipes. Men were forced to worship her in secret, and though the fire of the consuming was great, and the incense ascended night and day, it remained for the fag end of the Nineteenth century to confess the debt mankind owes to the weed.

It was but yesterday that a justice of the supreme court of the United States said he had looked upon tobacco and found it good. It was but the other day that Lord Roberts, mindful of the queen's chocolate on Christmas day, gave the timely hint that tobacco is more profitable for a soldier's use than sweetmeats. It was but last week that the Lancet, the great London medical authority pronounced tobacco as a thing which would do the men good and not evil during the days in the field. The Iron Duke's officers were "directed to advise their men strongly against it," but "the soldiers and volunteers of to-day grumble only when their 'smokes' fail them." It is claimed that the pipe eased the way to sleep when bodily fatigue and mental restless was preventing. In conclusion the Lancet says: "We are inclined to believe that, used with moderation, tobacco is of value second only to food itself when long privations and exertions have to be endured."

#### The Flavor of Tobacco.

Researches of Dr. Suchsland are said to have shown that the flavor of tobacco is produced by the action of microbes during the curing process. This German scientist has found that the flavor of Virginia tobacco is produced by a microbe peculiar to Virginia, and that the sweet savor of Havana cigars is the

The Canadian Grocer

## Annual Clearing Sale

JANUARY and FEBRUARY

## Cigars AND Pipes

We are clearing out odd lines regardless of cost.

**W. H. STEELE CO.,**  
LIMITED

Wholesale Tobacconists,

40 SCOTT ST., TORONTO.

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

## McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

#### Dominion Show Case Co.

53 Richmond St. East, TORONTO.

work of a patriotic Cuban bacillus. Taking bacteria from fermenting Havana leaf, he introduced them into a heap of fermenting German tobacco, which thereupon assumed all the proportions of genuine Havana. Inversely, the German microbe leavened Cuban-grown leaf into the similitude of tobacco grown in the Fatherland.

#### The Crop in Cuba.

The crop of Cuban tobacco in the field is attaining a remarkable growth. The weather recently was damp and foggy, and this condition was very beneficial to the growing tobacco. New tobacco barns have been built on all important vegas, those already in existence not being commodious enough to hold the tobacco cut and about to be housed.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.  
Kirkwood,

TORONTO.

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

### The Rise and Progress of Advertising.

HERE was a time, not many years gone in this country, when merchants relied almost altogether upon their salesmen for the selling of their goods. Stores had their customers who "dealt" there faithfully year after year, throughout a life-time in most cases, and even the succeeding generation kept up the connection. These were the days of shutters and coal oil, when the front windows served only to admit light, when merchandise of all descriptions—groceries, dry goods, shoes, hardware, etc.—was huddled together in quarters far from attractive.

Such conditions are passing or have already passed away. The old-time store is now mainly a memory. Its disappearance was inevitable in this age of social evolution. The specializing tendencies of modern times operated to the overthrow of the old-fashioned general store.

Associated with the new order of things, both as an outcome and as a cause is modern advertising. When, for example, there arose a grocery store to contest the trade of the general stores, the very existence of the exclusive grocer depended upon his ability to divert trade from united channels unto himself. At once he felt the necessity of providing attractions,—in store appearance without and within, in prices, variety, or excellence of his stock. But to depend on these things alone to sustain his trade in the days of his beginning was manifestly not enough, and he was by necessity compelled to ask for the trade of his community through the use of printer's ink,—namely, by inserting an announcement of his business in the columns of his local newspaper. Thus advertising in the generally accepted sense of the term began.

At first these announcements were very formal in their style and it is hard to understand how they ever realized their purpose. Occasionally one comes across these old-style advertisements even now, and they are curiosities in all truth. Between the advertising of

twenty-five years ago and that of the present lies a fascinating history. Today it is hard to conceive what new things in the way of newspaper or magazine advertising remain to be employed. The mind is baffled when it comes to contemplate the possibilities of advertising as found outside newspapers and magazines.

There are those to be found even yet who are skeptical of the value of advertising, who consider the money spent in this form of business-building mere waste. How they explain the rise and development of business from small things to great, excluding advertising as an agency, would make an interesting statement.

The advertising department of an ever growing number of the larger business houses is a clearly defined one, under the charge of a trained man—a man who commands a higher salary than the great majority of other salesmen and office men. The sum of \$200.00 a week, or even \$10,000.00 a year, is paid the advertising chief of a large American department store for preparing six or seven advertisements per week. This man commands this salary, and cannot and would not be replaced by a man whose market value is \$1,000.00 or \$5,000.00. These seem extravagant figures to us Canadians, but to the American merchant whose annual turnover totals up into many millions and whose daily business is largely dependent upon the daily advertisement, the having of a writer who can say and set things so alluringly that buyers are all impatient to exchange their money for the goods offered, is a necessity. No mediocre man will do. No inexperienced writer, no matter how clever, can qualify for such a position. It requires a man whose work has been thoroughly tested,—a man who has tested his own work, who has felt the pulse of the public repeatedly and knows its every flurry. Beginnings are usually wasteful, due to the beginners. To entrust the success of the day's business to untried, inexperienced, ignorant writers would be too costly an

experiment. Hence it is that men of ability, trained and trustworthy in their judgments and methods, are absolutely necessary. Such men are rare, just because the opportunities for their developing are few. When found they are worth having, worth paying. They sell through their talent sufficient goods to earn their salaries, and they prevent heavy losses through costly errors or ignorance.

The writing of advertising is not the highest attainment in advertising. Beyond the writer is the advertising counsellor,—a man who resembles in his function the consulting physician. His office is to give advice to advertisers who plan to spend thousands, or hundreds of thousands of dollars a year in advertising. Fortunes have been wasted in misdirected or poorly conducted advertising campaigns. The advertising consulting specialist is called in to make a study of the situation. He investigates thoroughly every phase of the subject, and at the conclusion of his study maps out a course of advertising to be pursued, specifying the amount required; how it is to be appropriated; what classes of mediums to use; what is required in the way of booklets and other literature, whether street cars and bill-boards shall be employed; what is to be spent for illustrations, etc., etc. In short, he writes out a prescription so to speak and charges for his advice. \$100.00 a day is paid for such services to some well-known men. The consulting specialist doesn't carry out or execute the plans he formulates; this work is performed by another branch of the fraternity.

My purpose in writing for "The Grocer" this somewhat irrelevant article is to bring out as forcibly as I can the significance of advertising, and to persuade if I can some of my readers who may perchance view this matter of advertising lightly, that there lies in it a force for expanding business very much worth studying and worthy of employment in the conduct of their own business.

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DO  
AG  
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Quotatic  
etc., are s  
agents, wh  
accuracy.  
Cook's Fri  
Size 1, in :  
" 10, in :  
" 2, in :  
" 12, in :  
" 3, in :  
Found tin  
12 oz. tins  
5 lb. " "  
Diamon  
-lb. tins,  
-lb. tins,  
-lb. tins,  
1 lb.  
Cases.  
4 doz. ....  
3 doz. ....  
3 doz. ....  
1 doz. ....  
2 doz. ....  
3 doz. ....  
3 doz. ....  
3 doz. ....  
1 doz. ....  
1 doz. ....  
MAG  
BAKING  
W  
L. H. COLLETT  
TORONTO, CAN.



As near to the "home-made" as possible is the aim of

## SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

### FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

RETURNED

APR 22 1904

Cut Book

Pay  
ans



Why not tell your customers the reason they get poor bread and pastry sometimes is the fault of the soda? And why not sell the best instead of giving them the cheaper kind for the sake of a little extra profit?



It pays to be fair in everything, and that's why we gladly refund the money if a package of Cow-brand Soda ever proves disappointing. It's worth something to you to be able to say that. Try it and see!

### John Dwight & Co., TORONTO

## Current Market Quotations for Proprietary Articles

February 4, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 3 doz. in case.....	3 00
12 oz. tins, ".....	2 40
5-lb. ".....	14 00

### W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	



### JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case.....	\$0 40
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz. ...	Per doz.
Ocean Baking Powder, 1/2 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

### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$1 00
" 1 lb. ....	1 60
" 6 oz. ....	2 25
" 1 lb. ....	2 90
" 12 oz. ....	4 50
" 1 lb. ....	5 75
" 3 lb. ....	15 50
" 5 lb. ....	25 50

Sizes.	Per Doz.
Cleveland's—Dime.....	\$1 00
" 1 lb. ....	1 50
" 6 oz. ....	2 20
" 1 lb. ....	2 80
" 12 oz. ....	4 25
" 1 lb. ....	5 50
" 3 lb. ....	15 00
" 5 lb. ....	25 00

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

### BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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### EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
48 10c. tins	\$0 45
48 10c. tins	0 75
24-25c. tins	2 25

### Blacking.

HENRI JONAS & CO.	Per gross
Jonas'.....	\$9 00
Frontons.....	7 50
Military dressing.....	24 00

### Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 02
according to size.....	0 02

### J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2 lb. pkgs. per lb.....	10

### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	



### JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

### Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

### EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz.
5-doz. 10c. ....	\$0 40
.....	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

### Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " F, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	2 85

### Canned Goods.

HENRI JONAS & CO.	
Mushrooms, Rionel.....	\$15 50
" 1st choice Dutheil.....	18 50
" Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alps.....	2

### FRED. MAGEE

Per gross	Per doz.
Smelts in spices, in 1/2 lb round tins.....	0 90
mustard, in 1/2 lb oval ".....	0 95
Tomato, in 1/2 lb. ".....	0 95

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

We solicit your orders for Spring Trade, for

# Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL

ESTABLISHED 1857.

*"Best in the World."*

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR** Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

**Chocolates and Cocoas.**

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	per doz.	\$6 75
" 3-lb. tins	"	3 50
" 4-lb. tins	"	2 00
" Fancy tins	"	0 85
5-lb. tins, for soda water		0 50
fountains, restaurants, etc., per lb.		2 40
Perfection, 1-lb. tins, per doz.		2 40
Cocoa Essence, sweet, 1-lb. tins,	per doz.	
Chocolate—	per lb.	
Queen's Dessert, 1/2s and 1/4s		\$0 40
" 6s		0 42
Mexican Vanilla, 1/2s and 1/4s		0 35
Royal Navy Rock		0 30
Diamond		0 25
" 8s		0 28

FRY'S.

Chocolate—	per lb.	
Caracas, 1/2s, 6-lb. boxes		\$0 42
Vanilla, 1/2s		0 42
"Gold Medal" sweet, 1/2s, 6-lb. boxes		0 29
Pure, unsweetened, 1/2s, 6-lb. boxes		0 42
Fry's "Diamond", 1/2s, 14-lb. boxes		0 24
Fry's "Monogram", 1/2s, 14-lb. boxes		0 24

Cocoa—

Concentrated, 1/2s, 1 doz. in box	Per doz.	2 40
" 1/2s		4 50
" 1-lb.		8 25
Homoeopathic, 1/2s, 14-lb. boxes		0 28
" 1/2s, 12-lb. boxes		0 23
Epp's Cocoa, case of 14 lb., per lb.		0 35
Smaller quantities		0 37 1/2

JOHN P. MOIT & CO'S.  
R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb.	\$0 30
Mott's Prepared Cocoa, 1/2s and 1/4s boxes		0 28
Mott's Breakfast Cocoa, 1/2s in boxes		0 40
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 23
Mott's Navy Chocolate, 1/2s in boxes		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		1 00
Mott's Confectionery Chocolate	0 21	0 32
Mott's Sweet Chocolate Liquors	0 20	0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes		0 47
German sweet, 6-lb. boxes		0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins		0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes		0 35
Caracas sweet chocolate, 6-lb. boxes		0 37
Caracas tablets, 100 bundles, tied 5s,	per box	3 00
Soluble chocolate (hot or cold soda)	1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	per box	1 56

**Condensed Milk.**

Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, ep. 4d.	4 65



Borden's Condensed Milk Co.

Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02



"Reindeer" Brand  
Case (4 doz) \$5.60

**Coffee.**

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.	
Club House		0 32
Royal Java		0 31
Royal Java and Mocha		0 31
Nectar		0 30
Empress		0 28
Duchess		0 26
Ambrosia		0 25
Fancy Bourbon		0 20
High Grade package goods—		
Gold Medal, 2-lb. tins		0 30
Gold Medal, 1-lb. tins		0 31
Kin Hee, 1-lb. tins		0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars		0 30
English Breakfast, ground only 1-lb. tins		0 18

JAMES TURNER & CO. Per lb.

Mocca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 22 1/2
" Mocha	0 22 1/2
" Condor" Java	0 27 1/2
" Mocha	0 27 1/2
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Hutot's coffee, 1-lb. tins	0 31
" 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

1-lb. tins, 48-lb. cases	Per lb.	30
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S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	Per lb.	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases		29

**Cheese.**

Imperial—Large size jars	per doz.	\$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

**Cleaner.**

BRUNSWICK'S EASYBRIGHT CLEANER

4-oz. cans	Per doz.	\$ 0.90
6-oz. "		1.35
10-oz. "		1.85
Quart "		3.75
Gallon "		10.00

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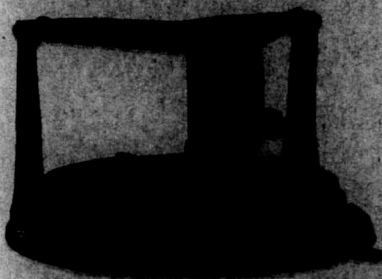
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