

**PAGES
MISSING**

THE CANADIAN GROCER

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

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE



Keen's Oxford Blue

is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

HAVE YOU _____

JAM = JAMS

IN STOCK?

IF YOU HAVE NOT, GIVE US A TRIAL ORDER.

IT IS A BISCUIT THAT WILL PLEASE YOUR CUSTOMERS AND PAY YOU.


CHRISTIE, BROWN & CO.,

TORONTO and MONTREAL

LIMITED

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. SOUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SOUDDER, 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.

The Auer Gas Lamp

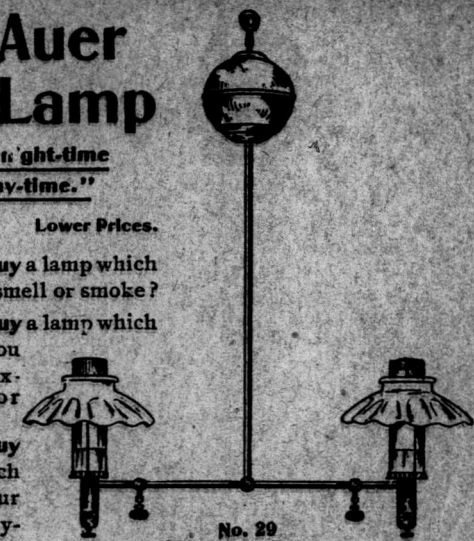
"Turns night-time into day-time."

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?



No. 29
200 Candle Power.

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.

Be a Canadian. Follow facts, not idle fancy.

Crystal Granulated

is strictly up-to-date, pure Canadian and is the equal of any

For All Uses

We can convince you and our guarantee is absolute.

The Wallaceburg Sugar Company

WALLACEBURG, ONT.

LIMITED

Wasting Your Energies?

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

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

"Griffin" Brand Dried Fruits.

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

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

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

"Thistle" Brand Canned Fish.

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

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

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

PROFITS IN FISH FOR THE GROCER

ESPECIALLY WHEN HE SELLS

“HALIFAX,” “ACADIA” AND “BLUENOSE” BRANDS OF PREPARED CODFISH

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

REPRESENTATIVE IN QUEBEC AND ONTARIO
A. H. BRITAIN & CO.,
Board of Trade Building, MONTREAL.

THESE BRANDS ARE DELICIOUS IN FLAVOR, CONVENIENT FOR USE, CLEAN, AND IN ALL WAYS DESIRABLE. HAVE YOU INTERESTED YOUR CUSTOMERS IN THEM?

Sterling Brand

- Canadian Relish
- South Africa Relish
- Chili Sauce
- Royal Club Sauce
- Sweet Pickles

Sterling Brand

These are five of the best sellers on our splendid list of pickles and relishes. You can always bank on any line stamped “Sterling,” but we put the emphasis on these particular lines. Canadian Relish and Chili Sauce are two of our newest lines, and are finding great favor with the consumers wherever they are introduced. Repeat orders invariably follow wherever a grocer makes these goods known to his customers.

Done up in glass---2 doz. in case
Write your jobber or direct.

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

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co. LIMITED

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

VINEGARS

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

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

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

May 6,

GUA
uniform

You a
goods

TH

Th

Manu

T

w.

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

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

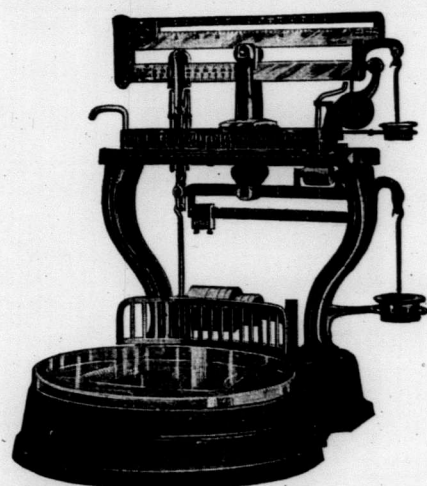
High-Grade COFFEES

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

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



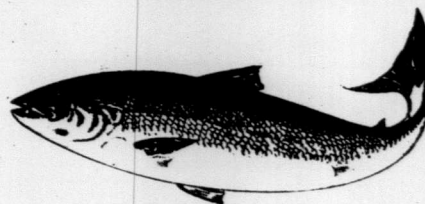
The Computing Scale Co.
of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE IMPORTANCE

of good condensed milk cannot
be over-estimated.

REINDEER BRAND

is perfection and commands first place for quality.



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

“Imitation is the sincerest form of flattery.”

JAPAN TEAS

have for some years past received very close attention at the hands of the imitator.

But

the human artist can only **paint** the rose without its fragrance--- no human hands can produce an equal to what the natural advantages of **Japan** produce, a tea

**PURE,
FRAGRANT,
HEALTHY,
INVIGORATING.**

If you value your tea trade buy

JAPAN TEAS

CORKS—

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

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

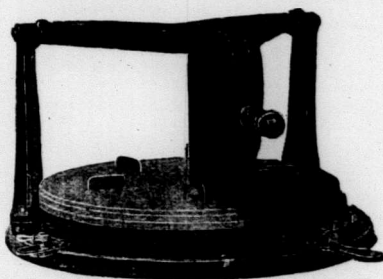
96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the



Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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



YEARS of "Imperial Brand" Maple Syrup Success

have worn off the sharp corners of doubt and established the goodness and reliability of "Imperial Brand" as one of the chapters of Maple Syrup history that will everlastingly and eternally stick.

ROSE & LAFLAMME,
Agents,
MONTREAL.



There is
Another Side
to the
Question.



Besides the mercenary, money-making side of business there is the satisfaction of it all that makes living and working worth while. Don't you like to sell satisfactory goods—satisfactory to yourself and to your customer?

Paterson's Camp Coffee Essence

gives satisfaction. A customer once a customer always.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

BY
AN
OVERWHELMING
MAJORITY

The Canadian people have declared their preference for **Ceylon Tea** (black and green) over all other teas.

It is the best tea for consumer, whether price or quality is considered.

It is the best tea for the grocer, both for profit and as a trade bringer.

Build up your tea business in 1904 by stocking with a full line of Ceylon Tea.

CEYLON TEAS
BLACK AND GREEN
are
Customer Pleasers.

CEYLON TEAS
BLACK AND GREEN
are
Money Makers.

May 6, 1904

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.

"Royal" Salad Dressing

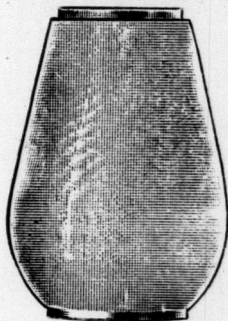
Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

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

New Yorkers know good stuff. Made only by

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

ARE YOU USING OUR
Cold Blast or Jubilee Globes



Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Modern
Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE CANADIAN GROCER



ROW'S
GUM

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

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

"ACME" TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.



IF

FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

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

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

CHAS. P. CLARK, President.

YOUR NAME IS WILLIAM.

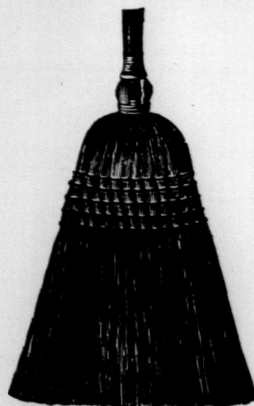
Now, William, we want you to order a sample lot of our Tomato Pulp—Tomatoes with the Skin, Seeds and Fibre removed. Equal to three times the amount of ordinary tomatoes.

Price is \$1.00 doz. F.O.B. Burlington.

HURRY, WILLIAM.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...



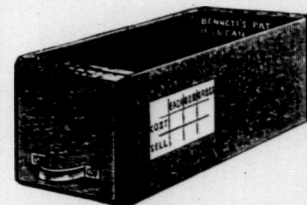
knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The
Waterloo Broom and Brush Co.,

WATERLOO, ONT.

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

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



Address all communications to our New Factory:
Pickering, Ontario

CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

AURORA CORN SYRUP

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

Better in flavor and purity than any other.
Good for everybody. A pleasant surprise to all.

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

Freight paid on 5-case lots.

Price subject to change without notice.

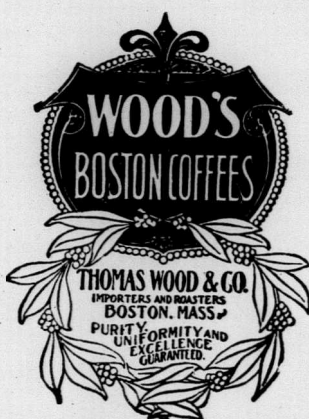
Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.



"What's in a Name?"

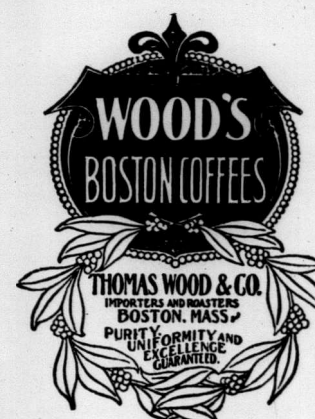
A great advantage to the grocer in handling goods of solid worth and character is the certainty that they will increase his business.

"Where **DID** you get this fine coffee?" asks one friend of another at the social dinner hour. Quite a common question.

"This," is the answer, "is one of **WOOD'S COFFEES**—my favorite brand."

Sell Coffees that have achieved a name of distinction and a reputation for true value.

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



RETURNED

JUL 8 1904

Cut hole 19
Pay 91
add



The Proper Caper —FOR THE— Housecleaning Season

is good housecleaning appliances.
If you are looking for the best to stock, here they are:

**Bryan's London Brushes,
Boeckh's Standard Brushes and Brooms,
Cane's Newmarket Woodenware.**

If we make the price right and guarantee the goods, what more can we do?

UNITED FACTORIES,

LIMITED.

OPERATING:

Boeckh's Toronto Factories

Bryan's London Factories.

Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

Head Office: TORONTO, Ont.

LONDON BRANCH: 71 Dundas St.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C. Kirkwood,

TORONTO.

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

SOME NEWFOUNDLAND ADVERTISEMENTS.

A CORRESPONDENT sends me a copy of a St. John's evening paper, and I am reproducing a few of the advertisements of grocers found therein. This newspaper, by the way, is printed on pink stock—something not to

Oats and Feed Selling Cheap

CORN, CORN MEAL, CATTLE FEED and BRAN.
5,000 bushels Heavy Black OATS.

TRY "PURITY" BAKING POWDER

A tin equals the weight of a 10c. size in other brands.
5 cents each.

1/2-pound tins, 8 cents each.
1-pound tins, 14 cents each.
1-pound tins, 25 cents each.

FRANK JOHNSON, 76-78 Shooter St.

be commended—and the "make-up" or general arrangement of matter is about as poor as it could be. The entire first page is made up of general advertising, and is likely to be skipped by the average reader holus bolus. The remaining pages are likewise very poor. Advertisers in this paper get the minimum of help from the publishers. It is the duty of every newspaper publisher to make his newspaper a good medium for advertising, and the man who is careless in this regard should be taken

A DELICIOUS DISH

FRESH TURBOT

Just Received,

1000 Pounds

Fresh TURBOT.

Is—A Splendid Dish.

GLOBE FISH, POULTRY,
AND GAME MARKET.

sharply to task. This criticism of an example of poor newspaper-making can certainly be applied to many Canadian sheets, and if any of the readers of this department find the service which their publishers are providing is second-class

or worse, they have excellent reason for lodging a protest. Many a really good advertisement gets a poor chance to sell goods because of its being carried in a poorly gotten up newspaper.

It will be seen by reference to the examples reproduced that they do not fulfil the conditions of good advertising. Take, for example, the advertisement beginning "Oats and Feed Selling Cheap." This advertisement, from a quick glance, suggests an announcement of oats and feed. Yet it will be found that it is quite as much a baking powder advertisement. There is absolutely no occasion to introduce baking powder

HAY SEED

Just received,

40 SACKS.
NEW TIMOTHY
HAY SEED

Retailing at

5 cents per pound.

ORANGES

For Marmalade.

10 cases SEVILLE ORANGES.
15 cents per dozen.

100 brls. LOCAL POTATOES.

By the quarter, half or brl., sent home.

JOHN PERCENT & Co.

40 HIGH ST.

into this advertisement. The effect is weakening to the whole announcement. "One thing at a time, and that done well," is a good rule to remember. The mixing up of utterly unlike and unrelated announcements is bad. This same criticism applies to another advertisement—the one beginning "Hay Seed." Timothy seed, oranges and potatoes are not at all related, and make when mixed up a poor advertisement.

If an advertiser feels that he "must fill up his space with something," it is a pretty sure indication that he has bought too much space. It is a good plan oftentimes to contract for so many

inches of space, to be used as desired, at so much per inch, and to use each day or week just enough to tell the story effectively. Waste of space is something to be guarded against.

THIS ADVERTISEMENT

is not for the purpose of reminding you of

SWIFT'S PRIDE SOAP

—AND—

WASHING POWDER

but to call your attention to the celebrated

WHITE STAR FLOUR.

which is regularly sold at the following stores, viz.:

(List.)

In the advertisement, "A Delicious Dish," is exemplified a tendency of many advertisers—to use big figures. I do not like to call it boasting, but it certainly smacks of bragging. The public doesn't care whether the advertiser has 1,000 lbs. or 5,000 lbs. of fish on hand. If there were a famine in turbot then the statement of the amount on hand would have some significance to the customer, but not otherwise. It will perhaps have

At The LeMarchant Store.

New Valencia Raisins,
Best Granulated Sugar,
Oranges, Lemons, Nuts,
Essences, Spices, Jellies,
Seeded Raisins, Cleaned Currants, and a large variety
of other Choice Groceries.

A. MAXIM,

131 LeMarchant Street.

been observed that in the two other advertisements reviewed the same tendency is at work—"5,000 bushels black oats," "10 sacks hay seed," "10 cases Seville oranges," "100 barrels potatoes." The public is not interested in

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



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

these quantities and it is useless and worse to talk on uninteresting items.

In the advertisement of "1,000 lbs. fresh turbot,—a splendid dish," there is a note of humor: "1,000 lbs. would certainly make a magnificent dish!"

In the advertisement beginning "This advertisement is not for the purpose of reminding you of Swift's Pride Soap and Washing Powder, but to call your attention to White Star Flour," one comes across an old trick that cannot be called a good one. It is an effort to advertise three things while seeming to

make better use of their space than Mr. Maxim is doing.

By way of contrast I reproduce an advertisement sent in by a correspondent who has acquired by diligent practice a facility in writing pretty good advertisements. He assures me that his advertisements sell the goods advertised, and that his firm's business has grown appreciably as a result of advertising. It will be seen that in this jam advertisement there is a style wholly lacking in the other examples. There is more attention paid to display and arrangement; an appeal is made to the prospective buyer which is sure to win a response; there is a definiteness about the whole advertisement that must be appreciated by every reader.

Sometimes I think that it is impossible for some people to write good advertisements; at other times I think that everyone honestly trying to do so must soon or late learn to prepare announcements concerning his business that will leave nothing to be desired. It is mainly a matter of practice. Simplicity, straightforwardness, definiteness and brevity are the watchwords.

AN ENTERPRISING MONTREALER.

THE Acme Can Works, Montreal, have recently installed a new gas plant in their factory. In conversation with a representative of The Grocer the manager, Mr. Campbell, stated that the service supplied by the Montreal Light, Heat and Power Company has proved very unsatisfactory, and that often during their busiest season the pressure has been so low that it has been impossible to turn out anything like the required amount of work. The installation of the new gas plant will remove all these difficulties, since it has a capacity of fifty thousand feet per day, whereas the requirement during the

busiest season is never more than twenty-five thousand feet per day. It is also claimed that the new plant will effect a saving of not less than 70 per cent.

This gas plant, which is quite unique, is the third of the kind to be installed in Canada on an extensive scale, one being in St. Catharines and the other in Hamilton. The main peculiarity of the Acme gas system is the process of forcing air under pressure through a series of generators containing a crude distillation of petroleum. The oil is stored underground, and admitted to the generators by means of a pump with automatic devices which control the amount in exact proportion to the volume of gas produced. The plant is absolutely automatic in regard to amount of gas produced, and there is therefore no storage of gas on the premises.

TRADE IN THE FAR NORTH.

THE following item from a recent issue of the Dawson Daily News tells rather eloquently of the vicissitudes of trade in the north, especially to those engaged in speculative lines. Late shipments were caught in the freeze-up last Fall, and have remained there ever since:

"Ten or twelve tons of fresh apples, oranges, pears and potatoes at Steamboat Slough, near Kirkman, 100 miles above Dawson are doomed to be ruined by the warm weather, which will be here within two or three weeks. The entire stock is worth perhaps \$2,000, or would bring that much if laid down here in the middle of Winter. If not frozen it would have sold for far more. The goods were aboard the steamer Canadian, and were frozen in when that steamer was caught in the ice last Fall."

SATURDAY ONLY.

50c. PAIL GRAHAM'S JAM 43c.

This is a strictly pure Jam made from firm ripe fruits, and has as good a flavor as if you made it yourself. We are confident of the superiority of this Jam, and to prove our claims will, on Saturday, sell a 7-lb. pail in any of the following flavors at

43c. A PAIL.

Peach, Plum, Raspberry, Strawberry, Apricot, Red Currant, Black Currant.

Also a 7-lb. pail pure Orange Marmalade, 43c.

The Noted Tea Store and China Palace.

J. A. McCrea.

Phone No. 48 WE PROVE OUR ADS. No. 2 Day's Block, Guelph.

advertise only one. It is poor advertising, however, and the defect is easily seen directly it is pointed out.

The remaining example—that beginning "At the LeMarchant Store," is of a very common sort,—namely, the mere enumeration of a list of things found in any grocery store. Such an advertisement is not of much use. It will not sell goods, and hence is a failure. Yet it is an example of advertising found everywhere. I sincerely trust that grocers who advertise are endeavoring to

May 6, 1904

THE CANADIAN GROCER

Some new
lines
to hand.

Marvelli Macaroni, 1-lb. pkts.

Carolina Rice, in 1-lb. bags.

Togo Japan Rice.

Also Yuma (Cal.) Peaches, in 25-lb. Boxes.

At 7½c. 5 Boxes, 7¼c. A Bargain.

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

We take pride in the fact that we are noted for our quick shipping. We give special attention to the filling of letter orders, all goods leaving our warehouse same day as letter is received.

Give us a trial order and be convinced.

Mecca Coffee is a good line to handle, as are also our other brands of Coffee---**Damascus, Cairo, Sirdar, Old Dutch, Rio.**

James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited.

 **HAMILTON, ONT.**

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

No. 596.

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

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

IMITATORS

have for a good while past tried to make money on the reputation of MacLAREN'S IMPERIAL CHEESE by putting an inferior article into similar jars. So far they have left our CANADA CREAM CHEESE alone, but that won't last, and doubtless before long the grocery trade will be canvassed on behalf of some cheap imitation of our well-known CANADA CREAM package.

Be Wise, Mr. Grocer,

when that day comes. It isn't quality that the imitator sells (quality costs too much for him). He won't put CANADA CREAM quality in his bogus package. If he could do that he wouldn't need to be an imitator. He will simply try to trade on another man's good name.

An article that is imitated

is good enough to be handled exclusively. It is certainly too good to be set aside for the imitation.

DON'T BE FOOLED, MR. GROCER.

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

Business Changes

ONTARIO.

A MEETING of the creditors of W. B. Reid & Company, wholesale tobacconists, Toronto, was held on May 2nd. The liabilities are estimated at \$183,000, with probable assets totalling \$134,000.

C. Whitney, grocer, Prescott, is dead.

G. Hunter, grocer, Kingston, is offering his business for sale.

G. Henderson, grocer, Kingston, has sold out to W. K. Smith.

J. R. McKinnon, grocer, Cannington, has sold out to W. Mullen.

J. A. Tuckey, general merchant, Lobo, has assigned to A. M. Towe.

C. Mitchell, grocer, Toronto, has sold out to the Vair Produce Co.

W. P. Tucker, tobacconist, Toronto, has assigned to H. W. Church.

J. Aubin, general merchant, Wallaceburg, is removing to Belle River.

R. R. Paul, general merchant, Poland, has been succeeded by R. B. Paul.

I. J. Radcliffe, grocer, Toronto, has given up business.

C. P. Sellars, grocer, London, has sold out to H. Coates and A. Mitchell.

G. E. Train, flour and feed merchant, Toronto Junction, has sold out to J. A. Hortop.

C. J. Lafave, general merchant, Ruscom Station, has sold out to A. and D. Laporte.

The Weston Trading Co., general merchants, Weston, have been succeeded by D. Rountree & Sons.

M. T. Cathcart, general merchant, Barwick, has executed a trust deed in behalf of his creditors.

A meeting of the creditors of J. A. Tuckey, general merchant, Lobo, has been called for May 10th.

C. E. Steere, general merchant, Mount Brydges, has admitted C. W. Dingman to partnership; the style of the firm name now is C. E. Steere & Co.

May 6, 1904

THE CANADIAN GROCER

QUEBEC.

P. Grisson, grocer, Montreal, has sold out.
J. Bussiere, grocer, Quebec, has assigned.
A. D'Anjou, general merchant, Riviere Ouelle, is dead.
J. B. Audet & Co., grocers, Lauzon, have registered.
V. E. Charrier & Co., grocers, Levis, have registered.
The Standard Confectionery Co., Montreal, has registered.
J. Z. Gagne, general merchant, Howick, has compromised.
C. Brosseau & Cie., grocers, St. Johns, have registered.



Every good grocer
should sell

Upton's

**JAMS
JELLIES
and
ORANGE
MARMALADE**

because they are the kind
the people want.

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

The assets of C. St. Onge, grocer, Montreal, have been sold.
W. McWilliam & Son, confectioners, Quebec, have registered.
The assets of C. L. Bedard, grocer, Plessisville, have been sold.
Chaquet & Frere, grocers, Montreal, have dissolved partnership.
Robillard & Poissant, butter makers, St. Edouard, have registered.
A. D. Belisle, grocer, Masson, has been succeeded by A. Mongenot.
O. Longtin, grocer, Valleyfield, has been succeeded by J. H. Longtin.
St. Arnaud & Clement, provision merchants, Montreal, have registered.
J. L. Sequin, general merchant, St. Simon, has assigned to H. Lamarre.

Doucette & Laverdiere, fruit dealers, Montreal, have dissolved partnership.
The stock of E. Duquay, grocer, Hull, has been sold at 65c on the dollar.
U. Phoenix, general merchant, Windsor Mills, is offering to compromise.
The stock of Dufour & Co., general merchants, Chicoutimi, has been sold.
The stock of Lecker Bros., general merchants, New Carlisle, has been sold.
T. Boudreau, general merchant, St. Francois De Salle, is offering to compromise.

T. Bastien, general merchant, St. Therese, has assigned to Chartrand & Turgeon.
The assets of H. A. Sirois, manufacturer of self-raising flour, Montreal, have been sold.

A meeting of the creditors of E. E. St. Jean & Co., grocers, Hull, was called for May 4th.
G. B. Morrison, general merchant, Glen Gyle, has been succeeded by the McKee Supply Co.

The business of F. Valliere, grocer, Quebec, has been advertised to be sold by bailiff's sale on May 7.
A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, was held on April 28.

A meeting of creditors of J. Samson, grocer, Ville Marie, was held on April 28; the assets are to be sold.
E. F. Levoie & Co., grocers, Hedleyville, have assigned; V. E. Paradis has been appointed provisional guardian.

Simard, Brassard & Cie., tea and coffee merchants, St. Johns, Newfoundland, have registered dissolution of partnership.

NOVA SCOTIA.

Consent has been registered for J. McDonald, grocer, Halifax, to do business in her own name.

MANITOBA AND N.W.T.

S. B. Mitchell, general merchant, Irvine, has sold out to D. Roades.
A. H. Walker, general merchant, Rokeby, has sold out to W. R. Hipwell.
E. S. Brooks, general merchant, Francis, has sold out to Dundas & Mihm.

Hole & Scott, Edrans, have bought the general store business of J. A. C. Blackson of that town.

The creditors of the estate of H. Collins, general merchant, Methven, have

been requested to file claims with Macdonald, Haggart & Whittle, barristers, Winnipeg.

BRITISH COLUMBIA.

The Trites Wood Co., general merchants, Fernie, have been burnt out.
W. F. Wood, general merchant, Lumby, has assigned to the B. A. Trust Co.
The Crow's Nest Trading Co., general merchants, Fernie, have been burnt out.
The premises of Purdy & Co., confectioners, Fernie, have been destroyed by fire.
J. Phair, cigar and tobacco dealer, Nelson, has been succeeded by McNichol & Smyth.

5

and

2

gallon pails of Pickles.
Quality second to none.

Price very attractive.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairy Inspectors Meet.

THE annual meeting of dairy inspectors was held in the Board of Trade Building, Montreal, last week, the object of the meeting being to formulate instructions for the inspectors during the coming season. In addition to a full attendance of inspectors there were several members of the Department of Agriculture present, and a contingent of about fifty inspectors who are under the control of the Dairymen's Association.

J. D. Leclair, general butter inspector, presided and delivered an address. E. Bourbeau, cheese instructor at the Ste. Hyacinthe School, also gave an instructive and clever talk and answered several interesting technical questions which were provoked by his remarks.

At the afternoon session C. H. Parmelee, M. P., presided and a number of local representatives of the butter and cheese trade spoke on questions of interest to the trade. R. M. Ballantyne and J. H. Scott, representing the Montreal Produce Association, also gave some new ideas as to the requirements of the export trade.

Dairy Butter.

The Grocer has received the following valuable letter on the subject of dairy butter from one of its subscribers:

Mr. Editor:

During the past twenty-five years Canadian dairymen and farmers have made great strides in cheese, and creamery and dairy butter production, largely owing to the efforts of various governments and dairy schools.

Dairy butter, however, has not kept to the front as well as it should. A number of consumers prefer dairy butter to creamery when it is good quality. And why? Because no encouragement is given the farmer to improve the quality of dairy butter. The country dealer appears to be too anxious to trade off his sugar and tea for any old thing so long as it can be called butter. It would make a "cow cry" to see what poor results are obtained from her efforts to produce good cream.

Why cannot some concerted action be taken by those in the trade for the mutual benefit of all concerned? Farmers' wives are ready to listen to any proposition that will enhance the value of their goods in the consuming markets.

Would it not be a good idea to have all uniform rolls of 1 and 2 lb. sizes packed in proper sized boxes after the manner of a 30 doz. egg box? I don't think a box of this construction would be far out of line; the partition in the centre stiffens the box and does not allow too many rolls together. Railway men can pick up a box of this weight and set it down, while a large box is tumbled about and the large rolls contained therein become more or less broken up and present a bad appearance on arrival at the receiving end. Besides, uniform rolls of 1 and 2 lbs. each could be made of a size to fill up each compartment of the box, allowing no shifting of the rolls in transit. This style of packing would land roll butter in fine order and realize a higher figure for both producer and dealer. Perhaps some large dealers in Toronto or Montreal can inaugurate some such system, appointing their agents throughout the country, thus insuring regular shipments. In addition a large and profitable connection might be built up. The butter boxes could go back and forth the same as egg boxes do now.

Could not the Dairy Division of the Department of Agriculture print a good dairy butter recipe and mail one to every farmer's wife in the country? Even if she were a good butter maker she would value it more or less and put it away with her choice cake recipes to be used when the occasion demanded. When she wants a nice cake for a lady visitor she will also want some choice butter. How many women visit the travelling dairy when it is in their section of the country?

Yours very truly,

NOW AND THEN.

Dairy Situation in Ontario.

ATENTION has been called to the significant change that has been going on in regard to the dairy industry of Ontario during the last few years. In the western district of the province dairy farming is on the decrease, while in the eastern districts it is increasing. In 1897 there were 820 cheese factories east of Toronto, producing 85,913,000 pounds of cheese, while in 1902 there were 885 factories, producing 107,100,000 pounds, an increase of 65 factories and of 21,000,000 pounds in the output. West of Toronto there were in 1897 343 factories, with an output of 51,120,000 pounds, while in 1902 there were only 212 factories, with an output of 39,700,000 pounds, a decrease of 191 in the number of factories and a falling off of 11,700,000 pounds in the output.

In the five counties, Oxford, Middlesex, Perth, Elgin and Norfolk, the cheese centre of the west, there has been a falling off of seventeen in the number of factories and of 1,537,000 pounds in the output, while in the eighteen other counties there are eighty-four fewer factories and the production is less by 10,200,000 pounds.

Western farmers have been driven to the raising of beef cattle, says Mr. James, deputy minister of agriculture, almost entirely, owing to the scarcity of labor, and had it not been for this difficulty there would have been a much greater increase in the cheese production of the east. Mr. James does not regard the movement as an injurious one, however, because the farmers are making just as much money by raising stock, and the decrease in the cheese output in the west is more than made up by the increase in the east.

Canned Vegetables.

CANNED goods are frequently viewed with a certain amount of suspicion, although it is not sufficiently strong to prevent their copious consumption. As far as canned vegetables are concerned, however, the public appears to be perfectly safe, at least with the Canadian brands. The Government analyst recently secured a hundred samples of all kinds of canned vegetables and subjected them to a rigorous analysis. Not one specimen was found to contain any adulterant, coloring matter, or even chemical preservative. Only two cases were found to be other than first-class, and these were packages of green corn which had obviously decayed, and would not have been used for food.

It is well known that copper is occasionally used to intensify the green tint of canned peas, pickles, etc., but only two cans of Canadian peas showed the slightest trace of this poison, while the test was so severe that the presence of less than ten parts in a million could easily be detected. On the other hand, samples of imported French peas exhibited over sixty parts of copper to the million. Foodstuffs in Canada are too plentiful and cheap to make it worth while to practice adulteration.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

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

UNEQUALLED IN QUALITY.

THE DOMINION PACKING COMPANY, Limited.

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

Special prices for quantities.

Write us for quotations.

CHEESE

Our stock of Colored Cheese has been reduced to very small proportions, and we think you have done wisely if you have bought what you may require for fine Summer trade.

We have a few of the finest cheese we ever saw in Canada, and we think they are equal to any English Cheddar Cheese. But these cheese are white.

Now, we cannot understand the objection there is to white cheese. They are the finest quality, and colored cheese are simply made so with artificial coloring.

We can give you these cheese at a low price, and we think if you once cut them up on your counter you will always ask for them.

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

WE ARE HAVING GREAT DEMAND FOR OUR

**Sugar Cured Hams
Breakfast Bacon
Roll Bacon**



The best quality obtainable
is what your trade requires.

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

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

MATTHEWS' BOILED HAMS

have no competitors for first place. Small tender hams, of our "Rose Brand" cure, and with all bone and surplus fat removed. Order by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

Tales of **MAGIC**

Let us tell you about

MAGIC BAKING POWDER



In the first place **IT** is **pure** and **whole-some**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.


Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Trade in provisions is steady with prospects brightening, owing to the opening of navigation. Provision men report a number of orders already from lake ports. The demand for smoked meats continues good. The season for hogs is practically over and prices continue firm. Lard is unchanged, with steady trade reported. Trade in fresh meats continues brisk. Our quotations are as follows:

Long clear bacon, per lb.	0 08	0 08
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 09	0 10
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 12
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 13	0 14
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07	0 08
" tubs	0 08	0 08
" pails	0 08	0 08
" compounds, per lb.	0 07	0 07
Dressed hogs, light weights, per 100 lb.	6 00	6 25
" heavy	5 50	5 75
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	7 00	9 00
Lamb	11 00	12 00
Veal	6 00	8 50

Butter—Supplies of butter are already beginning to accumulate, and as a result prices have eased considerably. Dairy prints 1c easier, and dairy in tubs, under qualities, is 1c easier. Creamery butter is also lower; prints have eased 3c and solids 2c. The trade will not pay a fancy price for creamery butter when good dairy is so cheap. Most of the creameries are now in operation. We quote the following prices:

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

Cheese—The cheese market is quiet this week, only small quantities of new cheese offering, and the export trade dull. New fodder is quoted 1-2c lower than last week with range of prices 1-4c less, although one dealer makes the range 3-4 less than last week's quotations. Twins are also 1-4c easier, with range of prices less by 1-4c. Quotations are as follows:

Cheese, large	0 09	0 10
" new fodder	0 08	0 09
" twins	0 08	0 09

Montreal and Quebec.

Provisions—The situation in provisions remains unchanged but strong. The tone of the market is firm for live hogs, at the advance quoted last week. The supply was good and sales were made freely at 5 1-4 to 5 1-2c per lb. weighed off ears. Trade continued fairly strong in fresh killed abattoir stock at \$7.50 to \$7.75 per hundred. A steadily increasing demand was noted for hams and bacon, and prices generally were steady. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	18 00
Bacon, per lb.	0 12	0 13
Hams	0 11	0 13

Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07	0 07
Carloads, less	0 00	0 00
20-lb. tin pails, tierce basis	0 00	0 00
Half-bbls., over tierce	0 00	0 00
50-lb. tubs	0 00	0 00
20-lb. wood pails	0 00	0 00
10-lb. tins	0 00	0 00
5-lb. tins	0 00	0 00
3-lb. tins	0 01	0 01

Wood net, tin gross weight—		Wood. Tin.
Pure lard, pails	1 77	
" tubs	0 08	
" cases (6 10-lb. tins)	0 01	
" cases (12 5-lb. tins)	0 09	
" cases (24 3-lb. tins)	0 09	

Butter—Butter is dull, and while fine choice butter could hardly be sold under 16c, there is a brand that can be had for much less money. For instance, at St. Hyacinthe last Saturday 300 packages sold at 15c. As this little town is some distance from Montreal, it would be equal to 15 1-4c laid down here. However, there is another point of view. Navigation is open, and at the wharf yesterday morning there were plenty of sales at 15c. To be fair to all notions of trade, the prices would reach from 15 1-2 to 16c, with a decided weakening in tone of the market. From abroad, the old country market would indicate no great hope for an outlet for Canadian butter. Then, too, there is another interesting point reported, in that the Russian Government do not intend to cease shipping Siberian butter, notwithstanding the war, hence it behooves Canadian shippers to remember that creamery from Canada may meet competition this Summer. We quote:

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

Cheese—Low prices prevail in cheese, and there seems to be little hope of an immediate advance for cheese. One hundred and fifty Quebec cheese have been purchased at the wharf at 7c. This indicates the low ebb that exists here—Ontario make advanced 1-4 to 1-2c for possible arrivals, yet it was very difficult to find any actual business taking place in the West. From abroad the demand is reported very unsatisfactory, as the offerings are very much in excess of the requirements and there is a lull in prices of cheese everywhere. Strictly finest quality have been offered at 47s and occasionally an extra shilling more, while their quality is obtainable at even a shilling less.

St. John, N. B.

Provisions—In barreled pork and beef there is very light business. Particularly in pork prices are easy. Hams and rolls are having a steady sale at even figures. In lard there is a large stock and not a large movement. There is no change in price. In fresh meats there is a fair market. Veal is plentiful and low. Mutton is quite firm. Lamb is more freely offered, but still high. Beef and pork remain unchanged.

Mess pork, per bbl.	\$18 00	\$19 00
Clear pork	20 00	20 00

FOR SALE.

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

And are you

SELLING

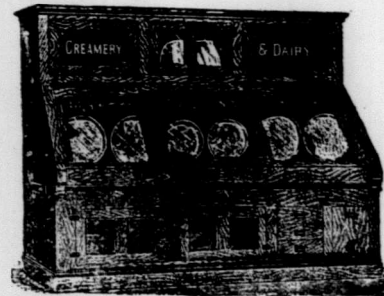
Napoli Macaroni?

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

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

Send for Samples.

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



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

C. P. FABIEN,

Merchant and Manufacturer.

3167 to 71 N. Dame St.,

Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

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

MONTREAL.


TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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



The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

MAPLE LEAF



TRADE MARK

Smalls

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

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

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

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



MAY BE HAD THROUGH ALL WHOLESALE GROCERS. PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

Plate beef	"	13 60	14 00
Mess beef	"	10 00	12 00
Domestic beef, per lb.	"	0 06	0 07
Western beef	"	0 08	0 09
Mutton	"	0 08	0 10
Veal	"	0 05	0 09
Lamb	"	0 07	0 07 1/2
Pork	"	0 12	0 14
Hams	"	0 10	0 11
Rolls	"	0 09	0 09 1/2
Lard, pure, tubs	"	0 08 1/2	0 08 1/2
" pails	"	0 08 1/2	0 08 1/2
Refined lard, tubs	"	0 08 1/2	0 08 1/2
" pails	"	0 08 1/2	0 08 1/2

Butter—Old butter moves slowly, and must be extra to bring full price. There is a fair sale for western creamery:

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

Eggs—The price is very low as compared with but a few weeks ago. The sale is but fair.

Eggs, henbery	0 18	0 22
case stock	0 14	0 16

Cheese—New twin cheese are here. Prices are rather lower. Quite a few old cheese still held.

Cheese, per lb.	0 12	0 12 1/2
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Expert Dairy Inspection.

It is the intention of the Ontario Agricultural Department this year to pay unusual attention to dairy instruction. To this end an extra \$5,000 has been appropriated so as to provide a more efficient service. As many expert inspectors as are needed will be sent to the various cheese and butter factories throughout the province for the purpose of instructing the men working there in the most modern methods of cheese and butter making. They will also be required to make a careful inspection of all the sanitary arrangements in the factories they visit.

One result of the inspection will be that the quality of cheese and butter exported to foreign markets will be exactly as represented.

Provision Notes.

The White Valley Creamery Association, Victoria, B. C., has been incorporated.

B. F. Hare, chief of the Poultry Division of the Department of Agriculture, Ottawa, has resigned.

Kinnettes creamery, Fergus, has been thoroughly overhauled, and a complete outfit of new machinery installed.

The Crescent Oyster Company, Vancouver, B. C., has been incorporated as a limited company, with a capital of twenty thousand dollars.

The Toronto Cream and Butter Co. have established a mail and phone order business in connection with the manufacture of butter. Heretofore they have manufactured for export and for the wholesale trade.

CORRESPONDENCE

Editor Canadian Grocer:

The recent discussion in the Senate on the desirability of taking steps to exclude the circulation of United States currency in Canada is a step in the right direction, and at the same time opens the door to a much wider question, which we, as Canadians, wishing to build up Canada and the Empire, would do well to consider.

You will remember the howl of outraged patriotism that was heard from Halifax to Vancouver over the Alaska boundary award. England was afraid to decide against the U. S. for fear of giving offence, and sacrificed Canada to retain their friendship. Now, sir, I will prove to you that Canadians, individually and collectively, are yielding day after day to the Americans an hundred times more value than that paltry bit of rock on the Pacific Coast.

We begin by buying about three times as much goods from the United States as we sell to them, while we sell to Great Britain about three times as much as we buy—a left handed patriotism this, is it not?

The currency question was so ably debated in the Senate that I need not elaborate on it, beyond pointing out that the goods we buy for sterling gold, we allow our customers to pay us for, either in U. S. 50 per cent. silver coinage, or in rag money inscribed as often as not, "good for one silver dollar."

But the humility of the patriotic Canadian goes further and gaudily decorates his place of business with a brilliant sign, "American Hotel," Boston this, New York that. Why, even the candy vendors at the street corners flout their Coney Island candy at us, as if St. Helen Island sweets were not good enough for honest Montreal stomachs.

Our country is over-run with American commercial travellers, our newspapers are crowded with American advertisements, while our "Maple Leaf for Ever" patriots send their millions across the line for things they could obtain of Canadian or British manufacture as cheap, and mostly of better quality.

I admit that this state of affairs is largely due to habit, yet I venture to think that there is a latent desire in us to build up Canada and the Empire, which only requires awakening in us as individuals to bear fruitful results in the near future.

I shall be glad to see others agitate this question, so that it may be borne in on us that our country's prosperity lies in our hands as individuals, and that if each one of us will make it a personal matter to encourage our own industries and circulate our own currency, then we shall see our country develop more rapidly than has occurred in the past. Yours truly,

A MONTREAL MERCHANT.

INCREASING OUTPUT.

The Campbell Pottery Company, of Hamilton, have just completed a new kiln which will increase their capacity one-third.

Thanks, grocerymen,
for your cordial assistance in
selling

**Blue Ribbon
Ceylon Tea**

Push the Red Label, 40c.—worth fifty.



EASY

When it comes to fly felts, there's only one "kill-em-dead" kind—it's Smith's. **Made by Smith.** 15 years on the market without a complaint. We're fly felt specialists—and the only ones.

"We have handled your fly felts for several years and always found them give full satisfaction."
LAPORTE, MARTIN & Co.
Montreal, Feb. 27, '04.

CAUTION.—It's only good goods that are imitated; that's why ours are. If that Smith felt has not got SMITH BROS. on every package, it's the imitation. Do the right thing; send it back; get what you pay for.

Smith Bros., The Fly Felt Men.

**Dutch Chemical Works
AMSTERDAM.**

EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

COFFEE and CHICORY	¼-lb.	½-lb.	1-lb.
per doz tins.	2/3	4/-	7/-

PURE DUTCH COCOA	4/3	8-	15/-
per doz. tins.			

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

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

SAMPLES FREE ON APPLICATION.

Five Years from Now

you will take into account—perhaps—your losses through not selling

Mrs. Dooley's

LAUNDRY SOAP

—the Soap that pays you about 10% more profit than do most other Soaps.

If you want the extra profit begin at once to sell

THE BORAX SOAP.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

The

25c.

package of

Orange Meat

is good value to grocer and customer. A clean 25¢ to the grocer, and to the customer about 2½ times as much as the 15 cent package contains

Single case, 20 pkgs., \$4.00.
Freight paid on 5 case lots.

Order from your wholesale grocer.

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

Fresh and Cured Fish

Herring Fishing in Belgium.

THE U. S. consul to Belgium reports that in view of the enormous quantity of herring consumed in Belgium, a number of Belgians, associated with Dutch capitalists, are now organizing a company for the purpose of exploiting the herring fisheries with a steam fleet.

In 1901 Belgium imported from Holland 11,520,000 pounds of salted and smoked herring. About the same amount was imported from France and England. In Holland the importance of herring fishing is annually increasing. In 1900 the Dutch fleet numbered 619 boats; in 1901, 643; in 1902, 686; and in 1903, 786. Some of the principal companies in Holland engaged in this trade pay a dividend as high as 13 per cent. Other companies during the past ten years have paid annual dividends averaging 9 per cent.

When it is considered that the Dutch fishers must seek foreign markets for about 90 per cent. of their product, among which Belgium is one of the most important, it is surprising that Belgian capitalists have not sooner created a national fishing fleet. Formerly, Germany was dependent upon foreign countries for its supply of herring, but understanding the advantages and necessities of a national fleet, she now owns a number of boats, providing very nearly the entire amount of fish required for home consumption.

The promoters of the enterprise in Belgium are members of Parliament, owners of fisheries, and fish brokers. In their efforts to interest their compatriots in this new venture they are encouraged by the king, who, in a recent address at Bruges, pointed out the great advantages to be derived by the country in directing its energy toward working the valuable resources of the sea.

Facts About Salmon in April, 1904.

From Astoria it is learned that the Alaska companies have on hand about 42,000 cases of red Alaska salmon. The Alaska Packers' Association is said to have about 300,000 cases. As the Sound packers sold all their pack last Fall, it is believed that these figures represent all the salmon that is in first hands.

A prominent fish dealer has the opinion from advices received that the Spring

season in salmon will be late on the Pacific coast, as the water is very muddy from the floods. Last year the season commenced on March 1, which was remarkably early. It is already started this year, but not much is being done.

May Fish in Winter.

The difficulty over the French shore treaty has been satisfactorily adjusted. France agrees that the clause terminating the fishing on October 20th of each year applies only to her own fishermen. Newfoundland, Canadian, and American fishermen are not restricted in carrying on the Winter herring fishery.

U. S. Cannery Vexed.

SALMON cannery in Puget Sound are greatly displeased over the recent action of the Canadian authorities in prohibiting the foreign sale or exportation of fresh sockeye salmon. They claim that unless something is done to offset the new Canadian fishing regulations, United States packers will be open to attack without the possibility of reprisals being made. Canadian packers at present can come over into the American fishing grounds and bid up the price of raw fish on the American cannery, and the latter are helpless, because of the prohibition of sale of Canadian fish to foreign interests.

The Secretary of State at Washington has accordingly directed the Consul-General of the United States at Ottawa to ascertain the precise form of the law or regulation prescribed by the Canadian Government prohibiting the export of fresh salmon from British Columbia to Puget Sound during the canning season. This action was taken at the request of U.S. fishing interests, who wish to introduce legislation prohibiting the export of fresh salmon from the Sound to British Columbia following the same lines as the Canadian law. By so doing they hope to accomplish a thorough means of retaliation against the Canadians.

J. Symington & Co., grocers, Brandon, have been succeeded by the Symington Co.

There are a good many people who keep telling you how much money you would make by selling this or that package tea. So you would—if you could only sell them. The trouble is that nearly all of them are “shelf goods”—they stay there.

Here's the difference:

“KOLONA” Pure Ceylon TEA

IS A SELLER—so much so that many retailers handle it to the exclusion of all other packet teas.

IT PAYS YOU a higher average percentage of profit than any other line.

IT GIVES THE CONSUMER, in each grade, better actual value than any other TEA on the market. A strong reason for its ever rapidly-increasing sales.

BLACK, MIXED and GREEN—½-lb. and 1-lb. packages.

To retail at **25, 30, 40, 50, 60 and 80c. lb.**

What one grocer says:

Dear Sirs,—
 We would like you to ship us at once,
 1 case “KOLONA” 1-lb. packages, green, to sell at 25c.
 1 “ “ ½-lb. “ ass'd, “ 40c.
 We are having quite a run on “KOLONA.” The
 other stores handle —, but we are more than holding
 our own with “KOLONA.” It gives good satisfaction.
 Yours truly, _____

SPECIAL—We pay freight on 120-lb. orders. Packed in 30 and 60-lb. cases.

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

Association News.

GROCERY COLLECTION DEPARTMENT.

THE collection department of the Montreal Retail Grocers' Association is booming, and Secretary Beaudry expresses himself as quite satisfied with the recognition it has received. By the time the federation of the different associations is accomplished it will be possible to bring a strong force into play; for instance, if a butcher is owed by a certain person he can let the grocer know about it and vice versa. At the same time a federation will increase the effectiveness of the work of the association and lessen the expenses connected therewith. The idea of the collection department is to carry the names of delinquent debtors, and general information regarding credits in the trade. It is expected that three-quarters of the grocers of Montreal will join the collection agency or bureau.

The seventh annual convention of the National Association of Retail Grocers of the United States, called for May

2-5, is in session at San Francisco as Grocer goes to press.

VANCOUVER ASSOCIATION.

The Retail Grocers' Association of Vancouver, B. C., are opposing the imposition of an annual license of \$15 on sellers of tobacco, on the ground that the license is much too high. Some forty or fifty retail grocers have signed a petition which has been endorsed by the Wholesale Grocers' Association, and presented to the civic authorities. As a result the city council has been recommended to reconsider the matter with a view to lowering the fee.

FEDERATION OF ASSOCIATIONS.

A practical step towards the federation of several of the Montreal trade associations has at last been taken. Last week delegates from the four associations which propose to amalgamate met and discussed plans for a constitution, as a result of which a constitution was drawn up. All that remains to be done before the federation may be accomplished is to place this constitution before the different associations individually, and have the legal ratification of approval. The four associations comprise the butchers, grocers, dry goods and boots and shoes men.

The only association at all unlikely to be unanimous on the matter is that of the boot and shoe men. They do not give credit and feel that in many ways the business of the boot and shoe merchant is distinct in interest from the others. The grocers are very enthusiastic. They believe the early closing movement will interest all associations regardless of other elements. A complete federation seems likely in the near future.

CATALOGUES, BOOKLETS, ETC.

A. J. Stewart, Limited, Toronto, have just issued a very handsome little price list and catalogue covering the many lines they are placing on the market. It is printed on fine coated paper and may be had by the trade on application.

The Grocer is in receipt of an attractive folder issued by T. H. Estabrooks, tea importer and blender, St. John, N. B. It contains specimens of successful advertisements which have recently appeared in Canadian trade papers, two of them in The Grocer. There is also a very fine picture of the “Red Rose” tea warehouse in St. John, which is acknowledged to be one of the largest and best equipped establishments of the kind in Canada.

A Great Fire Makes Many Changes

THE PURE GOLD MANUFACTURING CO., Limited, being in possession of one of the finest warehouses left in the city of Toronto, has been naturally besieged with offers from many buyers, and have finally closed a sale at a good big round figure to the E. W. Gillett Manufacturing Co.

However, as The Pure Gold Company retains possession until December 1st, no difficulty is anticipated in securing building quarters, when new premises will be erected which will be even more roomy than the present ones.

This public announcement is made to the customers of The Pure Gold Co. who may be anxious to know the exact state of affairs occasioned by this change. It is hardly necessary to say that all orders will receive the same careful attention as heretofore, and that there will be no interruption in the course of business operations.

PURE GOLD MFG. CO., Limited
TORONTO.

"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

Madam Huot's Coffee

The Gem of all Coffees.

"Nectar"
Black Tea, in lead packets and
fancy tins only.

SOME GOOD Goods for Good Buyers

JUST IN :

- 108 Chests Pekoe Ceylon Black Tea, choice flavory liquor, at 16c.
- 175 Catties fine Imperial Gunpowder Tea, good liquor, well-made leaf, at 21c.
 Could be sold as a pea leaf.
- 68 Half-chests Moyune Young Hyson Green Tea, clean leaf, good liquor, at 14c.
- 60 Half-chests Japan Tea Nibbs, a bargain at 15 1/2 c.

A JOB :

- 10 Qr.-casks, about 30 gallons each, fine old imported Malt Vinegar, "PURNELL," high quality, per gal. 45c.

Delivered less 5% 30 days.

Specialty of High Class Goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow"
Baking Powder, Mustard,
Vinegar, Black Tea.

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

Other things being equal, the successful merchant is the man who caters to the particular tastes of particular customers.

When a man whom you know to be fussy asks for Coffee give him

Chase & Sanborn's

and it will add his name to your permanent list.

CHASE & SANBORN MONTREAL



TURNED ^{is} the poor Chinaman is leaving!

UL 19 190
Cut back 21 32

Chinese Starch, famous in China for its wonderful glazing properties, has, since its introduction in Canada, made the Chinese laundry sick. Every housewife and laundress can do just as fine work. Try a sample case. No Starch pays you such a profit as CHINESE STARCH.

Ocean Mills, MONTREAL.

PUMPKIN.

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

700 CASES ONLY TO SELL.

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

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

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Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Eagle Mfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

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

Blue and Black Lead.
Oakley, John, & Sons, London, Eng.
Re-kitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Ingersoll Canning and Preserving Co., Ingersoll, Ont.

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

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

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

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

Cocoa-nut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

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

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

Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Price, Chambers & Co., Winnipeg Man.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

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

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

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

Corks.
Ewing, S. H., & Sons, Montreal.

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

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

Engravers.
Legg Bros. Engraving Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Robertson, Geo., & Son, Kingston.
Todd, J. H., & Son, Toronto.

Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fly Paper.
Smith Bros., Beachville, Ont.
Thump, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.

Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

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

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

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.
Pure Gold Mfg. Co., Toronto.

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

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Wethey, J. H., St. Catharines.

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

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

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.

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.

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

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

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

Soap.
Metropolitan Soap Co., Toronto.

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

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips—Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Downey, W. P., Montreal.
Evans & Sons, Montreal and Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Wall Paper.
Staunton's Limited, Toronto.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

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

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Canada Paper Co., Toronto.

Yeast.
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“Where the Honey is

there are the bees.”

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—*quality is remembered long after price is forgotten.*

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystalline—it is the Salt that doesn't cake. “Where the honey is, there are the bees”—you can trust the high-class grocer *to find out just where the honey is.*

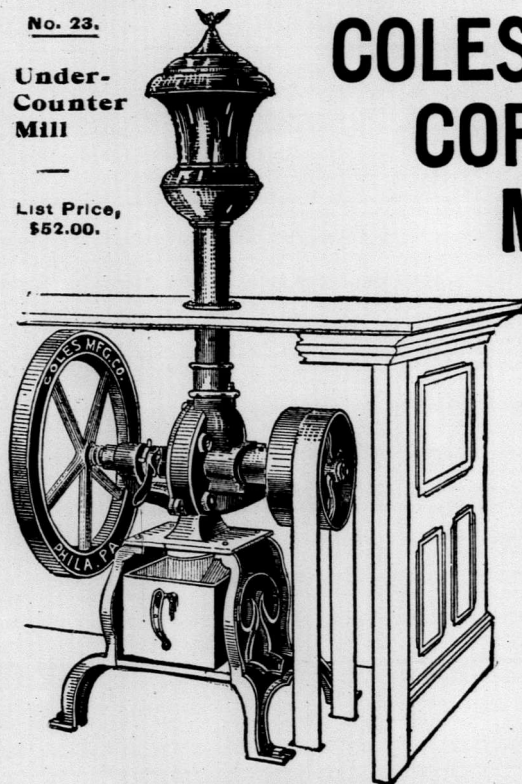
Windsor Salt

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO. PHILADELPHIA



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

“White Dove” Cocoanut

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

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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OFFICES.

MONTREAL	- - -	232 McGill Street. Telephone Main 1255.
TORONTO	- - -	10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN.	-	Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
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NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
VANCOUVER, B.C.	-	Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - - - 12s

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

CO-OPERATING FOR THE EXPORT TRADE.

IT is some years since an agitation was first started in the columns of this paper for the appointment of a commercial agent in London, and it is nearly two years since the Dominion Government allotted \$25,000 and the Ontario Government \$5,000 for the expense of establishing such an office. The appointment of an agent has not yet, however, been made, and to all appearances it is as far away as ever from realization.

Why the Government has not made the appointment is something which the business men of this country cannot understand. There is need of such an agent, and the Government, by allotting the money for the maintenance of such an agent, evidently recognizes this. One can come to no other conclusion than that political exigencies are at the bottom of the delay in making the actual appointment. In the meantime the business interests of the country, as far as

the British markets are concerned, are necessarily suffering.

While we still maintain that the Government should make the appointment of a commercial agent in London, it seems to us that groups of business men in Canada might themselves take some action in appointing a suitable representative or representatives in London for the purpose of looking after their interests. We have reference to business men who are desirous of developing the export trade with Great Britain, but who up to the present have been unable to individually bear the expense of a permanent representative there. The canners have recently set an example of what can be done by the manufacturers of any one particular line taking preconcerted action, they having recently sent a representative to England to see what can be done towards developing the export trade in canned goods. What one class of business men has done can be done by others, or by the co-operation of two or more in different lines of business.

It is an important matter and one which the boards of trade in the leading centres or the Canadian Manufacturers' Association might take into their serious consideration.

TO STAMP OUT CONSUMPTION.

IT is interesting to note that many of the most thoughtful and public-spirited men of the Dominion are numbered among the officers and members of the Canadian Association for the Prevention of Consumption and other Forms of Tuberculosis, which held its fourth annual meeting in Ottawa on April 20 and 21. Every thinking citizen must now be impressed with the necessity for united action to check the ravages of a disease which causes one death in every eight in this country, and gives rise to a vast amount of suffering and permanent ill-health. It is calculated that in Canada at the present moment between 30,000 and 40,000 persons are suffering from it, yet it is undoubtedly a disease which can be prevented and which is curable in its earlier stages.

The report of the executive council

points out that the operations of the association have combined with other influences to concentrate public attention on the disease with the result that a desire has been awakened for information regarding the measures which should be taken to stay its ravages.

There are in the Dominion at the present time five institutions devoted to the treatment of consumption, one of which has just been erected at Kentville by the Nova Scotia Government. The total accommodation in all of these, together with that in hospitals to which consumptives are admitted, probably does not exceed 200 beds, whereas there ought to be a home for consumptives in nearly every county.

When the federal authorities take up the matter, when perennially poor municipal councils show their liberality and philanthropy by equipping cots in consumption sanatoria, and, last but not least, when retail grocers' associations vote appropriations towards the same end, as was the case the other day when the Hamilton Retail Grocers' Association voted a sum of one hundred dollars to the free department of the National Sanitarium Association at Gravenhurst, Ont., surely the outlook is not discouraging.

That the business men of Canada have always taken the deepest interest in humanitarian efforts, no matter under what auspices they were carried on, is shown by their munificence in building and equipping hospitals and charitable institutions all over the Dominion. It goes without saying that they will be equally interested in seeing sanatoria established and endowed for treating tuberculosis, and it is a matter for congratulation that among the first to rise to the occasion is a retail grocers' guild.

WRITING OFF STOCK.

FOLLOWING the announcement of increased fire insurance rates made public last week comes the news that the British America and Western Assurance Companies are about to write off a sufficient amount of their stock to cover the impairment in capital recently entailed and to issue new stock to recover the amount thus written off.

CANADA'S UNDERPAID JUDICIARY.

SO many persons are indifferent to public questions, no matter how directly they may affect one's business or one's liberty, that it is proof of the importance and the timeliness of a subject when two references to it arouse such widespread discussion as has been caused by the two editorials dealing with the salaries of the Canadian Supreme Court judges in the last two issues of this paper. Business men have in various ways manifested their approval of the stand taken in *The Grocer* that the salaries of the judges on the Supreme Court bench are altogether inadequate in comparison with the dignity and influence of the office, that some of the best, the most desirable, men could not accept an appointment even to the Supreme Court for the simple reason that they could not afford to at the present salaries attaching.

* * *

D. McNicoll, acting president of the Canadian Pacific Railway, when the matter was brought to his attention last week, expressed his convictions with great force. "I have long thought," said he, "that the meagre salaries paid to our Canadian Superior Court judges are a disgrace to the country. It is a well-known fact that the members of the bar in our great centres of population (these being the men who should be available for high judicial positions) are in receipt of incomes from three to four times as great as those paid our judges. How, therefore, can it be expected that the best material from the bar can be obtained for judicial positions?"

"I do not wish to be understood as casting any reflection upon the ability of those who accept positions as judges. We all know it is impossible to secure men to take the management of banks and other large financial or industrial institutions at anything like the salaries paid even to the highest chief justice in the land. Does this not show that the present system is wrong? I think so."

The *Globe*, Toronto, endorses the views expressed by *The Grocer* almost verbatim. In the issue of Thursday, April 28, it says: "It is a cause of satisfaction to note occasional expressions of opinion favorable to the more adequate remuneration of judges of the Superior Courts of both the Dominion and the provinces. As to the desirability of having on the bench men of ability, learning and experience there is no room for doubt. The duties they have to discharge cannot be performed by those who have not such qualifications. Sometimes it is heard, as an objection to proposed increases of salaries, that there are plenty of applicants willing to take judicial positions at the present rates of remuneration; but the first consideration should always be fitness, and whatever salaries are necessary to secure the right sort of men should be cheerfully paid. The policy of entrusting inferior men with high judicial functions would soon hopelessly imperil the reputation of the country for civilization."

"Two comparisons may be cited as helping to a clear understanding of the importance of this question. (The comparisons quoted are those given in *The Grocer* of April 23rd. It is not necessary in considering the salaries of the Supreme Court judges to take into view those of the provincial Superior Court judges, but to do so would only strengthen the case for the payment of reasonable remuneration where qualifications so high are exacted."

* * *

In its comment on the subject the *Ottawa Citizen*, April 19, misses a vital point in the discussion. It says: "The *Grocer* has deflected its attention from trade subjects to the question of Canada's underpaid judiciary and quotes some interesting figures in support of the statement that the Supreme Court judges of the Dominion are the worst paid in the Empire." (The figures quoted are the same as were reproduced in the *Globe*.) The *Citizen* is wrong in

saying that this paper has "deflected from trade subjects" in introducing this discussion. The matter is one of vital importance to readers of *The Grocer*. The judgments of the Supreme Court affect the business man much more vitally than they do the lawyers, for the former has to foot the bills and it is he who will gain or lose by the decisions. When this thought is fully grasped by the business men in Parliament and by the business men in Canada generally there will be an end to the dilatory treatment of this matter.

* * *

The first article on the subject was placed before Sir Wilfrid Laurier and his colleagues in the Dominion Cabinet. While declining to express any opinion on a matter on which the council as a whole has not passed, general recognition of the gravity of the question is evidenced.

Sir Richard Cartwright, Minister of Trade and Commerce, says: "The matter is doubtless one which deserves the very serious consideration of the Government and also of Parliament."

Hon. Wm. Mulock, Postmaster-General, says: "The question is one of very considerable importance and has for many years engaged the consideration of the various Governments. Up to the present it has not been satisfactorily solved."

This last sentence is worthy of attention. It is to be hoped a "satisfactory solution" will be reached during the present session.

* * *

Senator W. C. Edwards, one of the business men in the Upper House, expresses himself in a manner which manifests the progressiveness which has characterized his business career. He says: "If this matter should be up in Parliament for discussion, I will not hesitate for a moment to express my opinion on it, but outside of Parliament I would not like to go further than to say that all salaries to which you refer were arranged at a time when Canada was far from being in the position in

which it is to-day. In due time, no doubt, a revision will take place, not only in the salaries of chief justices, but those of all the courts and Ministers of the Crown and perhaps others as well."

Robert Munro, managing director of the Canada Paint Company, and a former president of the Canadian Manufacturers' Association, when asked by a representative of The Grocer for a statement of his opinion on the subject said: "I am in full sympathy with all you have said respecting the salaries of the judges in the Supreme Court. My observation leads me to believe that our brightest lawyers, speaking as a rule, find it less laborious and much more profitable to practise at the bar and that elevation to the bench would be to them quite a sacrifice. I feel sure that the business community will heartily support the Government in raising the emoluments of our judges to such figures as would attract the best men in the profession."

THE DOG FISH PROBLEM.

EVERYONE interested in Canadian fisheries, and especially in those upon the Atlantic coast, will sympathize with the agitation at present being made by the fishermen to induce the Government to take steps to stop the depredations of dog fish. These dog fish are aptly called wolves of the sea. They are at present dangerously numerous and they not only drive other fish away but they get into the seines of the fishermen and destroy them.

There are three or four kinds of dog fish. The most copious breeders are the picked dog or Spring dog fish. Outside of fishery interests not much seems to be known of these peculiar creatures. They are, however, shaped much like the shark tribes of fish and are usually about five feet in length and weigh from five to eight pounds. They travel about in large numbers and are exceedingly voracious.

In the annual report of the Department of Marine and Fisheries dog fish are discussed by Prof. Edward E. Prince, commissioner and general in-

spector of fisheries. He does not think that there is need to have grave fears about the dog fish but in no way does he depreciate their harmful habits and their undesirable character. He thinks their appearance is more like a pestilence and that it will die out of its own accord. The same plague has cropped up again and again and has gone. His observation of the dog fish shows that they do not usually stay long in any one place and, while there are hordes at work now, their visit is only temporary. Last year, however, they remained in the Canadian fishing grounds four or five months, though they usually move away after five or six weeks.

The ravages of dog fish first became serious in Canadian fisheries in 1898 and during the past three years they have been a great annoyance to fishermen. The direct harm that dog fish may accomplish is shown by Prof. Prince's paper. In 1882 the pack of cured herring in the Shetland Isles was 134,000 barrels, whereas in 1888, owing to the presence of the plague, the total quantity fell to 99,000 barrels, and in 1889 even lower; that is, 44,000 barrels or only about one-third of the pack two years before, and representing, therefore, an enormous total loss. It is estimated that west of Halifax, N.S., the fishery catch is \$400,000 to \$6,000 below the average.

In connection with the effort being made towards the extermination of the dog fish it is well to remember that although this fish is not used as food, it has some commercial value. Oil is extracted from the liver, while the head and skeleton make good glue. Fertilizers are also produced from the entrails and offal. Another important fact is that the nomadic habits of the dog fish will interfere materially with any regular commercial use being made of them.

Bounties have already been suggested as an effective remedy, and suggestions have been made along the line of establishing a factory for the extraction of dog fish oil. Produced on a large scale, dog fish oil could be made profitable, and be used for lighting and lubricating purposes. Those well acquainted with the subject are of the opinion that

the offering of a bounty will be the quickest and most effectual way of inducing fishermen to take up seriously the problem of exterminating the dog fish.

TRADING STAMPS AND THE LAW.

ON Friday, April 29, the law stepped in and gave the Province of Quebec power to erase trading stamps, the decisive case being argued in Quebec city. The same trading stamp company which is so prominent in Montreal undertook to challenge the legality of the city's right to stop them from carrying on business. After considerable argument the judge maintained that according to the constitution every city had a right to enforce and control its own by-laws. His decision was that a law in Quebec City and Province existed against trading stamps and that a fine of \$20 should be inflicted for every offence against the same.

As a result the Traders' Advertising Company, owned by H. A. Wilder & Company, Montreal, and operating in different cities in the province at once placed glaring announcements in all the big dailies to the effect that they had instructed their lawyer to appeal the case and that they would not cease using trading stamps until the highest court in the realm decided against them.

Meanwhile the Retail Grocers' Association of Montreal have not been idle in their endeavor to do away with trading stamps. It appears that by some slight error the civic authorities changed the enforcement of the by-law so as to make the penalty read \$40 instead of \$20; this will have to be changed in order to remove the possibility of the trading stamp people escaping upon a technicality of law. A number of the most prominent members of the Montreal association are aldermen, which means that they will bring strong influence to bear in the right direction. The City Council have already promised that the law above mentioned will be changed by May 15. A wait of two weeks now remains to see whether the notice of motion made on April 15 is carried, as will in all probability be the case. In this event the association are of the opinion that the day is done for trading stamps, at least in Montreal.

Mr. Wilder, of the Traders' Advertising Company, ridicules the whole thing, and the fact that his trading stamp store is continually crowded with eager bargain hunters is an evidence of his purpose to carry out his intention.

Our
Infallible
Recipe
for the
Bettering
of Every
Grocer's
Tea Trade
Conditions

Stock and Push "SALADA"

— AND —

"SALADA" ALONE.

Failure to carry out its satisfy-
ing obligation is an impossibility.
This is why the recipe is termed
"Infallible."



BLACK, MIXED, or } Sealed Packets Only.
NATURAL GREEN. } Retailing 60c., 50c.,
40c., 30c., 25c. per lb.

Wholesale Terms.

"SALADA" TEA CO., Toronto or Montreal.



"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among con-
sumers that all grocers should give it
prominence.

New Pack is in the hands of the
wholesale trade.



Brantford Prepared Corn Starch

is a delicious, wholesome food. You will find that
your customers will appreciate it. Let them see
the many dainty recipes on the package and they
will want to try it. Once they try it they will want
more—that makes business for you.

THE BRANTFORD STARCH WORKS,
LIMITED.
BRANTFORD, CANADA.

Green Fruits.

A lively trade is reported in green fruits during the week under review, particularly in pine apples, bananas, tomatoes and strawberries. Oranges still continue in good demand, several large shipments from California having arrived within the week. Valencia oranges are slightly firmer in price. Lemons are easier; the regular spring shipment of lemons to Montreal from Mediterranean ports is now due, and it is thought the market will be affected according as stocks are purchased, principally in the east, or whether they meet with equal distribution over the Dominion. Grape fruit is difficult to obtain at firm prices. Pines are easier, and free arrivals are reported. North Carolina strawberries are from 6 to 9c easier, and arrivals are increasing daily. Our quotations are as follows:

California navels, per box	2 75	3 50
Mexican oranges, per box	2 00	2 00
Messina lemons, new, 300's, per box	2 50	3 00
" " " " 300's, per box	2 25	2 50
Valencia oranges, 420 case	4 75	5 00
Valencias, large, per case	5 50	6 00
Havana pineapples, per crate	2 75	3 50
Jamaica grape fruit, per box	6 50	7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	2 50	2 50
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	8 50	8 50
Florida tomatoes, per crate	2 25	2 50
Cranberries, Jersey, per bbl	5 50	5 50
" " " " Bud's longkeepers	7 00	7 00
Limes, per box	1 40	1 40
Limes, in 1/2-straps	2 20	2 20
Strawberries, North Carolina, quarts	0 15	0 19

Vegetables.

The scarcity of home grown vegetables continues, while the demand for such is brisk as usual at this season. Green stuff and potatoes are very difficult to obtain; potatoes in bags have advanced 15 to 25c, and in carrots 10 to 15c. They will likely go higher as supplies are low in the country and being rapidly bought up. Old cabbage is nearly out of the market, its place having been taken by green stock, for which the demand is continually improving. Sweet potatoes are out of the market. Egyptian and Bermuda onions are 25c easier in price, respectively. Valencias are out of the market. Carrots and parsnips are firmer in price. California celery is off the market. Green onions and cucumbers are decidedly lower in price. Bermuda new potatoes are off the market; they have been replaced by Florida new potatoes, which are quoted below. Green beans, cabbage, peas, and asparagus are cheaper than last week. We quote the following prices:

Cabbage, per doz	0 75	1 00
" " red, per doz	0 50	1 00
Potatoes, per bag	1 25	1 35
Potatoes, per bag, car lots	1 00	1 15
Onions per peck	0 50	0 50
Onions white, per bag	2 25	2 50
Egyptian onions, per sack	3 00	3 25
Bermuda onions, per bush crate	2 00	2 00
Bunch lettuce, per doz bunches	0 30	0 30
Radishes, per doz bunches	0 50	0 50
Mushrooms, per lb	0 75	0 75
Mint, per doz bunches	0 30	0 30
Parsley, " " "	0 20	0 20
Sage, per doz	0 15	0 15
Savoury, per doz	0 15	0 15
Beets, per bag	1 00	1 00
Carrots, per bag	1 25	1 25
Parsnips, per bag	1 25	1 25
Artichokes, per bush	1 00	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz	0 40	0 40
Rhubarb, per doz	1 00	1 25
" " per bundle	0 10	0 15
Green onions, per doz	0 10	0 12 1/2
Green house water cress, per doz	0 25	0 25
Green cucumbers, per bush hamper	4 00	5 00
Green cucumbers American per doz	0 75	0 75
Asparagus, green house, per doz	1 60	1 75

Florida spinach, per bbl	2 50	3 00
Florida spinach, per bush hamper	1 25	1 25
Florida new potatoes, per bbl	7 50	7 50
Green peas, per bush	3 00	3 00
" " cabbage, per case	2 75	3 00
" " beans, per bush	2 25	2 75

Seeds.

The demand for seeds is active this week with seeding in full swing. The range of prices in red clover is 65c greater than last week, finer quality of seed selling dearer. The range in alsike is 45c greater, timothy is 25 to 35c firmer, and the range of prices 10c less than those quoted last week. Timothy, flail-threshed, is 75c higher than last week. Our quotations are as follows:

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

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market has exhibited some new features during the week under review. Ontario wheat is scarce and strong; red wheat is 1c firmer, and white wheat 2c firmer respectively. Manitoba wheat is weak and has dropped since last quotations; Manitoba wheat, No. 1 hard and northern No. 1 are each 4c easier; northern No. 2 has dropped 4 to 7c. The drop is attributed almost entirely to the manipulations of grain speculators. Barley is from 2 to 4c easier. Oats are 1-2c firmer. Peas are 1c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 94 1/2	0 95
" " " " Northern No. 1 " "	0 93	0 93 1/2
" " " " No. 2 " "	0 90	0 90 1/2
Red, per bushel, on track Toronto	0 96	0 97
White " " " "	0 97	0 98
Barley " " " "	0 46	0 50
Oats " " " "	0 35 1/2	0 36
Peas " " " "	0 69	0 70
Buckwheat " " " "	0 57	0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market for the week has been steady at quotation prices. This week's prices in Manitoba wheat patents are from 10 to 15c higher than those quoted last week, and those in strong bakers are from 15 to 25c lower. Ontario wheat patents are 10c below last week's quotations. We quote the following prices:

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers " " "	4 50	4 75
Ontario wheat patents " " "	4 60	5 00
Straight roller " " "	4 40	4 50

BREAKFAST FOODS.

The market in breakfast foods is reported as healthy at firm prices. There are no changes in last week's quotations to record. Our quotations are as follows:

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

Hides, Skins and Wool.

The hide market ascended to a high pitch this week when all grades except

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

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

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

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

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

EGGS

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

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

cured, which advanced 1-4c, went up 1c higher than they were last week. Prices are firmer at the following quotations:

HIDES.

No. 1 green, per lb.	0 08
" 2 " "	0 07
" 1 " steers, per lb.	0 08
" 2 " "	0 07
Cured, per lb.	0 06 1/2

CALFSKINS.

Veal skins, No. 1, 6 to 14 10, inclusive	0 10
" " " 2 " 15 to 20 lb "	0 08
" " " 1 " "	0 09
" " " 2 " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00
Lamb skins	0 20

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool, new clip, per lb.	0 15	0 16
Pulled wools, super, per lb.	0 18	0 20
extra	0 20	0 22

QUEBEC MARKETS.

Montreal, May 5th, 1904.

Groceries.

ACTIVITY marks the local market this week. The first ocean steamer, the Dominion, has arrived. This portends a general development of trade. From the country comes the news that collections are good and the demand for all kinds of groceries is strong. The sugar advance of ten cents last week has had a vital impression upon the trade and the demand has been limited for some days. Canned goods remain in fair demand with few offerings for new stock and the report regarding the falling off of the fruit crop in the west has been entirely dissipated. Other reports from the west indicate that the fruit crop will be very good indeed and the canned fruit men are looking anxiously after this information. Dried fruits remain firm with a good demand for Valencia raisins. Prunes also are in good demand and reported 1/2c easier for California. Regarding currants the market is moderately active. Deeper than the local market there is an influence of somewhat restricted supplies. This is caused by the absence of the usual shipment from Greece. The growth from this quarter is hindered from advancing in price to any extent by the abundance of better fruit at a very slightly higher range of values. From private sources there is supposed to be legislation on foot in respect to this article which is of a rather drastic character and it may raise prices unduly. As reported last week, Sultanias may be expected to rise in price. Reports generally agree to the effect that considerable damage has been done to the growing crop and holders are disposed to sell their stock at an advance on the prices now ruling.

The double advance of sugar last week, making ten cents all round, and making extra granulated quoted at \$4.25, with the general effect upon all lines, phoenix, bright coffee and bright yellow, etc., is notable. There is a tendency towards a further advance on sugar. Tea is interesting. From Japan it is learned that the market opened 10 per cent. lower than last year, but this is only on first steamer and small parcels, and does not indicate any definite position. Quality is average and quantity is good. The importance of other brands of teas, India and Ceylon, is based upon the recent tax on British

teas of 4c. This would indicate an increased demand for common teas in this country. The local tea dealers would like to see a tax on high-priced teas, but the tax in the Old Country has very little to do with this country, except that where the producers suffer the distributor also shares in the loss.

SUGAR.

In addition to the advance noted of five cents last week, another five cents per hundred pounds was placed on refined sugar at the end of week. This was done as a result of the further advances in New York. This makes a total of ten cents in the local market. We quote:

Granulated, bbls.	\$4 25
1-bbls.	4 35
" bags.	4 05
Paris lump, boxes and bbls.	4 75
1-boxes and 1 1/2-bbls.	4 80
Extra ground, bbls.	4 60
" 50-lb. boxes	4 75
" 25-lb. boxes	4 85
Powdered, bbls.	4 40
50-lb. boxes	4 50
Phoenix	4 15
Bright coffee	4 05
" yellow	4 00
No. 3 yellow	3 95
No. 2 "	3 75
No. 1 " bbls.	3 55
No. 1 " bags.	3 45
Raw Trinidad.	3 20
Trinidad crystals.	3 30

SYRUPS AND MOLASSES.

There has been a good demand for syrups and molasses this week. Barbadoes' molasses have been offered here at a laid down price of 24 1/2c cargo lots, and these are the figures which seem to be embodied in the offerings of brokers and import agents. No change in last week's prices has taken place. From the islands a report comes of an advance of half a cent. We quote:

Barbadoes, in puncheons.	0 27
" in barrels	0 29 1/2
" in half-barrels	0 30 1/2
New Orleans.	0 22
Antigua.	0 37
Porto Rico.	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 02 1/2
" 1-bbls.	0 03
" 3 1/2-lb. pails.	1 30
" 25-lb. pails.	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

COFFEE.

Coffee is still solid and a steady demand would indicate little fear as regards the Rio crop. Considerable speculation is heard regarding the productiveness of the eastern field, yet the dealers generally have been holding off from buying, largely because there was no general selection. Prices have been well maintained, the finer qualities being in some instances dearer. The bad weather which was experienced at the time of harvesting has had its effect and the flavor has been spoilt in certain lines. The berry is reported to be very small and in consequence no high prices have been attained. From abroad, Salvador and Nicaragua are reported to have shown a decided improvement in quality. We quote:

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

TEA.

The tea market has awakened. From Japan comes the news that a 10 per

cent. decline was noted in the new crop market with considerable activity and the quality was quoted as average, and the quantity quite up to previous years. This applies only to opening prices and no definite report can be made as to future prices. In Indian and Ceylon teas the market was considered very interesting owing to the British Budget putting a tax upon tea. This, however, will not materially affect the Canadian market, only that common teas will come into great demand, while the distributors have an opportunity to push the sale of the better class teas, and by doing this greater satisfaction will be given to the consumer and a more remunerative result will be given to the retailer. The market continues firm for all descriptions of Congou tea and the quantity available of this tea is extremely small. There seems to be every prospect of an advance in this kind of tea. We quote:

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

The following cablegram has been received by R. W. Forester from Bernard & Co., of Yokohama: "Settlement 3250 piculs, prices 5 per cent. lower than last year; market active at the advance; tea arriving slowly on account of bad weather."

CANNED GOODS.

Canned goods are firm and a great interest is being taken in the advance of 5 per cent. which the Canners' Association put upon fruit last week. This has not alarmed the local trade, inasmuch as the demand is active and the supply seems to be limited. Dealers' stocks are gradually running down and, if it were not for the fact that a fair supply of 1902 pack had been held, prices would perhaps have been very much higher than they are at the present time. Take salmon for instance as a canned article of great interest. The largest packers have not made public their fixed price for new season's Alaska, nor do they appear to be in any hurry to do so, as the pack of 1904 is expected to be rather light and canners are not optimistic regarding a new pack until 1905. This, of course, remains to be seen. The firmness of the market is more apparent than ever. There is a strong inquiry for sardines and the reduced stocks of Summer pack fish cause prices for the better qualities to be firm. On the other hand, the Winter packed fish suitable for export are much easier in price, so the reports come from abroad. California fruits continue to excite a good demand at firm prices. We quote:

Tomatoes	1 15
Corn	1 15
Peas	0 87 1/2
String beans	0 85
String beans	0 90
String beans	1 40
String beans	1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47 1/2
Lawtenberries, 2s.	1 57 1/2
Raspberries, black.	1 42 1/2
Gooseberries	1 63
Pears, 2s.	1 52 1/2
" 3s.	2 00
" 3s.	2 20
Peaches, 2s.	1 63
" 3s.	2 57 1/2
Plums, Lombard 2s.	1 35
" Green Gage, 2s.	1 47 1/2
Cherries, red pitted, 2s.	2 30

CANNED SALMON

Golden Nett Salmon, = \$1.10 doz.

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

GEO. ROBERTSON & SON, Kingston, Ont.

OATMEAL.

A steady demand has marked the oatmeal market and considerable fluctuation has taken place during the week, owing to the prices quoted for oats. The actual prices have not changed and, notwithstanding the activity, the prices remain similar to those of last week.

We quote:

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

HIDES.

Not the slightest change has taken place, except that the demand has stiffened a little and a buoyancy marks the market in this district. 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. 1 calfskins	0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 29, 1904.

A MOST interesting piece of news in labor circles here this week was the announcement that a Chinese labor employer, a big "tyee," Sam Kee by name, is turning his attention to sugar beet culture in Alberta. The statement is made that this Chinaman, who is very wealthy, conducting mercantile business as well as being a labor contractor, is to take 150 Chinese laborers to Raymond, Alberta, where he has several hundred acres of land which he will plant with sugar beets. He has a contract to sell the beets to the sugar factory built in the Mormon settlement at Raymond. Last year Sam Kee contracted for and supplied 100 Chinese to some of the farmers in the Raymond district, to work in the sugar beet fields. Evidently concluding that he could handle the business himself, he has this year leased land and made his arrangements to go into the raising of beet roots on an extensive scale. The beet sugar factory, which was only operated last season for the first time, is to be enlarged next year, it is said.

Canadian flour may be selling well in Japan, and other lines of Canadian pro-

duce, such as salmon, both salt and canned, may find ready market with the Japanese now that the war is on, but one big order certainly slipped through the fingers of Canadian dealers. On the C. P. R. steamer Empress of China, which sails on Monday next, there is to be one big consignment of 500 tons of preserved beef from the United States packers. The beef was brought to this port from Seattle by the steamer Umatilla and transferred to the Empress. While this is the first shipment to be sent by way of Vancouver or British Columbia ports, since the outbreak of the Russian-Japanese war, several consignments have gone via ports of the States.

* * *

Live stock are beginning to move to the north very quickly. Last Saturday night the hulk Henrietta, in tow of the tug Czar, sailed for Skagway with 250 head of cattle and a large shipment of over 500 head of sheep, which are being sent north by the Pacific Cold Storage Company. To-night the steamer Cottage City sails with a big consignment of sheep and 50 head of cattle. Other shipments of cattle somewhat smaller have gone north on steamers in the past two weeks, so that in all there must be over 500 head of cattle and over 1,000 head of sheep on the road into Dawson. Nearly all the stock will be driven from the lower end of Lake Lebarge down the trail to the Klondike capital. Other shipments north are beginning to increase again in readiness for through transportation. Much of the goods will be held until the first open water, though a large proportion still consists of supplies for the new Alsek diggings. These goods are handled from White Horse. Naturally there is nothing to report of new finds in the Alsek district, at this season. The snow is all going off and the roads and trails are well-nigh impassable at present. The chief interest now centres in the awaiting of the time when work can be done to prove up the values on the creeks which have been prospected. On the results of the first operations rests the chance of a big activity, amounting to a boom in that country.

The large number of people moving to this province from Eastern Canada, and even from the Northwest and Manitoba is having its effect in very great activity in the principal farming and ranching districts of the province. On the mainland, the Fraser valley to Chilliwack, including the delta lands and islands at the mouth of the river, and the great Okanagan valley in the interior, are the two principal districts which have any considerable agricultural development. In the former the land which has been for years going begging for purchasers and for people to live on it and start in growing farm produce, is now being rapidly taken up. In the Okanagan, the chief change is that the big holdings formerly lying almost idle in the hands of a few men, are being sold to syndicates and broken up into small holdings, on which men and their families can produce sufficient for not only a good living but for a good profit. The fruit industry is likely to be the most attractive in the Okanagan district, as it is at present, though other farm products are equally well grown. In the Fraser valley while fruit growing, especially of small fruits, is an important line, the large areas make it more favorable for dairying and stock-raising, and, as there is considerable land very adaptable to this industry, while other land grows hay and feed profitably, it is very likely that dairying will continue to increase in importance, especially as there is such a large and attractive home market, which is not so true of the fruit, which has to seek its outlet in the Northwest Territories and Manitoba.

* * *

The salmon canners are much interested in the progress of negotiations at Ottawa to the end of allowing them the use of fish traps to catch salmon. There have been varying rumors current here, but it is evident that if not this season, then at farthest, next year, the traps will be allowed. The members of the Dominion House from Victoria and Vancouver Island are in favor of the traps, while those on the mainland, especially Mr. Aulay Morrison, representing Westminster, the Fraser River district, are opposing the traps. As the traps will,

if granted, be on Vancouver Island, west of the city of Victoria, the fish will have that much more of a handicap in reaching the Fraser River. From Steveston, at the mouth of the river, to New Westminster, has always been the principal seat of the salmon canning industry in the southern coast district. New Westminster people very naturally think that the industry, which is an important one to their city, will be injured by allowing traps on the coast of Vancouver Island, 75 miles before the salmon in their annual "run" to their native river reach its mouth. The same objections, of course, have always been entertained towards the fish traps on the United States side of the 49th parallel, which was senselessly drawn to cross Point Roberts when it should have stopped at the seashore. Point Roberts is a long neck of land running south and enclosing Boundary Bay. The boundary was made to continue from the mainland across the bay and also across Point Roberts. It thus lies directly below the mouth of the Fraser River, which it dominates in a most absurd fashion. The salmon traps are virtually a fence of piles and fish nets across the main course of the salmon as they come up the Gulf of Georgia from the Straits of Juan de Fuca on their way from the sea to the river. Over these the Canadian Government has had no control, and it is with mixed feelings that the canners view the proposal to put traps down on the Canadian side. Of course those who secured favored sites on the foreshore of Beechy Bay from the Prior Government are quite pleased to have traps.

The run of sockeye salmon on the Fraser is not expected until the middle of July each year. Spring salmon run in varying quantities all through the Winter, and are supposed to be running better now. In the northern waters of the B. C. coast the Spring salmon are running quite freely. Large quantities are being salted and from the Fraser two firms are shipping large quantities of frozen fish. In one or two northern canneries there is being put up this season a pack of canned Spring salmon. This is quite unusual, but it is on account of the demand for all grades of canned salmon from Japan.

The Retail Grocers' Association in the city of Vancouver this week successfully fought by petition the imposition of a stiff license for the sale of tobacco in retail groceries. It was proposed by the tobaccoists that a fee of \$50 be fixed, and the city council partly consented to this. The fee for retail grocers was to be \$15. The grocers appealed against this and succeeded in getting the fee fixed at \$5 per year, to which they did not object.

Local market conditions are somewhat brighter as the season advances. The retail trade has every promise of a good month in May.

Prices and stocks are about as last quotations. In produce there has been

some eastern butter forward since last week. It was slightly delayed in transit, but reached here on Saturday last. The price is quoted firm at 26c. Stocks of butter are light. A little fresh grass butter from Washington is brought in every day or two, but it is held at practically the same price as the eastern stock. Local supplies of butter are small yet.

The cheese market is a surprise to every one. A car of new eastern cheese has been sold to arrive here. The price quoted was 8 1-2c Ontario, which would mean something like 10 1-2c here. This is very much less than any former experience. The car was sold at the quoted price without any trouble.

Local eggs are beginning to be more plentiful, but the price cannot be bettered at 30c wholesale, and few are offering at that. There are no other stocks coming in to speak of, and retail strictly fresh eggs bring 35 to 40c per doz.

MANITOBA MARKETS.

Winnipeg, May 3, 1904.

BUSINESS for the past week shows much improvement over the week before. Throughout Manitoba and the Northwest seeding is well under way, though there are still a great many farmers who have not sown a seed owing to the watery condition of the ground.

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

Canned Fruits—The market is now firm, since the advance in prices on all lines on the 25th inst. from 5 to 10 per cent. Pineapples have made their appearance this week and the market quotes 2 lb. whole pineapples at \$3.75 a case of 2 doz., 1 1/2 lb. sliced at \$3.75 a case of 2 doz., 1 1/2 lb. sliced \$7.20 a case of 4 doz., and 1 1/4 lb. grated \$7.60 a case of 4 doz.

Evaporated and Dried Fruits—All lines are very firm. The market quotes evaporated apples as being sold here at 7 1/2c a lb. Oregon prunes in large sizes are still very cheap—70 to 80 at 5 1/4c, 60 to 70 at 6c, 50 to 60 at 6 1/4c, and 40 to 50 at 6 3/4c.

Green Fruits—The market is firm. Tomatoes are quoted at \$4 a case, cucumbers at \$2 a doz., and rhubarb at 6c a lb. Bananas are scarce and are being sold from \$3 to \$3.50 a bunch. Apples are a little cheaper and the market quotes 2X high at \$4, and 3X high at \$5 a barrel.

Rolled Oats—The market is a little easier. 60 lb. sacks are quoted at \$2.25, 40 lb. sacks at \$2.30, 20 lb. sacks at \$2.35, 8 lb. sacks at \$2.65, and 5 lb. sacks at \$2.85.

Flour—The flour situation remains unchanged. No. 1 patent is still quoted at \$2.75.

Peanuts—The market expects to advance the price on peanuts, as the stocks throughout the United States are very light and the new crop will not be in before about the 1st of November.

Cured Meats—The market remains firm. Hams are quoted at 13 3/4c, shoulders 8 3/4c, picnic hams 9c, breakfast bellies 13 1/4c, breakfast backs 11 1/4c, long

spice rolls 10 3/4c, and long dry clear 9c.

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

OTTAWA TRADE GOSSIP.

May 3, 1904.

MERCHANTS here report business good with prospects very bright.

The latter part of April was somewhat dull, but May has opened up with a much brighter tone. The weather is ideal, with enough warmth to increase the sale of fruits greatly.

Prices in most lines remain the same as for some time, although some lines show some change or likelihood of it.

In canned goods, tomatoes and corn are very firm. The supply of tomatoes is fairly good, but the increased demand from the west is likely to use up a great deal.

Salmon is expected to be high, although prices for new goods are not quoted. Present quotations are about \$6.00 a case. Bulk pickles are in good demand just now and prices have advanced to \$3.25 a keg. The rice market is weak with lower prices.

At the fruit exchange here the Summer trade commenced this week with a boom. The proprietor, Mr. G. W. Hunt, reports that they sold this week 5 cars of oranges, 3 cars of bananas, 2 cars of lemons, and one car of Florida tomatoes, the first full car ever offered in Ottawa at one sale. Prices were more than satisfactory for everything. Fancy navel oranges sold from \$2.75 to \$3.00; choice, \$2.60 to \$2.75; standards, \$2.25 to \$2.60; Messina lemons, 300s, \$1.75 to \$2.25; Messina lemons, 360s, \$1.50 to \$1.75. The demand for 360 lemons was poor, although with hot weather approaching the consumption of lemons will increase greatly. No. 1 bananas brought \$1.60 to \$2.25, 8 hands \$1.35 to \$1.50; No. 2s 75c to \$1.00. Pineapples, 24s sold for 12 1-2 to 15c; 30s, 9 1-2 to 10c; 36s, 8c. Florida tomatoes, fancy stock, \$2.25 to \$2.65. Egyptian onions, \$2.75 to \$3.00 a sack.

In speaking of the Winnipeg branch of the Ottawa Fruit Exchange, Mr. Hunt said that since its establishment its growth has been phenomenal, and promises soon to be equal to Ottawa in size. The Winnipeg exchange is in charge of Mr. Wm. Borthwick, one of Ottawa's oldest fruit merchants.

The first full car of strawberries will be offered this week on the exchange. Commencing next week daily sales will be held. On the local market butter and cheese are selling at lower prices than for some time. Potatoes are very scarce with a prospect of advancing. Prices are now \$1.10 a bag, by the load. Lard is low, 8c being the price of pure. Eggs are firm at 14c. Dealers are packing full blast, which looks as if prices are as low as they will be this season. Flour is quoted: Hungarian, \$5.10 per barrel; bakers', \$4.70 to \$4.80 per barrel, with the usual charge of 20c for small pack-

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600 BAGS "MEDIUM PEARL," "SEED PEARL,"
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Just arrived in store. "Prices are right."

PATNA RICE (Imported)

500 BAGS (due in Montreal next week). "Finest quality imported."

PRUNES We want to clear the lot.

1,500 BOXES G. & S. "EASTER" Brand, 90/100, 25 lbs. (1903) at 5c. lb.

Don't forget all those goods were bought right. We are headquarters for the finest
GROCERIES, WINES and LIQUORS in CANADA.

LET US HAVE YOUR ORDERS.

WE ARE SELLERS.

QUICK SHIPPERS.

L. Chaput, Fils & Cie.

WHOLESALE GROCERS and IMPORTERS
of TEAS, WINES and LIQUORS.

Montreal

ages. Bran brings \$19.00 and shorts \$21.00.

NOTES.

The Ottawa merchants are preparing to entertain the New York grocers, who are members of the "Clique Tourists" of that city.

The New Yorkers are invited to come to Ottawa Sept. 1, and from now until then plans will be arranged whereby they will see Ottawa in good style.

The first carload of Salada tea consigned to Messrs. Provost and Allard, arrived here last Friday. It was sold by Mr. Owen, Salada's well-known representative, on the Monday previous, and was certainly delivered promptly. It took five trucks to handle the shipment, and in doing so the local firm took advantage and displayed their ad. on each truck, which proved a good hit for Messrs. Provost and Allard as well as Salada Tea.

The F. J. Castle Co. are meeting with great success in the sale of "Wee McGreegor Breakfast Food."

H. N. Bate, & Sons are making extensive alterations in the interior of their warehouse. They are building a new salesroom, which is to be fitted up to date. Their old room has proved far too small for their increased business.

PLEASANT EVENT.

LAST Saturday, April 30th, the employees of L. Chaput, Fils & Cie, wholesale grocers, Montreal, held a very pleasant assembly in the large offices of the firm. All the employees, including travellers, warehousemen, and office and sample room staff, to the number of nearly one hundred, participated in the event. The occasion for the assembly was to present an address of congratulation and good wishes to Mr. Emile Chaput, son of Mr. Chas. Chaput, senior member of the firm, on the occasion of his approaching marriage to Miss Rosalie D'Anger.

In the evening at the Club La Fontaine, of which Mr. Emile Chaput is a member, a soiree was held—tendered Mr. Chaput by his friends who had foregathered in the club to the number of about sixty or more. Mr. Chaput was presented with a superb cut-glass service. Mr. and Mrs. Chaput were married on Thursday, May 5th, and left for a trip to New York, Atlantic City, Philadelphia and Washington.

BUTTER AND CHEESE.

IN the present state of quietude the slightest move in the butter and cheese market is of interest. A few days ago there was a slight change in the dullness in Montreal and some shipments were reported. In country

districts general dissatisfaction exists at the prices and the feeling is that makers in the country will sell their milk direct rather than manufacture it into cheese and butter. Buyers and sellers continue to offer these lines to suit their personal needs. At Brockville, where one of the best cheese boards in the district is located, no opening took place until yesterday.

The holders of fodder cheese seem to be holding off and the market which opened last week at 7½c may be stiffened a little this week. A little over 2,000 boxes are supposed to have been sent forward. Imagine the contrast with last year, when buyers were seeking fodder cheese at 13c and farmers could not supply the demand. This year the dairymen are holding back in the hope that there will be an advance. On the other hand, there is a certain anticipation of butter taking an advance and some attention is being directed towards this commodity. Notwithstanding all these facts, the outlook is not any too promising from the country point of view, owing to the cold, backward Spring and inadequate pasturage. Factory patrons, for instance, are not very hopeful as to their usual contribution to the cheese production.

The total shipments of Canadian cheese for the week ending April 29 are as follows:

Portland, 2,286; St. John, 1,596; New York, 11,595.

Same week last year: Portland, 10,187; St. John, 2,398; New York, 9,444.

The total shipments of Canadian cheese from the opening of navigation, May 1st, 1903, to April 29, 1904, including rail shipments to New York and Boston, showing comparison with last year, are as follows:

	1904	1903
Grand total	2,924,334	2,518,305
Increase	406,029	

Interest in butter remains quiet yet the total shipments for the year from May 1, 1903, to the last day of April, are as follows:

	1904	1903
Total	361,763	594,595
Decrease	232,832	

A PLEASANT OCCURRENCE.

A VERY pleasant event occurred on Saturday, April 30, in the sample rooms of Balfour & Company, Hamilton, when Mr. St. Clair Balfour, on behalf of the employees, presented Mr. James A. Henderson with a very handsome cabinet of silver. Mr. Henderson has severed his connection with Balfour & Company to become a partner in the brokerage firm of J. W. Bickle

& Greening, Hamilton. He has been a valued employe of Balfour & Company ever since he was a boy, and latterly travelled on their Northwest and British Columbia route. Mr. Henderson will be succeeded by St. Clair Balfour Jr.

Another presentation was made to Mr. Arthur Bell, the firm's shipper for the past ten years, who has severed his connection with Balfour & Company to start in business on his own account in Hamilton. Mr. Bell was presented with two antique chairs to show the good will and appreciation of the firm and employes.

DEATH OF JAMES MASSIE.

ON May 1 occurred the death of Mr. James Massie, Toronto, registrar of deeds for East and West York, and at one time a large wholesale grocer in Guelph, Ont.

Mr. Massie was born in Lumphanan, Aberdeenshire, Scotland, in 1833, and came to Canada when 19 years of age, settling in Guelph, where he established a wholesale grocery business. For two years he was mayor of Guelph, and in 1876 was elected by acclamation to the Ontario Legislature as Liberal member for South Wellington. At the end of his term he was appointed registrar for the county of Wellington. In 1880 he accepted the position of warden of the Central Prison, which position he held until 1896. In that year he became registrar of deeds for East and West York.

Mr. Massie was very prominent in connection with local charities, where his work will be greatly missed.

PERSONAL MENTION.

Mr. A. H. Lawson, for thirteen years associated with John Sloan & Company, wholesale grocers, Toronto, has accepted an offer to go on the road for T. Kinnear & Company, of the same city. That Mr. Lawson, by dint of long and varied experience in the wholesale grocery trade and sterling business ability, has become indispensable, is proved by his advancement to his new position of responsibility. Mr. Lawson began his rounds Monday, May 2, his particular territory being Eastern Ontario.

Mr. Thos. Upton, president of Thos. Upton & Co., Hamilton, sailed for England May 2nd, per S. S. Tunisian, from Halifax. He will be away about two months and is combining business with pleasure.

Mr. Geo. Ballantyne has withdrawn from the managership of the Stratford Wholesale Grocery Company, Stratford.

Mr. John Hopkins, for almost forty years one of the most active and enterprising men in the business community of St. John, N. B., is dead. Mr. Hopkins began business in 1867, and the establishment he founded is to-day being carried on by his sons.

B. T. Babbitt's

(TRADE 1776 MARK.)

Soap Powder.

The original Washing Powder, and still without an equal.

Has stood the test of public opinion for over 60 years.

OUR PRICES WILL INTEREST YOU.

**WILLIAM H. DUNN,
TORONTO and MONTREAL.**



NEW BRUNSWICK MARKETS.

THERE was even more than the usual amount of moving on the first of the month. This year there have been changes among the wholesale grocers. Four of our larger houses are changing their quarters, in two cases going to much larger premises. This is a good sign.

In former years the Winter was not a time when many made deposits in the savings banks, but this is changed since the Winter port business opened. A very large amount is now paid out largely for labor in this connection, and more than one would perhaps expect finds it way to the savings banks.

The molasses war is still a matter of interest. It is now at what might almost be called an acute stage. In the early part of the year our local importers received a cargo of Porto Rico molasses and advertised it as new. Those who oppose them said the statement was not true. Now when these are offering new goods our local importers, who have since received three direct cargoes, are found saying through the local press that this molasses which is offered by their opponents is not straight Porto Rico, but has been doctored. This molasses did not come to St. John direct. It is a fight between one St. John house and an American concern with whom the other members of the trade seem to stand in.

It is with the deepest regret that The Grocer reports the death of Mr. C. H. Dearborn, of the firm of Dearborn & Co. For some years Mr. Dearborn has not been actively engaged in the business, his son Mr. Fred. Dearborn having full management.

Oil.

In burning oil the price remains unchanged and business is but fairly active. Lubricating oils continue to have much attention and paint oils show large business. Linseeds are still very low. Turpentine is high. Fish oil is in light supply.

Salt.

In Liverpool coarse sale prices are unchanged, except that owing to less frequent receipts more orders have to be filled ex store rather than ex steamer, which always adds to the cost. Liverpool factory filled is rather light stock. Canadian fine is being quite freely received, this being the season of demand owing to the opening of the dairies.

Canned Goods.

The outcome of the coming season will be watched with interest for, while the Consolidated have put forth every effort to get more of our dealers in line and with, it is said, considerable success, some large buyers are still outside. It looks as if there would be more goods packed outside the Consolidated this year than last, which will likely mean competition. Present prices show little change. Corn is the firm line. Fruits are not a large stock. Salmon is firmly held. Oysters are very firm and tending higher. In local lines, clams and scollops are being packed.

Green Fruits.

Business is active. For apples, season is late. Bananas are not a large sup-

THE GREATEST BARGAINS

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

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

"MONTSERRAT"

LIME FRUIT JUICE

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

Guaranteed 7 1/4 per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto



CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

EPPS'S

GRATEFUL. COMFORTING.

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

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

THE MOST NUTRITIOUS.

COCOA



This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR HEAVY WRAPPING

STRONG, STIFF. WILL NOT BREAK OR CRACK

Samples and prices gladly sent.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

The Roof

Gets the Worst of it

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

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

Eastlake

Steel

Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

"I Want Brock's."

Price not Raised.

Notwithstanding the fact that our Bird Seed is costing us more money just now, we have not raised the price.

NICHOLSON & BROCK, - TORONTO

ply. Oranges, while firmer, show little change but sales are large. Lemons are still low. More strawberries are being received, but sales are still light. In rhubarb, the California is not popular, eastern stock being preferred. Pineapples are not large sellers here. Tomatoes are more freely offered.

Dried Fruits.

Business is somewhat quiet. In raisins the market is easy and lower values are likely to rule. Prunes have a fair sale, and prices are still low. In Oregon prunes large sizes are offered. Small prunes are still low though reported scarce. Currants and evaporated apples are firmer. In onions prices are steady. There is quite a large stock of Bermudas offered. Peanuts hold at full prices.

Sugar.

There have been two small advances this week in standard granulated. The first advance did not affect the second grade in bags. There is quite considerable foreign sugar here and to arrive. The market is very firm.

Molasses.

The situation is unsatisfactory. One large importing house has a large stock of new Porto Rico here. It is the only lot arriving direct this season. This house is holding its price firm while the molasses received by the other jobbers through the American company represented here is offered freely under their figures. Some nice Barbadoes is held and price is low.

Fish.

There are now quite large receipts of gaspereaux and good prices are obtained, there being a large demand for bait. Other fresh fish are in but fair supply. Lobsters are high. In dry cod and pollock the supply is light and full prices rule. Smoked and pickled herring are scarce and high.

Flour, Feed and Meal.

In flour prices are unchanged. There is a fair demand for feed, which is rather more freely offered. Cornmeal is not as firm, while oats are quite low. Oatmeal is high. There is much more difference in the relative price of oats and oatmeal than formerly. Package oats are largely sold. Beans are dull. Barley and peas are a light stock. Seeds are moving quite freely, but the season is late.

EXPORTS OF JAPAN TEAS.

The following statistics of exportations of tea from Japan to America for the season of 1903-4 up to March 31, 1904, have been supplied by C. M. Bernard, tea importer, of Chicago:

	Lbs.
To New York	15,183,552
" Chicago	18,321,469
" San Francisco	5,759,213
" Canada	5,696,410

Total..... 44,960,644

The total increase over the exportations of 1902-3 was 5,610,186 lbs., that to Canada being 1,426,118 lbs. in excess of last year.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

BUSINESS CHANCES.

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

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

STORE to let; best stand in town for dry goods and groceries. Apply box 1148 Almonte, Ont. (f)

TRAVELLER WANTED.

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

SITUATIONS VACANT.

GROCERY salesman, The Danford Roche Co. Limited, Newmarket. (f)

GROCERY clerk, Elmes Cash Grocery, 1166 Queen street west, Toronto. (f)

WANTED—At the town of Neepawa, Man., a dry goods or grocery clerk; a steady job to a first-class man; state wages and experience; must be a first-class lacrosse player. Address Box 60, Neepawa, Man. (f)

WANTED—Boy to learn wholesale grocery business. 21 Front street east, Toronto. (f)

WANTED—Four counter hands, with a knowledge of butchering, provisions or groceries. must have good references. Apply Mr. Nelson. The Wm. Davies Co., Limited., 24 Queen street west, Toronto. (f)

WANTED—Grocery salesman for large store in Portage la Prairie; good man; capable of taking charge of department required. Apply personally, top flat, 74 Wellington street west, Toronto. (f)

WANTED—Two good travellers; experienced men, with good connection preferred; must be hustlers. Address The R. & J. H. Simpson Co., wholesale grocers, Guelph. (f)

"CLEVELAND"

WALL PAPER CLEANER.

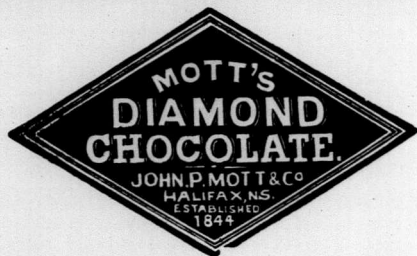
Should be Sold by all Grocers. Good Margin.
GEO. RIDOUT & CO., 77 York St., Toronto

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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



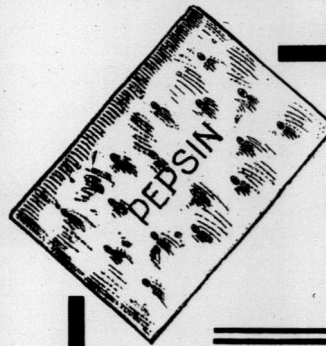
—the APPEARANCE of many articles is responsible for their sale, but MERIT is necessary to hold steady custom.

MOTT'S CHOCOLATES

have both
MERIT and APPEARANCE.

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

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



Prepare for the Biscuit Season

There's a time when you sell more Biscuits, both plain and fancy, than at any other period. It's coming right now. People are letting their coal stoves out—don't want the trouble of baking—and you'll have the demand. Better get stocked. "Pepsin" Sodas are good—very good—original. People appreciate a clever name and attractive package if the goods correspond. Test us.

The
IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

CONFECTIONERY

A New Confection.

A. J. Stewart, Limited, manufacturers of confectionery, Toronto, are making a line of Swiss milk chocolate creams. The makers claim for this line that it has all the virtues of the finest imported Swiss milk chocolate, possessing in addition a delicious flavored cream centre. These goods are meeting with a ready sale, and for grocers looking for strictly high-grade confectionery will prove eminently satisfactory. This firm are also putting out fruit and floral tablets and assorted butter cups in ½ lb. glass jars—a package admirably adapted for Summer trade. Grocers in particular should appreciate this package, which can be shipped with groceries to Summer cottages and camps, ensuring the customer fresh goods delivered in perfect condition.

SPICES THREATENED.

It is generally believed in the grocery trade that spices will be seriously affected by the Russo-Japanese war owing to the fact that the regular commercial steamers will be pressed into service as transports for war purposes instead of carrying merchandise for consumers.

BOUGHT NEW FACTORY.

WIPED out in the recent conflagration, in which they lost their entire stock and machinery, E. W. Gillett Company, Toronto, have lost no time in securing more suitable premises in which to carry on their business. The company on Friday last closed a deal for the purchase of the fine substantial factory of the Pure Gold Mfg. Co., built about two years ago, which stands on a lot at the corner of King and Duncan streets, with a frontage of 110 feet on King street and a depth of 186 feet on Duncan street. The building could not have been better adapted for the use of the Gillett Company had it been built under their own supervision. According to the terms of the agreement it is understood they will not take possession for a few months, thus giving the present tenants time to locate in a new factory, which it is understood they propose building in another part of Toronto. In the meantime, the Gillett Company have two temporary factories in full running order and are working day and night to fill orders which are pouring in on them. They are, however, able to keep the trade fairly well supplied with Royal

Yeast and the other articles they manufacture, and thus tide over what looked to be a very serious crisis in their history.

TEN BUSY DAYS IN THE HISTORY OF E. W. GILLETT CO., LIMITED.

April 19th—Factory (32 and 34 Front street west), together with machinery and stock of goods, totally destroyed by fire at midnight.

April 20th—Opened offices at 15 Wellington street east and had them completely furnished and office staff at work at 1 p. m.

April 21st-22nd—Secured factory premises in two buildings.

April 23rd—Commenced fitting up factories and unloaded carload of material and machinery received by express from Chicago.

April 24th-25th—Installed machinery.

April 26th—Commenced shipping goods.

April 29th—Purchased fine factory building on King street west, now occupied by Pure Gold Co.

SALADA TEA COMPANY'S EXHIBIT AT ST. LOUIS.

Mr. P. C. Larkin, president of the Salada Ceylon Tea Company, is in St. Louis, completing arrangements for the installation of a tea exhibit in the Ceylon and Agricultural Buildings at the World's Fair. In an interview with the St. Louis Post-Dispatch Mr. Larkin states that his company will have one of the largest tea exhibits at the fair, costing over \$200,000. Mr. Larkin will remain in St. Louis for several days.

PROMPT PAYMENT.

The Liverpool & London & Globe Insurance Company have already settled and paid several of their losses and they are pursuing the same practice as they have been accustomed to in similar large conflagrations, notably at Chicago and Baltimore, viz., paying all claims without discount immediately the loss is adjusted and the papers filed. Messrs. Jos. B. Reed & Sons are the Toronto general agents of this company.

AN ENTERPRISING COMPANY.

One of the representative concerns in the city of Montreal is the Gould Cold Storage Company. Their annual meeting, held last week, showed a very prosperous outlook. Their former success has been maintained and a substantial increase has taken place all around. The capable directorate were all re-elected, including J. B. Clearihue, president; John B. Dillon, vice-president; directors, W. Clark; R. Hersey, and O. M. Gould.

When our Salesmen call with...

PERFECTION CREAM SODAS

don't send them away without an order. They offer you the Sodas Superlative—Sodas which will increase the consumption of Soda Biscuits—of which you get the benefit.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG and HAMILTON
 Manitoba Ontario



Sell Flower Pots

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

The FOSTER POTTERY CO.
 HAMILTON, ONT. Limited

Save Money by Writing for our Samples

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

X Teas
and
Coffees

James Rutherford & Co.

27 St. Sacramento St DIRECT IMPORTERS MONTREAL.



H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
 CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

PARLOR and
SULPHUR MATCHES

OUR BRANDS:

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

SEE OUR PRICES BEFORE BUYING.

RETURNED
 JUN 29 1904
 Cut Bohm
 P. 117



MOLASSES

New Crop 1904
 Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

"I Want GEL-O"

People get cross when they don't get what they want. They want Gel-O—the new dessert—a jelly powder. We wish to send you a sample. Send your name.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

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

STEWART'S FINE CHOCOLATES

Summer Specials

- Swiss Milk Creams,
- 1/2-lb. jars Floral Tablets,
- 1/2-lb. " Pure Fruit Tablets,
- 1/2-lb. " Assorted Butter Cups.

ALL SELLERS.

If our traveller doesn't call—
write.

A. J. STEWART, Limited
Manufacturers, TORONTO.



WARM WEATHER

is now at hand, and the
thoughts of your lady cus-
tomers will turn to their
whitewear.

LAUNDRY STARCH

will be in demand. How is your stock?
Let me suggest a brand which is sure
to bring increased trade —

SAN-TOY

will give your customers perfect satis-
faction. Write for prices to

**J. H. MAIDEN, Agent,
MONTREAL.**

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

TO BE CONVINCED

you only have to **SEE**—to see means to **HANDLE** — to handle means **MONEY** in your **POCKET**. We'll be surprised if you get a case and don't agree with us that we're the only people in America who can supply you with properly-ripened **PINES**.

Because in the past you have been unable to do a profitable **Pine Business** is no reason why you can't—your ill-success is directly due to your handling **green or badly-ripened stock**—start and handle something that will sell fast—by all means benefit by the results of our **NEW METHOD of RIPENING**.

The _____

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

WE BUY

**BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.**

The W. A. GIBB CO.

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

Pineapples...

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

Cabbage, Tomatoes.

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 8428.

GREEN FRUITS

The Navel Orange.

FEW know the origin of the navel orange. Some think it is made by inserting an instrument in the orange and removing the seed, which causes the protuberance on the blossom end from which the fruit takes its name, but this is erroneous.

In the Summer of 1872 the agricultural department at Washington received a report from the consul at Bahia, Brazil, that a curious seedless orange had been found growing in the interior of that country. It was stated that it was of exceptional quality and a very prolific bearer. The consul was directed to procure cuttings and young trees, which was done, and these specimens were sent to Washington. They were distributed by the department to all orange growing districts. Some went to Texas, some to Louisiana, and some to Alabama, some to Florida and two cuttings were sent to Dr. Tibbits at Riverside, Cal.

The buds were sent on seedling trees and when they came to bearing the fruit was what is now termed the Washington navel orange. Only in California were growers successful. Trees are not good bearers, nor do they produce good fruit in other sections. For that reason they have not been grown extensively outside California. The Riverside trees produced such excellent oranges, that they were soon being propagated extensively, and now practically all of Southern California is relying upon them for its oranges. Why navels do better in California than elsewhere is probably the climate. The soil and other conditions could be reproduced elsewhere, but climate is a consideration which man cannot govern.

The fruit being seedless, the trees are propagated by budding, which consists in grafting the buds of the navel upon seedling branches. When this bud grows the rest of the old tree is cut away and the branch from the bud forms a young tree.

The original two trees are still standing at Riverside and bearing small quantities of fruit. They have never been allowed to bear very liberally, because all of the wood grown has been

wanted for buds to graft on seedling trees elsewhere. Many large orchards in Southern California have been reproduced from these two trees. The Washington navel is a regular bearer, never having any off years. Under proper conditions of soil, water, fertilization and cultivation the trees bear a liberal crop each year.

The name is derived from the fact that the trees were taken from Washington to California, and the term navel is used because of the navel like protuberance on the blossom end. They should have been called seedless oranges.—New England Grocer.

Apples in Tasmania.

TASMANIA is bounding ahead of Canada at a great pace in her apple trade," says the Montreal Herald. "There is, of course, no rivalry between the Canadian and Tasmanian producer, for Tasmanian apples exported to England reach their destination at a time when no Canadian fruit is on the market. Canadians may, therefore, wish Tasmanians all success in the strenuous efforts they are making to enlarge their British market.

"By securing lower freight shipments Tasmanian apple growers hope to supply British markets with choice Tasmanian apples from April right away to October. The freight at one time was no less than 5s. per case, but it is now as low as 3s; and Tasmania looks forward to the time when, instead of sending a few hundred thousand cases annually to British markets, her export will be increased to a million or more.

"As regards the Canadian apple trade, it is interesting to note that Manchester is bestirring herself to get some share of what is now so profitable a business at Liverpool. Manchester is, of course, the centre of an immense population and the canal now carries trans-Atlantic steamers right into the midst of something like 5,000,000 of people who should be large apple consumers. At the present moment 19,000 barrels of Canadian apples are on their way to Manchester and will come up the ship canal. Of course, like all enterprises, the Canadian fruit trade will require time and some degree of patience for its development. The Manchester Guardian, generally a sound authority, declares, however, that it is bound to be successful with so large a market close to the Manchester docks."

B. C. Fruit in the Northwest.

ONE way by which British Columbia will benefit directly through the great process of settlement going on in the Northwest and Manitoba is in supplying the summer fruit demand in the Territories. As it is now, a great deal of Oregon and California fruit finds its way into the Northwest.

The prairies are not suitable for the growing of fruit; the tillers of the soil there content themselves largely with grain-raising, but they demand fruit in its season. The logical point from which fruit should be shipped into the Northwest is British Columbia, and there is every reason to believe that before very long the great market east of the mountains will be fully taken advantage of by British Columbia, which nature has so generously endowed with conditions essential to the proper and profitable carrying out of horticultural effort.

Tomato Vine as Tall as a Tree.

The skyscraper stage has been reached in the development of the tomato in Southern California, says the Los Angeles Times. One of the latest prodigies in that succulent vegetable is a group of three thirty-foot vines that have borne fruit at all seasons and under all sorts of climatic conditions.

It is necessary to use an eighteen-foot ladder to harvest the tomatoes, for the vines have covered a trellis twenty feet in height, where they have tangled themselves into a thick, compact mass of greenery. The seeds of these wonderful plants were sown last May and have been growing and bearing fruit ever since; in fact, the vines are always filled with bloom and both green and ripe fruit.

Fallowater Apples for Export.

THE inspector of the Department of Agriculture, at Glasgow, Scotland, writes W. A. MacKinnon, chief of the Fruit Division, Ottawa, with reference to Fallowater apples for export as follows:

"This variety is not esteemed generally by the trade here and is usually bought only by certain customers for a special purpose, viz., for baking. It is used by the better class of bakers where its appearance and size are in favor, although as an eating apple it is better thought of. It is also a good carrier. Limited quantities of XXX Fallowaters always do well, but it would be a mistake to ship too many of this variety: It is always retailed here by the pound."

PINEAPPLE TIME

They are now very reasonable in price. Crates ranging in sizes 18s, 24s, 30s, 36s and 42s. We ripen them scientifically with a uniform tropical heat, maturing them perfectly equal to fresh cut from the vines.

THE PRICE THIS WEEK is very low.

Strawberries. We received our first full car North Carolinas last week. Prices range from 17 to 19c. Regular arrivals from now on.

WHITE & CO., Wholesale Fruit and Produce.
64 FRONT ST. EAST, TORONTO.
PHONE Main 4106.
Private Branch Exchange connecting all departments.

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

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

Hugh Walker & Son, - Guelph, Ont.

To Repair the Ravages of Mice.

WITH reference to the serious damage done Canadian fruit trees by mice during the past Winter, the Fruit Division, Ottawa, offer the following suggestions:

If the tree girdled by mice is only one or two years old, it will be better to replant. If older "bridging" the wound by means of scions of last year's growth may be resorted to. These should be about three inches longer than the width of the girdled section and the ends should be cut to a wedge shape. Then with a sharp, narrow chisel or other similar tool, slanting incisions should be made into the new wood above and below the wound, beginning near the edge of the bark, extending about an inch in length and penetrating but little into the wood. The scions should fit nicely into these incisions and be held in place by their own elasticity. Each end should then be covered with a small piece of grafting wax. Three or four scions will be sufficient for a tree less than six inches in diameter.

If the rough outer bark has been removed all around the tree, but some of the new wood or cambium layer still remains fresh, the tree may often be saved by keeping the new wood moist till growth begins. This can be done by covering the wound with grafting wax or a mixture of clay and cow manure, equal parts. If the wound is low, a heap of earth will often be sufficient.

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.

U. S. Peach Trees Damaged.

Reports from along the Hudson and Connecticut say the peach trees have suffered severely from the hard Winter. In a considerable percentage of orchards the trees are killed outright, and in many others the prospect of recovery of the injured trees is slight. Pears suffered also, and some orchards have been killed entirely.

Ireland Wants Apples.

In a recent report of the Department of Trade and Commerce, P. B. Ball, agent of that department at Birmingham, Eng., mentions an inquiry from a firm in Ireland which is prepared to engage with shippers of apples for the coming season. Further information may be had on application to the Minister of Trade and Commerce, mentioning the report of the agent at Birmingham, Inquiry No. 35.

**J. A. MCGUANE, U.S., MG'R OF
SALADA TEA CO.**

The Grocer takes particular pleasure in publishing in this week's issue a portrait of J. A. McGuane, the American manager for the Salada Tea Company. Mr. McGuane is a young man, in the early thirties, whose commercial career has been almost wholly linked with that of the president of the Salada Tea Company, P. C. Larkin, and whose present position is a testimony of the high value placed upon keen business acumen and practical experience by a modern business enterprise.

ducing the trade practically to the vanishing point, as manufacturers and their importing agents decline to give the wholesale houses a guarantee of purity, and the dealers, in turn, pending a settlement of the matter, are not in a position to do more than advise retailers to withdraw the article from sale for the present. Several conferences between the importing brokers (as representing the manufacturers in France and Spain) and the wholesale dealers have recently been held, but the former have expressed themselves as unable to explain the presence of arsenic in the ar-

should rest upon their shoulders, but little success has so far been attained. Brokers express the opinion that they will be doing sufficient if they give analysts' certificates of the purity of the article; but in so far as supplies already distributed are concerned this proposition is wholly inadequate, since analysts' certificates six months old would probably describe cream of tartar as pure, although it contained a small proportion of arsenic, the analyses for arsenic having only recently been made. It would appear that the dealers are 'twixt devil and deep sea; since it is reported that almost every sample that has been examined for arsenic of late, from all parts of the country, has been found to contain the poison, though in more or less infinitesimal quantities. It will therefore be seen that the position is serious from the wholesalers' point of view, since if they give warranties to retailers they are running the risk of prosecution and heavy penalties, without any prospect of recompense from the real culprit.

"In the circumstances, the wholesalers' only possible course appears to be to follow the advice they have offered to the retailers, and withdraw the article from the market pending a satisfactory settlement. It is well to bear in mind that the dealers' agitation against the presence of lead in cream of tartar led to a great improvement in this direction, and if the agitation be continued on the present lines, it is certain that sooner or later manufacturers will take precautions either to free the article from the presence of arsenic entirely, or to reduce it below the limit of the 100th part of a grain per pound, which was the maximum recommended for articles of this class by the Royal Commission on Arsenic in Food."

ST. JOHN GROCER DEAD.

C. H. Dearborn, of the firm of Dearborn & Co., wholesale grocers, St. John, N. B., is dead. Mr. Dearborn began business in St. John away back in 1868, when Flint, Dearborn & Co.'s spice mills were established, a business which has been successfully developed until at the present time it extends far beyond the Province of New Brunswick. Mr. Dearborn leaves one son, F. R. Dearborn, who is a partner in the firm.

WINNIPEG BUTCHERS.

The latest organization to place itself on record in Winnipeg is the Butchers' Association. The new company, which is capitalized at \$300,000, will operate on a large scale in Winnipeg, Rat Portage, Port Arthur and Dawson City.

RETURNED
JUL . 4 1904

Put back
Paid
at



J. A. McGuane, U.S. Manager of Salada Tea Co.

ARSENIC IN CREAM OF TARTAR.

A RECENT report regarding arsenic having been found in cream of tartar, which caused considerable flurry in the Montreal grocery market and serious agitation abroad, has taken on a new phase. The following article from the last issue of the London Grocer speaks for itself:

"Recent prosecutions under the Sale of Foods and Drugs Act in respect of the sale of cream of tartar containing lead or arsenic have had the effect of re-

ticle. Cream of tartar contains several constituents, and as London wholesalers are unable to elicit in which of these arsenic may be present, or, indeed, to secure any explanation of the cause of the presence of so obviously dangerous a substance, and being unable to obtain cream of tartar of sufficient purity, they decline for the present to execute orders.

"Every effort is being made by the dealers to induce the manufacturers to accept the responsibility which properly

Flett's

A Pickle Fact

Pickle sales jump up as soon as you push **FLETT'S**.

High quality the reason.

Satisfied customers the natural result.

ROSE & LAFLAMME
Agents, MONTREAL

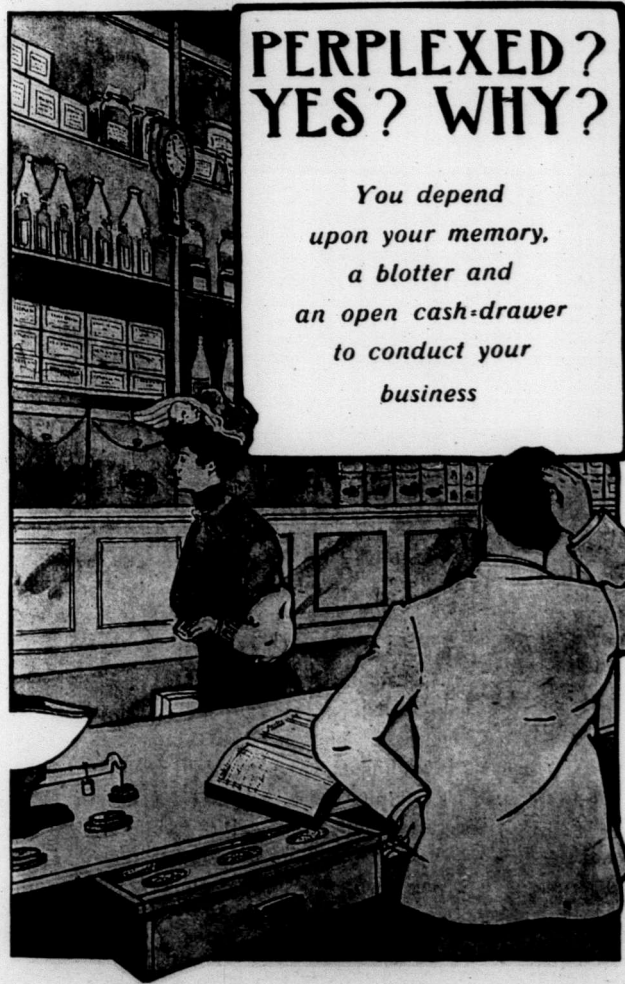
MHS

Nonpareil Jellies.

Are at the top, when

A STRONG NATURAL FRUIT FLAVOUR IS BROUGHT INTO CONSIDERATION

Agents, ROSE & LAFLAMME, MONTREAL.



**PERPLEXED?
YES? WHY?**

You depend upon your memory, a blotter and an open cash-drawer to conduct your business

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

National Cash Register Co.
Dayton, Ohio

Agencies In All Principal Cities

CUT OFF HERE AND MAIL TODAY

N. C. R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity.
I want to know more about your 1904 models.
Saw your ad in CANADIAN GROCER.

Name _____

Address _____

FLOUR AND CEREAL FOODS

Grading of Grain.

THE grain section of the Toronto Board of Trade has temporarily postponed the sending of a deputation to Ottawa to discuss with Sir Richard Cartwright the proposed amendments to the Grain Inspection Act.

The Toronto men held a meeting in the Board of Trade May 2, at which C. B. Watts presented the report of the committee which had in charge the matter. Mr. Watts said that the committee had made such amendments to the existing description of grain as would bring it up-to-date and make it conform, as far as Ontario conditions would admit, to the grading of the New York Produce Exchange. The committee had not touched Manitoba wheat, because the millers and exporters seemed satisfied with existing grades.

The grading for wheat which the Toronto men will recommend will include the description plump in all the No. 1 and No. 2 grades. No. 3 goose wheat, which under the present description must weigh only 55 pounds, was increased to 57 pounds. No. 1 mixed wheat, which formerly was of 60-pound weight to the bushel, was reduced to 59 pounds.

In oats the committee agreed that weights be recommended as follows: White—No. 1, 31 pounds; No. 2, 33 pounds; No. 3, 31 pounds; No. 4 oats, 28 pounds. Mixed oats—No. 1, 31 pounds; No. 2, 33 pounds; No. 3, 31 pounds; No. 4, 28 pounds. Rye weights were recommended as follows: No. 1, 57 pounds; No. 2, 56 pounds; No. 3, 51 pounds. In barley, weights were inserted and the proviso made in No. 1 that it must be well cleaned. The weights are as follows: No. 1, 49 pounds; No. 2, 48 pounds; No. 3, extra, 17 pounds; No. 3, 15 pounds; No. 4, less than 15 pounds. In peas, the proviso was made that peas graded white may contain a slight admixture of grey and green peas. They were largely an export commodity.

A general clause was adopted recommending that the inspectors issue a certificate upon all condemned or rejected wheat, with notation, describing the condition of the grain accurately.

Milling Industry in the West.

"CANADIAN mills in the Northwest and the Rainy River country, wherever there is power, are increasing their capacity faster than American mills are increasing their own output," says a prominent western railway official. The prospects point to the development of a tremendous milling industry north of the boundary line, which must sooner or later give Canadian railways a flour tonnage in Canadian flour that will compare very favorably with the tonnage of American roads out of Minneapolis.

An exchange in prognosticating on the probable location of a great western milling centre says that when the C. P. R., the C. N. R., and the G. T. P. are fully engaged in delivering wheat at Thunder Bay for transfer to steamers, a great number of elevators will be required, all of which must be operated by electric energy. There is no reason why, with cheap power available at the Kaministiquia River, the flourishing towns of Fort William and Port Arthur should not become a great milling centre, not even second to Minneapolis, Minn.

A Man of Force.

A. N. Reay, Canadian manager of the Force Food Company, has taken offices at 27½ Front street east, Toronto, from where all the sales business of the Force Food Company in Canada will be done. The Force for the Canadian trade is all manufactured at the Hamilton mills, and Mr. Reay told a representative of The Grocer who called on him last week that business so far this season had been far beyond anticipations, and that the prospects were very bright. "April," he said, "had been their biggest month so far in Canada."

G. T. R. Elevator at Montreal.

The new grain elevator now in process of construction for the G. T. R. at Montreal, when completed will have a capacity of 1,060,000 bushels. The power capacity of the elevator will also be very large as compared with anything in that section of the country. There will be ten legs, each with a capacity of 10,000 bushels, and one marine leg; thus canal craft, steamships and

cars can be unloaded or loaded at one and the same time.

The Decline in Flour.

A LARGE flour manufacturer in Montreal when asked about the decline in the price of flour stated that the best markets could not sell flour at cut-throat prices. His firm, which had an enormous trade, knew of the workings of certain flour men to shade the price of flour both in straight rollers and patents. Buyers seemed to think that flour in patents for instance should be at least ten cents lower in certain grades such as the \$4.60. He argued further that to sell flour at any such prices as certain western millers were offering was ridiculous and below cost. Flour though on the decline today would go up and buyers might find it very profitable to secure large quantities now.

Winter Wheat for Alberta.

THE success that has attended the growing of Winter wheat out from the foothills, but still within the area of moderate rainfall, is resulting in considerable activity in settlement and colonization in the vicinity of Lethbridge. Experiments with Fall wheat by E. E. Thompson, the turkey red being the variety that proved most suitable and prolific, has led to a sale of almost all the lands in that section to Illinois colonists. The same kind of soil, and identical character as to moisture, are leading to the buying and actual cultivation of the lands further north. It is an easy guess that the land south of Calgary to the boundary will attract much denser settlement than the Edmonton country has in the past three years. The land is equally as good, is free from scrub, the season is quicker, and the climate a rather strong contrast to the climate of the north country. The soil is a black loam with clay subsoil, and carries a very heavy top of grass. The settlement of this country will be depriving the rancher of the best feeding ground in the country, but will greatly increase the wealth and production of the district.

May 6, 1904

FLOUR AND CEREAL FOODS

The Canadian Grocer.

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.

REFRIGERATORS.



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

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

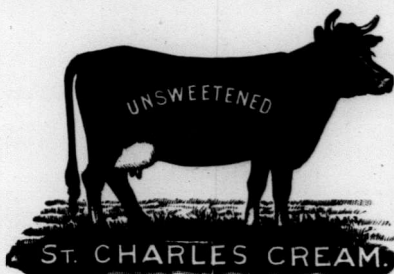
Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

Has stood the test of every climate.



HIGHEST AWARD

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

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.



JUST OUT

A great big
package of
concentrated
goodness.

Greig's WHITE SWAN Breakfast Food

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

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

Canada's Grain Exhibit at St. Louis.

CANADA'S wonderful grain exhibit at the World's Fair is a revelation, says a St. Louis correspondent, to anyone who may have had an idea that the great north country is one of cold and ice always.

Canada has a space of 10,000 square feet in the exposition's mammoth Palace of Agriculture—a structure that covers an area of twenty-three acres and contains all that is edible from all lands. A replica of a historic structure forms the centrepiece of this notable exhibit. One of the handsomest of the public buildings in the Dominion is the Library of Parliament at Ottawa. The dome of this building reproduced on a smaller scale, is one of the most commanding objects in the big building. It is an octagon, thirty-four feet across, and its top extends sixty feet upwards and brushes the rafters of the Agricultural Palace. Its frame is of pine, and the surface that shows is covered with glowing red burlap. Artistically fastened to this background are the grains and grasses of Canada, more than 3,000 specimens being shown in charming array. Great buttresses are built up of millet, a forage plant; brome grass, a fodder crop grown extensively in Western Canada and which appears shortly after the snow leaves the ground; wheat, oats, clover, blue grass and hundreds of other choice specimens. Corn, used so much in the embellishment of the exhibits of the states, finds no place in this display. The eight arches in the octagon afford a conspicuous place for oil paintings, typifying the live stock industry of the great country to the north. The pictures are works of art, and their great size makes the scenes very lifelike. The windows under the pointed arches are filled with bottles of thrashed grain.

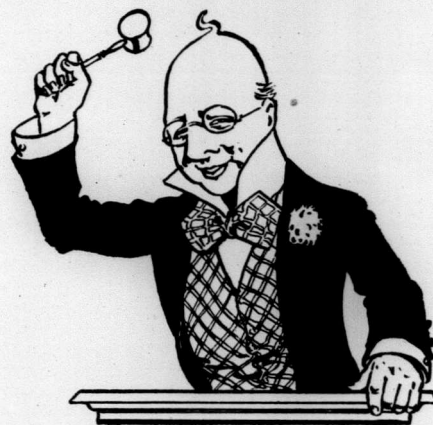
Large Export Shipment.

The Robert Greig Company, Toronto, are making a large shipment of breakfast foods from their White Swan Mills to the West Coast of Africa, and another shipment to London, England.

Cereal Notes.

The Frontenac Cereal Company, Kingston, are sampling Toronto with their "Orange Meat." They are also giving pure food demonstrations at 197 Sparks street, Ottawa.

Latest reports concerning Ontario's wheat and clover crop vary somewhat, although on the whole they are more favorable than those of last week. In most districts Fall grain seems to have survived the rigorous Winter very well, and with good weather from now out a good average crop is expected.



EXTRA!!

FIFTEEN-DAY EXTENSION

OF THE LAST AND FINAL "DEAL" ON

"FORCE"

Until May 15 you will receive FREE

5 packages in 2 cases

18 packages in 5 cases

This is not a new "deal," but a late-Spring extension of the offer that was announced to end May 1.

We thought Spring would be in sight before the April leaf was torn off the calendar,—but the unseasonable cold and wet have made it advisable to consider the convenience of grocers whose customers are unlikely to increase the demand for "FORCE" till Spring has actually arrived.

Until May 15—and that ends it, weather or no weather.

Hereafter no more special "deals" or discounts to jobber or retailer.

We have notified your jobber of this extension of date, and he will allow you the free packages as above.

\$500,000 has been appropriated for advertising "FORCE" in Canada and the States before October.

Stock up for Summer trade before May 15—while this extension holds good.

THE FORCE FOOD CO.,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q

J. P. THOMAS

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

VICTORIA, B.C.

JAPAN, CHINA, AUSTRALIA

Our Mr. A. R. TUFTS, with headquarters at Kobe, Japan, is prepared to furnish information free to all Canadian shippers and manufacturers interested in Oriental trade.

Address correspondence to us.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

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

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

Increase your trade.

Appoint us your Representatives.

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

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.
CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. O.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

WINNIPEG.

Dingle & Stewart

WINNIPEG. - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers,
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

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



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week --looking for bait to build up their businesses with--in THE CANADIAN GROCER. But

Suppose results don't come at fast
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Binehly some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers--and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer, J

10; Front St. E. Toronto. 232; McGill St. Montreal



Department of Advertising Service

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cigarmakers at Odds.

IT turns out that the demand of the Hamilton cigarmakers for an increase of wages has not been sanctioned by the International Cigarmakers' Union. The matter was referred to the international organization, and without waiting for a reply the local union made known their demands to the manufacturers. On April 28 it was reported that the Executive Committee of the International Cigarmakers' Union had declined to sanction the demand.

The Hamilton Times comments as follows on the situation:

"At the head offices of the Tuckett Company in this city it is believed that the trouble will not be of long duration. The Tucketts have long been considered the best friends the International Union has had among the large cigar manufacturing firms. Other big Canadian firms have fought the union, but the Tucketts helped the union in its troubles in London and Montreal, besides having always been considered one of the strongest union shops in Hamilton. The company, therefore, believes that the International will not sanction a fight, particularly when it can be shown that the increase asked for simply cannot be paid.

"The company, however, is well prepared for a long fight. It has on hand five and a half million Marguerite cigars and, as its sales amount to a million a month, it has stock ahead for all Summer, and up to about the beginning of November.

"Vice-President H. B. Witton stated this morning that the company would not attempt to run a non-union shop — it prefers to maintain its reputation as a fair shop."

Overproduction of Tobacco.

A COMPLAINT has reached the tobacco trade from American growers in the Eastern and Southern States, that they are getting small results from last year's crop, although it was a large one. Two explanations have been given by men in the trade. A leaf tobacco dealer says:

"The trouble lies in over-production. The crop in 1903 amounted to 815,972,425 pounds. The exports amounted to

316,325,911 pounds. Domestic tobacco manufacturers absorbed 263,376,555 pounds. There is a surplus of more than one-fourth of the entire crop. The planters are crying out against the tobacco combine as the cause of their trouble, but if they produced less tobacco they would get higher prices."

Another view of the situation is taken by a prominent cigar manufacturer:

"Because of the cold weather last Summer the tobacco grown then was of poor quality. That is the real reason the planters cannot get as much money for the product as usual. One house bought sufficient good tobacco the year before so that they can get along without the 1903 crop, but some concerns have had to use it. Tobacco is usually kept two years before being manufactured into cigars. Those factories that use the 1903 crop next year will turn out inferior cigars."

Tax on Cigarette Selling.

An Owen Sound tobacconist has opened an interesting argument. Are cigarettes a necessity or a luxury? He is protesting at Osgoode Hall against the right of the Owen Sound Council to impose a \$250 license fee on the sale of

cigarettes. His lawyer is urging before Justice McMahon that the by-law is illegal, being in restraint of trade and aiding in constituting a monopoly. Besides, Lord Roberts has testified that cigarette smokers have more endurance than non-smokers, and Queen Victoria approved of them by presenting them to her soldiers. The Government receives a large revenue from their sale, and dealers are respectable men. Now, too, those wishing cigarettes have to enter bar rooms, which are exempt from the tax.

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.

You are giving that young fellow Johnson a fine chance

to make good, clean money out of men that should be and can be your customers, ---those men who smoke cigars. Why under the sun don't you sell cigars yourself? You don't risk a penny if you deal with us. We buy back for cash our own cigars every three months.

Take advantage of our offer.

"PEBBLE" for a 5-center. "PHARAOH" for a 10-center.

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

Ever singing the praises of

T & B



Sell the 10-cent size.

Tobacco sales enlarge if you sell **T & B.**

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

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

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

Begin Pipe Selling Now.

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



The Erie Tobacco Company
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

Be Sure

and stock

The

RONTO

5c. Cigar.

Makes friends fast and fast friends.

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

BRANDS

Smoking—

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

Chewing—

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

UNION MADE

Why work a life-time for nothing?

—for a manufacturer who says "you've got to sell my tobacco—why should I try to humor you? I can't afford to bother over YOUR profits."

There are Tobaccos which are DEAD RIGHT—and which pay the grocer the profit due him.

**WE MAKE THEM.
WORK WITH US.**

McAlpin Consumers Tobacco Co.,
LIMITED,
TORONTO.

Origin of Tobacco.

"I HAVE been favored with an Indian tradition concerning the origin of tobacco, Indian corn and wheat," said the poet laureate of all the Pascagoulas to a New Orleans man. "At some distant period two Indian youths, pursuing the pleasures of the chase, were led to a remote and unfrequented part of the forest, where, being fatigued and hungry, they sat down to repose themselves and to dress their victuals. While they were thus employed the spirit of the woods, attracted, as it is supposed, by the unusual and savory smell of the venison, approached them in the form of a beautiful female and seated herself beside them. The youths, awed by the presence of so superior a being and struck with gratitude for the condescension which she had shown them in becoming their guest, presented to her in the most respectful manner a share of their repast, which she was pleased to accept and upon which she regaled with seeming satisfaction. The repast being finished, the female spirit thanked them cordially for their attention and informed them that if they would return to the same place after the revolution of twelve moons they would find something which would recompense their kindness, disappeared from their sight. The youths watched the revolving moons, and returning at the appointed time, found a plant of Indian corn, a stalk of wheat and a flourishing plant of tobacco."

U. S. Tobacco Interests in Japan.

The American Tobacco Company have recently invaded Japan with large capital and up-to-date methods, says an Eastern exchange, and are developing a very large trade. There were shipped from Kobe, Japan, last year cigarettes valued at \$681,490, against a total export of \$838,293, and nearly all the balance was sent from Osaka. Some 70 per cent. of the whole was shipped to China. During 1900 the export of cigarettes to China was more than doubled, and during 1901 that of 1900 was more than tripled.

Exports From the Transvaal.

The official statement of the quantity and value of goods exported from the Transvaal for the twelve months ended December 31st last gives the total number of cigarettes exported at 2,256,650, compared with only 266,900 in the previous twelve months. Altogether 170,932 pounds of tobacco were exported

from the Transvaal last year, as against 102,072 pounds in the previous year. These figures strongly encourage the belief that the South African colonies will before long be supplying a good part of the tobacco sold in the English market.

Japanese Monopoly Organizing.

The Japanese Tobacco Monopoly recently created by law, has already established an agent at Havana, for the purpose of buying Cuban tobacco.

Combine for Mexico.

It is reported that three large Mexican cigarette factories, valued at over \$1,000,000, including the famous Beuno Yono factory, which in 1893 made a profit of \$600,000 on a capital of \$4,000,000, is to be bought by a New York syndicate whose representatives are now in Mexico.

Experiments in New South Wales.

A year ago experimental work in tobacco growing in New South Wales was placed in charge of a competent expert on agriculture. The result has proved highly satisfactory. The varieties grown have been submitted to the tobacco manufacturing companies in Sydney, who have expressed high approval of the quality.

Million Cigars on Parade.

The largest recorded consignment of any individual brand of cigars reached Winnipeg this week, when 1,000,000 of Tuckett's famous Marguerite cigars loaded on six of the Manitoba Cartage and Warehousing Company's drays, and consigned to Tees & Persse, manufacturers' agents, Winnipeg, wended its way up Main street.

Canadian Tobacco Abroad.

One of the Canadian agents in Australia writes that Canadian cut tobaccos have made their appearance in Melbourne. He points out that nearly all cut tobacco in Australia is imported in hermetically sealed tins, and that Canadian tobaccos will require to be put up in this way. Canadian tobacco men would do better to look after their own trade at home instead of attempting to capture foreign markets. English tobaccos in sealed tins are growing more and more popular in Canada.

Duty on Cigars.

A petition has been presented to the Minister of Inland Revenue, Ottawa, Ont., on behalf of 125 foreign-leaf cigar factories, asking that the excise rate of \$6 a thousand on this class of cigars be

GROCERS!



JUST IN
LAST WEEK

OUR NEW UNION BRAND **ECHO** 5 CENTS EACH.

Equal to most so-called roc. Cigars.

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

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

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

cut down to \$1, to enable them to compete with the men who use domestic leaf. The foreign-leaf cigar men pay ten cents a pound excise on their tobacco, in addition to the rate on their finished goods. The manufacturers of domestic cigars pay nothing on their leaf, and only \$3 on their cigars.

Cigars for Personal Use.

IN answer to applications from several parties for permission to make their own cigars for personal use only, the United States Commissioner advises that while he has ruled that in a number of cases a farmer or any person may make cigars for his own personal smoking, and not for sale, without qualifying as a manufacturer of cigars or incurring liability to tax on cigars so made and consumed, there is no provision under existing law and regulations for the sale of leaf tobacco to such persons, and the only way that they can legally obtain it would be to purchase it from the farmer or grower who is unrestricted in the sale of leaf tobacco to persons other than those prescribed in the regulations.

Tobacco Notes.

Sir William McDonald, the Canadian tobacco manufacturer, has given \$100,000 to McGill University in Montreal to found a students' union hall.

The Erie Tobacco Co., Windsor, report a very large increase in the sales of "Queen's Navy" chewing tobacco. It is now being handled pretty generally by the grocery trade.

WALL PAPER

THE SAMPLE BOOK.

IN the majority of stores the salesmen consider that the only way open to them to display wall paper to a customer is by means of the sample book. A small stand is kept in a convenient, well-lighted position and beside it are the sample books ready to hand. A customer states the price he wishes to go, and possibly the room for which the paper is being bought, and the salesman simply selects a sample book, throws it on the stand, and proceeds to show its contents. Seldom does it enter his head that there are better or even other ways. If that is not the use of sample books, what are they for?

As a matter of fact the sample book need, and should, seldom be called into service. It would have been far better for the trade had they never been introduced. At the present time in spite of the prevalence of this method of showing goods, the first class wall paper stores do entirely without them. It may occasionally be found expedient to bring into use the book of samples, but this occurs only when a customer demands it, on account of having a perfectly definite and settled idea what he wants, such as he will have if looking for a sample to match a paper already in use.

In nineteen cases out of twenty the rolls themselves should be shown. For this purpose a permanent rack about six feet in height and of as great a width as is convenient should be built where the light falls squarely on the front of it. The width should be great in order to allow several rolls to be shown together, in order to make a choice between them. A little trough at the back of the top will hold the roll, while four or five feet hang over the front.

After serving a few customers by showing the rolls, the salesman will be thoroughly convinced of the advantages of this method, and if he has the interests of his employer at heart, rather than a sole idea of saving himself a little work, he will never return to the sample book. No sample a foot and a half or two feet long does justice to the pattern or coloring, and the customer has little idea of how the paper will look on the wall. The appearance of a five-foot strip hanging over the rack can be readily grasped, and when another strip of the same pattern is placed beside it and matched, there is no doubt as to its beauties or defects.

By this method of showing the salesman is called upon to display many less samples, and the customer is more quickly and better satisfied. The hasty turning over of the leaves of a sample book confuses and unsettles, and far more difficulty is encountered in making a selection. The two or three previous choices are forgotten because out of sight, while with the rolls, they are placed side by side and a final selection easily made. Sales can be made from rolls that would be lost if the sample book were used, and there is no chance of the customer being disappointed when the paper is put in place.

AN ENGLISH DECORATIVE CLOTH.

A NEW decorative cloth, says an exchange, has been lately introduced in England. The canvases of coarse texture in use hitherto served well on the walls of large halls or staircases, but for spaces of a more confined area a texture of a different kind is desirable. This is met by the new crush and buckram cloths. They all have that manifestation of being a woven fabric which is not to be imitated in paper. At the same time the surface is sufficiently smooth to prevent the accumulation of dust, which is one of the drawbacks of a coarser material. An immense variety of agreeable colors is available, and the artist and decorator can, therefore, obtain any kind of ground which he may seek in order to apply stenciling or other decoration. For ceilings and places where a colored ground is unnecessary there is a white buckram. It should be noted that the colors are not dyed. Pigment colors are employed, and the cloth itself is consequently suitable for covering walls. The hanging is not difficult, and the cloths are supplied in rolls. A thicker paste than is used in papering is sufficient.

THE UNFAIR DUTY.

A CORRESPONDENT directs our attention to a grievance in the wall paper trade. He writes: "I wish to direct your attention to the uncalled for and most unfair duty of 15 cents a pound that has been placed on wall paper sample books, at least on part of them, I should properly say. The duty itself is an excellent one as regards the books sent broadcast through the country by the jobbers on the other side of the line, but I think it is very unfair that a dealer who buys from one of the manufacturers and pays 35 per cent. duty on his goods, should be charged fifteen cents a pound for three or four sample books made up from the exact patterns and designs that he imports. In the smaller towns the average dealer cannot procure the facilities for putting these books together and consequently asks the manufacturer to do it for him so that he can show his goods to better advantage. I think if the wall paper dealers sent a deputation to Ottawa and put the matter before the Government they could procure a new ruling to govern the case. Say for instance that a limited number of sample books coming with a bona fide purchase of say \$40 or over and which are shown to be and sworn as being only the same designs as said purchase, that they should come in free or as wall paper with a duty of 35 per cent. This would only be just and fair and I am sure that Canadian manufacturers would not object in the least to such a ruling. I have no doubt but that all dealers will agree with me on this matter as it means a duty of five or six dollars extra on the cost of their paper at the present rating."

WALL PAPER

This month's sales will show the lines you are short of; don't delay sending us your

Repeat Orders.

We will make immediate shipment. Our assortment is good now, but daily deliveries are cutting down the selection.

STAUNTON'S WALL PAPER CO.
TORONTO, CANADA

How long does it take the people to recognise and appreciate a good thing?

This question has caused every manufacturer some very anxious moments when first placing some new product on the market. To such we would say: It all depends on the merit of the goods in question.

Look at the sale of Postal Orders. First year, 1881, only six hundred and forty-seven thousand were sold. Second year, 1882, four and one-half millions were used.

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

was only placed on the market last year and our sales in the last month have been more than the combined sales of the first year.

The people soon recognise and appreciate a good thing.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Current Market Quotations for Proprietary Articles

May 5, 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—	Per doz.
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
2 doz.....	12-oz.	3 40
3 doz.....	16-oz.	4 45
2 doz.....	16-oz.	4 35
1 doz.....	2-lb.	10 40
1 doz.....	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	15 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2-lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	\$0 40
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz. ...	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz. ...	90
Ocean Baking Powder, 1 lb., 3 doz. ...	1 25
Ocean Borax, 1/2-lb. packages, 4 doz. ...	40
Ocean Cornstarch, 40 pks. in a case. ...	40

ROYAL BAKING POWDER CO.

Royal—Dime.....	Per Doz.
1 lb.	\$ 1 00
6 oz.	1 60
3 lb.	2 25
12 oz.	2 90
3 lb.	4 50
1 lb.	5 75
5 lb.	15 50
5 lb.	25 50

VIENNA BAKING POWDER.

1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
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EAGLE BAKING POWDER

Cases of 48-5c. tins.....	\$0 45
" 48-10c. tins.....	0 75
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

Blackening.

HENRI JONAS & CO.

Jonas'.....	Per gross \$9 00
Froment's.....	7 50
Military dressing.....	24 00

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry 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; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

6a size.....	\$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c.	0 85

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " 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 10 00
Delory.....	10 50
1/2 Club Alps.....	2

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 19 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilson's Oats, 2-lb. pkgs., per case.....	00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	

Consider

Your Customers

by selling them only the Best.

Your Country

by supporting British Industries.

Yourself

by handling that which pays best.

BRUNNER, MOND & CO'S BAKING SODA WASHING SODA

WINN & HOLLAND, Sole Agents
MONTREAL. for Canada.

COME, COME!

Don't spend hours and wear off good hair in an effort to write a good advertisement.

Send a Dollar...

for our book of

"One Hundred Good Ads."

Written specially for the retail grocer.

What is a dollar when matched against 100 half hours of your time? Send quick.

The Canadian Grocer
TORONTO

Chocolate -	per lb
Queen's Dessert, 1/2's and 1/4's	\$0 40
Mexican Vanilla, 1/2's and 1/4's	0 42
Royal Navy Rock, " "	0 35
Diamond, " "	0 30
" "	0 25
" "	0 28
Icings for cake	Per doz.
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2-lbs.	1 90
Confections	Per doz.
Cream bars, large boxes	\$2 25
" " small	1 35
Chocolate ginger, lbs.	3 75
" " 1/2-lbs.	2 25
" " wafers, 1/2-lb. boxes	2 25
" " 1/4-lb. boxes	1 30

Chocolate -	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa -	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1/2's	4 50
" " 1-lb.	8 25
Homoeopathic, 1/2's, 14-lb. boxes	2 40
" " 1/2's, 12-lb. boxes	2 40
Epps's Cocoa, case of 14 lb., per lb.	0 35
quantities	0 37 1/2

BENSCHER'S COCOA	
A. F. MacLaren, Imperial Cheese Co., Limit'd, Agents, Toronto.	
1 lb. tins, 4 1/2 doz. to case	per doz., \$ 90
" " 2 " " " "	4 75
" " 1 " " " "	9 00

JOHN P. MOTT & CO.'S	
R. S. McIndoe, Agent, Toronto.	



Mott's Broma	Per lb.	\$0 30
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Mott's Prepared Cocoa, 1/2's and 1/4-boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Caracas Chocolate	0 28
Mott's Diamond Chocolate	0 40
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

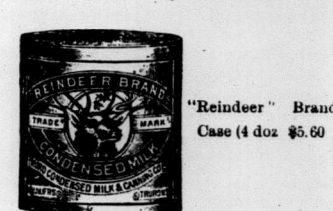
WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.	
Breakfast cocoa -	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
Sweet chocolate powder - "Always Ready,"	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 32c.	
Premium chocolate -	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 34c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 34c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 36c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 36c.	
Medallion sweet chocolate -	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 48c.	
Milk chocolate -	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 40c.	
Tid-Bit chocolate -	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 25c.	
Vanilla sweet chocolate -	
3-lb. bxs. 24 bxs. in case, 1-lb. pkgs. 32c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 32c.	
Diamond sweet chocolate -	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 19c.	

Condensed Milk.	
Anchor "brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.
Eagle "brand" \$1 50
Gold Seal "brand" 1 30
Peerless "brand" evaporated cream 1 20



"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 1 1/2

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 25
" " Mocha	0 25
"Condor" Java	0 30
" " Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29

Cheese.	
Imperial - Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder - Large size	15 00
Medium size	12 00
Small size	12 00
Roquefort - Large size	2 40
Small size	1 40

Coupon Books - Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted	4c.	4c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

RECKITT'S BLUE and ZEBRA PASTE

{ Always give your Customers Satisfaction.

There is **ONE** Laundry Starch you can always rely on to please your customers, it is

Edwardsburg "Silver Gloss"

Never a complaint.

There is no Corn Starch as easy to sell, as satisfactory for the consumer as the well-known **"BENSON'S"** Corn Starch.

Both pay you better than any other starches, because you sell them **all the time**, and they please **all the time**.

Manufactured by

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Allison's Coupon Pass Book.

\$1.00 to 3.00 books	3 cents each
5.00 " "	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
doz. packages (12 to a case)	0.75
6 doz. packages (12 to a case)	0.95



BRUNSWICK'S EASY BRIGHT
CLEANER
CLEANS EVERYTHING.

4-oz. cans	\$0.90
5-oz. " "	1.35
10-oz. " "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

1/2 doz. London extracts (no corkscrews)	\$5.00
2 doz. " "	9.00
2 doz. Spruce essence	6.00
2 doz. " "	9.00
2 doz. Anchor extracts	12.00
4 doz. " "	21.00
1 doz. " "	36.00
1 doz. flat	70.00
2 doz. flat bottle extracts	18.00
2 doz. square bottle (corked)	21.00
4 doz. " "	36.00
8 doz. " "	72.00
8 doz. glass stop extracts	\$3.50
5 doz. " "	7.00
2 doz. round quint essence extracts	2.00
4 doz. jockey decanters	3.50

Food. Per doz.

Robinson's patent barley 1-lb. tins	\$1.25
" " 1-lb. tins	2.25
" " groats 1-lb. tins	1.25
" " 1-lb. tins	2.25

Gelatine. Per gross.

Knox's No. 1 sparkling	\$15.00
" " 6 doz., at \$1.30z.	
No. 3 acidulated, at	\$1.50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Orange marmalade	\$1.50
Clear jelly marmalade	1.80
Strawberry W. F. jam	2.00
Raspberry " "	2.00
Apricot " "	1.75
Black currant " "	1.85
Other jams	\$1.55
Red currant jelly	1.90

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0.85
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0.06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0.06
7, 14 and 30-lb. wood pails, per lb.	0.06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0.85
7, 14 and 30-lb. wood pails, per lb.	0.06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1.50
5 and 7-lb. tin pails, per lb.	0.09
7, 14 and 30-lb. wood pails, per lb.	0.09

BRAND & CO.

Brand's calf's foot	\$3.50
Real turtle jelly	7.75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0.40
Fancy boxes (36 or 50 sticks), per box	1.25
" Ringed " 5-lb. boxes, per lb.	0.40
" Acme " pellets, 5-lb. cans, per can	2.00
" " (fancy boxes 40) per box	1.50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2.00
Licorice lozenges, 5-lb. glass jars, per jar	1.75
" " 20 5-lb. cans, per can	1.50
" Purity " licorice 10 sticks, per can	1.45
" " 100 sticks, per can	0.73
Dulce large cent sticks, 100 in box	

Lye (Concentrated). Per case.

GILLETT'S PERFUMED.

1 case of 4 doz.	\$3.60
3 cases	3.50
5 cases or more	3.40

Matches. Per case.

UNITED FACTORIES, LIMITED.

Surelight (Parlor)	\$3.50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3.80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases
Imperial	\$5.75	\$5.50
Best	3.50	3.25
Crown	1.70	1.60
Maple Leaf	1.90	1.80

Knights	4.75	4.50
Sulphur Club	3.90	3.70

Mince Meat.

Wetley's condensed, per gross net	\$12.00
per case of doz. net	3.00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	\$1.40
" " 1-lb. tins	2.50
" " 1-lb. tins	5.00
Durham 4-lb. jar, per jar	0.75
" " 1-lb. jar	0.25
F. D., 1-lb. tins, per doz.	0.85
" " 1-lb. tins	1.45

HENRI JONAS & CO. Per gross.

Pony size	\$7.50
Imperial, medium	9.00
Imperial, large	12.00
Tumblers	12.00
Mugs	13.20
Pint jars	18.00
Quart jars	4.00

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins, per lb.	\$0.25
1-lb. tins	0.35
1-lb. tins	0.32 1/2
4-lb. jars, per jar	1.20
1-lb. jars	0.35
Old Crow, 12-lb. boxes—	
1-lb. tins, per lb.	0.25
1-lb. tins	0.23
1-lb. tins	0.22 1/2
4-lb. jars, per jar	0.70
1-lb. jars	0.25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass quart gem jars	\$1.50
" "	3.40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0.95
Home-made, in 1-lb. glass jars	1.50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0.06

Pickles.

STEPHENS' A. P. TIPPETT & CO., Agents.

Cement stoppers (pints)	per doz. \$1.30
Corked	1.90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box	\$3.00
Case of 1/2-lb. (containing 120 pkgs.) per box	\$3.00
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$3.00
Case of 5c. pkgs. (containing 96 pkgs.) per box	\$3.00

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.) per case	\$2.70
Case 96 10-oz. pkts. (60 lb.) case	\$2.80

"BEE" BRAND.

No. 1, cases, 60 1-lb. packages	per case \$2.75
No. 2, " 120 1/2-lb. " "	2.75
No. 3, " { 30 1-lb. " " } " "	2.75
" { 60 1/2-lb. " " } " "	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
5 cases	2.75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	per case
" " 10 oz., cases, 96 pkgs.	\$2.75
" " 16 oz., cases, 60 pkgs.	\$2.75

Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.

Maypole soap, colors	per gross \$10.20
" " black	15.30
Oriole soap	10.20
Gloriola soap	12.00
Straw hat poliah	10.20

Two Lines That Lead.

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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



CHASER SOAP.
 1 case \$2 40
 5 cases 2 30
 10 cases 2 20
 20 cases 2 10
 5 per cent. 10 days or 60 days acceptance.
 Babbitt's "1776" 100 lb. pkgs. \$3.50 per bx.
 5 boxes, freight paid and a half box free.
 Babbitt's "Best" soap, 100 bars, \$4 10 per bx.
 Potash or Lye, bxs. ea. 2 dz., \$2 per bx.
 WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches— per lb.

No. 1 White or blue, 4-lb. cartons. \$ 0 06
 No. 1 " " " 3-lb. " " 0 06
 Canada laundry, " " " 0 05
 Silver gloss, 6-lb. drawlid boxes. 0 07 1/2
 Silver gloss, 6-lb. tin canisters. " " 0 07 1/2
 Edward's silver gloss, 1-lb. pkg. " " 0 07 1/2
 Kegg silver gloss, large crystal. " " 0 06 1/2
 Benson's satin, 1-lb. cartons. " " 0 07 1/2
 No. 1 white, bbls and kegs. " " 0 05 1/2
 Benson's enamel. " per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn. 0 06 1/2
 Canada Pure Corn " " 0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car. 0 10
 Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08 1/2

"Bee" brand, cases, 4 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 05 1/2
 Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lb. 0 06
 Barrels, 200 lb. " " 0 05 1/2
 Kegs, 100 lb. " " 0 05 1/2
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07 1/2
 6-lb. toy trunks, 8 in case. " " 0 07 1/2
 6-lb. enameled tin canisters, 8 in case. " " 0 07 1/2
 Kegs, ex. crystals, 100 lb. " " 0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 2 50
 Celluloid Starch—
 Boxes of 45 cartons, per case. 40

Culinary Starches—

Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 05 1/2
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 06 1/2
 Crystal Maise Corn Starch
 1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec

Culinary Starches—

St. Lawrence corn starch, 40 lb. 0 06 1/2
 Durham corn starch, 40 lb. 0 05 1/2

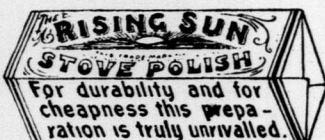
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb. 0 06
 " " " 3-lb. cartons, 36 lb. " 0 06
 " " " 200-lb. bbl. " " 0 05 1/2
 " " " 100-lb. kegs. " " 0 06 1/2
 Canada Laundry, 40 to 46 lb. 0 05
 Ivory Gloss, 8-6 family pkgs., 48 lb 0 07 1/2
 1-lb. fancy, 30 lb. " " 0 07 1/2
 " " large lumps, 100-lb kegs 0 06 1/2
 Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2
 Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2



OCEAN MILLS.
 Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Stove Polish.



Per gross.
 Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1-gross boxes. 10 00
 Sun Paste, 5c. size, 1-gross boxes. 5 00



WM. H. DUNN, AGENT.



pr. dz.
 Enameline No. 4, bxs. ea. 3 dz. 0 38
 Enameline No. 6, bxs. ea. 3 dz. 0 65
 Enameline liquid, bxs. ea. 3 doz. 0 75
 Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.
 Enamelled tins, 2 doz. in case \$2 40
 Plain tins, with label—
 2 lb. tins, 2 doz. in case. 1 90
 5 " " " " " 2 35
 10 " " " " " 2 25
 20 " " " " " 2 10
 (10 and 20 lb. tins have wire handles.)
 "BEAVER" BRAND.
 Per case.
 1 gal. tins, square, 6 in case. \$4 40
 1/2 gal. tins, round, 12 in case. 4 50
 1/2 gal. tins, round, 24 in case. 4 60

SMALL'S BRAND—Standard.

Per case.
 1 gal. tins, square, 6 in case. \$4 70
 1/2 gal. tins, round, 12 in case. 4 90
 1/2 gal. tins, round, 24 in case. 5 30



Teas.

SALADA CEYLON.
 Wholesale. Retail.
 Brown Label, 1's. \$0 20 \$0 25
 " " " " " 0 21 0 26
 Green Label, 1's and 1/2's. 0 22 0 30
 Blue Label, 1's, 1/2's, and 1/4's. 0 30 0 40
 Red Label, 1's and 1/2's. 0 36 0 50
 Gold Label, 1/2's. 0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
 1/2-lb. " " " " " 0 20
 Blue Label, retail at 30c. " " " " " 0 22
 Green Label. " " " " " 0 23
 Red Label. " " " " " 0 25
 Orange Label. " " " " " 0 42
 Gold Label, " " " " " 0 55



Cases, each 60 1-lb. \$0 35
 " " " " " 60 1/2-lb. " " 0 35
 " " " " " 30 1-lb. " " 0 35
 " " " " " 120 1/2-lb. " " 0 36



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's. \$0 18 1/2 \$0 25
 Blue Label, 1/2's. " " " " " 0 19 0 25
 Orange Label, 1's and 1/2's. " " " " " 0 21 0 30
 Brown Label, 1's and 1/2's. " " " " " 0 28 0 40
 Brown Label, 1/2's. " " " " " 0 30 0 40
 Green Label, 1's and 1/2's. " " " " " 0 35 0 50
 Red Label, 1/2's. " " " " " 0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.
 Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
 Blue Label, 1-lb. and 1/2's. " " " " " 0 28 0 40
 Green Label, 1-lb. " " " " " 0 19 0 25
 Green Label, 1/2's. " " " " " 0 20 0 25
 Japan, 1's. " " " " " 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
 "Condor" III 80-lb. boxes. \$0 37
 "MD AAA Japan, 40 lb " at. " " 0 37 1/2
 " " " " " " " " " " " 0 35
 Blue Jay, basket fired Japan, 70 lbs., " " " " " 0 30
 "Condor" IV 80-lb. " " " " " 0 43
 " " " " " " " " " " " 0 30
 " " " " " " " " " " " 0 25
 " " " " " " " " " " " 0 22 1/2
 " " " " " " " " " " " 0 23 1/2
 " " " " " " " " " " " 0 20
 " " " " " " " " " " " 0 21
 L.X. 60-lb. per case, lead packets (25 1's and 70 1/2's) 28 1/2

Black Teas—"Nectar" in lead packets
 Green Label, 1/2's, retail 0 26 at 0 20
 Chocolate Label. " " " " " 0 35 at 0 25
 Blue Label. " " " " " 0 50 at 0 36
 Maroon Label. " " " " " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb. 0 32 1/2
 " " " " " " " " " " " 0 42 1/2
 " " " " " " " " " " " 0 50
 " " " " " " " " " " " 1 56

"Condor" Ceylon black tea in lead packets
 Green Label, 1/2's, and 1's. 0 25 at 0 20
 60-lb. cases. retail 0 25 at 0 20
 Grey Label, 1/2's, and 1's. 0 30 at 0 23
 60-lb. cases. retail 0 30 at 0 23
 Yellow Label, 1/2's and 1's. 0 35 at 0 26
 60-lb. cases. retail 0 35 at 0 26
 Blue Label, 1/2's, and 1's. 0 40 at 0 30
 50-lb. cases. retail 0 40 at 0 30
 Red Label, 1/2's, and 1's. 0 50 at 0 34
 50-lb. cases. retail 0 50 at 0 34
 White Label, 1/2's, and 1's. 0 60 at 0 40
 50-lb. cases. retail 0 60 at 0 40

Black Teas—"Old Crow" blend—
 Bronzed tins of 10, 25, 50 and 80-lb.
 No. 1 per lb. 0 35
 No. 2 " " 0 30
 No. 3 " " 0 25
 No. 4 " " 0 20
 No. 5 " " 0 17 1/2

LIPTON'S TEA (in packages).

Color of 1/2 lbs. 1 lbs. Sold per per per Label. lb. lb. lb. Ceylon-India, Ex. ch'at A Yellow 45 47 70
 " " " " " B Red 40 42 40
 " " " " " No. 1 C Pink 35 37 50
 " " " " " 2 C Orange 28 49
 " " " " " 3 O L. Blue 22 36
 " " " " " 4 O L. Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's, and 10's. \$0 29
 " " " " " Amber, 8's, and 3's. " " 0 28
 Chewing—Stag, bars, 10/oz. " " 0 43
 " " " " " Bobs, 5/4's, and 1/4's. " " 0 44
 " " " " " 10's oz. bars, 6's. " " 0 44
 " " " " " Currency, 12 oz. bars, 12's. " " 0 47
 " " " " " 6's, and 12's. " " 0 47
 " " " " " Old Fox, narrow, 12's. " " 0 47
 " " " " " Snowshoe, 14/oz 6's, sp'd'd 6's. " " 0 61
 " " " " " Pay Roll, 7's and 6's. " " 0 23
 " " " " " Fair Play, 8's, and 13's. " " 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30
 Condor, pure distilled. " " 0 25
 Old Crow. " " " " 0 20
 Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 1 cask, 25 gals. \$5 45 \$10 95
 " " " " " cask, 60 " " " " 10 25 22 40
 Bottles, cases, 3 doz. " " " " 3 25 4 49

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
 24 25c. packages. \$4 65
 100 lb. " " " " 7 65
 100 lb. " " " " 3 99
 Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz
 Washboards, Victor. \$1 35
 " " " " " Crown. " " 1 45
 " " " " " Improved Globe. " " 1 60
 " " " " " Standard Globe. " " 1 70
 " " " " " Original Solid Globe. " " 2 00
 " " " " " Superior Sld. Bk. Globe. " " 2 15
 " " " " " Jubilee. " " 2 16
 " " " " " Pony. " " 0 95
 Diamond King (glass). " " 3 10
 Tubs, No. 0. " " 10 50
 " " " " " 1. " " 8 50
 " " " " " 2. " " 7 50
 " " " " " 3. " " 6 50
 Pails, No. 1, 2 hoops. " " 1 75
 " " " " " " " " 1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
 Gillett's cream yeast, 3 doz. " " 1 00
 Jersey cream yeast cake, 3 doz. 5c. " " 1 00
 Victoria " " " " 3 doz. 5c. " " 1 00
 " " " " " " " " 1 doz. 10c. " " 1 90

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PRESCRIBED
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MEDICAL
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OF
KING EDWARD'S
DOMINIONS
FOR
PURITY AND
EXCELLENCE
OF QUALITY.

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NO GLUCOSE
NO CARAMEL
NO COFFEE
FININGS
used in its
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WARRANTED
under the
FOOD AND DRUGS
ACTS.
A SURE
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WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN
YEARS SPENT IN
SCIENTIFIC EXPERIMENT
AND RESEARCH.

DEMANNO'S CREAM SAUCE

ITS CERTIFICATE OF
CHARACTER
IS
UNQUESTIONABLE.

The only Sauce in the world in which has been successfully
combined the thorough sterilization and blending therein a suitable proportion of
PURE GRAPE JUICE AND HIGH DEVONSHIRE CREAM.

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TRUST-
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Agents for Canada:
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D. MASSON & CO., Montreal.
ARTHUR P. TIBBETTS, Toronto.
Toronto, St. John, N. B., and Montreal.

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

KINGSTON

"GLENER"

might bring business. So
write for rates to

I. G. STEWART, Editor.

BASKETS

We make them in all shapes and
sizes. We have

Patent Strawberry Berry Box
Grain and Root Baskets,
Clothes Baskets,
Dutcher Baskets,

In fact, all kinds, besides being very neat
in appearance, they are strong and dur-
able. Send your orders to

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Oakville Basket Co.

Oakville, Ont.

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Why not get the best news that
are printed on the subject.

We read and clip thousands of newspapers
every week - including the ones which you
cannot read and consequently do not know
the value of. We have a list of the best
news papers and magazines and more of it than you
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50 " " " 5.00
100 " " " 10.00

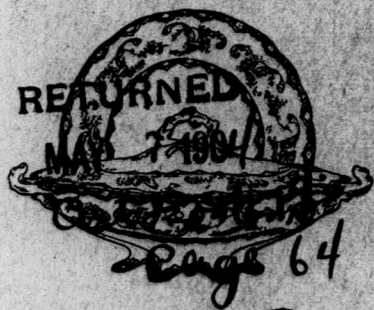
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The Best Grocers make
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New Packages
Glassware,
Assorted Crates,
Printed and
Whiteware,

New Toilet Sets. Full lines of all

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Crockery, China, Glass-
ware, Lamp Goods.

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TORONTO

and

WINNIPEG.

16 Front St. East.

Main street.



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Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One try satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

"KROVAH"

SUPERIOR TO ALL

Jellies

"KROVAH"

JELLIES (all flavors).

"KROVAH"

CUSTARD POWDERS.

"KROVAH"

BLANC MANGE POWDERS, Etc.

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