

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER



MUSTARD

that IS MUSTARD

KEEN'S D.S.F. Mustard

IN SQUARE TINS.

Keen's Mustard Aids Digestion—Therefore Lengthens Life.

CHRISTIE'S MALTA BISCUIT

... IS ...

Good for

Your Customers

Good for

Your Trade

SEND FOR A TRIAL ORDER.

Christie, Brown & Co., Limited

TORONTO and MONTREAL.



customer's"
satisfaction.
Give your

their friends'
that is why

United
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and only Genuine Pro
Cleaning Outlay
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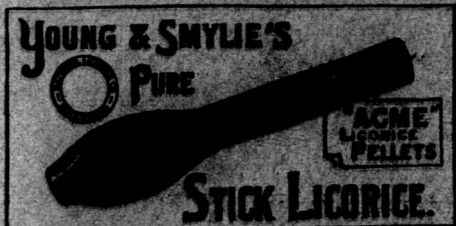
NS, LIMITED

ery, Glass and
pans, etc.
lon, England.

Graig Street

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NATIONAL LICORICE CO.



Successors to
YOUNG & SMYLYE
 BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
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MELLOR & BITTENHOUSE CO.
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DOMINION LICORICE & NOVELTY CO.
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Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

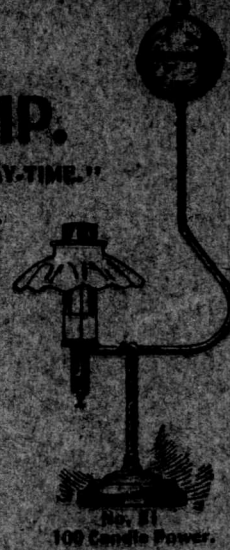
New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
 NO CARAMEL
 NO COFFEE FININGS
 used in its manufacture
 WARRANTED under the FOOD AND DRUGS ACTS
 A GENUINE TRADE MARK

THE BEST SAUCE AND THE BEST VALUE IN THE WORLD
 IT PLEASES THE MOST FASTIDIOUS PALATE

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only way to achieve the highest quality of coffee is by using the best coffee beans and the best coffee essence. Bromley's Coffee Essence is the only coffee essence that has achieved the highest quality of coffee.

Instant Powdered



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

It dissolves **instantly** in hot
water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
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.

**Sterling
Brand
Pickles**

are just right

In price and quality and in flavor the Sterling Brand Pickles are very satisfactory. It is very handy to have some article in your store that you can always depend on. You can then recommend it to your most particular customers. These pickles are of a dependable quality. Put up in an attractive form they sell well.

The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

To the Retail Grocery Trade—

Do you require a line of shelf goods that will give you a liberal profit to make up for low profits on other lines and losses in perishable goods. Then get a case of Stretton's Prize Medal Sauce in pints or half-pints.

It is used as a flavor for soups and steaks and to bring your customer again.



One enterprising grocer at least uses such an article to pay running expenses. The order clerks make a special push to get an order from each customer visited.

CANADIAN AGENTS:

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

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

Manufactured by

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

GOOD COFFEE.

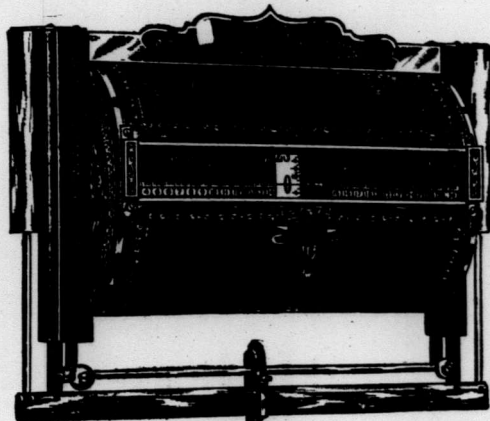
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

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

S. H. & H. S. EWING

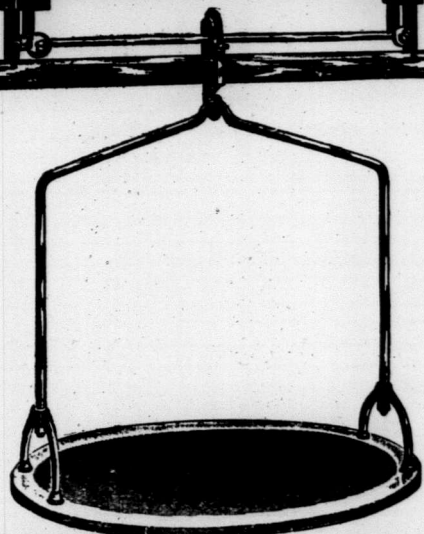
ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.



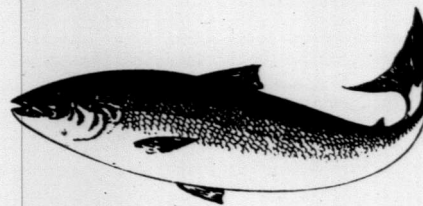
A MONEY SAVER.

SOON PAYS FOR ITSELF.



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

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

YOU DON'T WANT

to sell goods that you can't back up.

You take no chance when you tell your customers that

REINDEER BRAND

condensed milk is the best that money can buy.

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



the increase in tea exports
from Japan to Canada

last year
was

1,485,325 pounds

and this enormous increase in the
face of the low-priced cheap imita-
tions that are being imported—

you can never get any tea to take the place of the
pure, clean, healthy, nourishing,
teas of **JAPAN**

they are in a class by themselves.

Please your customers and hold their trade by selling

JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

CLUB COFFEE

Then you must sell our famous

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

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.

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

is Cold
Water

STARCH IVORINE

ASK
TRAVELLERS
THE PRICE

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



THE
HEIGHT
OF
MAPLE SYRUP
EXCELLENCE

IS FOUND IN EVERY TIN OF

"IMPERIAL BRAND"

THAT'S WHY IT SELLS SO WELL.

ROSE & LAFLAMME, Agents, MONTREAL.

A
GOOD
SELLER

PATERSON'S WORCESTER SAUCE



and why—because
it always pleases
the customer—
uniform quality.

ROSE & LAFLAMME.
Agents,
MONTREAL.

If you are ambitious to be
THE TEA MAN
of your locality, the
best advice you can take
is to put your trust in
CEYLON TEA.

There are other teas, of course, that you must keep in stock, but, after all, your main trade will be in Ceylons.

This has already become a fact, and is every day becoming more noticeable.

THE REASON IS PLAIN.

Ceylon Teas have just the qualities demanded by the Canadian trade. No other teas succeed like them.

PULL WITH THE STREAM.

Ceylon Teas, Black and Green, are splendid value at present prices.

Had you not better stock now than wait for higher prices?

**Black or Green Ceylon Teas
are unexcelled.**

CENTRAL Business College.
STRATFORD, ONT.

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

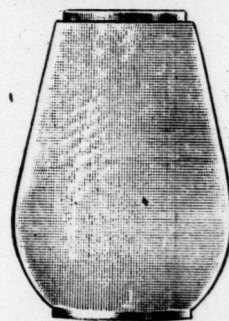
Use Live Bait.

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

Catches Trade
and Holds all it catches.
Let your customers know you recommend
the BEST.
It will make you money.
ROYAL SALAD DRESSING is making
new friends every day.

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

ARE YOU USING OUR



**Cold Blast
or Jubilee
Globes**

**Aetna or
Quaker Flint
Chimneys?**

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLAEBURG, LIMITED.

Cultivating Weeds

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



IF A MAN WANTS CREDIT

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

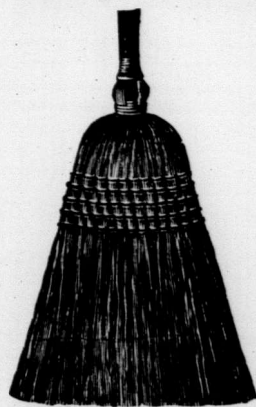
For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Tomatoes for Soup

Prepared, however, by "the Burlington Way," which removes skins, seeds and fibre. Result is a pulp of great density. Ideal for soup. Costs no more than ordinary tomatoes. Sell it.
\$1.00 per doz. f.o.b. Burlington.
Any quantity.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...



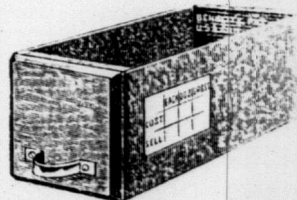
knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**
WATERLOO, ONT.

...THE...

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

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



Address all communications to our New Factory:
Pickering, Ontario

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use... FOSTER'S POTS?

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

MAPLE SYRUP



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

Your goods are of all quality.—J. H. Anderson, Produce Co., Montreal.

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

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.



MAY BE HAD THROUGH ALL WHOLESALE GROCERS.

PUT UP BY

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

In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

**FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH**

CANADA PAPER CO.
Limited

Toronto, Montreal and Windsor Mills Que.



TO HELP THE SALE of the BEST FISH EVER SOLD



WE believe we are now supplying to the trade of this country the most toothsome fish products that consumers have ever tasted. We believe that, in every particular, they are calculated to attract and interest the people instantly and permanently. From the time the fish leaves the water until ready to be sold by the dealer, we leave nothing undone that would tend to obtain the very highest standard of quality. Cleanliness, carefulness, and thoroughness in every branch of the work at the factory is the standing order to employees in each department, and by this method we *should* secure a fish product fit for the Royal Table. Such, we believe, can truthfully be claimed for the fish product we are selling to-day.

So much for quality.

Now for our packages. What can we say about them?



You know what ought to be said if you have seen them. Never saw anything nicer in packages, have you? This is the opinion we hear from Halifax to Winnipeg, and farther west.

What else are we doing? We are advertising in the leading dailies and in other ways. Did you see what the *Canadian Grocer* said recently about our window cards? It was a graceful compliment to down east enterprise, and we liked it. Have you seen our "Daily Hints during Lent," in the "*Montreal Daily Star*?" These and other things we are doing to help the demand for "**Halifax**," "**Acadia**" and "**Bluenose**" Fish, and having done so much, may we ask you to do your share. Say a good word to consumers when you can. You will not regret it and we know they will not.

The fish habit is a good one for them, you and us.

BLACK BROS. & CO.,
HALIFAX, N. S. Limited.

A. H. BRITAIN & CO., Agents, Board of Trade Building, Montreal.



Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

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

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

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

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

SAMPLES FREE ON APPLICATION.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative

Price Lists, etc., mailed on application.

"KROVAH"

REGD

SUPERIOR TO ALL

Jellies

FLAVORED WITH RIPE FRUIT JUICES ONLY.

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

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.

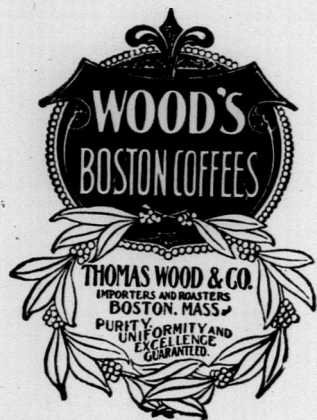


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

LIKE AN INDEX FINGER.



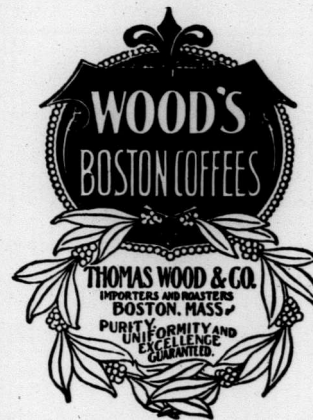
They point straight to just what you want.
Your requirements may be few, or they may be many.
Their variety is recognized and all tastes gratified in the broad and exhaustive list of **WOOD'S COFFEES.**

It is easy for the grocer to make selections when with each new purchase he finds purity with uniformity maintained in every line.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



Keep your  on



"BLUEOL"

COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Manufacturers,

MONTREAL.

Established 1857

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:

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

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

Correspondence and trade orders solicited.

MANUFACTURING GROCERS' SECTION ANNUAL MEETING

THE annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association was held on Friday last, March 14th, in the rooms of the association, Board of Trade Building, Montreal.

The meeting opened at 10 o'clock a. m., with R. A. Donald, chairman, presiding. In the absence of W. A. Mitchell, Toronto, vice-chairman, S. W. Ewing officiated in that capacity. R. J. Young, secretary of the Manufacturers' Association, performed the duties of secretary owing to the absence of J. F. M. Stewart, regular scribe of the section. Among the members present were noted:

W. L. Hamm, of the Maritime Coffee & Spice Co., St. John, N. B.

Wm. H. Johnston, of R. Herron & Co., Montreal.

J. C. Rose, of Rose & Laflamme, Montreal.

W. P. Downey, Montreal.

Royal A. Ewing, of S. H. & A. S. Ewing, Montreal.

John Harper, of Kerry, Watson & Co., Montreal.

I. S. Wotherspoon, Montreal.

Andrew H. Ewing, of S. H. Ewing & Sons, Montreal.

W. H. Halford, of S. H. Ewing & Sons, Montreal.

A. Wills, Montreal.

J. Russell Murray, commissioner, West Indies, Montreal.

John Carsley, president Ozo Co., Montreal.

E. D. Marceau, Montreal.

W. H. D. Miller, representing transportation department of the Manufacturers' Association.

E. T. Cooper, secretary Montreal branch of the Manufacturing Grocers' Section, Montreal.

S. W. Ewing, of S. H. Ewing & Sons, Montreal.

R. A. Donald, of the Pure Gold Mfg. Co., Limited, Toronto.

Letters of regret were received from W. A. Mitchell, of Todhunter, Mitchell & Co., Toronto; F. F. Dalley, of the F. F. Dalley Co., Hamilton; T. J. Ward, of John P. Mott & Co., Halifax, N. S.; T. A. Lytle, of the T. A. Lytle Co., Toronto; R. Greig, of the Robert Greig Co., Toronto; J. J. MacLaren, of the Hamilton Coffee & Spice Co., Hamilton;

A. Huckels, Ottawa; W. Gorman, of Gorman, Eckert & Co., London.

Mr. Donald, the chairman, expressed his pleasure in being again in the old city of Montreal. He always was delighted to come here, but particularly when he came to discuss with his business associates matters tending to improve the conditions of trade.

"We have had," he said, "considerable satisfaction with this section of the Canadian Manufacturers' Association; we have had several meetings since its organization, and at every one of them there has been information of undoubted value imparted to those who thought enough of the meetings to sacrifice a little time to attend the same."

Mr. Donald then referred to the matters to be brought before the members, such as reports of committees concerning adulteration, application of "Foods Act" to imported goods, freights, discounts and tariff grievances.

The discussion of the reports of committees re adulteration, and the application of the "Foods Act" to imported goods, was an interesting one and the consensus of opinion was that stringent measures with adequate penalties be enacted to put a stop to the importation and selling of adulterated goods. A committee was subsequently appointed to lay the matter before the government. One feature which developed during the discussion was the fact that the act as it is constituted at present makes itself felt in the wrong direction; the exceedingly heavy penalty of \$500 for selling adulterated goods falling upon the retailer instead of upon the manufacturer. The retailer is often the innocent victim in the sale, and the imposition of such a heavy penalty means his ruin. A reduction of this fine was desirable. In case of action by the government against a vendor of adulterated goods, the retailer would move heaven and earth to work the member of his constituency and other powerful political friends to save himself; but if the fine were made one which he could pay without crippling himself, the chances are he would pay it. He would, however, be on his guard in future, and insist upon getting pure goods.

W. H. D. Miller addressed the meeting on the "Responsibilities of the Carrying Companies and the Remedy for the Apparent Indifference on part of the

Railways to the Shipper and Consignees." He also went into the matter of claims and payments of freights, and his remarks which were concisely and clearly expressed, were listened to with evident interest and satisfaction. Mr. Miller has a good grasp of transportation matters and expressed himself as ready at all times to lend his assistance to the Manufacturing Grocers' Section in straightening out any tangles or difficulties with the freight carriers.

Professor J. Wallace Walker, F. R. S. C., of McGill University, read an interesting paper on "The Scientific Preservation and Adulteration of Food," certain points of which struck the members as being extremely valuable. Professor Walker on concluding his address answered a number of questions asked by the members, such as: What is the action of certain preservatives on fruits and vegetables? A cordial vote of thanks was extended to Prof. Walker, to which that gentleman replied, regretting that a pressure of academic duties, the shortness of time allowed him for preparing the paper, and the condition of his health, had prevented him from preparing a more interesting paper. (A report of the paper will be found subjoined).

An adjournment was made until 2.15 p. m., when the meeting was promptly opened. E. L. Prior, of New York, who had prepared an address on the subject of "Peppers," was unable to be present, and sent his article to A. Wills, who read it at the request of the chairman. Mr. Prior's views are worthy of the greatest attention and weight, as his extensive travels in tropical climes, and his thorough knowledge of spices, make him an authority on the subject, and his genial personality was very much missed. (A report of the address is unavoidably crowded out of this week's issue of Grocer, but will be published in full next week, verbatim.)

The election of officers was then gone on with, resulting as follows:

Chairman—S. W. Ewing, Montreal.

Vice-Chairman—Wm. Gorman, London.

Secretary—E. T. Cooper, Montreal.

Executive Committee:

R. A. Donald, Toronto.

W. A. Mitchell, Toronto.

J. J. MacLaren, Hamilton.

T. J. Ward, Halifax.

R. Ewing, Montreal.

W. H. Johnston, Montreal.

W. L. Hamm, St. John, N. B.

S. W. Ewing on taking the chair expressed his thanks for the honor of his

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH

SUN PASTE
STOVE POLISH
IN TINS

DURABLE
3000 TONS SOLD EVERY YEAR

STOVE POLISH.
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.

appointment to the chairmanship of the section, and assured the members that his best efforts would be put forth in the interests of all. He had a hard man to follow in Mr. Donald, and trusted that whatever his executive and himself might accomplish would be considered by the members as having been done willingly and with best intent. Mr. Ewing then extended an invitation for a drive to the Park Slide on the mountain, and a number availed themselves of the opportunity to make the great chute. After the tobogganing, came a walk to the club house of the St. George's Snow Shoe Club, Westmount.

The Dinner.

The dinner tendered to the visiting and other members at the St. George's Club House, by S. W. Ewing, was a great success from every point of view, and it is safe to say that every participant enjoyed himself thoroughly. The members who sat down to the banquet were: S. W. Ewing, chairman; R. A. Donald, W. H. D. Miller, R. J. Young, J. Carsley, Col. J. B. MacLean, J. C. Rose, W. H. Halford, A. H. Ewing, E. T. Cooper, Mr. Crean, A. W. Grant, Mr. Dougall, J. R. Murray, A. Wills, Mr. Slater, T. Davidson, A. Carmichael, and W. H. Seyler of The Canadian Grocer.

After full justice had been done to the good things provided, the health of the King was drunk and the chairman called for short speeches. These were of a high and suitable order, and as the evening progressed it became evident that as far as post-prandial speakers were concerned, the Manufacturing Grocers' Section of the Canadian Manufacturers' Association could fairly well hold its own. As a chairman Mr. Ewing is a model, and he certainly deserved all the flattering remarks that were passed across the board.

At the conclusion of the banquet an adjournment was made to the cosy and commodious concert hall of the club,

where cigars, tobacco and liquid refreshments were passed around. The concert arranged was most enjoyable; the cello solos of A. Wills, and rousing songs by W. H. Halford, R. A. Donald, R. Dionne and J. E. Monday, two local singers of high rank, being highly appreciated. Shortly after 12 o'clock the meeting broke up with three rousing cheers for the King and the genial chairman.

An excursion was planned to Quebec, where a banquet was tendered the visitors by the Quebec section, at the Chateau Frontenac.

Interviews.

Mr. W. L. Hamm, of the Maritime Coffee & Spice Co., St. John, N. B., was a visitor to Montreal last week attending the meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association. Mr. Hamm stated in an interview with The Grocer that business down East has been quiet lately, the weather conditions being detrimental to activity in trade. Roads are very bad, railways blockaded and the wonder is that trade is not duller. Mr. Hamm has one complaint against Western manufacturers, which has, said he, been aired before in the columns of The Grocer, namely, "That some of the Western manufacturers have been prone to make the Maritime Provinces a sort of dumping ground for inferior goods. We try to put up pure goods, and I will not say that there are no manufacturers in our line down your way, but local complaints are few." Mr. Hamm intimated that the enforcing of the law as regards adulteration would have a beneficial effect in reducing the number of complaints. A good business year is anticipated in St. John and the provinces.

Interviewed by The Grocer as to business in the West, R. T. Donald, of Pure Gold Mfg. Co., Toronto, stated that the Toronto merchants were bothered considerably by the inclement weather, and

that the wholesale trade as well as the manufacturer was bound to lose a good many dollars on account of inability of the transportation companies to move freight out or to bring any into the city. Most of the shipments that have been made are stalled at various points in the country. The volume of business must naturally be far below that of previous years. "It is a question in my mind whether any of the lost trade can ever be made up," said Mr. Donald. "On occasions of this kind it seems the people decide to do without what they might have bought and used."

Asked as to the development of trade in the Northwest, Mr. Donald unequivocally stated that Toronto has benefitted very much from it, and that shipments to that section have more than doubled in volume. "One good feature in connection with this Northwest trade, said Mr. Donald, "Is that as freights are practically as high on cheap quality goods as on high-grade, merchants are generally buying the best goods."

"As regards our company's goods, it is known to the trade that we have been striving for years to raise the standard of quality so that Canadian goods would be a credit to the industry. It is still a wonder to us that so much money goes out of the country for goods not a whit better than the home-made article. Of course, there are exceptions, but it is to the credit of the manufacturers as a whole that they are bringing up their products in this respect so as to leave nothing to be desired. It is a matter of extreme regret to those who desire to put up superior goods to find that it is almost impossible to get the profit that is made on inferior goods. One of the objects in coming down here was to get together and try to devise means looking toward the elimination of all undesirable make-shifts, particularly with spice substitutes, many of which are worthless, but owing to the lax administration of 'Adulteration of Food Products Act' have assumed too great volume. The great pity is that the purchasing public is absolutely fooled in the matter since the retail price is generally at the top notch, although it does not necessarily follow that the public get the goods cheaper."

NOW IS THE TIME TO BUY

OLD VIRGINIA SALAD DRESSING—pint and half-pint.

ROYAL SALAD DRESSING—pint, half-pint and pic-nic.

SYLMAR OLIVE OILS—pint, half-pint, quart, gallon and half-gallon.

DANDICOLLE and GAUDIN OLIVE OILS—half-pint and quarter-pint.

Also **C. & B. LUCCA**—quart, pint and half-pint.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

BROOMS FOR THE MILLIONS

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Ask for "IMPERIAL" Brooms, the best on the market. Give us a trial order of 6 doz., and your customers will be satisfied.

We have also children's "Hearth Brooms" and Whisks, at very lowest prices, looking to value offered.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

You can save money

by asking for our sample when open to buy—

TRY US.

We have a large stock of all kinds always on hand

CEYLON GREEN SIFTINGS,	from 5c. up.	||	CONGOUS,	from 10c. up.
JAPAN FANNINGS,	" 6½c. up.	||	JAPANS,	" 15c. up.
CEYLON AND INDIAN GREENS,	" 12½c. up.	||	CEYLON AND INDIAN BLACKS,	" 14c. up.

Special values now in Japans to retail at 25c, 30c and 35c. WRITE FOR SAMPLES—THEY'LL PLEASE YOU.

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IMPORTERS

MONTREAL.

Teas
and
Coffees

Monthly Banquet of Canadian Manufacturers' Association.

THERE was a swing and an enthusiasm about the banquet of the Canadian Manufacturers' Association, held at the Chateau Frontenac, Quebec, last Saturday night, which rendered the occasion a memorable one to all who had the pleasure of being present. The "Ancient Capital" has always been noted for the hospitality of her citizens and to say that the banquet was held in Quebec implies at once that the visitors from the West were accorded a royal reception. The speaking was of a high order of merit, and the assurances given the association by Honorables Fitzpatrick and Prefontaine of the sympathy of the Government with their aims were greeted with loud applause. F. D. Monk who delivered a most eloquent and effective speech, worthily represented the attitude of the Opposition towards the association and its fiscal aims.

A jolly party of manufacturers left the Place Viger station, Montreal, at 2 p. m., Saturday. They were the last arrivals, as many others from the West were found at the Chateau on their arrival.

The banquet was held in one of the spacious banquetting halls of the famous Chateau. It was gaily decorated with Union Jacks, but perhaps the feature of the decorations which caught the eyes of most was a picture of two hands clasped with the inscription, "The grip and pass-word of a true Canadian—'Made in Canada.'" "Made in Canada" was in truth the key-note of the speeches of the evening.

The Menu.

The menu cards were handsomely designed, the cover being ornamented with a maple leaf and below it once again the words "Made in Canada." The menu was a sumptuous one as may be judged from what follows:

	Russian Caviare on Toast	
Oloroso	Consomme a la Doria	
	Fillet of Sole a la Marguery	
Sauterne	Pommes Noisettes	
Graves	Vol-au-Vent a la Monglas	
Club Claret	Boiled Turkey, Cranberry Sauce	
	Oyster Plant Fritters	
	Brussel Sprout	Mashed Potatoes
	Punch au Rum	
Moet and Chandon	Hunch of Moose Venison	Sauce Grand Veneur
Fruit Jelly	Bombe Glacee au Chocolat	Petits Fours
Liqueurs	Dessert	Cafe Noir

When ample justice had been done to the array of good things just mentioned, Geo. E. Amyot, chairman of the Quebec branch, who presided, rose to make some announcements. He was greeted with a storm of applause which left no doubt of his popularity with his fellow manufacturers. He called on Secretary R. J. Younge to read some letters and telegrams. Mr. Younge announced the receipt of letters and telegrams of regret from Sir Wilfrid Laurier, R. L. Borden, Sir Charles Ross, Hon. J. C. McCorkill, Geo. E. Drummond, and W. K. George.

The King.

Mr. Amyot then rose to propose the toast of the King, and in doing so took occasion to address a few words of welcome to the visitors to Quebec. He was a man of few words (cries of hear! hear! and oh! oh!), but the inspiration of such a large gathering might move any man to eloquence. The government and parliament of the country, the civic authorities and the great industrial interests of the country were here represented. The visitors had come at a time of frigidity in which Quebec excelled as in all things else.

When the toast of the King had been duly honored, Mr. Amyot called on Secretary R. J. Younge, of Toronto, in the unavoidable absence of President Geo. E. Drummond owing to illness which was much regretted, to propose the toast of

Canada and The Empire.

Mr. Younge on rising was greeted by the inspiring strains of "He's a Jolly Good Fellow," and for some minutes owing to the applause with which he was received could not proceed. He said he regretted very much the absence of Mr. Drummond, and it was with fear and trembling that at his urgent request he had taken up the duty of proposing this important toast. He wished in the first place to congratulate the Quebec members on the success of the banquet. In the whole history of the association no more successful banquet had ever been held. Special thanks were due to Mr. Amyot, who was recognized as a tower of strength in the association.

Canada and the Empire! This was the greatest toast which could be given to any young Canadian. Where is the Canadian whose heart does not thrill with pride as he thinks of the boundless possibilities of Canada, of her mountains stored with mineral wealth, of her prairies capable of producing wheat for the Empire, of her cities and towns with

their rapidly growing industries? Surely no young Canadian can fail to feel what a glorious heritage is ours. But of what value are our resources unless we appreciate them? We should not glory in jingoism, but we should have a consciousness of our greatness and our destiny. For every one of us, there is a duty to perform. We should know our country and confidently rely on our own brain and muscle which have no superior in the world. (Cheers). "A few years ago one manufacturer showing another through his works would have gloried in the fact that his materials were imported. To-day he points with pride to the fact that every ounce of his manufactured product was 'Made in Canada.'"

The name of Canada was found linked on the toast list with that of the Empire. How fitting that Canada and Great Britain should stand together. Hand in hand are linked young Canada with her infinite possibilities and wonderful future, and Great Britain with her historic associations and reputation for light and justice which have made her loved and respected. (Loud cheers).

It is our duty to contribute to the support of that Empire our just proportion. Let us hope for a greater unity as a result of the great fiscal fight now in progress.

He might be pardoned for speaking of the association which is such a great factor in the building up of Canada and the Empire. It is the largest organization of its kind in the world, and its influence is felt in every part of the world. It was once thought that it existed for the intimidation of the Minister of Finance, but its aims are now better understood. The association had justified its own existence. Its railroad and transportation committees, its department of commercial intelligence, its exhibition committee encouraging the display of Canadian goods in foreign fields, were all important. It furnishes, moreover, a uniting link which binds province to province, and fosters a national pride in all to which we can give the name Canadian.

The tariff is a side issue but it receives attention. The position of the Manufacturers' Association is well known. It is the national business standpoint. It is the policy which will keep our country for Canadians. (Cheers). The most regretful circumstance in all our past history is not the loss of our sons on the field of battle or the loss of territory in boundary awards—it is that a million and a half of Can-

St. John Takes First Place in Direct Importation of Tea From Ceylon and India.

CUSTOMS FIGURES YEAR ENDING JUNE 30, 1903:

Direct Imports of Black and Green Tea from Ceylon and India through the three chief ports:

ST. JOHN	-	3,377,165 lbs.
Toronto	-	2,762,850
Montreal	-	1,724,596

St. John is third and presses Toronto very close for second place in total imports.

Total imports of Tea into chief ports of Canada for same period:

Montreal	-	5 832,125 lbs.
Toronto	-	4,975,278
ST. JOHN	-	4,448,942
Hamilton	-	1,686,004
Halifax	-	1,594,620
Winnipeg	-	1,328,300
Vancouver	-	1,313,700
Ottawa	-	983,487
London	-	809,819

Trade always seeks the most natural and easy course. The above figures prove that St. John is the Natural Port for the distribution of Ceylon and Indian Teas, and the results show I was right in establishing my business in St. John.

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TEA IMPORTER AND BLENDER,

ST. JOHN, N. B.

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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.

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contains a coupon offering the valuable premiums here shown on the following basis:—

Our Offer

Imperial Cheese Knife	- - -	4 coupons and	\$.20
" Individual holder	- - -	" "	.85
" Small	- - -	" "	.85
" Medium	- - -	" "	1.00
" Large	- - -	" "	1.25
Roquefort Cheese Holder, small	- - -	" "	.85
" large	- - -	" "	.85

which is about one-third actual value of the ware.

Guarantee

If the ware is not perfectly satisfactory when you receive it, please return and we will refund your money. No charge for mailing knife or holder when you address the coupons and the cash (or stamps) to

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
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(The coupon below, if cut out and sent to us, will be accepted as one coupon.)

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Name.....
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Imperial Cheese Silver Knife

adians are in the service of our competitors across the line.

The toast was honored with "Rule Britannia."

Hon. Chas. Fitzpatrick.

Hon. Chas. Fitzpatrick, on rising to respond, was accorded a flattering reception. Few subjects, he said, had been more universally treated than "Canada and the Empire." He wished to echo what the chairman had said in praise of old Quebec. He had been born in this historic city inseparably connected with the romance and history of Canada. For many years the possession of Quebec City had carried with it the lordship of the North American Continent. "Within a stone's throw of the Chateau Frontenac lie the bones of the French and English soldiers who met on the Plains of Abraham, and in their graves lie buried forever all the old dissensions which separated the two peoples."

"But this is a gathering of business men," said Mr. Fitzpatrick. "What has sentiment to do with business?" The speaker ventured the assertion that after all the buzz of the machinery is not the sweetest music to the manufacturers' ear.

What should he say of the resources of the country. In the East, iron ore and coal lie side by side; in the West and Northwest, riches beyond the dreams of avarice requiring only the hand of labor to gather them. And in spite of the chairman's reference to a time of frigidity, we have the most favored climate in the world.

It is a commonplace in economics that commercial supremacy depends on the amount of mechanical force which a country possesses. England's coal and iron had been the basis of her supremacy won in earlier years. To-day coal is giving place to a greater power than even the writer of the Arabian Nights ever dreamt of. We in Canada can command boundless electrical power which is now becoming the controlling factor. Hundreds of rivers are now running idle

to the sea and when once she has harnessed them Canada will enter the struggle for manufacturing supremacy backed by a power which will give her an immense advantage over the whole world.

The speaker quoted figures to show the growth of Canada's foreign trade. The showing was satisfactory. We have come to the front and we mean to stay there.

There are United States politicians who hope to keep us tied to their country commercially. But Quebec, Montreal and Toronto must not be allowed to become the distributing points for

United States products; nor must Canada be allowed to become the dumping ground of American goods. (Loud cheers). The speaker disclaimed the ability to speak eloquently of free trade or protection. But his eyes are open to changing conditions and it is not right to say that the thing which has been must be. We must always adapt our policy to changing circumstances.

We must remember how much the manufacturers have invested in their industries. Canada is intended for the Canadians. He had no desire to raise a Chinese wall around Canada, but if a coping stone is needed to prevent dumping here, for his part, was in favor of adding it.

Reverting to the toast of Canada and the Empire, Mr. Fitzpatrick said it would be a crime to desire any change in the political relations in the Empire. "No change can take place by which we would benefit; no change can take place by which we would not lose."

He was glad of an opportunity of meeting so many Canadian manufacturers. The manufacturers are doing a public service of importance in giving the government advice. The government must learn from business men.

F. D. Monk.

Mr. Monk was accorded a reception which left no doubt of his popularity and which must have been very gratifying to him. He said it was always a pleasure to him to come to Quebec. He felt he would have failed in his duty if he had not come to this demonstration in honor of the most important business organization in Canada. It might seem strange that a gathering of practical business men should meet in this city of historic associations, but after all it was a fitting tribute to the importance of the industries of the "Ancient Capital." The toast was an important and patriotic one. The man who has not seen Canada can not properly appreciate the mission of the Manufacturers' Associations. We learn far too little of our own country from our early education. He had seen enough of the natural resources of the older provinces to know that we have a magnificent inheritance. We must keep that untold treasure for Canadians. And then when we see the great West beyond, acquired by men who saw farther into the future than their fellows, we can understand the patriotic duty of the manufacturer. He himself had seen the great West with the amazement of the child who first stands before the ocean. In area the West is an Empire in itself—the manufacturer and business man must play an important part in developing that Empire. Statesmen must recognize the justice of the manufacturers' claims.

"There is an impression abroad in some quarters that you are looking only for your own interests. But that must be corrected. Your aim is not a nar-

row one. You are intent on building up the country and you are entitled to the greatest consideration."

He knew that the country had prospered during the past few years, but when England is reconsidering her position does it not behoove us in the face of the hostility of other nations to look to ourselves? On the principle of "Canada for the Canadians" is it not our duty to shape our conduct and arrange our tariffs so that we shall not suffer from the rivalry of other nations intent on protecting themselves?

None of us want a Chinese wall, as the Minister of Justice has said. But if we are agreed on the principle at stake is it not the case that the best men to give the government information are the manufacturers? "Admitting

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We offer a splendid value in this fruit to retail at 10c.—and give you a good margin—

See our travellers
or us drop a card.

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Davidson & Hay,

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Buy goods that you can sell again. There are cheaper Jams, Jellies and Orange Marmalade than

Upton's

Does it pay you to buy them?



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the necessity of tariffs in the face of foreign hostility, I for one would be ready to support the creation of a commission which would communicate with your association and give effect to principles on which we are agreed giving our industries the protection which those of the United States receive."

In all our banquets now a place is found for the toast to Canada. With the name of Canada is coupled that of the Empire. There was no man born under the British flag who would not cordially drink the toast of the Empire. We talk of the vast extent of the Empire upon which the sun never sets, but whatever may be the fate of England it will be said of her that she has given birth to such dependencies as Canada and Australia, and has endowed them with that glorious freedom which is the birthright of every citizen of the Empire. No other nation could make such a boast.

There was no more interesting spectacle than the great discussion in England of the fiscal question and the relations of the different parts of the Empire. The speaker's mind and heart was an open one with respect to any new relations which might be the outcome of the present discussion. We are happy now and, thanks to the liberty which England has given us, we must be left free to examine those proposals whatever they may be. He entertained no doubt but that with the spirit of liberty which animates the Empire the examination of those proposals would result in the good of all concerned. (Long continued applause).

The City of Quebec.

Mr. Amyot then called upon C. C. Ballantyne, chairman of the Montreal branch, to propose the toast of the City of Quebec, coupling with it the names of Mayor Parent and W. A. Marsh.

C. C. Ballantyne.

Mr. Ballantyne said it was always a pleasure for him and other members of Montreal branch to visit Quebec. The city was quite familiar to him. He first visited it 12 years ago and he knew no city which had made the same progress. At that time there were no electric cars, there was no Chateau Frontenac, the streets were not paved. It is largely owing to the efforts of Mayor Parent that this city has made greater progress than any other in Canada. Mr. Parent was the best mayor in Canada. Also premier of the province, he has taken a wide interest in public affairs. His example was an inspiration to all business men for the speaker understood that he invariably starts work at 8 o'clock in the morning.

He would not refer to the past history of Quebec. That aspect had been dealt with by previous speakers. The city should be proud of her sons Fitzpatrick and Parent.

The Minister of Justice had said that Quebec was noted for her vegetables, but the speaker wanted to add that it is noted for the most charming ladies of Canada. ("Hear and Hear," and cries of dissent. "What about Toronto?" "What about Montreal?")

Mayor Parent.

When the toast had been duly honored Mayor Parent on rising received the ovation of the evening. "Napoleon," as

his admirers fondly call him, is a favorite in Quebec.

He said that he appreciated very much the honor of responding to this toast. Mr. Ballantyne's remarks were especially gratifying because he came from Montreal. But he could not claim so large a personal share of the credit for the progress of the city; much was due to the loyal support of his colleagues in the council.

The interchange of ideas at such gatherings must facilitate business intercourse. In the Province of Quebec business men are willing and ready to profit from suggestions.

After welcoming the visitors to Quebec Mr. Parent told some interesting stories of business in Quebec in the 17th and 18th centuries, when the manufacturers were accorded a protection that was absolute prohibition of imports.

Person found with an article of foreign manufacture was fined. Vessels carrying foreign goods to Quebec were confiscated. The merchants of Montreal were allowed to buy only from those of Quebec. He took it that the manufacturers of to-day were asking nothing unreasonable.

Mayor Parent was given another ovation at the conclusion of his speech.

W. A. Marsh.

Mr. Marsh said there were three reasons why he had little to say. The first was his innate modesty, the second was the fact that he is a manufacturer and not an orator, the third was that "there were others." "If you have enjoyed your visit to Quebec as I have enjoyed your company, that banquet has been a success. If the assurances of the politicians mean anything, we manufacturers can stop talking and go to work."

Canadian Industries and Commerce.

Mr. Amyot then called upon Hon. J. D. Rolland to propose the toast of "Canadian Industries and Commerce," coupling with it the names of Alderman Sadler, Montreal, and Hon. Raymond Prefontaine.

H. J. D. Rolland.

Hon. Mr. Rolland spoke briefly in French, the keynote of his address being "Canada for the Canadians." He referred to the motto on the wall—"The grip and password of a true Canadian, 'Made in Canada.'"

Alderman Sadler.

Alderman Sadler said he had enjoyed the banquet but would have enjoyed it more if he had not been requested to take the place of Col. Burnham. He would not go back 200 years, as Mayor Parent had done, but he would compare 1891 with 1904. In 1891 the manufacturers of Canada had invested between four and five hundred millions in the industries of this country, whereas now their investments are between eight and nine hundred millions. When such large amounts are at stake, the interests of the manufacturers demand careful attention. He agreed with Mr. Monk that a commission was desirable to arrange the tariff. Half of our imports are manufactured products and three-quarters of these goods come from the United States. A commission might find how much of those goods we can manufacture in Canada.

Hon. Raymond Prefontaine.

Mr. Prefontaine spoke briefly in French. He dwelt upon the necessity of building up and fostering Canadian industries and declared amid applause that the manufacturers are undertaking a patriotic duty. He spoke of the possibilities of the St. Lawrence route and of the growing trade of Canadian ports. The exodus of young Canadians to the United States was being stopped. He declared himself unreservedly in favor of protection to Canadian industries.

The Chairman.

This was the last toast on the program, but before the applause had died away Robert Crean was on his feet to propose the health of Chairman Amyot. The growing membership in Quebec City was largely due to the efforts of Mr. Amyot.

He wished to impress upon the members of the Government that the Manufacturers' Association commenced a few years ago with a membership of 130, which has since grown to 1,500. During the last year, new members have been added at the rate of 25 to 50 per month. It was the aim of the association to make its membership so influential that it could approach the Government with confidence. "When you eat sausages, gentlemen, all that you want is confidence."

Louis Breithaupt.

Mr. Breithaupt said he had come 600 miles from Berlin to attend this banquet. It was always a pleasure to him to come to Quebec, a city noted for its hospitality. He had been interested in the speeches of the politicians who, as usual, "talked around the stump."

He spoke of the industries of Berlin, which sends out 100 travellers. From Limburger cheese to lager beer, everything was manufactured in Berlin.

"We are here representing both sides of politics, but we are agreed on a policy although we are not sure what to call it. I am not sure whether it is "adequate protection," or some other kind, but we want enough of it to keep Canada for the Canadians."

The speaker closed with a word for the ladies of the West, next to whom the ladies of Quebec are undoubtedly the best.

Mr. Amyot briefly thanked the manufacturers for coming to Quebec. He hoped that the annual meeting might soon be held in Quebec.

The gathering then dispersed to the tune of "God Save the King."

Notes.

"Napoleon" Parent was a favorite.

The "Leather Section" contributed much to the hilarity of the evening.

The absence through illness of President Geo. E. Drummond was much regretted.

"Pure Gold" stories, serious and humorous, kept the Montreal party entertained during the trip to Quebec on Saturday afternoon.

Secretary R. J. Younge, who was called upon at the last minute to propose the toast of "Canada and the Empire," in place of President Geo. E. Drummond, delivered a very eloquent address.



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Pure Coffee and of the best
value possible to produce.

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DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Provisions Imported by Britain January, 1904.

THE British Board of Trade returns for January just available afford some interesting information for the provision trade. It seems that the only articles of provisions in which the imports for January, 1904, exceeded those for the corresponding month in 1903 were fresh beef, (preserved meat), cured or salted fish and butter.

Fresh Beef—The value of importations of fresh beef to the United Kingdom for the month of January, 1904, total £651,091, an increase of £16,609 over those for the corresponding month in 1903. Of this total £488,069 represents the value of the fresh beef imported from the United States, and £134,501 that of the same commodity from Argentina, the latter being slightly less than last year's importation. The total importations of preserved meat during January, 1904, are valued at £241,579, as against £194,088 for the same month last year, the increase in beef alone being £64,984.

Fish—There is also a large increase in the value of cured or salted fish importations: £227,081 represents the total importations for January, 1904 an increase of £106,651 over those for January, 1903.

Butter—Is noticeably on the up grade. The United Kingdom imported during January, 1904, butter to the value of £1,939,168, as against £1,850,313 worth in January, 1903. Denmark easily heads the list with £758,347; although the imports from the premier butter-producing country in the world are away behind those of last year. The value of Canada's contribution for January, 1904, is modest, being only £13,767, yet it shows an increase of £1,441 over her butter exports to the United Kingdom for January, 1903. It is also significant that importations from foreign countries have generally declined, including those from the United States, while the quantity of butter imported from the colonies and dependencies of the British Empire has increased prodigiously. For

instance; importations from Victoria this January are valued at £266,509 as against £8,313 for the same month last year. In 1903 New South Wales did not send any butter to the Moucherland; this January she sends to the value of £130,407. There is likewise an increase in importations from New Zealand.

There are several interesting features where imports for January, 1904 are behind those of 1903. In cheese there has been a falling off representing £81,623, principally noticeable in importations from the United States, although there have been marked increases in the value of cheese imports from the colonies of Great Britain. In eggs there has been a slight decrease. Importations for January, 1904 are valued at £441,846 as against £446,623 for January, 1903.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago Ill., under date of March 1st, wrote The Canadian Grocer as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1904. Mar. 1.	1904. Feb. 1.	1903. Mar. 1.	1902. Mar. 1.	1901. Mar. 1.	1900. Mar. 1.
Liverpool and Manchester	30,000	15,000	13,500	5,500	6,500	29,000
Other British ports	8,000	2,200	3,500	3,500	5,000	6,000
Hamburg	12,000	16,000	15,000	13,000	9,000	10,000
Bremen	1,000	1,000	2,000	1,000	2,000	3,000
Berlin	2,500	2,500	2,000	2,500	2,000	2,000
Baltic ports	11,500	9,500	10,000	8,500	6,500	5,000
Amsterdam }	1,200	500	2,000	2,500	1,000	2,000
Rotterdam }						
Mannheim }	3,000	3,000	7,500	2,500	1,500	3,000
Antwerp }						
French ports	1,800	1,800	500	1,800	4,500	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	71,500	52,000	56,500	41,800	39,000	65,000
Afloat for Europe	50,000	65,000	50,000	75,000	75,000	60,000
Total in Europe and afloat	121,500	117,000	106,500	116,800	114,000	125,000
Chicago prime steam	58,324	16,760	12,293	58,361	44,272	112,017
Chicago other kinds	21,419	15,235	12,011	13,567	8,283	14,251
East St. Louis	1,725	1,090	.....	1,545	7,321	9,000
Kansas City	13,157	6,756	6,423	12,241	7,268	4,713
Omaha	4,290	2,365	3,703	6,302	2,771	3,340
New York	6,934	9,095	6,525	7,904	7,465	9,621
Milwaukee	6,634	3,683	862	2,300	2,078	7,041
Cedar Rapids .....	.....	.....	.....	1,030	2,356	4,159
South St. Joseph	5,970	4,190	2,694	5,276	3,099	1,395
Total tierces	239,953	176,174	151,011	225,326	198,913	290,537

Victuallers Complain Against Grocers.

AT the monthly meeting of the Montreal Licensed Victuallers' Association, in Monument Nationale, Montreal, on March 2, the secretary, Alderman L. A. Lapointe, reported that under the instructions of the Federation of Wine and Spirit Merchants of the Province of Quebec, and the Licensed Victuallers' Association of Montreal, he had written to the provincial treasurer asking whether the Government intended to amend the license act during the coming session, and if so to allow the Federation the privilege of submitting certain recommendations.

Complaints have been made that grocers having liquor licenses have been violating the law by selling drinks over the counter after the style of restaurants. Mr. Lapointe suggested as a remedial measure that grocers' licenses be limited to 100, cutting out some thirty offenders known to the association. He also hoped the Association of Grocers would take the matter in hand as it was manifestly unfair that hotel and restaurant keepers were obliged to promise not to transgress the license laws, while certain grocers openly defied the laws with impunity.

The potato crop of Russia for 1903 is estimated at 931,009,626 bushels, against 1,041,098,242 bushels in 1902.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,
LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control the product of

**"The Charlottetown
Preserving Co."**

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

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

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

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

Chipped Dried Beef, sizes, 1's and ½'s.

Honeycomb Tripe, sizes, 1's and 2's.

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

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

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

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

Kidney Stew,

Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

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

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

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

Fresh Pork SAUSAGE

Always a savory subject to talk about. Just now we can make it interesting for you also. Write us, wire us, or call us up by phone. For two weeks shipments have been cut off on account of snow blockade, that is now over, the sun shines once more. Sausages are wanted.

Also Beef, Bolognas, Liver and Blood Pudding, Frankfurters and Brawn. All sent promptly by express.

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

Our Hams and . . Breakfast Bacon

are Sugar-Cured,
Full-Flavored,

Delicious and
Appetising.

Just the quality your trade demands.

Prepared from selected Pea-Fed Hogs only.

**WE ARE BOOKING EASTER
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

LIMITED

Easter Trade

is a holiday trade it wants the best.

Rose Brand Hams Rose Brand Bacon

mild, sweet cured, fresh smoked, give tone and quality to your display. Order now from **Peterborough, Hull or Brantford.**

The George Matthews Company, Limited.

Established 1868.

Large Profits



on cheap goods
don't pay in
the long
run.

Your profits on
Gillett's Goods are
good all the time be-
cause the goods are **PURE**,
well advertised and steady sellers.

Try **MAGIC BAKING POWDER**
as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

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We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision trade is beginning to improve as a result of the milder weather. Supplies of hogs are coming more freely than last week because of the improvement in transportation facilities. There is a fair demand for cured meats, in which trade at this season of the year is never more than average. Lard holds firm at recent advanced prices. Dressed hogs have advanced 25c. per hundredweight and plate beef is 50c. firmer. Long clear bacon has advanced 1-4c. Short cut pork is 50c. firmer. Heavy mess pork and shoulder mess pork show a wider range of prices than last week although provision dealers are not unanimous on this point, the general tendency is for pork to become firmer. Beef, mutton, lamb and veal are quiet, with last week's prices unchanged. Our quotations are as follows:

Long clear bacon, per lb.	\$ 0 08	\$ 0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13½
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	16 50	17 50
Short cut, per bbl.	18 50	19 00
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08	0 08½
" " " " " "	0 08½	0 09
" " " " " "	0 08½	0 09
" " " " " "	0 08½	0 09
" " " " " "	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 75	6 50
" " " " " "	6 50	6 50
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	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—The quantity of butter coming forward this week has decreased considerably. The quality of creamery received recently has not been up to the mark; much coming to hand has a "turnipy" flavor. Receipts of dairy butter are also light. Creamery butter is 1c. firmer in price all around. Diversity of opinion prevails regarding the price of dairy prints one firm says there has been an advance, another, that the price quoted below rules, and that there is a plentiful supply on the market with prospects of further receipts shortly. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy rolls, large	0 15	0 16
" prints, large	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market continues featureless. There is no particular local demand and the English market seems to be at a standstill. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10½	0 10½
" twins	0 11	0 11½

MONTREAL.

Provisions—The market has ruled steady during the week, and no quotable changes are reported. The demand for smoked meats has been fair, considering the season. Lard is quiet and unchang-

ed. Some reduced prices are said to have been quoted on round lots of Canada short cut pork. The market for dressed hogs has not been active. Prices remained at \$7.25 to \$7.50 for fresh killed abattoir stock, and \$6.75 to \$7.25 for light country killed. 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 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 08
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
40-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01
Wood net, tin gross weight—		
Pure lard, pails	1 77½	1 77½
" tubs	0 08½	0 08½
" cases (6 10-lb. tins)	0 0	0 0
" cases (12 5-lb. tins)	0 09½	0 09½
" cases (24 3-lb. tins)	0 09½	0 09½
Wood, Tin.		

Butter—The change in the weather did not affect the local butter trade to any appreciable extent. There has been a fair demand locally since the beginning of Lent, and a better feeling is reported in England. Not much, however, is expected from that at this late date. Summer goods are quoted lower this week, and it is not thought that more than 19c. could be obtained. There is, however, not a great deal on the market now. Dairy rolls are this week quoted at the same price as dairy tubs. We quote:

Fancy Winter creamery	0 20	0 21
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	0 21	0 22
" fresh prints	0 21	0 22

Cheese—A slightly lower quotation is given this week, though dealers strongly deny that this is any indication of weakness in the market. There is nothing of any consequence doing, at the new price, which is 10 to 10 1-4 for September or October make. Some dealers, however, are apparently a little easier in their views. But as far as the statistical condition of stock here and in the Old Country is concerned, the position of Canadian holders of cheese is a good one, and there seems to be no reason why they should not stick to their prices. In view of the usual consumption of cheese in the Old Country, and the Board of Trade reports as to the amount of goods held there, it seems almost a certainty that they will be forced to buy before the new goods can be marketed. A good many cables are passing between the two countries, but it results in very little business. Some cheese is going forward, but it is likely stock that was held here for English account. Our estimates last week of the stock held here, proved to be about right, there being slightly over 100,000.

St. John.

Provisions—In barrelled pork and beef the market is firm though prices show but slight advance. Considerable quantities of domestic packed pork is offered. In pure lard a large stock is held. While prices seem higher Chi-

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN H. PINKS,

Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

YOU WHO BUY IN CARLOADS,

take up with us the subject of

MACARONI

We have a better article and a better selling article and a more profitable article than that imported—you to be the judge.

Send for samples and price list.

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

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 Hooley, Manager.
54 Noble St., TORONTO
Phone Park 513.

This cut represents No. 13.

Rooms
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Butter Ware
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are
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& Co.

Hamilton and Winnipeg.

It Commands Attention —

“Cardinal” CHAMPAGNE!

Cardinal Champagne is a true wine, most agreeable to the taste, and highly prized by the consumer.

It is an excellent product, and the price is reasonable, leaving a substantial profit to the retailer.

Ask our prices.

They will interest you.

We are agents for Canada for
CARDINAL CHAMPAGNE.

Special values in

Japan Teas,

—ALSO—

Barbados Molasses

—If you have not yet received
—one of our 3-color maps of
—the seat of war between
—Russia and Japan, write for
—one. It will be sent to
—you FREE.

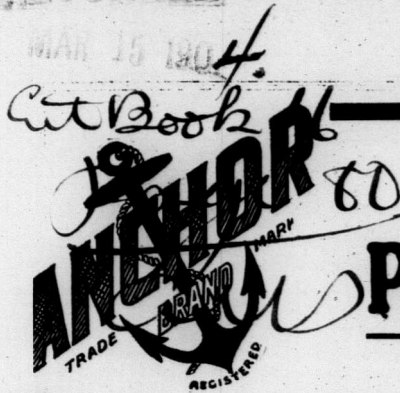
Laporte, Martin & Cie.

Wholesale Grocers and Wine and Spirit Merchants,
MONTREAL.

RETURNED

MAR 15 1904

THE CANADIAN GROCER



THE "MONEY-BACK" KIND.

PRESERVES and MARMALADE

Don't
you
want
some
?

We know you would if you know their good qualities.

At this season of the year mostly all of your customers have used up their home-made preserves, and are looking for something to take their place until fresh fruits come in. You can fill the demand with our "ANCHOR" goods.

PRESERVES

made from the choicest fruits only. No filling of any kind.

Put up in 15 and 20-oz. Glass, cases 2 Doz.

MARMALADE

made from selected Seville Oranges and finest Granulated Sugar.

In 1-lb. (net) Glass Jars, Quart Gem Jars, and 7-lb. Sealed Tins.

GUARANTEED ABSOLUTELY PURE.

TWO GOOD REASONS TO PURCHASE :

FIRST—They are QUICK and PROFITABLE sellers. SATISFACTORY alike to both Dealer and Consumer.

SECOND—OUR QUOTATIONS at present are particularly attractive.

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

ago market is unsteady. Refined lard is held firm. Rolls and hams are unchanged. In fresh meats a fair business is reported at even prices. Some particularly nice veal is offered. Pork is offered freely. Lamb is firmer and in light supply. Mutton is dull. Dealers largely depend on the Winter port steamers.

Mess pork, per hbl.	\$17 50	\$19 00
Clear pork "	19 00	21 00
Plate beef "	13 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 07	0 08
Mutton "	0 05	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09
" pails "	0 09	0 09
Refined lard, tubs "	0 08	0 08
" pails "	0 08	0 09

Butter—There is a fair supply of medium grade, but for best quality the trade is buying freely in the West.

creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—The supply is still short. Except for Western eggs here, market would be practically bare. It is thought the limit has been reached.

Eggs, henry	0 45	0 50
case stock	0 35	0 38

Cheese—There is but a light supply, but holders of stock are not making the profits of last Spring.

Cheese, per lb.	0 12	0 13
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Provision Notes.

The regular show of the Eastern Ontario Live Stock and Poultry Associations announced for March 7-11 at Ottawa is in progress as The Grocer goes to press.

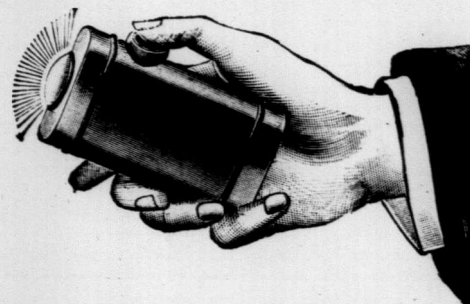
The annual meeting of the Kemptville Cheese Board was held March 2, when the secretary reported 33,958 boxes of cheese boarded 7,000 of which were white and that operations for the last season had been satisfactory to buyers and all parties concerned. The old officers were all re-elected.

The annual exhibition of the Quebec Poultry Association at the Drill Hall, Grande Allee, Quebec, was formally opened on March 1 by Hon. A. Turgeon, Provincial Minister of Agriculture. The consensus of opinion is that this year's exhibition is the most successful ever seen in Quebec.

ELECTRIC VEST POCKET LIGHT.

THE American Electrical Novelty & Mfg. Co., 232 McGill street, Montreal, are offering the Ever Ready vest pocket light here illustrated. It is especially serviceable for merchants, clerks in entering warehouses, cellars, as

well as for tourists or travellers, as it can be placed under the pillow for instant use. It is very compact, weighing but 7 ounces and measuring, over all, 3-3-8x2-5-8x1-5-16 inches. The body is black with ends of nickel plated brass. In one end is an electric light bulb with reflector and bull's eye lens the light be-



Ever Ready Vest Pocket Light.

ing supplied by two cylindrical dry batteries, the necessary circuit being closed by pressing the push button as shown. This device gives a generous light, the batteries being renewable at nominal cost, and easily obtained from any of a large number of depots handling their goods, of which there is a large line of the same general character.

Mrs. Dooley

is getting a prominence that is pronounced enough to turn the head of some people. But people can't afford to be vain in business, and so Mrs. Dooley is as humble as the circumstances require.

Mrs. Dooley's Laundry Soap

—the soap that contains borax, is being sold now from ocean to ocean, a remarkable achievement for a soap that has not been offered to the trade until only about six weeks ago. And the secret of its expanding trade lies in the merit of the soap itself.

And you? Have you inquired for it yet?

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Why?---that's
the question.
Why should
the grocer
handle
Orange Meat

—the
New Cereal?

We shall provide answers to this question week by week and we want you to listen.

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

Fresh and Cured Fish

Herring-Curing in Canada.

THE following extract from the Fish Trades Gazette, on "Herring-curing in Canada," cannot fail to interest all concerned in the fisheries of the Dominion:

"Our Canadian friends in the herring trade are getting stirred up a bit, in order that they may attend better to their own interests. The Dominion Minister of Marine and Fisheries, Mr. Prefontaine, has the opinion that Canadian herring do not command the price and favor they would, were more attention paid to the curing and packing by those interested in this important part of the business. He proposes to bring over to Canada Scotch fishermen and others practical in the catching and curing of herring to instruct the local fisherfolks in the best way of preparing the fish for market.

"The initial operations to be commenced within two or three months at Canso, and possibly other points on the Atlantic Coast, will be watched with anxious interest, and as the practical part of the work is to be in the hands of a most competent and energetic herring curer from Scotland, the object lessons which these first experiments will provide must have a widespread effect.

"There is abundant evidence that the fishing population has awakened to the importance of this scheme. They realize that the herring fisheries of the Dominion have yielded them not more than a fraction of the wealth that will come into their hands by the adoption of improved methods of handling and curing their catch."

Fishing on the Decline in Nova Scotia.

"Last season marks the beginning of the decline of the banking industry of Lunenburg," says a prominent Nova Scotian. He bases his remarks on the fact that last season's partial, in fact almost total, failure of the fisheries, has discouraged the fishermen. The outlook for the coming season is very poor. A large number of the fishermen have left for Gloucester and other American fishing ports and many others are planning to go. At the present time it is almost impossible to secure men to man the vessels this season, and it is very likely that a number of boats will have to lay at

their wharves all Summer on that account. Since the fleet arrived home a number of vessels have been sold and several others have been cast away. No new ones are being built; at the same time last year there were over twenty under construction.

This looks bad for the fishing industry of Lunenburg for 1904. But it must be admitted that if the coming season turns out to be a good one, the tables will be reversed another year.

Fish Notes.

On account of the depressed condition of the salmon market many canneries in Alaska will not be operated this year. The cause for unfavorable market conditions is primarily over-production.

A new fish firm to be known as the J. Sutton Clark Co., is seeking incorporation in New Brunswick. It will take over the sardine canning business at L'Etang, Charlotte County, and New Edinburg, Digby County, now carried on by J. S. Clark.

The Dominion Government will shortly consider New Brunswick's claim to the ownership of the sea coast fisheries and tidal waters, and to a share of the Halifax fishery award. New Brunswick wants to have a test case referred to the supreme court in order to determine her rights.

A conference of fishery representatives of the different states bordering on the great lakes and Ontario, was called for March 8, at Detroit. The object of the conference was to agree upon a uniform set of fishing regulations for use in both Canadian and American waters.

It is reported that the Dominion Government has finally agreed to allow the erection of fish traps near Victoria, B. C. Cannerymen on the Fraser River, until recently bitterly opposed to the innovation, see now that it is the only effective way of check-mating the destructive work done by American traps at Point Robert.

At the Salmon Fisheries Congress recently held in Seattle, one of the items of particular interest was a discussion of the proposed hatchery to be located on the Fraser River. American canneries are desirous of arriving at some "modus vivendi" for a joint American and Canadian hatchery on the Fraser.

The Pickle Question

is an important one to every grocer and general merchant. It is to you. Consequently, when you are credibly informed that last year we sold to the trade of Canada over **25,000** cases of

ROWAT'S PICKLES

it must strike you that these pickles must have merit in a high degree to secure such an enormous sale against the many domestic and foreign brands on the market.

Let us tell you these facts:

ROWAT'S Pickles are sellers, they are not "shopkeepers." They are sold **all the time**, not asked for now and again by your customers, but once sold always bought. Isn't that an argument for you to handle them? Think it over, and when ordering **Pickles** again ask for **Rowat's**.

SNOWDON, FORBES & CO.
MONTREAL.

200 Book 16
Page 15
A



NOTICE: On account of our having been notified by Messrs. Lea & Perrins, of Worcestershire, England, that our label was a colorable imitation of their label, and therefore an infringement of their patent, we have decided rather than enter upon a law suit to change the style of our label and wrapper. We herewith publicly disavow any intention or desire to injure our esteemed competitors, Messrs. Lea & Perrins, and regret that we have seemed to transgress their rights.

OUR NEW LABEL.

The trade who have handled our Sauce are well aware of its superior merit. It is made from the old East India recipe of Dr. Samuel Langley, Malvern, Worcestershire. Labels have their value, but our Sauce does not depend upon labels for its sale when once known. Our new label---a more attractive one in our opinion than the old---indicates no change whatsoever in the contents of our package.

We cordially thank the trade for their kind patronage and generous recommendation of our Sauce, and confidently hope for a continuance of favor from both the trade and the public.

The American Coffee & Spice Co.

109 Front St. East, TORONTO.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

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

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

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
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.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

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

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.

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Greig, Robt., Co., Toronto.

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

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Cameron, Gordon & Co., Winnipeg.

Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

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Computing Scale Co. of Canada, Toronto.

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Todd, J. H., & Son, Toronto.
White & Co., Toronto.

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Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
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Tilson Co., Tillsonburg, Ont.

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Eby, Blain & Co., Toronto.
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Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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

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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Hudson, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
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Pure Gold Mfg. Co., Toronto.
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Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

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

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Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

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

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Lytle, T. A., Co., Toronto.
Patterson's—Rose & Lafamme, Montreal.
Snowdon, Forbes & Co., Montreal.
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Oakey, John, & Sons, Montreal.

Polishes—Stove.
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Eureka Refrigerator Co., Toronto.

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

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Metropolitan Soap Co., Toronto.

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Davidson & Hay, Toronto.
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Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

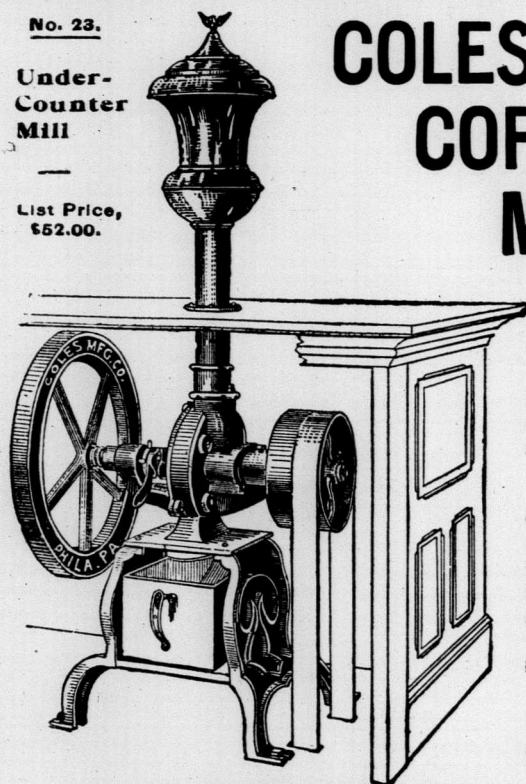
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The Canadian Salt Co., Limited,
Windsor, Ont.

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.

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It is easy to sell a good article—Celluloid Starch practically sells itself. So many women know that

Celluloid Starch
Never Sticks Requires no Cooking.

that they will not use any other kind. It is easy for them to use, and easy for you to sell.

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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TOURIST TRADE.

SIGNS are not wanting that the Summer of 1904 will see an unprecedented rush of tourists and Summer visitors to Canada, and the wise merchant will spend some of the leisure time which the snow blockade has given him in planning ways and means whereby this profitable tourist trade may be secured. Canada is now "looming large" before the British public and the number of English visitors to Canada is bound to be largely increased. The newspapers have remarked on the large number of English tourists who have braved the rigors of an exceptionally severe Winter and have enjoyed themselves. When such large numbers have come in Winter how many may we not expect during the Summer months?

But perhaps the greatest increase may be expected from the United States where the wealthy classes in their search for Summer enjoyment are becoming more and more interested in Canada.

EDITORIAL

That the great railways realize the possibilities of this trade is evidenced by the increasing attention which they are devoting to the task of attracting tourists. L. O. Armstrong, colonization agent for the C.P.R., attended the Sportsman's show held recently in New York and he has returned to Canada more than ever impressed with the possibilities of this class of trade. He found the wealthy classes taking more interest in the show than ever before and inspired with an ever increasing love of a life such as is offered in and about Canadian woods, streams and lakes. He found that many of the wealthiest people in the United States are arranging for a Summer's outing in Canada, some at the regular Summer resorts and some in British Columbia, the Northwest, and the northern portions of Ontario and Quebec. The lake regions of Southern Quebec and the natural beauties of the Maritime Provinces also claimed their admirers.

The delights of Canadian Summer resorts and the pleasures of a Summer in the Canadian lake regions were placed before the visitors at the Sportsman's Show by the representatives of the Canadian railroads and the result is bound to be a larger influx than ever of American visitors.

The C.P.R. had a very large exhibit at the show and its corps of ten guides, some from British Columbia, some from the northern posts of the Hudson Bay Company, and others from the northern sections of Ontario and Quebec were kept busy arranging details with parties for next Summer. In previous years, the railways have had difficulty in finding a sufficient number of trained guides, and the C.P.R. is now contemplating the establishment of a school for the instruction of guides. This shows that one railway at all events is thoroughly in earnest.

Now what does all this mean to the merchant in Canada? It means that many Canadian towns are to see a great influx of visitors this Summer the majority of whom have money to spend and are willing to spend it. In a town where

The
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tourists may be expected, the merchant should make a special effort to cater to this class of trade. If possible, souvenirs of local interest should be collected for this trade. The merchant could gather many ideas by a visit to city shops where such goods are sold. But trade need not be confined to souvenirs. There are many staple articles which will be required during a Summer's visit and this class want the best. The merchant whose town is favored by the Summer visitor should prepare to supply this trade.

THE RECIPROCITY QUESTION.

IT is not sound economically to contend that reciprocity in its proper sense with the United States would not be a good thing commercially.

Reciprocity with the United States is not a defunct issue because it is an undesirable international business arrangement. It is because the people of Canada are as fully persuaded as they are of their existence that reciprocity, as the compilers of dictionaries, economists and business men understand the term, is not so understood in the United States. And yet we were told 13 years ago by a writer in the North American Review that the word was first officially used in 1782 in the provisional treaty of peace between Great Britain and the United States.

"Mutual equality of rights and benefits" is the definition of reciprocity according to one of their own lexicographers. But the interpretation they put upon it is the very opposite of the root meaning of the word. No arrangement which does not allow at least 90 per cent. of the advantage to accrue to them is acceptable.

Our tariff is about 50 per cent. lower than that of the United States and as they already sell us about \$66,000,000 worth more of merchandise than they buy from us they should, as an evidence of their good intentions, approximate their tariff to ours. Both countries would be then on an equal footing and perhaps nearer than they now are to the starting point for an equitable reciprocal arrangement.

In the meantime the National Board of Trade, manufacturers' associations and other commercial bodies in the United States may pass many resolutions and scatter broadcast much printed matter. It may help them to appreciate Canada and perhaps incidentally to learn what reciprocity really means. But until they bring forth fruits meet for repentance there is not even a possibility of reciprocity with Canada being obtained.

GROCERS' PROTECTIVE ASSOCIATION.

AMONG the interesting news items for the week is that of the formation of a Protective Association by the Grocers of Gananoque, Ont. In their anxiety to profit from the experience of older associations of a similar character they would be glad to receive through their spokesmen, Shields Brothers, general literature bearing on the subject of grocers' associations, and in particular, copies of constitutions of such associations.

The Grocer would also be glad to receive copies of constitutions of grocers' organizations for its bureau of information, where they will be placed on file for future reference, the same to be always available for the use of the friends and patrons of The Grocer.

THE REMEDY FOR CORRUPTION.

IT is clear that Canada must look beyond the two great party organizations for a remedy for the corruption which is so frequently disclosed in voting contests, municipal, provincial and Federal. The organizations of the two parties are two skilfully devised machines whose first and final duty is to win. To leave to them the guardianship of the morality of our voting system would be an anomaly.

It is said that the balance of political power rests with the man who does not attach himself to either party. Granting this, it is at once apparent that the business men of Canada or of any section of the Dominion could readily, by united decision to hold out for any reasonable and just end, so influence the

electorate as to make imperative their demands.

A few years ago municipal politics in Montreal had reached such a level that business men under the leadership of Mr. Ames, now a candidate for parliamentary honors, instituted a reform movement, the cumulative force of which resulted this year in the election of Mayor Laporte by an extraordinary majority.

A few weeks ago the business men of Regina organized to invigorate the Town Council, which had got into a rut and was hindering the progress of that town by its lassitude. The results of the organization have been remarkable. The town has been improved in appearance, in its status as a distributing centre, and in its reputation for progressiveness and enterprise—a valuable asset to a town as well as to a business concern.

A grave responsibility rests upon the business men in these matters. They understand the trouble and they have the remedy in their own hands. Have they the moral courage to ignore party exigencies and look first to the welfare of the country? 'Twill be their own loss if they do not.

NOT THE MAN FOR THE PLACE.

London, March 2.—The Daily Chronicle, referring to the rumor that Sir Richard Cartwright is to succeed Lord Strathcona, says that the former is a slashing debater, a man of culture and a friend of the late W. E. H. Lecky.

THE above press despatch refers to a rumor which has from time to time gained considerable credence on this side of the Atlantic. It is to be sincerely hoped that "there's nothing in it."

Sir Richard Cartwright is one of the foremost public men of Canada, one of the most effective debaters in the Canadian House of Commons; his career has been as honorable as it has been long. He has, in fact, fairly earned the title of "Nestor of the Canadian Parliament."

Yet he is not the man to succeed Lord Strathcona in London. The office of Canadian High Commissioner is one that calls for strenuous and virile business

enterprise and progressiveness in addition to its social and diplomatic obligations.

Lord Strathcona has been a business man in the truest sense and his presence in London has done much to establish better business relations between the two countries. But even with Lord Strathcona in authority not enough attention has been paid to the needs of the industrial and commercial interests. So strong has been the agitation for improvement in this regard that Parliament voted \$25,000 toward the establishment of a commercial agency in London.

The responsibility for the expenditure of this money rests with Sir Richard Cartwright as Minister of Trade and Commerce. What has he done? What steps have been taken toward the establishment of this agency, which is so seriously needed and so insistently demanded by the business interests of Canada? We are still waiting to hear of the first step in the right direction, the first move in this matter. And from present indications we are likely to continue waiting—for how long none can say!

It is not surprising in view of Sir Richard's seemingly contemptuous indifference to this matter, to his inaction where prompt and progressive action was looked for, that Canadian business men should look upon his appointment to the office of Canadian High Commissioner in London with serious misgivings; more, even with anger.

If Sir Richard Cartwright is sent to London as Canada's representative the social and diplomatic duties may safely be entrusted to him, but another man of proven ability must be sent to take care of Canada's business interests. Such men are to be found in the Dominion Parliament if that be deemed advantageous. Out of the House there are many men of the right type.

In the meantime it is to be hoped that influence may be brought to bear upon Sir Richard to induce him to establish the commercial agency in London for which the necessary money has been set aside.

BANQUET NOTES.

Manufacturing Grocers' Section of Canadian Manufacturers Association, Montreal, March 4, 1904.

THE mild suburban air of Westmount was laden with the refrain in duet of "Where is my Sammy, my Sammy?" and Messrs. Donald and Carsley's voices blended harmoniously.

As an accompanist Mr. Halford certainly is a revelation, he having that proper feeling of shading so lacking in the ordinary amateur and average professional musician.

A perceptible shiver passed through the cross-barred banner of St. George adorning the walls of the concert hall when R. T. Donald rendered that Scotch song—with omissions—

As a cellist Alexander Wills was a decided success, and his solos were highly appreciated. Westmount is to be highly congratulated on possessing within her borders such a finished player.

There will be a mystery unexplained unless Messrs. Halford and Ewing inform the public as to "What became of that dog?" It's about as puzzling as to tell "Who struck Billy Patterson?"

Sam'l W. Ewing, the host of the evening and new chairman of the Manufacturing Grocers' Section, was most attentive to his guests, and the recipient of many flattering remarks. Certainly he left nothing to be desired.

W. H. D. Miller, of the Transportation Department of the Canadian Manufacturers' Association, is a most effective after dinner speaker, and Mr. Younge's running comments are decidedly interesting.

Spice and "P.D."

E. H. Cooper, Montreal, secretary of the section, received congratulations on his improved health. The trip to the West Indies has done him a world of good.

E. T. Cooper's West Indian experiences were highly appreciated and his recital brought out the importance of better trade relations between the Islands and Canada in a degree calculated to make those present think.

STORAGE FACILITIES IN WINNIPEG.

BY referring to their advertisement on page 42 of this issue, it will be noticed that Dingle & Stewart, Winnipeg, Man., are making a specialty of storage and distribution of merchandise. Last Fall they moved into a new warehouse in order to provide accom-

modation for this branch of their business. At the rear of their warehouse is a double track railroad and their premises are in every way convenient for the conducting of general storage and commission business. Mr. Guy V. Dingle one of the members of the firm, has been in Toronto and other points in Canada during the last couple of weeks in the interest of his firm. In conversation with The Grocer he said there was every indication that business this year would be good in the West. Building operations in Winnipeg promise to be fully as extensive as those of last year. Mr. Dingle leaves for the West the latter part of this week.

EXTRACTS FROM EXTRACT PEOPLE.

The Greig Manufacturing Co. has been taken over by R. Herron & Co., of Montreal, who in conjunction with their own extensive plant, will continue to push the "Crown" brand extracts, which have been on the Canadian market for the last 20 years, and have always enjoyed a reputation of being at the top of the ladder as regards high quality and purity among the many brands of extracts before the public.

Herron & Co.'s reputation for high-grade goods in the other lines they manufacture, such as Red Cross Jelly Powder, and a fine line of coffees, spices, etc., will be followed out in the Crown brand extracts, and the trade can rest assured that the quality will be the same as that which has made them popular from ocean to ocean.

PERSONAL MENTION.

Mr. R. Oaten, formerly in the grocery business in Hamilton, died on March 6.

Mr. J. McNally, manager of the Montreal Fruit Auction Co., died on March 5.

Mr. G. Newton, of the British Columbia Sugar Refining Co., is ill at the hospital in Brandon.

Mr. D. W. Douglas, representing E. W. Gillett & Co., Toronto, is doing Ottawa City, the Gatineau Valley and Pontiac Districts.

Mr. Hamill, the newly appointed Canadian manager for the N. K. Fairbank Co., was in St. John this week. The sale for Gold Dust Washing Powder has been very large this season.

Mr. John H. Magor, of Frank Magor & Co., Montreal, is on a business trip to Toronto, Hamilton and London, in the interests of his well-known English houses, Keen's, Colman's, Cadbury's, &c.

Mr. E. Nicholson, wholesale commission merchant and broker, Winnipeg, has opened up a branch of his business in Calgary, N. W. T., under the style and name of Nicholson, Bain & Johnston.

Mr. Martin Niermeyer, export manager for G. F. Sutton, Sons & Co., wholesale French and Italian warehousemen and manufacturing chemists, London, Eng., is in Toronto this week calling upon the wholesale and retail trades.

Mr. C. W. Gregory, representative of Snowdon, Forbes & Co., was a caller at the Montreal offices of The Grocer this week. Mr. Gregory has no complaints of trade. "'Bee' brand goods are sellers," he says.

Mr. John Dickie, of John Dickie & Co., general merchants, Pickering, in an interview with The Grocer this week stated that his business had been surprisingly good during the past two months in spite of adverse weather conditions.

Mr. James Marshall, representing Park-Blackwell Co., Toronto, in Montreal and Eastern Townships, reports having good business despite the extremely hard weather and bad roads. "P. B. brands bacon and hams are in the front rank," said Mr. Marshall, "and we are proud of them."

Mr. P. G. Shallcross, of Shallcross, Macauley & Co., Vancouver, was a visitor to Montreal this week. Mr. Shallcross, while in the city, interviewed a few of the leading manufacturers and arranged for representation in British Columbia, the Northwest and Yukon Territories.

Mr. A. Stuart Ewing, of S. H. & A. S. Ewing, Montreal, is now on a business trip through Manitoba and the Northwest Territories. Reports submitted say business is fair and prospects for Spring and Summer trade good. Mr. Ewing does not intend going further on this trip than Edmonton.

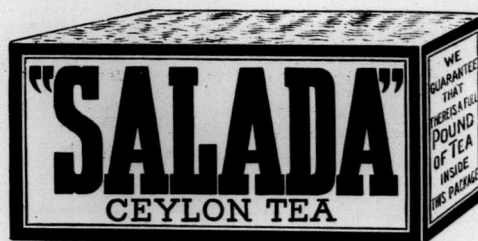
Mr. Paul Gumlich of the Montreal Import Co., has recently returned from a two months' trip to England, Germany, etc., in the interests of his business. Mr. Gumlich has purchased many new and interesting lines, particularly in picture postal cards.

Mr. C. Gyde, Montreal, is on a business trip to Toronto, Hamilton, London and as far as Windsor. Mr. Gyde is meeting with great success in the introduction of Macintosh Toffees, a line lately placed on the Canadian market, and one most suitable for the grocery trade.

Mr. Miles S. Chapman, for the past 7 years head clerk with John Dickie Co., general merchants, Pickering, Ont., has bought out the hardware business of W. J. Reazin. Mr. Chapman will add a stock of tin and granite ware, and a stock of stoves later on. The prospects for Mr. Chapman are bright. He takes with him in his new business the good will of a large circle of buyers; he has youth, fitness, and energy on his side; and the territory he will serve is both large and prosperous. His place in Dickie & Co.'s will be taken by Mr. S. Gormley, whose home is Pickering, but whose acquaintance extends all over Western Canada.

"TIMES ARE PRETTY GOOD JUST NOW

SO MAKE HAY WHILE THE SUN SHINES"



Sealed Lead Packets Only.
Retailing 60c., 50c., 40c.,
30c., 25c. per pound.
**BLACK OR
NATURAL GREEN**

Prosperity can't last forever, some day the clouds may darken . . . Now, you don't want to await the emergency before planning to meet it . . . Isn't it safer to give a thought now by seeing that each department of your business is in good trim . . . Sort out the "culls," the unsaleable goods, the lines that you were told would sell well, but didn't; "don't sell them at a sacrifice"; better send them back to the wholesaler you purchased them from than associate your reputation with goods of questionable merit.

At all times your Tea department will be safe—by using "SALADA" Ceylon Tea as a "Leader."

It's cash value is the invoice cost.
Redeemable by the packers at par.

Think It Over!

"SALADA," Toronto and Montreal.



**"Horse Shoe"
SALMON**

For 25 years the standard in Canada.
Every can guaranteed.
The quality unexcelled.

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

New Pack is in the hands of the
wholesale trade

Take a look at the list of goods we pack, then try them. We are packers of the well-known

"BRUNSWICK" BRAND OF

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¾s.

HERRINGS

In Tomato Sauce
Kipperd

**Clams,
Scallops,**

**Finnan Haddies,
Boneless Fish.**

**Clam Chowder,
Boneless Codfish.**

We offer in season — FRESH FROZEN HERRING and CODFISH.

If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address,

Connors Bros., Limited,
PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

bined with the fact that the arrivals from India and Ceylon have been smaller than the trade had allowed for. Another feature of the British market is the increased attention now being paid to medium kinds of tea which have been depressed for some time. In the local market Japan tea is selling more freely and advances in price have been nominal. In the United States where the higher grades of Japan are dealt in freely, the market has advanced 5c. per lb. since the war broke out. It is expected that prices will appreciate considerably during the next few weeks. There has been a slight easing in the price of Ceylon greens. Inquiries for China greens are becoming more frequent on account of the war in the East. We quote as follows:

Congou—half-chests, Kaisow Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 18	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
seconds	0 23	0 32
thirds	0 16	0 18
common	0 15	0 15
Pingsueys—Young Hyson, 1/2-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—1/2 chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

COFFEES.

Coffee is quiet this week and it is believed that the high prices have had their day. The condition of the market is unsettled and buyers are not anxious to move until it becomes more stationary. The recent sudden break is attributed largely to speculators who ran up the price of coffee and subsequently stocks have been unloaded. The drop in price has not been so noticeable in Brazil as in New York, although it is no less than 2c. a pound from the highest point. Options have dropped and practically no coffee is offering at present. The European market is firmer and there is a tendency for prices to advance. Our quotations are as follows:

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

SPICES.

The spice market is holding firm. A slight advance in nutmegs is reported. Our quotations are as follows:

Peppers, blk	Per lb.	0 18	0 19	Cloves, whole	0 25	0 35
white	0 23	0 27	Cream of tartar	3 25	0 30	
Ginger	0 18	0 25	Allspice	0 14	0 17	

Foreign Dried Fruits.

Trade in dried fruits is exceptionally quiet this week and enquiries are few. The last mail advice from Greece reports a steady market for currants. The

raisin situation continues unchanged; the recent reduction of 1c. per lb. for the Canadian trade was unsuccessful in bringing increased business, because no one has been inclined to enter the market for large quantities. A slight easing of the market is noted with respect to prunes and the demand for prunes is about to begin and is likely to continue for the balance of the season; previously prunes have been hanging fire. Our quotations are as follows:

PRUNES.

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

CANDIED PEELS.

Lemon	Per lb.	0 10	0 12	Citron	0 15	0 18
Orange	0 11	0 13				

FIGS.

Tapnets	Per lb.	0 03	0 03	Elemes	0 09	0 20
Naturals	0 06	0 09				

APRICOTS.

Californian evaporated	Per lb.	0 10	0 15
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PEACHES.

Californian evaporated	Per lb.	0 08	0 12
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CURRANTS.

Fine Filiatras	Per lb.	0 04	up	Vostizas	0 07	0 08
Patras	0 06	0 06				

RAISINS.

Valencia, fine off-stalk	Per lb.	0 06	0 06
selected	0 06	0 07	
selected layers	0 07	0 09	
Sultana	0 06	0 10	
Californian seeded, 12-oz.	0 08	0 09	
1-lb. boxes	0 10	0 11	
unseeded, 2-crown	0 07	0 07	
3-crown	0 08	0 08	
4-crown	0 09	0 10	

DATES.

Hallowees	Per lb.	0 03	0 04	Fards	0 08	0 08
Sairs	0 03	0 03				

Country Produce.

EGGS.

The market has eased since last week and stocks are sufficient to supply demand. The slump in Chicago being largely influential in bringing down the high price. At the present time receipts of eggs from suburban sections are increasing rapidly, and plenty of Chicago stocks are procurable if desired. At the time of going to press dealers predict a further drop to 20c. Our quotations are as follows:

Eggs, fresh laid, per doz	0 23
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POULTRY.

The market continues quiet; with no poultry practically coming forward. Last week's prices continue unchanged. Our quotations are:

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

BEANS.

The bean market is a little firmer this week. Prices have advanced 5c. all round in the country. Primes are 10c. easier. We quote a cheaper line of strained stocks this week. Our quotations are as follows:

Beans, mixed, per bush	1 40
prime	1 50
handpicked, per bush	1 65
water-stained	1 00
Lima, per lb	0 05

HONEY.

Honey is quiet this week, although one firm reports increased sales. Stocks continue plentiful. We quote the following prices:

Honey, extracted clover, per lb	0 06	0 07
sections, per doz	1 50	2 00

Fish.

The feature of the fish market this week is a lively trade and increasing scarcity of stocks, particularly in whitefish. Dealers are unable to tell as yet whether present stocks will last out the season or not. Last week's quotation prices remain unchanged. We quote the following prices:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibee, per lb	0 06
Fresh-water herring, frozen, per lb	0 04
Sea herring, per 100	2 00
Finnan haddies, per lb	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 60
selects	5 25

Green Fruits.

The market in green fruits has brightened appreciably during the last week. As the railroads have finally lifted the embargo on perishable fruit, fruit merchants are able to begin filling back orders. Stocks in the country are believed to be light. California navel oranges are moving freely, quality is good and flavor particularly sweet. Stocks begin to show signs of wasting so that it will be necessary to repack fruit en route from California in refrigerator cars. Florida oranges are out of the market. The demand for tangerines is practically over, and stocks are about done for. Mexican oranges are also out of the market. No Seville bitter oranges have been noticed during the past week. Palermo bitters are 40c. firmer. An increasing demand has been found for Valencia oranges. Stocks are good and the price for large Valencias is 50c. firmer, that for 420 cases is \$1 firmer. Bahama grape fruit is scarce and has advanced in price; Bahama stocks are in demand although California stocks are inclined to drag on the market. Pineapples are beginning to arrive in larger quantities; the regular shipments are now on the way, and after the next few weeks pines will be a common article on the market. One fruit firm expects a weekly turn over of two or three carloads beginning in the near future. Pineapples and bananas will be the fruits most in demand from now on until strawberries come on the market. Bananas are scarce this week, although continuous mild weather will bring in plentiful supplies. Almeria grapes are growing scarce. Lemons are firm, and supplies are below the average. Cranberries are quiet, with considerable stocks on the market. Strawberries will be the feature of next week's market and will retail at 50c. a box.

Florida tangerines, in strans	5 00	5 50
in 1/2-strans	2 25	2 50
Japan	per bundle (2 boxes)	1 25
per box	0 6	

California navels, per box	2 50	3 25
Seville oranges, bitter, per box	2 00	2 40
Bitter oranges, Palermo, boxes, per box	2 50	3 00
Messina lemons, new, per box	4 00	5 00
Valencia oranges, 714 case	4 00	5 00
" 420 case	4 00	5 00
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 00	5 50
Florida pineapples, per crate	3 50	4 00
California grape fruit, per box	1 25	2 50
Bananas, large bunches	1 25	2 50
Apples, per bbl	4 50	7 50
Almeria grapes, per keg	4 50	5 50
Florida tomatoes, per crate	0 25	0 30
Tomatoes, green house, per lb	7 00	7 00
Cranberries, Jersey, per bbl	6 00	6 00
" Budd's longkeepers	1 25	1 25
Limes, per case	2 25	2 25
Limes, in 4-strap		

Vegetables.

The demand for all varieties of vegetables continues lively, and supplies are beginning to come a little more freely. Onions are in big demand although not so scarce as last week. With the advent of milder weather the onion trade will slacken appreciably. The recent shipments of French onions from Bordeaux did not take well with the trade, Valencias having easily outdistanced them. Parsnips are scarce. Sweet potatoes are a little easier. There is a big demand for California celery with supplies slightly less than in previous years. Canadian celery is scarce. Potatoes are easier. Lettuce is plentiful and easier in price. Radishes are comparatively scarce. Green cucumbers are noticed on the market for the first time this week. Our quotations are as follows:

Cabbage, per doz	0 50	1 00
red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bush, crate	2 50	2 50
Onions per peck	0 50	0 50
Onions white, per bag	2 50	2 50
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	1 25	1 25
Spanish (Valencia) onions, large cases	3 50	3 75
Bunch lettuce, per doz. bunches	0 35	0 35
Radishes, per doz. bunches	0 50	0 50
Mushrooms, per lb.	0 75	0 75
Mint, per doz. bunches	0 20	0 20
Farsley	0 10	0 10
Sauce, per doz.	0 10	0 10
Savoury, per doz.	0 10	0 10
Beets, per bush	0 50	0 60
Beets, per bag	0 75	0 75
Carrots, per bag	0 85	0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush	0 75	0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	0 30	0 40
Leeks, per doz	0 40	0 75
Celery, per doz.	0 40	0 75
California celery, large case	5 00	5 00
" small case	2 40	2 40
Rhubarb, per doz.	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz.	0 15	0 15
Green house water cress per doz.	0 25	0 25
Green cucumbers per doz.	1 00	1 25

Seeds.

The market for seeds has been improving steadily since the mild weather set in. Seed merchants report a particularly good demand for the last day or two. The only change from last week's prices is a wider range of 10c. in red clover. We quote as follows:

Red clover, per bush	5 75	6 35
Alsike	4 75	5 75
Timothy, per "	1 15	1 75
hail threshed	2 00	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The tendency of grain is still downward. The market this week is quiet. "In fact there is nothing doing," said one buyer. The recent soaring of grains was largely due to the manipulation of the market by speculators, and the subsequent drop is probably due to the same cause. Prices are unsteady. Manitoba

wheat, No. 1 hard, has dropped from 1-2 to 1c., Northern, No. 1 is 1c. easier, and No. 2 Northern 21-2c. easier respectively. Red wheat is 2 to 2 1-2c. lower, and white 2 1-2 to 3c. lower. Barley is 1c. firmer. Oats, peas, buckwheat and rye continue unchanged. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 08	1 09
" Northern No. 1 "	1 06	1 07
" No. 2 "	1 01	1 01
Red, per bushel, on track Toronto	1 01	1 02
White	1 01	1 02
Barley	0 49	0 51
Oats	0 38	0 39
Peas	0 71	0 72
Buckwheat	0 59	0 59
Rye, per bushel, "	0 69	0 70

FLOUR.

The flour market is uncertain, partly on account of recent speculation. Millers complain that flour is hard to get and that it will continue to be so until the country roads become passable, and freight moves more easily on the railroads. Last week's prices continue unchanged. Our quotations are the following:

Manitoba wheat patents, per bbl	5 10	5 25
Strong bakers	4 85	5 00
Ontario wheat patents	4 90	5 15
Straight roller	4 60	4 70

BREAKFAST FOODS.

Trade in breakfast foods is quiet this week, with demand not so brisk as during the preceding week. The tendency is largely due to large quantities of will be controlled almost entirely by the war situation in the East, and the conditions of traffic locally. There are no changes in prices since last week. 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.

Still further decline of 1c. per lb. is noted in No. 1 and 2 steers while cured hides have dropped off 1-4c. This is largely due to large quantities of inferior goods being placed on the market. The market also denotes a scarcity of lamb and sheepskins which have advanced 5 to 10c. apiece since our last quotations. Our quotations are as follows:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	0 09
" " 2 "	0 07	0 07
" " 1 15 to 20 lb "	0 08	0 08
" " 2 "	0 06	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	1 00	1 10

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool	0 17	0 18
Pulled wools, super, per lb.	0 19	0 22
" extra	0 23	0 24
Tallow, per lb.	0 04	0 05

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGreggor-Harris Co., Ltd., under the personal supervision of Mr. McGreggor, 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.

McGreggor - Harris Co.,
Limited

33 Pearl St., TORONTO.

TOBLER'S

SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

QUEBEC MARKETS.

Montreal, March 10, 1904.

Groceries.

THE weather has again been the most important factor as affects the trade. Though the thaw has greatly removed snow throughout the country, yet roads are still in a shape far from satisfactory. Still should the mild weather continue the rush of Spring trade will shortly be upon us, and by all appearances the said rush will be one long to be remembered. Prospects for a Spring and Summer business of the most lively character are extremely bright. We have again to record an advance of 5c. per 100 lbs. in all sugars, throughout Canada, with an extra advance of another 5c. in the Maritime Provinces. Syrups and molasses show a better movement this week, the latter being quoted 3c. lower for Barbadoes. Rice and tapioca have been moving satisfactorily. Tapioca, especially, is in better demand, and medium pearl tapioca is firmer at 3 to 31-2c. In almost all lines of breakfast cereals there have been advances in sympathy with the strong tone prevailing in the market for oatmeals. Sisal rope is 1-2c. per lb. higher. The price is now 12 1-2 to 14c., according to size. Dried fruits are dull and entirely without feature this week. In green fruits the Spring demand seems to have commenced, and this week a fair trade in several lines was done. The rush for fish is about over, though the demand is still heavy, and stocks have become very light on many lines. In spices Jamaica ginger has been attracting some attention and sales are reported at 83-4c. and upwards. Pimento is in fair demand, and firm at 9c. per lb. Peanuts are 1-4c. higher. Roasted are now quoted at 8 1-2 to 12c.; green, 1c. less.

SUGAR.

On Monday an advance of 5c. on all sugars was announced to take effect in all the provinces. On Friday, 4th inst., there was an advance of 5c. in the Maritime Provinces, making the price 10c. higher since last reported. The first advance in the Maritime Provinces followed upon a similar advance in New York by Arbuckles, the American and National sugar refineries. The tone of the sugar market is still firm, both in raw and refined, in New York and foreign markets. On the local market there has been some improvement in the demand, which is expected to increase from now on. We now quote:

Granulated, bbls.	\$4 10
" " bags	4 25
Paris lump, boxes and bbls.	4 90
Extra ground, bbls.	4 65
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 50
Powdered, bbls.	4 30
" " 50 lb. boxes	4 50
Domino lumps, boxes and bbls.	4 55
" " 1/2-boxes and 1/4-bbls.	4 90
Phoenix	3 90
Bright coffee, yellow	3 85
No. 3 yellow	3 80
No. 2	3 60
No. 1 " bbls.	3 50
No. 1 " bags	3 40
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

Our statement that a certain wholesale house had been offered new Barbadoes at 25c. last week was taken exception to by another wholesale dealer in molasses. It is a fact, however, that such an offer was made, and with the subsequent decline of 3c. in Barbadoes molasses it looks as though the dealer who offered it at that knew his business pretty thoroughly. Barbadoes in puncheons is now quoted at 30c., and the tone of the market is easy. It is estimated that there are still about 10,000 puncheons of old molasses in stock in Canada and Newfoundland, and that the new crop will amount to between 40,000 and 50,000 puncheons, against the 20,000 of last year. There has been some improvement in the demand of late. One of the largest Canadian molasses importing firms writes us as follows: "In regard to the outlook for Barbadoes molasses, we may tell you that we expect to see some very low prices this year. There is quite a large stock of old molasses still held both in Canada and Newfoundland, and this will curtail buying in Barbadoes to some extent, we expect, therefore, that the price in Barbadoes will go quite low. This will probably increase the consumption somewhat over last year. But perhaps not, as people have got accustomed to other sweets, owing to the high prices last year, and it may be difficult to get them back to the use of molasses again. This is about the way we look at the situation, and we have formed our opinions from a general investigation." We quote as follows:

Barbadoes, in puncheons	0 30
" " in barrels	0 32 1/2
" " in half-barrels	0 33 1/2
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 03
" " 3/4-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. " 1/2 doz.	2 25
" " 20-lb. " 1 doz.	2 10

COFFEE.

There is a fair demand for coffee at steady and unchanged prices. There have been some fluctuations in New York during the week, but this has had little if any effect on local conditions. We quote:

Good cucutas	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 09	0 10

TEA.

Japan teas remain very firm, and under a good demand stocks in wholesale hands are getting low. Wholesalers report that they find no Japan siftings or fannings available under 6 1-2c. or perhaps 7c. For good to mediums 18c. for lower grades is quite a low quotation considering the condition of the market, but wholesalers are still selling at that figure, though an advance is likely to

take place shortly. There is a better demand for Ceylon greens, enquiries being received from all parts of the country. The tone of the market for low grade Ceylons has been stronger, and in England prices are 1-2d. higher since our last report. Sales are said to have been made at 73-4d., c.i.f. Pealeaf and gunpowders are firm. Low grade congous are reported scarce. 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 08	0 10
Pealeaf 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

CANNED GOODS.

There has been an improved demand for canned goods. Tomatoes have aroused some interest among the jobbing trade. It appears that there have been two or three canners who are not in the Canners' Association, who hold small stocks which they refuse to sell sometimes even at the association price. They ask higher prices for their goods, though they usually aim to quote lower. No one, however, seems to doubt their wisdom in holding off for higher prices. Canners are not offering "Refugee" string beans now. Corn and peas are selling well at firm prices. We quote:

Tomatoes	1 12
Corn	1 15
Peas	0 87 1/2
String beans	\$1 40
Strawberries, preserved	1 00
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s.	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45
" " 3s	2 10
Peaches, 2s.	1 55
" " 3s	2 40
Plums, Lombard 2s.	1 30
" " Green Gage, 2s.	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s.	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 10
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90
Salmon, pink	0 90
" " spring	1 40
" " Rivers Inlet red sockeye	1 50
" " Fraser River red sockeye	1 50
Lobsters, tails	3 45
" " 1-lb. flats	4 00
" " 1/2-lb. flats	2 25
Canadian Sardines, 1s.	3 65

Foreign Dried Fruits.

There is very little doing in this line. Advices from Greece again bring up the subject of the protection of the currant trade, by the Chamber of Deputies. Various schemes are discussed by that body, among them being to increase the limit at which the Currant Bank will be compelled to purchase all fruit offered: to provide cash to sources of the bank that immediate payment might be made for all fruit delivered, and at the same time a prohibition against new plantations for a period of ten years. The present position of the currant market in Greece is considered quite strong. According to statistics the available supply for export is now down to 28,500 tons, and if the usual demand is met with from consuming countries (which there is no reason to doubt) the entire

THE MARKETS

The Canadian Grocer

export supply in Greece will be disposed of. We quote:

VALENCIA RAISINS.		
New, finest off-stalk, per lb.	0 06	0 06½
Selected, per lb.	0 07	0 07½
Layers	0 07½	0 07¾

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

DATES.		
Dates, Hallowees, per lb.	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.	0 12½	0 12½
Peaches "	0 09½	0 09½
Pears "	0 12½	0 12½

MALAGA RAISINS.		
London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," 4-boxes		1 00
"Excelsior Windsor Clusters" 4s		4 25
		1 25

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

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

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
1-lb. carton.		0 09

Green Fruits.

There is a fair general movement, trade being stimulated by the apparent commencement of Spring weather. There is still a quantity of frozen stock of California oranges on this market, some five or six cars having been here, and what is to be done with it is an unanswerable question at the moment. They, however, have not affected the price of good stock. Probabilities are that an advance will be made here shortly in Californian navels of about 50c. Importers have now to pay that advance for new oranges at the coast. This is on account of the large increase in the demand, though the supply is reported very large. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 50	4 00
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714's		4 50
" 420's		4 00
Sweet potatoes, per bbl.	5 50	6 00
Spanish onions, cases		3 25
French onions, 110-lb. cases		3 00
New Messina lemons 300's		2 75
" 360's		2 50
Florida oranges, per box		4 75
California navels	2 50	3 00
Florida tomatoes, per crate		5 00
California celery		5 00
California cauliflower, case		4 00

Fish.

There is still a very good demand for all fresh fish. Supplies of frozen, hav-

ing been practically exhausted, they continue to be drawn from United States sources. Stocks have run very low on many lines, and it is apparent that by the end of the season, there will be very little fish left on the market, for which dealers are duly grateful. Tommy cods have taken a big drop this week, on account of the soft weather, and are now quoted 50 to 75c. cheaper. Choice red B.C. salmon is \$1 higher per barrel. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 80	2 00
Haddies		0 08
Smoked herring, per box		0 16
Fresh haddock, per lb.	0 05½	0 06
Dore, per lb., frozen, fancy Winter	0 07	0 07½
Pike, " round.	0 04½	0 05
Halibut, frozen, per lb.	0 09	0 10
Gaspe salmon, frozen, per lb.		0 14
Frozen B.C. salmon, per lb.		0 08½ 0 09
Smelts		0 08
Steak cod		0 05
No. 1 Herring, Labrador, per bbl.	5 00	5 25
" " half bbl.		2 75 3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring,		6 50
" " per keg.		0 95
Holland herring, per keg.	0 65	0 75
No. 1 green codfish, new, per 200 lb.		7 00
No. 2 green cod, bbls. 200.		5 00
No. 1 green haddock, bbls. 200.		5 50
No. 1 large green codfish, new, per 200 lb.		7 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb.		0 12
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" " fish.		0 05
" " loose, in 25 lb. boxes.		0 04½
Boneless fish, in crates, 12 5-lb. boxes		0 05
Skinless cod, cases 100 lb.		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, choice red, per bbl.		14 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ½ sardines, per 100.		3 75 4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz.		2 25
Shell oysters, No. 1 Malpeques.		6 00 8 00
" " common		3 00 4 00
Standard bulk oysters, per gal.		1 50
Selects		1 75
Qualla salmon, frozen, cases.	0 07	0 07

R. HERRON & CO.

MONTREAL.

WE have added to the **Extract Department** of our extensive business the well-known "**CROWN**" and other brands manufactured by the Greig Mfg. Co., Limited, whose entire manufacturing department has been purchased by us. It is our intention to keep up the high quality of these goods, which have been on the market for about 20 years.

We trust that the old patrons of "Crown" brand Extracts will continue to place their orders for these goods with us. Same will have our prompt and careful attention.

Choice round trout	0 06 1/2	0 07
Whitefish, small	0 06 1/2	0 07
Tommy cods	1 75	2 00

Country Produce.

EGGS.

The egg market shows improved conditions now, and with increased receipts both from Canadian and American sources, there is also a better demand. Old stock has been about cleaned up. Large supplies are expected of fresh stock shortly, and the market has again weakened, and for single cases 27c. is now quoted, with sales of fair sized lots at 25c. Should the mild weather continue indications are that prices will go down rapidly.

BEANS.

There has been absolutely no change in the conditions of this market. There is not much demand, though no weakening in prices is reported. Primes sold at \$1.35 to \$1.40 per bushel in carlots; smaller lots at \$1.40 to \$1.50 and lots of 1 to 5 bbls., \$1.60 to \$1.65.

HONEY.

There is no actual change in prices. White clover comb is somewhat scarce, and a little firmer. We quote:

Comb honey	0 13	0 13 1/2
Buckwheat	0 06	0 07
Strained, white clover	0 08 1/2	0 09

POTATOES.

There has been a fair but steady demand for potatoes at prices quoted before, and the market is now moderately active, at 71 to 72c., in carlots, on track, and 82 to 85c. per bag. Some frozen stock is reported to have sold on the market very cheaply.

MAPLE PRODUCTS.

A few samples of new syrup were received here last week. It is expected that there will be a good run this season, owing to the heavy snowfalls. There is but little demand for old stuff, but a better trade has been done than a week ago. We quote:

Maple syrup, in wood, per lb.	0 05 1/2	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07 1/2
Pure Beauce sugar, per lb.	0 08 1/2	0 09

Flour and Feed.

FLOUR.

There is still a firm feeling in this market, though with the exception of straight rollers there has been no actual advance. In Manitoba grades should the weak feeling in wheat continue, a decline will be looked for, but at present prices are steady. We quote:

Manitoba spring wheat patents	5 40
" " strong bakers	5 10
Winter wheat patents	5 10
Straight rollers	4 85
Extra	3 80
Straight rollers, bags	2 30

FEED.

There is a moderate demand for feed, and a fair trade is doing. Ontario bran has taken another advance, and is now 50c. higher. Shorts are also up somewhat. We quote:

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

OATMEAL.

Rolled oats have again advanced and the market is firm under a good demand. Business in a jobbing way is done on a basis of \$2.50 per bag and \$5.15 to \$5.20 per barrel. Oatmeals are quoted by the wholesale houses as follows:

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

HIDES.

There has been no quotable change. Receipts have picked up to some extent, though the quality is still not the most desirable. We quote as follows:

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	

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,
St. John, N.B., March, 1904.

AFTER our long Winter even the disagreeable March weather is a welcome change. We are having all the signs of the break in the season. The little German band has been on the street, and in addition we have had a thaw and a thunderstorm. There are a number of rumors of business changes, even perhaps of more importance than the usual changes incident to the season. Merchants have had great difficulty in getting Western goods forward, particularly heavy goods. Now, however, they are crowding in so there is the additional difficulty of handling them, but this is the better condition of the two.

The matter of chief importance to local merchants is the decision of the banks here to accept American paper and silver money at face value. Being so near Maine and in the Summer having continually a large number of Americans here, we always have in circulation a quantity of United States money. What to do with it has for years been a disturbing question; during the last few years we have been helped somewhat by the C.P.R. accepting it for freight. But the I.C.R. would not do so. Our money receives so little courtesy at the hands of our American friends that there was a feeling we should not place their money on an equal footing with our own, but as we were the ones put to inconvenience the position taken by the banks is greatly appreciated.

In markets the past week has seen but little change. Everything is firm; lard is considered particularly so; but in Chicago the market has been unsteady. Rice is still low and our trade has bought freely. Cream of tartar is firmer, and all spices tend higher. Cloves are firm at the high figures.

Oil—In illuminating oil the high price continues. While the retail trade are trying to get a better profit, it is in a better position in this regard than before the day of the tank wagon. Then they always felt there was a loss in the mat-

ter of measure but now there is little chance of this. Lubricating oil has particular attention. A new company started here a short time ago but their business has now been taken over by a company already represented here. In paint oils, linseeds are still low, turpentine high; fish oils scarce. Newfoundland and non-freezing cod liver oil is lower.

Salt—In Liverpool coarse salt there is a full stock held; dealers have been buying ahead, feeling that the war would by advancing coal, advance salt. In fine salt stocks are not large. Prices of Canadian fine is rather lower. The high price of wooden packages effects that style of delivery.

Canned Goods—A car of tomatoes has been received, sold by a Montreal house under the market price. Prices are held firm. Corn is in light supply. In fact all lines are tending higher. Meats are very firm. In domestic fish, kippers and sardines are still offered but haddies and other lines are in short supply.

Green Fruit—Apples are a light stock. There is good enquiry, and prices are higher. Lemons have a fair sale but quality here has not been good. Valencia oranges now largely hold the market, price higher. Californias, while freely offered are not large sellers. A few cranberries sold at full prices. It is thought the banana season will not open as early as last year.

Dried Fruits—The demand here for prunes is for 90-100s, and this is the size which this season has in rather light supply. In apricots and peaches there is a small market. In raisins the market is somewhat overstocked and prices are easy. Sale is for seeded, in which there is a wide range of quality. It is said some 12-oz. goods are offered. Currants have steady sale at even figures. Dates are low. Some nice Canadian onions are offered; also quite a few Valencias. Peanuts, of which a very large quantity is used here, are held firm at the advanced price.

Sugar—Prices have been slightly advanced, and the market is considered firm. Dealers carry full stocks. The sale is for granulated.

Molasses—While prices are lower there is but a limited sale. Buyers will only take such quantities as will supply present needs. There is considerable old molasses being carried over. It is an interesting question what will become of it.

Fish—The break in the season will mean a break in the fresh fish business. The season has been better than for some years, particularly in frozen herring. All lines of fish are scarce, dry cod and smoked herring particularly so. The haddie season is about over, and the supply is now light. Pickled herring have a light sale.

Flour, Feed and Meal—There has been no change in flour during the week and prices are held firm at the advance. Oats have a steady sale even at the higher figures quoted. Oatmeal shows a wide advance. The market is well supplied. Beans are higher, but have

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

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

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

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

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

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

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

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

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

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

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

SOLE AGENTS FOR CANADA

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

WHOLESALE GROCERS AND WINE MERCHANTS.

shown little change. Barley is firmer. Split peas are scarce. In feed there is only a fair sale. Seeds, timothy and red clover, are rather firmer. Prices have been low.

NOVA SCOTIA MARKETS.

Halifax, March 7, 1904.

TRADE is beginning to look up considerably and city houses are getting in shape for the rush of Spring business. It is too early yet for shipments to shore points, but goods are being sold for delivery when the coasting schooners are able to make their usual voyages. The weather is now milder and during the week the province was visited by a very heavy rainstorm accompanied by thunder and lightning. This materially reduced the snow and the roads are now in better condition. Merchants, however, complain of difficulty in getting heavy freight through from Ontario, as a result some lines, spot stocks of which are light, have been advanced more here than in the upper provinces.

A disastrous fire broke out Saturday morning in the centre of the Halifax wholesale district, but fortunately all of the wholesale warehouses escaped. The buildings destroyed included two hotels, the British American and the Commercial, the E. B. Eddy paper warehouse, a large building occupied by T. H. Carroll, commission merchant, and owned by J. Walter Allison, of John P. Mott & Co., and other buildings occupied by various tenants as small shops and residences. The loss will be about \$50,000, the buildings being merely wooden structures. The following wholesale houses surround the burned district, viz.: The Acadia Sugar Refining Co., John P. Mott & Co., Brown & Webb, the People's Bank, H. H. Fuller & Co., John Lubin & Co., Grant, Oxley & Co., and Bauld Brothers.

A leading wholesale house this week issued a price list to the trade making the following changes in quotations: Pearl barley, half barrels, \$4; former price, \$3.60. Yellow eyed beans, five bushel barrels, \$3.50; former price \$3. Brooms, King, 3-string, heavy, \$2.75; former price, \$2.90. Beef, American plate in bond, \$9.50; former price, \$9.25. Pork, Swift's, in bond \$16; former price \$15. Bean pork, in bond, \$14.50; former price, \$13. French walnuts, 7-1-2 cents; former price 9 cents. Brazil nuts, 13c.; former price 15c. Almonds, 9-1-2c.; former price, 12c.; Boneless chicken, per dozen, \$3.25; former price, \$2.85. Corn, \$1.10; former price, 95c. Beans, 90c.; former price 85c. Lard, pails, 9-1-4c.; former price 8-3-4c. Lard, compound, pails, 8-1-2c.; formerly 8-1-4c. Manitoba flour, less than carloads, \$6.15; former price, \$5.70. Ontario patents, \$5.60; former price, \$4.85. Cornmeal, \$3.25; former price \$3. Rolled oats, barrels, \$5.50; former price \$5.25. Biscuits for all makes have advanced

one half cent per pound. Fish have advanced 50c. per quintal. The discount on bags has been reduced 10 per cent. Wrapping paper is higher by about 5 per cent, and tubs and all lines of wood-ware have advanced 10 per cent. Potatoes have advanced to \$2 per barrel. The above fairly represents the changes of the week on this market.

MANITOBA MARKETS.

THE long, bright sunny days of March have already materially effected the snow; the streets are getting slushy and wheels are once more in evidence on all the big drays; signs on all hands that Spring is coming.

Business has been very good throughout the week, and as railway facilities improve with the fine weather there will be an increased demand for many lines of goods that have run short in the more remote of the smaller towns.

Jobbers report a generally good all round trade and appear to be very fairly satisfied with collections.

There has not been much change in prices for the week but prices in all lines of staple groceries are very firm and in a good many lines there appears to be a tendency to advance. This is very noticeable in canned goods and more especially canned vegetables which are very firm. Corn is scarce and promises to be more so as the season advances, and the price is very firm at \$2.50. Tomatoes which were quite easy a few weeks ago at \$2.60 to \$2.65 are now quoted at \$2.65 to \$2.75, and the last named price is asked for all the best brands. Peas are also very firm and are quoted at \$2.25 to \$2.30.

Sugars—The advance in the East was confirmed here on Friday and the prices are now \$1.80 in barrels and \$1.70 in sacks, the difference in price being accounted for by the increased cost of wooden packages. Yellows are quoted at \$1.15. The demand for sugar at the present is good.

Evaporated and Dried Fruits—All lines are very firm and this season's pack of apricots and peaches is very high, a good deal of choice stock from the year before being handled. Old pack apricots are worth 12c to-day and new pack 13½ to 11c. Peaches are very firm, 8½c. to 9c.

In Raisins—The only change is the announcement of a rebate of 1c. on seeded raisins, made by the California Association; this rebate, it is claimed by some is to extend to 3 crown muscatels as well, but so far that statement lacks confirmation. Imported raisins are just about the same as they have been since Christmas and there is only a steady consumptive demand.

Green Fruits—The fruit trade has slightly stirred from the end of the Winter dullness this past week, and things have been lively. The Ottawa Fruit and Produce Company arrived in Winnipeg recently to open a branch and advertise an auction sale of oranges for Thursday, March 3. The representative of the California Fruit Association got wind of the matter and got up an auction sale for Thursday morning at which prices realized were about \$2.65 per case, the prices at the afternoon auction of the Ottawa people being if anything slightly under that. The representative

of the California Association announces his intention of having an auction sale of a car of oranges whenever the other people do. In the meantime, wholesale fruit jobbers have put the price of oranges down to meet the auction sale price, though this apparently was only for the moment and they would not quote them as actually lower. The Ottawa people claim they are with the thing for keeps and that they are in a position to make fruit cheaper, and there for the present the matter rests, except that the auctioneers of the city are said to be moving to prevent Mr. Borthwick of the Ottawa Fruit Company doing his own auctioneering. The rule is that a man must be a resident of the province three months before he can take out a license, and this rule was not observed by the Ottawa company, Mr. Borthwick doing his own auctioneering.

The first car of bananas is expected next week or not later than the 12th or 15th. At present bananas are still coming in by express and are quoted at \$1 per bunch. Pieplant, both domestic and imported, is offering at 12c per pound and finds ready sale; cucumbers are \$2.25 per dozen and tomatoes in six basket crates \$1.25 per basket. Fresh lettuce is 75c. per dozen bunches.

Fish—Oysters are scarce and high, being quoted at \$2.25 to \$2.50 per gallon. Haddies have advanced 1c. and are quoted at 9c. per lb.

Flour—The market remains at last week's figure of \$2.75 for No. 1 patent in spite of the decline in wheat prices. The demand for flour is very heavy at the present time.

Cured Meats—The market took the upturn this week and hams are quoted at 11c., breakfast bellies at 13½c., and backs at 11c. Dry salt long clear, 9c., smoked, 10c., and boneless backs 8c.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., March 5.

EASTERN people are apt to think that the only thing developed to any extent in the fisheries of British Columbia is the salmon. While that is the important line from point of extent of the industry and the capital involved, halibut fishing is rapidly becoming a very considerable source of revenue, not only to the parties interested in the operation of these fisheries, but in the amount of money put in circulation through it. The principal company engaged in this province is the New England Fish Co., of Boston, which has three fine fishing steamers, the New England, the Kingfisher and the Columbia, constantly engaged. Each of these vessels is built of steel and in dimensions is as large as any fishing vessels ever used. The Columbia is of Canadian register and the other two are United States.

To make a round trip from Vancouver to the fishing grounds on the banks of

Dingle & Stewart

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Excellent Storage Accomodation.

Consign Your Cars to Us.

Queen Charlotte Islands takes from 8 days to two weeks, the winter trip being longer as a rule. The cargoes brought to port each voyage are from 75,000 to 150,000 lbs. as a rule, but there are occasions when good weather and the proverbial fisherman's luck make the catch much bigger. This week two of the largest catches on record, one being a world's record for halibut, were brought to port. The Kingfisher came in with 240,000 lbs. and the Columbia reached port the same day with 150,000 lbs. The distribution of money from such a catch is no small amount. The fishermen, of whom each vessel carries about 21, make large wages, or rather their money is by the piece on the result of the catch. The men on the Kingfisher made an average of \$100 each on the big catch brought in. The vessel was absent from port only 8 days, and the run each way takes about 48 hours, so that for the time actually spent on the banks the catch is simply enormous.

The fish is largely shipped to the Eastern States, though the company sells a good deal locally in the Northwest and Eastern Canada. The cargo is shipped by rail over the C. P. R. to Montreal and thence to Boston. The fish are trimmed of heads and entrails and packed in 200 lb. boxes in ice, and the cars are kept iced on the entire trip east. There are a number of other companies operating in a smaller way from B. C. ports, and from Seattle there are said to be some 40 schooners engaged in fishing halibut. For the regulation of these latter vessels and preventing them breaking the laws respecting fishing within three-mile limit, the Dominion Government keeps the fisheries' protection cruiser Kestrel in commission. She is now on a six weeks' patrol of the banks and northerly coast waters.

In addition to the money spent in purchase of supplies, and keeping the vessels outfitted at this port, the providing of herring, which is used for bait, has furnished a considerable industry. One small steamer, the Squid, built last year, is engaged in the herring catching exclusively for bait. She brings in from twelve to twenty tons to port each trip. These are salted and kept on hand for the halibut steamers.

The cargo of the steamer Queen, which was partly burned last Sunday while en route to this port, chanced to comprise some large consignments of California products for local wholesalers. It arrived by the steamer Al-Ki yesterday from Seattle, where the Queen was taken after the accident. The principal items were 12,236 lbs. of dried fruits, 5,740 lbs. raisins, 8,550 lbs. coffee, 4,675 lbs. malt, 550 lbs. beans, 4,000 lbs. rice, 31,000 lbs. salt, 100 bbls. cocoanut oil, 367 lbs. leaf tobacco, 1,900 lbs. oil cake, 20,000 lbs. soda, 250 cases fresh eggs, 100 boxes macaroni, and 600 packages fresh fruits and vegetables.

Local trade conditions are rather quiet again this week. There was some fairly heavy shipping North by the steamers Princess May, which loaded nearly 200 tons of provisions and groceries for White Horse and Dawson on Tuesday, but otherwise there has been a lull in shipping. The steamer Miowera, which sails for Australia this week, takes out

but a small cargo, and of this Canadian food products are a small percentage. The fact that no wheat or flour is being shipped to the Commonwealth now reduces the total of consignments considerably.

The steamer Athenian leaves on Monday next for the Orient, but her cargo is not to include much in food products. Flour is not in a position to be shipped owing, as described last week, to overstocking in Oriental warehouses and the closing of Russian ports as well as the uncertain condition of shipping to Japan.

The steamer Empress of India which reached port on Wednesday morning brought a fairly large cargo of which a proportion consisted of rice and tea, but from Japan ports shipments have fallen off. The steamer's advices show that trade at the principal seaports of Japan has fallen off greatly owing to the war, which occupies the attention of every one.

* * *

Grocery stocks show little if any changes this week. Sugar has not moved in price for some time and this week no further increase in flour is noted. The firm quotation is now on a basis of \$6 per bbl. for patent. The canned goods situation as compared with Eastern quotations is peculiar. Lines of vegetables which last week The Grocer quoted at \$1.15 Eastern price, are being sold at \$1.05 here. The wholesale trade is fairly well stocked, and as they do not anticipate re-ordering, it is likely they will keep the price about as it is, despite the fact that they could not repeat at quotations now current in the East. Dried fruits are moving better, but no further advances since last notation have occurred.

* * *

Eggs are cheaper this week. Today's quotation is 29 and 29½c. for California stock, which is supplying the market. Next boat, which is due on Monday, will bring stocks which sell for 27c. Local eggs are scarce, and the quotation is now firm at 35c.

Butter is not in big supply, though there is no shortage. Local fresh creamery is still scarce and quotation is now 32c. for those creameries which have to sell. The small stock of Australian which arrived last week by the steamer Miowera sold out quickly at 29c. There is a lot of moderate proportions expected from New Zealand by next steamer in three of four weeks' time. The car of Ontario butter expected to arrive has not yet come to hand. It will be easily absorbed when it reaches the market.

Cured meats are steady at quotations of 16½c. for hams and 17½c. for bacon, U. S. packing house stock. Lard is fairly easy and price is now coming up to a parity with Eastern quotations, though not as high yet.

* * *

Fruits are moving slowly. Oranges are plentiful and while there are indications that the California market is stiffening up local quotations to the trade are from \$2 up to \$2.50 for navels. Seedlings do not sell when the navels are so cheap. A few small lots of Oregon apples have been on the market at from \$1.75 to \$2 per box. Some Coldstream stock from the Okanagan

district is expected in next week, which will sell at \$2.25 to the trade.

Vegetables are in fair supply. Dry onions are from California largely now, and a shipment of New Zealand onions will be received by the next Australian steamer. These are hard dry stock, of superior class, specially for northern trade. They are crated instead of sacked for shipment. Potatoes show easier feeling. Ashcroft's are a little lower. The wholesale quotation is now about \$20 per ton with local Fraser Valley stock at about \$18.

In the interior there are some places such as Grand Forks and Midway in the Boundary District where some considerable quantities are now grown. A car was shipped from there to Nelson last week which had been in pits all Winter and was loaded in a refrigerator car for forwarding. It stood the trip all right, and turned out in good condition, though the weather is still Winter there.

HINTS TO BUYERS.

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

Three cars bananas arrived this week for White & Co., Toronto.

A. F. MacLaren Imperial Cheese Co., Toronto, have some finest quality Canadian Stiltons, Flats and Cheddar cheese, which they are selling at interesting prices. If you want anything of this kind, get in touch with them at once.

McWilliam and Everist, Toronto, report that they have a car of pineapples from Havana, Cuba, on the way. They are also in receipt of a car of Palermo lemons.

White & Co., Toronto, expect a shipment of new strawberries on March 10, which will retail at 50c. a box.

Dawson & Co., Toronto, have received a car each of "Magnolia" brand California navel oranges, "California Beauty" navel oranges, and their old standard "Redland Beauty," California navels. They also report the arrival of 2 cars Valencia onions.

Rock crystals and Trinidad sugar in bags in store with L. Chaput, Fils & Cie, Montreal.

White & Co., Toronto, have installed a private branch telephone exchange connecting all departments and fruit market, which will be found a great convenience to the trade.

The T. Upton Co., Hamilton, report that in spite of the severe frost this Winter their bitter oranges are arriving in better shape than ever, and that they are having the largest sale of their orange marmalade on record. Quality counts.

Owing to scarcity of native onions this year, White & Co., Toronto, are receiving large shipments of Spanish and French onions.

We have recently had our attention called to an article which should be of

interest to the grocery trade, namely: Calvert & Co.'s carbolic 15 per cent. soap for cattle. This soap will be found of great value to owners of horses and cattle, and also for the destruction of lice and other insects. The coats of horses will be much improved by the use of this soap, which also saves them from a great deal of annoyance from fly or other insect bites. Country store keepers would find this an article which would sell for many useful purposes. Full instructions are given on the label. F. C. Calvert & Co. (of Manchester) have recently opened a depot for their Canadian business, and their advertisement appears on page 9.

Some very attractive lines of French goods such as mushrooms, peas, haricots, &c., in tins and glass, are offered at interesting figures by L. Chaput, Fils & Cie, Montreal.

There are a few of those Eastern war maps left Laporte, Martin & Cie, Montreal. They are yours for the asking.

L. Chaput, Fils & Cie, Montreal, are offering medium pearl and seed tapioca at very low prices.

Buyers of dates will find good value and interesting prices by communicating with L. Chaput, Fils & Cie, Montreal. New York Golden Hallowees in 1 lb. packages are an attractive feature

INQUIRIES FOR CANADIAN TRADE.

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

1. A produce broker in London is desirous of taking up the sale of Canadian wheat on commission, as well as other grain, canned fruit and fish.
2. A London firm of general merchants and commission agents are desirous of obtaining consignments of fruit from Canadian sources.
3. Inquiry is made respecting shipments of concentrated apple juice which have been coming to the English market from Canada.
4. A timber merchant in London has asked to be placed in touch with Canadian manufacturers of blind laths.
5. A firm of sauce, ketchup, essence and vinegar manufacturers are anxious to appoint representatives in one or two of the largest trade centres in Canada.
6. A commission agent in the north of Ireland is seeking the agencies for Canadian shippers of canned fruits, meats, condensed milk, cheese and canned fish.
7. A Canadian shipper of common and culled apples, such as are used for cider purposes, is shortly visiting the United Kingdom and France, and desires to get into touch with importers with whom to establish business relations.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

8. A firm, working the confectionery, grocery and druggist trades, invites correspondence from

Canadian manufacturers of any goods in these lines, for which an outlet is desired.

9. The manufacturers of glass bottles, of various kinds, ask to be placed in communication with Canadian importers.

10. A firm in Aberdeen would be glad to hear from Canadian shippers of cheese, butter and other produce.

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

OFF FOR NEWFOUNDLAND.

MR. J. LISTER NICHOLS, representing E. W. Gillett Co., Toronto, in Newfoundland and New Brunswick, was in Montreal this week on his way to the East. Mr. Nichols is thoroughly familiar with the trade in the Maritime Provinces and the ancient colony, this being his second trip for E. W. Gillett Co. Although starting now, Mr. Nichols will require over nine months to cover the ground. After visiting St. Johns, Nfld., Mr. Nichols hires a sailing craft and entirely circumnavigates the island touching at all the villages and coastline towns not called at by the regular steamers, and it goes without saying that he can in this way personally reach more of the trade than the travellers usually do who visit Newfoundland.

Mr. Nichols' experience in the past among the fisher folk have been interesting and novel, and at some future time a few of his experiences may prove entertaining to our readers. He found the people generally hospitable; business is done freely and comparatively easily. One feature of interest to the traveller is the lack of proper hotel accommodation, but in this respect great improvement has taken place during the past few years. Certain conditions of trade in Newfoundland require merchants of the Dominion to put up goods to suit the habits and customs of the islanders, and those manufacturers who have fallen in with the views of the Newfoundlanders have reaped good results, and will continue to benefit, as the merchants and consuming public are very conservative. Mr. Nichols will make a tour through New Brunswick before visiting the island next June.

A VISITOR FROM CALCUTTA.

MR. E. H. TOWNEND, of Lampard, Clark & Co., Calcutta, is a visitor to their Montreal branch this week. Mr. Townend is visiting his firm's different branches in Canada and the United States, and as this is his first trip his time will be thoroughly occu-

pled in studying the trade conditions of Canada and the United States.

"It is rather early to comment on this year's Indian tea business," said Mr. Townend, "as the tea is not grown yet; but judging from information possessed by us, and reports from up country it is thought that there will be no falling away of the output. It all rests with weather conditions; if these are favorable the season will naturally be longer and the production larger. The improvements that are being made every season, looking to the production of green Indians, are placing these teas on a high and desirable plane. I may be prejudiced in my opinion but I am firmly of the belief that our green Indians are more desirable than similar teas produced in Ceylon, as regards make, flavor, draw and character. Of course, you understand, I merely express the opinion of the Indian tea planter."

Mr. Townend is not very much impressed with the reception he got from the clerk of the weather; a little warmer weather would be preferable. However, before he finishes his tour, he expects he will find Canada all that Canadians claim for it. After making a tour of the Continent as far as San Francisco Mr. Townend returns to Calcutta via New York and London.

"FRAE GLASGIE."

Mr. David Greig, representing D. McDougall & Co., of St. Rollon, Glasgow, the well-known Scotch clay pipe manufacturers, was met among the jobbing trade in Montreal this week. Mr. Greig who is well and favorably known to the trade in Canada, in an interview with The Grocer, stated that the increase in his company's business in 1903 was phenomenal and the prospects are exceedingly bright for the future. Mr. Greig left for the West this week, and it will be a few months before he will again walk in "Auld Glasgie."

EXPORT APPLE TRADE.

The following estimate of the apple exports for week ending March 5, 1904, has been prepared by F. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Variou.	Total.
Portland	7,975				7,975
New York	4,109	7,654	969	8,795	21,527
Boston	6,716	1,173			7,889
Halifax	2,230	16,395			18,625
St. John, N.B.		3,007			3,007
Week's total	20,930	28,229	969	8,795	58,923
Same week, 1903	81,675	9,619	7,231	3,912	92,437
Season to date	1,493,791	739,587	440,481	513,019	3,177,878
Last "	1,353,781	402,627	389,771	223,173	2,369,352

Mr. Barker is in receipt of the following cables from Liverpool regarding the apple market dated March 7 and 9 respectively.

"Market active, prices steady. Baldwins, 17s.6d. to 22s.; Ben Davis, 15s. to 21s.; Spies, 18s. to 24s.; Russets, 15s.6d. to 23s."

"Market continues steady."

Do You Know

that our Flavoring Essences of purest quality and highest strength can be laid down in your market at very much lower prices than any other make.

Flavoring Extracts.

	60 doz.	30 doz.	15 doz.	8 doz.	4 doz.	Per case
	1 oz.	1 oz.	2 oz.	4 oz.	8 oz.	16 cases to the ton of 40 c.f.
Gold Medal Label.....	0.45	0.81	1.46	2.19	3.65	per doz., less 2½ prompt cash
Colored Label.....	0.43	0.61	0.97	1.70	3.16	" 5 and 2½ "

Shipped "in bond" f.o.b. London, in quantities of at least 2 gallons, any assortment, any flavor and any size.

Worcester Sauce.

	1 Pts.	Pts.	
Sutton Piquant.....	1.10	1.94	per doz. less 2½ prompt cash.
Sutton A1.....	0.55	0.97	" "

Either 6 doz. 1 pts., 4 doz. pts. per case, 16 cases to the ton of 40 c.f.

Compound Cream of Ammonia. (Cloudy).

Extra strength, unsurpassed for the bath, invaluable for household use. 16 oz. fluid bottles, 3 doz. per case, at \$1.40 per doz.

Dried Herbs.

Sage, Savory, Thyme.....	1 Imp.	1 Rep. pts.	
	0.37	0.49	per doz. less 2½ prompt cash.

Cases charged at cost, 48c.

We guarantee every article to be of the highest and best quality that can be asked or wished for. They are PURE and therefore BEST.

Write for new catalogue to MR. M. NIERMEYER.

Care of Queen's Hotel.

MONTREAL.

Address: MR. MARTIN NIERMEYER,

Export Manager for **G. F. Sutton, Sons & Co.,**

16 Rood Lane, LONDON, E.C., England.

900
Half-Chests
GREEN
CEYLONS
—AT—
15 to 20c.

Bought before the advance.

Geo. Robertson
& Son
KINGSTON



BORDEN'S
EAGLE BRAND
CONDENSED
MILK.



Orders for the Canadian Trade are being filled from our factory at Ingersoll, Ont.

Eagle Brand Condensed Milk,

"Gold Seal" Condensed Milk,

Peerless Brand Evaporated Cream:

Our prices will interest you. Our local representatives will cheerfully answer your enquiries.

Selling Representatives in Canada

W. H. Dunn, Montreal and Toronto. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co, Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B. C.

WE are sorry for our friends in the North, who are snow blocked, and will do our best to rush shipments by first freights.

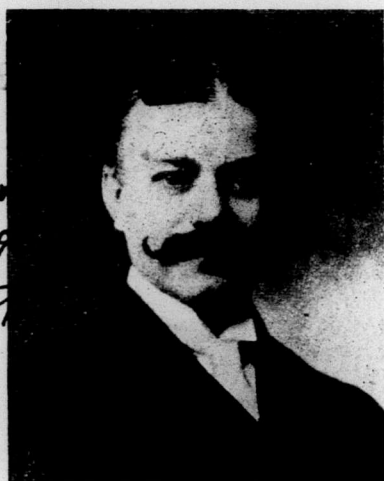
PHONE OR WRITE.

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

Sole Proprietors of **"TARTAN" BRAND.**

DEATH OF A PROMINENT MANUFACTURER.

MR. E. W. GILLETT, one of the best known citizens of Chicago, died at 9 o'clock last Friday night at his residence, 3334 Michigan avenue. He was born in Dexter, Jefferson Co., N. Y., and when six years old moved to Chicago with his parents. On the advice of his physicians he left at the beginning of this year for Southern California, but gradually grew worse and returned to Chicago about ten days before his death occurred.



The late Mr. E. W. Gillett.

Mr. Gillett was 61 years of age, and during the past two years had been in delicate health; but prior to that time he was unusually robust and was a splendid type of American manhood. His demise will be learned with profound regret by a host of friends throughout Canada and the United States. During the past 40 years he has been extensively engaged in manufacturing grocers' sundries. Owing to his untiring and energetic efforts, the business soon attained phenomenal proportions. He took a very active interest in commercial af-

fairs, and held a number of prominent positions, one of which was president of E. W. Gillett Co., Limited, Toronto. This position he had held since the inception of the company.

The deceased is survived by his widow and two children, C. W., of the firm of Gillett & Denniston, and Lillian M. He was a Presbyterian and was connected with the Second Presbyterian Church. The funeral took place Sunday afternoon from the family residence to Rosehill Cemetery.

SOLID ARTICLES MADE OF MILK.

The utilization of skim-milk in the production of a hard substance resembling horn or celluloid, to which the name "galalith" (milkstone) has been given, is described in the Sanitarian, which takes its facts from a recent report of the United States Consul-General at Coburg, Germany. Articles made of this new substance, which were shown at the hygienic milk-supply exhibition at Hamburg, included combs, seemingly made of horn, cigar-holders, with amber-colored mouthpieces; knives and forks, with handles similar in appearance to ebony; ferrules for umbrellas and sticks, and balls, rings, chess figures, dominoes, etc.; also a small table with an inlaid marble slab, and finally a number of thick slabs and staves with every imaginable variation of marble colors, but of considerably less weight than real marble.

BODE'S GUMS.

The first shipment of Bode's gums "Fleur-de-Lis" and "Pepsin" brands was made this week by Snowdon, Forbes & Co., Montreal, selling agents for Canada.

MR. S. W. EWING, MONTREAL.

WE have pleasure in presenting to our readers this week the portrait of S. W. Ewing, of Montreal, the newly elected chairman of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association. Mr. Ewing is a member of the firm of S. H. Ewing & Sons, Montreal, importers and manufacturers of coffees, spices, teas, corks, &c., having joined his father and brother in 1898. Previous to entering the present firm Mr. Ewing represented the dry goods firm of Gault Bros. & Co., in the district between Montreal and Toronto. He covered this territory for 13 years, which means



S. W. Ewing, Montreal.

that he is thoroughly well known to the trade.

His election to the chairmanship of such an important branch of the Canadian Manufacturers' Association is a compliment to the ability and interest Mr. Ewing has taken at all times in matters pertaining to his branch of the trade. As a presiding officer he is equally efficient. Mr. Ewing is a member of the Montreal Board of Trade, vice-president of the Junior Conservative Club, member of Royal St. Lawrence Yacht Club, St. George's Snow Shoe Club, the Antiquarian Society, and a number of other leading athletic and fraternal associations of Montreal, among others the Masonic Order, of which he is a thirty-second degree member.

cut by
6. Feb 9
H.A.

BACK FROM WEST INDIES.

E. H. COOPER, Montreal, secretary of the Canadian Manufacturers' Association, who has lately returned from a trip to the West Indies and British Guiana, is convinced that there is an opening in those countries for many of the products and manufactures of Canada.

"Canadian goods," says Mr. Cooper, "if suitable to their requirements, are welcomed by the West Indian people more than those from any other country. We are the only ones who give them a preference in our market, and I could easily see that it was appreciated. Our first and greatest need, however, if we are to work up a trade, is an up-to-date and thoroughly competent steamship service between a Canadian port and the Islands. At present a West Indian merchant ordering goods in Canada may expect a delay of a couple of months occasionally before receiving them, while if he places his order in New York, a few days suffices for delivery of the goods. A large quantity of our exports are now shipped via New York on this account. I saw some 30,000 or 40,000 barrels of sugar on the wharves at Demerara en route for Canada, and not one of them was to be shipped via a Canadian port.

"Canada's products stand high in the estimation of the West Indian people—almost too high in fact, for the price of many of our exports to the Islands is beyond the reach of a very large percentage of the population. One scarcely likes to advise Canadian manufacturers to go into the making of cheap stuff instead of the first-class goods, but there is a big trade to be done in many cheap lines. The Americans already appreciate this fact, and are supplying the West Indies with articles at prices required. They are often of miserable quality, but they answer the purpose. As an example, one merchant showed me an American made boot, which he cut in two, from toe to heel, to show its quality. The uppers were leather and there was a thin piece of leather on sole and heel. The rest was some paper composition. A small chip of wood was placed in the instep to keep the boot in shape. These boots were selling at 4s. a pair, and large quantities of them are taken, principally by the negroes. Of course, we can sell our best goods there to a certain extent but the cheaper class, providing they are of sufficiently suitable quality, are in much greater demand.

U may not be able
2 judge a man by his clothes, but
U can tell a pure article

BY THE TASTE.

**Clark's Sliced Smoked Beef
HAS THE TASTE.**



**CAPSTAN BRAND
Pure Baking Powder.**

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.

Guaranteed to give perfect satisfaction.

If our traveller does not reach you, write for quotations, or ask your wholesale grocer for it.

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

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST
NUTRITIOUS.**

COCOA

"In flour also cheap grades sell best. There is a big market in the Islands and Guiana for our flour, which already has an excellent reputation. It will keep as perfectly as any other flour, despite the statements to the contrary of persons interested in introducing foreign brands on that market. Americans are our chief competitors there, and they watch the market very closely through their Consuls.

"We have made a very good beginning in the matter of butter, as our exporters have adopted the proper method of putting it up in tins. In fact Canadian butter is very well liked. There is great room for improvement, however, in our exports of other canned goods for which there will undoubtedly be a ready and increasingly large market in the West Indies.

"With cheese we have not been successful, for the curious reason that our product is too good. Its flavor is much admired by West India people, and if it would keep well we could easily capture the West Indian trade in that line. Our cheese, however, 'sweats,' becomes oily on top, and is very unsatisfactory. The Islanders use the white 'Dutch' cheese, which in that climate keeps firm and in good condition, though it is almost tasteless, as compared with the Canadian product. Some method of packing should be devised to overcome this drawback.

"I found during my visit quite a widespread feeling for annexation with Canada. Many people think this would be the most satisfactory arrangement possible for the progress and prosperity of the Islands. One gentleman said he already looked upon the Indies as the 'Southern States' of Canada."

Window and Interior Displays

Timely Hints
and Suggestions

New and Old Designs.

THERE is relatively little room for creative work in window trims. The novice will soon discover that the best and easiest way is to select an idea and elaborate it. Starting at random without a well-defined idea must, in the nature of things, produce chaotic results. Think out your scheme before you start. The window-dresser, like the painter and sculptor, to whose work his own is akin, should first make a mental sketch of what he wishes to convey, and let his fingers carry out what his mind has conceived. Ideas, of course, will be sure to come to him that will suggest trifling departure from the original conception, and most often are an improvement, yet, in the main the original designs should be adhered to.

SIMPLICITY IS THE KEY.

You must think, plan, arrange and re-arrange, mindful that simplicity is the foundation of good taste. Intricate combinations are to be avoided for they tire the eye and distract attention. On the other hand, a simple display, not crowded, rests the eye and invites it to linger. Do not rest content with the idea that seems to satisfy so many window-dressers, that all the changes have been rung, and there is nothing new. There are fertile fields that have never been tilled, and in window display there are fertile fields as yet untouched that will bring grand results for those who turn the first sod.

HELPS ARE HANDY.

So many and varied are the resources to aid the trimmer in his work that there is absolutely no excuse (except the penuriousness of one's employer) for an artistic window. Whereas a few years ago the window-dresser had to adapt his goods to fixtures, now he can get fixtures to suit any particular class of goods.

WINDOW CARDS.

Cards in your window are a great help. Be your own card writer. Rubber letters can be had for a moderate cost, or buy a little asphaltum and a camels hair brush, 15c. will cover the cost, and print them. You, who are not adepts at making letters can obtain paste board letters for almost

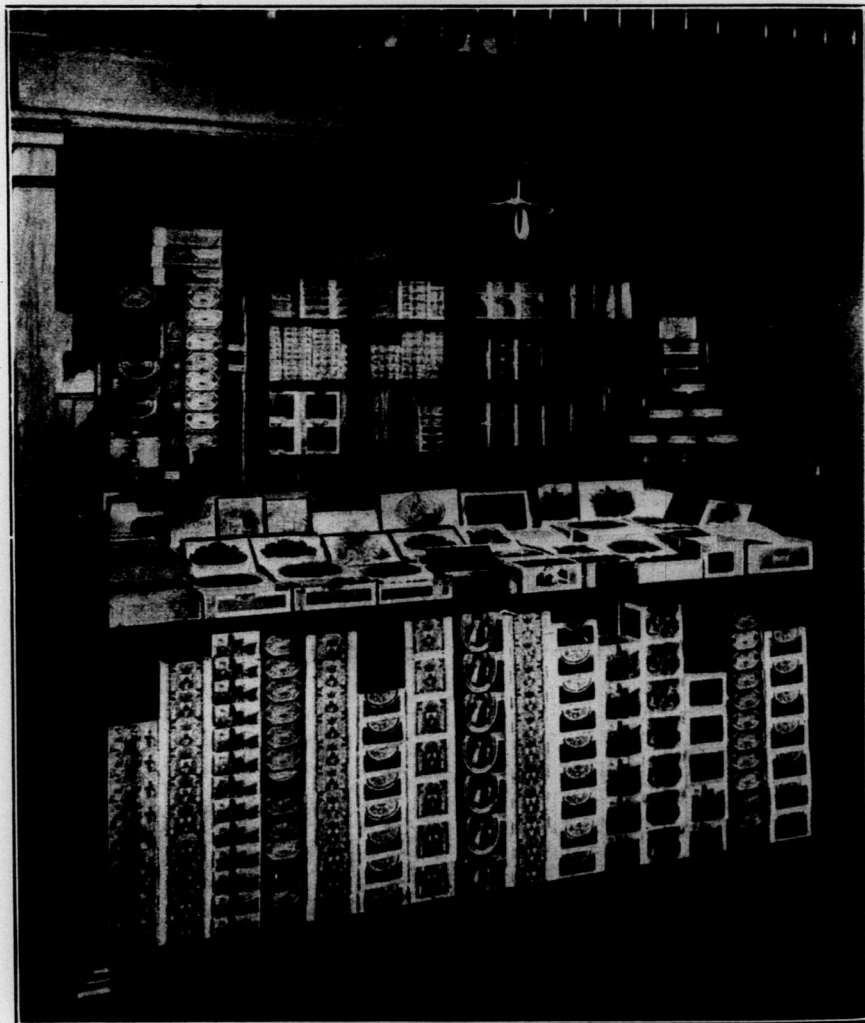
nothing; they are easily traced on your card and fill in with asphaltum. Catchy hints appeal to all. Pricing your articles you have in the window is a good idea.

A Cigar Corner.

So many grocers are now handling cigars that a section of the interior and

store it is seldom necessary to devote an entire trim to these goods; a little stacking in one corner, or in the background will advertise the fact that you handle tobacco and cigars.

The corner shown is from the store of Michie & Co., Toronto, and is a good example of how compactly and attractively stocks of cigars can be shown. The



A Cigar Corner—Michie & Co., Toronto.

an occasional window trim must be devoted to them. There is good profit in the sales made, and it is a stock that can be neatly arranged and that takes up little room. Everybody has seen the elaborate cigarette box displays that are shown in the windows of city cigar stores, which afford great plans and catchy designs. In fact in the grocery

corner situated under the office, which is in a sort of gallery on one side of the store, overlooking the entire interior. The different lines are shown in a show case, where cigars and labels can be readily exposed without dust reaching them. Everything is ready to hand and no time is wasted in waiting on a customer.

NO OTHER SHINGLES

will do as well
for you as

EASTLAKE

STEEL
SHINGLES

They prevent fire—are never struck by lightning—can't possibly leak, because of their patent side lock—and are the very quickest and easiest to apply of any shingle made.

Their popularity is unparalleled all through Canada.

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, Copyrights 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.



First we
talk quality,
Then we
talk price.

There is only one Bird Seed put up—ours—according to some people. And you sell it, of course.

NICHOLSON & BROCK, - TORONTO

PRICES CURRENT IN AUSTRALIA.

THE following produce quotations, taken from the Storekeeper, Sydney, Australia, of January 11th, may be of interest as showing the range of prices in a number of common articles of consumption prevailing in our Antipodean sister colony.

WHEAT, local milling 2s. 11d. to 2s. 11 1-2d. per bushel.

FLOUR, new city roller, £8; old, £11 10s.; Manitoba, £12 per ton.

OATS, New Zealand, 2s. 6d.; local prime feed, 1s. 7d. per bushel.

CHEESE, local, prime loaf, 4 1-2d to 5d.; second-class, 3 1-2d. to 4d.; Kam-eruka Cheddar, 7 1-2d.; Bodalla, 7d. per lb.

POTATOES, prime, £2 to £2 15s. per ton.

BUTTER, select choice dry makes, 8 1-4d. to 8 1-2d.; prime, 8d.; second quality, 6 1-2d. to 7d.

BACON, best factory, 9d.; flitches, 9d.; middles, 11d.

HAMS, colonial in cloth, 1s. to 1s. 1 1-2d.

LARD, packets and small bladder, 4 1-2d. to 5d.; bulk, 3d. to 4d. per lb.

HONEY, 60-lb. tins prime extracted, 2 1-2d.; extra choice, 3 1-4d. per lb.

EGGS, north, 11d.; south, 1s.; suburban new laid, 1s. 2d. to 1s. 3d. per dozen.

In considering these prices it should be remembered that January is mid-Summer in Australia.

A "LITTLE" FOX.

Then there was another jolly grocer, who is fond of good things to eat and is given to being a very social, good-natured chap. But he has "a little fox, that spoils the vine," in a bad habit of always smoking in the store. Recently, a good customer of his took back a delicate article of food into which this grocer had let drop the ashes from the cigar he was smoking. That fellow doesn't realize how tobacco smoke permeates every part of the store, working irreparable injury to goods that are very susceptible to flavor, such as tea, butter, salt, three articles given to absorbing every foreign flavor within a long distance. He wants to set fox traps.

Hawkes & Barker, general merchants, Whitewood, dissolved partnership on March 1. Mr. Barker continues in business.

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.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man.(13)

FOR SALE.

GROCERY business in Brandon, doing a large and regular city trade. Property to be sold with the business includes store, warehouse, dwelling and stable. Apply to Box 346, Brandon, Man. (12)

SITUATIONS WANTED.

WANTED—Position as clerk in wholesale grocery by young man with two years' experience in retail trade. Best references. Address Box 110, CANADIAN GROCER, Toronto. (12)

SITUATION VACANT.

WANTED—Head clerk for a good store in a Manitoba city (married man preferred); must be a good grocer and have knowledge of crockery business; to the right man this will eventually mean a partnership in a good business. Apply, with references, stating age, experience and salary. Box 113, THE CANADIAN GROCER, Toronto. (12)

PRACTICAL MILLER—30 YEARS' EXPERIENCE—would like an engagement with some good firm; stock company preferred, so stock could be bought if satisfactory. Box 120, Canadian Grocer, Toronto.

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.

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

IRELAND

Wants Canadian products. If you have any to sell communicate with

J. H. SHERIDAN,

(12) 6 D'Olier St., Dublin.



ROW'S
GUM

in
Lumps,
5c. Pkg.,
in
1c. Sticks,
in
5c. Bars.

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

SPRING IS COMING. VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

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

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.

STEWART'S FINE CHOCOLATES

April Fool

Merchants who would create a little merriment in their community would do well to get a 5-lb. box of **STEWART'S APRIL FOOL CHOCOLATES.**

Encourage the pleasant side of business with a thought, too, to your sales.

"Every little helps."

A. J. STEWART, Limited
Makers, TORONTO.

JAMS AND JELLIES

Are in demand at present.

We can supply you with the best.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

HINTS ON RETAILING COFFEE.

By C. J. Rahming.

OWING to the extremely low prices which prevail on green coffees and the fact that high prices on roasted coffees, to the consumer, have been maintained, the selling of roasted coffee has been for several years a most inviting business, because of the apparent large profits to be obtained. Competition, therefore, has grown very rapidly, being especially sharp in the large cities. Many new roasting plants have sprung up all over the country, all seeking a market for their output, and the retail grocer has been the most desirable factor sought as the final distributor. The consequence is, the retail grocer has a large part of his time taken up listening to the numerous arguments of the representatives, so called, of the many coffee roasters, who all have the best coffee for the least money, wonderful blends, trade winners, business makers, etc., etc., all trying to sell a can of coffee and get a wedge in. The retail grocer find it hard to say, "No" each day, as the said representative (who often misrepresents) gets into his good graces.

Unfortunately, there is too much sentiment with the retail grocer in his coffee buying, just where he should use the best judgment, and the consequence is, he maintains no standard of coffee, and has on hand most of the time too large a stock of this perishable article. Roasted coffee should be bought only as needed, as it quickly loses its good qualities, and, to get the best results, should be brought from one good house, that maintains a line of standards, roasted for their drinking qualities.

The grocer should never be tempted to buy coffee because something for nothing is offered him, in the way of a fancy can or other fixtures that he doesn't need, but thinks he wants. He should also distinguish between a scheme and a selling idea when he buys his coffee. A selling idea in connection with roasted coffee is something that will attract and hold a customer, and is worth what it costs, while a scheme is something thrown in with the coffee, that costs more than it is worth, as it is usually too expensive to be given away without the standard being lowered, and also because it will not increase the consumer's demand.

Don't buy your coffee to favor some salesman, at your expense. Salesmen who pretend to match a roasted coffee by looking at it are the ones to beware of, as roasted blends cannot be valued

by appearance, but should be judged only by their drinking quality. The best drinking coffees are not always the best in appearance. Buy coffees for cup quality; not for style.

The most successful coffee retailers are those who confine their sales to a uniform line of coffees, that is, standards at the various prices sold, and, unless you are a judge of coffees, it is better to give your entire business to some reliable house that maintains this line of standards. You cannot buy coffee from all the roasters that come to see you, and hope to maintain anything like uniform grades of coffee. You must place your confidence in someone, and have him buy your coffees for you. If your business is not large enough to employ an expert coffee man, the best way is to employ the expert coffee man of some roaster, and this can be done by assuring said roaster that you will confine your purchases to him just so long as your trade grows in pounds and profits.

You should always see that your coffee is displayed in a favorable part of your store, and that it is sent out to your customers in an attractive bag that bears the name of your own brand, thereby identifying the brand with your store, so that it cannot be purchased elsewhere. This helps to hold business for you, providing your coffees are of satisfactory drinking quality.

Don't change your roaster for every complaint that you get on your coffees. Remember that many complaints are the fault of the person in making the coffee, or perhaps the fault is in your grinding it, that you do not get your coffee of a uniform fineness, or as the customer desires. Or, perhaps, you grind your high grade coffees after you have been grinding some low grade stuff, without seeing that your mill is thoroughly cleaned. This frequently causes complaints on high grade coffees. But, if the complaints are of such a nature that you cannot explain, refer them to the roaster before changing, and then the cause can be easily remedied.

You must have confidence in the quality of the coffee you are selling in order to inspire it in others, and you must also have enthusiasm, and enthusiasm cannot be had unless you first have confidence.

Your order clerks must be impressed with the necessity of always asking for coffee business, and you must remember each day that it is the most important

We know the folly of trying to win permanent success on goods of inferior quality.

You wouldn't find us pushing

Perfection Cream Sodas

if they were not the best, the most satisfactory of any made in this country.

You will find them perfect.

Have we had your order yet?

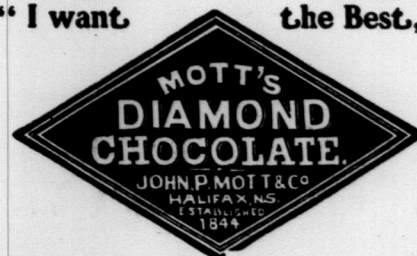
3-lb. Cards or Tins.

THE **Mooney**
Biscuit & Candy
Company,

LIMITED,

Stratford, - Canada.

When You Say
"I want the Best,"



You have said all that can be said about

MOTT'S DIAMOND CHOCOLATE

PURE GOLD TALK.

No. 8.

For a manufacturing company to get "cold feet," to use an expressive term, is to announce to the trade its decline. For ourselves, we have never felt that "cold feet" was descriptive of us. Part of our business is the origination of new things of the specialty order—things that are inexpensive, yet which, by virtue of their usefulness and desirability in every home, are consumed very generally. This results in a very nice and profitable trade for the grocer—a trade in an entirely new line.

A recent illustration of this inventiveness on our part is **QUICK PUDDINGS.**

These are 10-cent packages, and are to be had in a variety of flavors—Chocolate, Custard, Arrowroot, Tapioca, Lemon, etc.

For any season they are good. It gives the grocer a stronger hold upon the household account to be able to solve the dinner table problems quickly and economically.

And just because these packages bear the name PURE GOLD no questions are asked or required as to the merit of the article.

Are we doing all the business with you that we should do?

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

part of your business, and, therefore, more people are after it.

Stick to a line of standards that are purchased from some one house, as long as your business grows. Be satisfied, by drinking them yourself, that your coffees are all right, and then remember them every day, and talk them at every opportunity, and you will find that your coffee business will have nothing to fear from competition.—The Spice Mill.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held on Wednesday, March 2nd, at Monument National. A large number of members attended among whom were noticed N. Chartrand, president; E. Limoge, vice-president; J. A. Beaudry, secretary, J. A. Maynard, treasurer; Aldermen Turner, Larivière, Paquin, and Lapointe, T. Bergeron, J. A. Labonte, J. B. Deschamps, A. O. Galarneau, T. Brossard, G. Boisvert, E. Masse, N. Sequin, A. Gervais, T. M. Taylor, J. A. Dore, Z. Colpron, J. A. Dionne, E. Upton, H. Hartel, and H. Hofmann.

President N. Chartrand occupied the chair. After the minutes of the previous meeting and those of the Executive had been read and approved, the following gentlemen were, on motion of J. B. Deschamps, seconded by T. Brossard, elected active members of the association: V. Paquin, J. A. Piquettes, A. A. Gagnier, P. Sequin and J. E. Harel, and the following elected as auxiliary members: N. Martin O. Rousseau and J. Z. Ducharme.

On motion of G. Boisvert, seconded by N. Petras, the report of the treasurer was adopted.

A lively discussion ensued on the early closing movement, as to whether Wednesday or Thursday evening should be selected. On motion of E. Limoges, seconded by A. Bastian it was decided to postpone the settlement of this question until the next meeting, when the question would come first in the order of business.

It was moved by J. B. Deschamps, seconded by A. O. Galarneau:

That the Montreal Grocers' Association wishing to come to an understanding with the wholesale grocers upon the question of supplying consumers, be it resolved that a copy of the following agreement be sent to the local wholesale Grocers' Association who will hold

their meeting on the first Friday of the month, in order to give the wholesale grocers time to discuss the matter before the president and secretary of the Retail Grocers' Association call on their respective members for their signature."

Resolution for signatures of wholesale grocers:

"Taking into consideration the complaints of the retail grocers of the City of Montreal, we, the undersigned wholesale grocers and importers of the City of Montreal, hereby engage ourselves with the Montreal Grocers' Association here represented by its duly authorized president and secretary, not to sell any goods to consumers, that is to say, private families, boarding houses temperance restaurants, nor to any relation or employe, nor to any merchant in the City of Montreal who is not in the grocery business, with exception of departmental stores. We, however, reserve the right to sell to religious communities, railroad and navigation companies, hotelkeepers, licensed restaurants and drug stores, but only for the personal use of these companies and communities, and for the commercial ends of licensed restaurants, hotels and drug stores, but never for the personal use of their employes.

"We also bind ourselves to have our respective names on every one of our delivery wagons, or if we employ any special delivery agency, to make the names known to the Montreal Retail Grocers' Association.

"This agreement to remain binding upon us until such time as we are relieved by resolution to that effect by the Montreal Grocers' Association, or after 30 days' notice on our part to abrogate this agreement has been given in writing to the secretary of the Montreal Grocers' Association.

"We, the undersigned, having duly considered the terms and conditions of the above agreement, hereunto affix our respective signatures for the faithful performance of said terms and conditions."

The next meeting of the association will be held on April 6th at Monument National.

Reply of the Montreal wholesale grocers to the secretary of the Montreal Retail Grocers' Association to the above:

Montreal, March 5th, 1904.
Mr. J. A. Beaudry,

Secretary Montreal Grocers' Association, Montreal.

Dear Sir—At a meeting of the Montreal Wholesale Grocers' Association held yesterday your letter of the 3rd inst. was taken into serious consideration and though being desirous of being agreeable our association regrets exceedingly its inability to accede to your demands.

Believe me, sir,
Yours truly,
(Signed) J. STANLEY COOK,
Secretary.

Oh! for Gel-O

Why not have for your good trade.

Gel-O, the New Dessert?

Better than others. Costs no more. 8 flavors.

Cases hold 4 and 12 doz.
SEND TRIAL ORDER.

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



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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



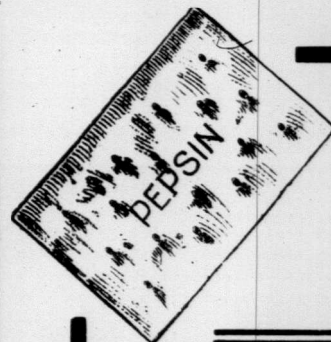
—in the Spring your thoughts turn to new
—business, you feel like living once more
—after the long and trying Winter.
—you want to work and make money—
—a factor for increased trade this
year will be the handling of

Eagle Baking Powder

It is a sure money-maker.

WRITE FOR PARTICULARS.

Eagle Manufacturing Co.
MONTREAL.



Guelph Grocer's
Opinion of
"Pepsin" Sodas

Guelph, March 4, '04.

Imperial Biscuit Co., Guelph.

Dear Sirs.—In regard to your favor of the first, would say that "Pepsin" Sodas are giving entire satisfaction to our trade. We handle, besides "Pepsin," three of the leading brands, and your biscuit enjoys a sale equal to any of them. They are, comparatively speaking, a new line with us, yet already our customers are specifying "Pepsin" when ordering Sodas.

Sincerely yours, J. A. MCCREA.

YOU HAVE HEARD THE EVIDENCE, GENTLEMEN,
WHAT IS YOUR VERDICT? WE WOULD BE
PLEASED TO RECEIVE YOUR ORDER FOR A CASE.

IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

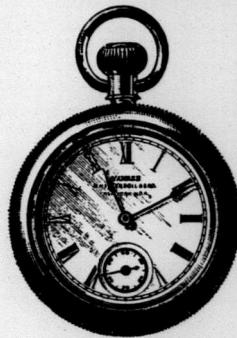
American, Canadian and London References.
Cable Address—"DONABLE," LONDON.
A. B. C. (5th Edition), Riverside and Adams Cable Codes used.

GROGERS' NOVELTY.

THE

Ingersoll

American Watches.



RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

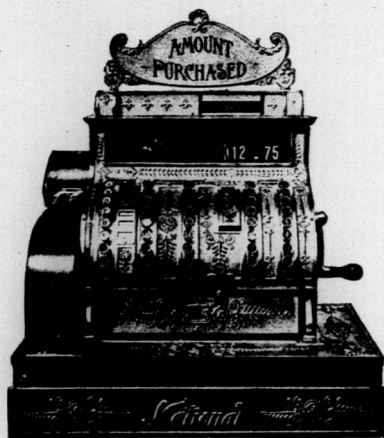
Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane. - - - NEW YORK, U.S.A.



Our 1904 models are now ready. Prices, \$25 to \$650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales.
2. Credit Sales.
3. Money Received on Account.
4. Money Paid Out.
5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY,
Dayton, O.

Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

Name _____

Address _____

National Cash Register Company

Dayton, Ohio, U. S. A.

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.

The Farmer as a Customer.

DOES the farmer read advertisements? Does water run down hill? The farmer's trade is worth having and therefore worth cultivating. He is more responsive to advertising than are townspeople. He takes more

Concentrated Lye

Large Cans
3 cans, 25c.; 95c. doz.—This Week

Simply sprinkle "H. G." Concentrated Lye in the opening of the drain pipe of the sink, wash-bowl or bath tub, and you'll probably save Doctors' as well as Plumbers' bills.

Cleans the pipes; instantly removes germs and grease.

Packed in extra large improved sifting top tins, so convenient for immediate use.

time to read his paper and he reads it more thoroughly. He earns his money more slowly, and spends it with greater caution. His table is spread more bountifully and his appetite is more hearty. True, he is a producer of his own food to a large extent, but he is a consumer of no mean sort, and as such is worth having as a customer. But the farmer is a practical man and likes practical advertising. He likes business news expressed in figures. Fine writing, and self-adulation are not what he wants. Straight business talk pleases him best.

The farmer is inclined to be suspicious. His purchases as compared with those of the townsman are few in number, and each transaction is likely to be deliberate. His oft-repeated question is: "Is that the best you can do?" and if he is satisfied with the merchant's integrity, he may become a prompt buyer.

The farmer's wife equally with her husband, is influenced by advertising. Her purchasing powers are more limited than those of her husband; her money or produce must provide her with a multitude of little things, and price counts with her. Therefore she likes to know

what things cost. Even more than how they measure as to quality. The merchant who regularly provides helpful price suggestions does better advertising than he who talks about the surpassing excellence of his stock and service—not that these features of a merchant's business are to be belittled or underrated. It must be confessed that from the farmer's point of view and that of his wife much advertising is empty and idle.

The farmer and his wife are susceptible to a little gracious attention. They get less of it than do townspeople for they see fewer people. It follows that the merchant who cultivates the farm-

50c. Ceylon-India Tea

45c lb.
3-lb. box, \$1.30 } This Week
5-lb. box, \$2.10

There's one pleasing feature about Ceylon-India Tea—it goes nearly twice as far as some others.

If this point isn't remembered the tea may be condemned as being too strong, when the fault lies with the "brewer" in using too much tea or too little water.

English tea drinkers are fond of Ceylon—and many Americans are becoming so.

Ackers 50c. Ceylon-India is equal to most 70c. Ceylon Teas.

Special, this week, 45c. lb.; 3-lb. box, \$1.30; 5-lb. box, \$2.10.

er and his wife finds a responsive interest that is fruitful of business. One way to pursue this work of cultivation is to use His Majesty's mail service. A letter or a circular or a post card sent out not only to one's regular customers but to those whom one desires as customers, will assuredly result in business. It costs money to send out letters, cards and circulars, but it is a very fair subject for enquiry to investigate what it is costing not to send out these messages of good will and business news. The voters' lists provide the names of hundreds of possible customers, and furnish addresses accurate and plentiful for any merchant who has both courage and faith

to use printers' ink, stationery, and postage stamps.

Too many merchants content themselves with the business that comes to them unsought. In effect they regard their constituency as consisting of a few hundreds of families. If they get a new customer it is "luck." To enlarge the list of customers by inviting people to deal with them is too uncertain, according to their judgment, to warrant the effort. Merchants of this class are found everywhere. Every little while one hears of the awakening of some of this class to a knowledge of their own lethargy, and once in a while one hears of a transformation in slothful merchants—a transformation that expresses itself in energy, energy that expresses itself in its turn in a determination to do more business by going after more business.

Farmers' business is good business; it doesn't fluctuate as does town business, and is not influenced by church and social connections. It is business that can be made to yield a good volume of trade to the merchant who deliberately and persistently cultivates it, through advertising in a way well pleasing to farmers and their wives, and by

Ackers Diagonally Cut

Stair Whisks

21c.—This Week

Did you ever experience the difficulty of getting into the corners of the stairs with an ordinary shaped whisk?

That is why this whisk was made.

It's cut off diagonally, so that it has a "pointed" corner.

And that is why this whisk gets into the stair corners so readily.

Fine broom corn; well made.

Regular, 25c.

Special, this week, 21c.

talking with and to them on purely business matters through the mails.

Notes.

There are reproduced herewith one or two specimen advertisements, taken from Ackers Weekly Bill of Fare, Philadelphia, just by way of suggestion.

1842

1904

Our Motto: "FORWARD"

THE CONSOLIDATED UBERO PLANTATIONS CO. Boston, Mass.

The coffees of this famous house have wide reputation, not only over the United States, but also in Canada.

Their aroma is delicious, and what is better than a good cup of coffee?

This firm possess immense plantations in Mexico, where the coffee is grown; they classify the qualities, roast and pack all themselves

WE OFFER _____

493 Cases "UBERO," all qualities, roasted or ground,
loose or in packages.

HERE IS A SNAP

"UBERO," 30 x 1-lb. tins, roasted or ground, **31c. lb.**
Freight paid in 100-lb. lots or more.

Une "demi-tasse" UBERO Coffee after a good dinner
will help your digestion.

We will give FREE, with 10 coupons of Checker
Brand Coffee, in packages, a nice **"COFFEE MILL."**

BEST VALUE FOR THE MONEY

600 packages 1 lb. each, Checker Brand, Java and
Mocha, **25c. lb.**

Sold by all the best Grocers.

Samples given "Gratis" for trial.

Try them.

Delicious with cream.

They are exquisite.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers,

 MONTREAL.

DISTRIBUTERS.

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

WEST LORNE.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q.

J. P. THOMAS

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

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.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 8-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

VICTORIA, B.C.

JAPAN China and Australia. Manufacturers and Shippers requiring representation in the Orient are requested to correspond with us. We are directly represented in the Orient by MR. A. R. TUFTS, with headquarters at Kobe.

R. W. Clark & Co., Brokers, Victoria, B.C.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
GORDON & CO.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

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

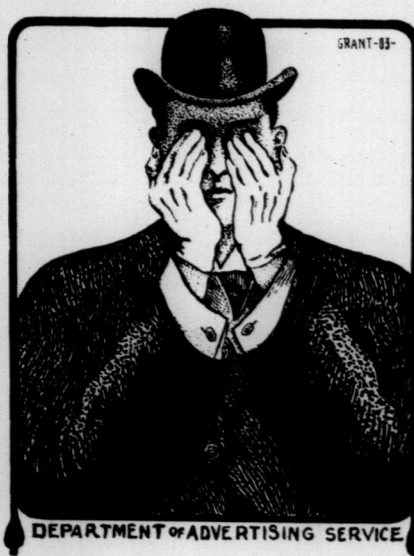
"COMMISSIONER,"

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

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.



Of course you
can't see if
you close your
eyes,

nor can you hear if you
plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

One at a
time, please.

Let your orders come
along. Spring is here
and between showers
you should handle a lot
of fruit.

BECAUSE:

Easter is near.
People are hungry.
Prices are low. (See ours.)

It's a case of the Best
for the Least.

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**

TWO SNAPS.

Fancy Navel Oranges, all sizes, \$3.00 bx.
Messina Lemons, 300's, 360's, \$2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.

ORDER QUICK.

HUSBAND Bros. &
Co.

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

GREEN FRUITS

Nova Scotia Fruit Industry.

AN exchange says the Nova Scotia Government exhibit at Crystal Palace, London, this year has been of more practical benefit to the Nova Scotia fruit industry than are the big and expensive shows held from time to time in the United States, and one broker wrote his customers here that after it had been set up and favorably commented on by English and European papers the price of Nova Scotia apples advanced from 1s. to 2c. per barrel. We do not increase our sales or benefit the industry by exhibiting apples in the United States, while they impose a tariff on them amounting to prohibition of nearly \$1 per barrel, and the large amounts expended on apple shows at World's Fairs and Pan-American shows were practically wasted. As over half the crop has already been sold in England at good prices it may fairly be estimated that the proceeds from apples this year will be over \$1,000,000, more than all the other exported agricultural products of Nova Scotia combined.

Poor Outlook for the 1904 Fruit Crop.

AN authority on fruit growing reports that the fruit prospects for the coming season in the vicinity of the Niagara peninsula are anything but promising.

As a result of the extremely cold Winter the peach trees will not only have their fruit buds killed, but the trees in many cases have been killed. Even the pear, which is considered hardy, will lose most of the fruit buds and much of the new growth of wood. Some of the grape buds are killed, and the tender blackberries are all dead, even below the snow line. Cherries seem to be all right, and strawberries that are covered may pull through, although they have three or four inches of ice on them even on the high land, under the snow. The frost has gone much deeper than six years ago, when so many fruit trees were killed throughout all the fruit districts. Last year was the plum season, but what buds there are on the trees seem to be all right. It is not expected the apple crop will be large, as there

have been two large crops following each other.

—

Canned Apples.

CANNED apples in one gallon tins are in good demand but fault has been found with Canadian goods on account of certain firms putting different varieties of apples in the same tin. Some varieties cook much faster than others. Another complaint is that packers apparently use "cull fruit" and have not sufficient fruit in the tins, the goods being turned "sloppy."

Only the best grades should be exported if we wish to hold, or increase our trade with Great Britain as there is keen competition from all parts of the world for the British markets. The United States, France, Germany, Italy, and Australian Commonwealth and New Zealand are shipping heavy lines of canned goods. During cool seasons like the past two, only the best grades are in demand. It is during hot weather when cooking becomes a burden, that people turn to canned goods.

Great care should be taken with goods packed in glass that all roughness is ground off the necks of bottles before they are filled as pieces of glass have been found in the contents and a prejudice created against goods put up in glass.

—

Canadian Apples in Leeds Market.

The Leeds Mercury says: "During the past few years Canadian apples have found a ready market in this country, and Leeds has received a fair proportion of the supply. It is a striking tribute to the quality of the fruit that although the supply of late has been in excess of the demand, prices have slightly increased. For cooking purposes Northern Spies are strongly recommended; whilst Baldwins and Greenings are also very good. There is very little difference in the price of these varieties, one and a half pence to three pence a pound being the general charge. Newton Pippins and Golden Russets are excellent dessert apples. Owing to the splendid quality of apples from the Dominion, the demand for those from New York has suffered considerably."

Apple Growers Get Together.

IN order to improve the unsatisfactory methods for the marketing of apples, which have prevailed for years in certain sections of Western Ontario, the apple growers of Ilderton met a few days ago and organized an association for the co-operative packing, selling and shipping of apples.

Many claim to have suffered at the hands of buyers and others have received such incomplete and unsatisfactory sales accounts and cash returns from individual experimental shipments to the British market that they have almost been reduced to the extremity of cutting down their orchards and using the ground for other purposes.

According to the new scheme, by beginning in a small way and expanding each year, the same fruit growers hope to be able not only to handle orchard produce more economically, but to apply co-operation to spraying orchards, making barrels and boxes for shipping, buying new nursery stock, etc. It is believed that this is the beginning of a movement that will soon spread over all fruit districts in Ontario and that the results will be that the orchard will have once more a very profitable part of the farm.

British Columbia Apples in Britain.

Some excellent samples of British Columbia apples have reached this country of late in the form of small trial shipments," says the Fruit Grower, of London Eng., in a recent issue. "One lot was disposed of at Liverpool, one at Glasgow and finally one came to London. Both realized very satisfactory prices. Samples of the fruits submitted were of excellent quality and in sound condition."

An English View of the Apple Trade.

A MONTREAL exchange gives an interesting review of the Canadian apple trade with Great Britain. It points out that late shipments arrived in good condition and sold well. According to several of the trade, however, it would pay shippers to use boxes instead of barrels for the better kinds of apples, particularly such fancy varieties as Kings and Blenheim. In this way it would be possible to avoid the

**SPANISH ONIONS CALIFORNIA CELERY
ORANGES BANANAS LEMONS**

Our stock is complete and new. The railroads are now accepting freight and prompt shipment will be the order.

REMEMBER. We are headquarters in all lines of **Fruit, Produce and Fish.**

Oysters We are getting good supply now and can serve you on shortest notice.

WHITE & CO., 64 FRONT ST. EAST,
TORONTO.

PHONES Main 4106
4107

Wholesale Fruit and Produce.

Prompt

1904

SAME OLD STORY.

Reliable

Selling best goods obtainable at lowest possible prices.

That's how we hold our trade. Quality tells. Try us.

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

bruising which make such a vast difference in the price of dessert fruit.

A leading authority on fruit growing is quoted to the effect that it would not pay to buy Canadian apples for cider making, unless an exceptional season, such as the last, when there was a general shortage of apples in Great Britain.

Very favorable reports as to this season's shipments have been heard on all sides. At the annual meeting of the Dundee fruit merchants, the president referred in eulogistic terms to the improvements which have been effected in the packing and grading of Canadian fruit since the Dominion Government had taken the matter in hand and the Fruit Division had exercised their active and well directed supervision. This expression of opinion is endorsed in other market centres.

Protection for Fruit Growers.

Henceforth, by order of the Government, all vendors of nursery stock within the bounds of British Columbia must, before doing business, take out a license and agree to conform to the regulations of the Provincial Board of Horticulture.

This action has been brought about indirectly as a result of irresponsible agents being permitted to roam about the country distributing spurious and unsuitable stock. Fruit growers have been "bitten" once too often, and now

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

they have retorted. It is hoped the stringent measures taken will insure a larger measure of protection to fruit growers than has existed in the past.

Apples From Tasmania.

IN 1903 Tasmania shipped over 300,000 cases of apples to England; in 1904 she will export over 400,000 cases, in addition to 100,000 cases to be shipped to the other States of the Commonwealth.

Twenty large steamers have been engaged for the conveyance of fruit—principally apples—to England, at an average freight rate of 65s. per ton measurement. Fifteen steamers will go to London, and five to Liverpool. The apples are packed in cold storage at a temperature of about 44 degrees F. Packing is made in cases measuring 20x15x10 inches, and contents average about 40 pounds.

FLOUR AND CEREAL FOODS

Grain Carriage by Rail.

GRAIN is now carried from the West to the Atlantic coast by rail both in the United States and in Canada. It must be admitted, however, that where climatic conditions permit water routes have the call for the grain trade. The great lakes have proved the great natural channel for export breadstuffs from both sides of the line. Their supremacy in this department of commerce has been so well established, few transportation experts hazard to suggest that a railroad ever could successfully compete with the lake propellor. Mr. John Charlton is the veteran in this regard. During the debate upon the Grand Trunk Pacific at the last session of the Canadian Commons, Mr. Charlton quoted a railway expert in support of his contention that with easy grades, long curves and heavy rolling stock a railroad could profitably compete with a water route in grain carriage.

An unexpected and most valuable endorsement of Mr. Charlton's claims have since been made by no less distinguished a gentleman than Sir Sandford Fleming, the surveyor of the Intercolonial, for years chief engineer of the Canadian Pacific, and now on the board of directors of that railroad.

Sir Sandford's reason for endorsing the construction of a railroad on the northern route was "Because a railway built on the northern route would be the shortest line between the two oceans, besides being the most direct for the products of the northern half of the farming region to the nearest Canadian shipping ports. By establishing on the northern route a modern, first-class railway, devoid of gradients and every other hindrance to cheap transportation, Canada would possess the means of carrying these products to the Canadian tidal ports at all seasons of the year at less cost than by any other route whatsoever. Owing to the reduced total mileage, and still more owing to the reduced gradients on the new line, grain may be carried to Quebec by the direct route at less cost than by the southern route, even if it

were carried almost free of charge across the lakes from Fort William to Depot Harbor, Owen Sound or Sarnia. This, of course, only applies to the half-year of open navigation. During the other half year the northern route would be without a rival worthy of the name."

Russia's Cereal Crops of 1903.

According to official statistics the crop of cereals in the 72 governments and districts of European and Asiatic Russia for 1903, is estimated at 1,720,448,392 bushels as against 1,832,590,755 bushels for 1902, as follows:

Cereals.	1903 Bushels.	1902. Bushels.
Wheat.	413,305,837	369,034,932
Rye.	19,171,457	13,982,336
Oats.	710,143,540	827,771,637
Barley.	371,994,623	353,189,263
Indian Corn.	50,670,514	48,497,400
Buckwheat.	39,689,025	61,103,775
Millet.	92,211,696	131,318,712
Peas.	22,715,700	27,692,700
Total.	1,720,448,392	1,832,590,755

American Exports.

FLOUR exports from the United States in 1903, says the New England Grocer, were larger than in any preceding year in the history of its commerce and aggregated practically 20,000,000 barrels. The value of the flour exports also exceeded that of any preceding year, with the exceptions of 1892 and 1893, when the value slightly exceeded that of 1903, but the quantity exported was materially less. The total number of barrels of flour exported from the United States in the fiscal year 1903 was 19,716,634, valued at \$73,756,404, while in 1893 the number of barrels was 16,620,339, but the value was \$75,494,347, prices of that year being materially higher than those of 1903.

In the calendar year 1903, ending with the month of December, the total exports of flour amounted to 19,551,411 barrels, valued at \$75,188,050. This calendar year statement gives the very latest figures of flour exports, and a comparison of these figures with the wheat exports of the calendar year indicates that considerably more than one half of

the wheat exported in the calendar year 1903 was turned into flour before exportation. The total value of the wheat exports of the calendar year 1903 was \$59,329,441, and that of the flour exports, \$75,188,050.

A study of the wheat exportations of the United States during a long term of years discloses some very interesting facts. Prior to the development of the great wheat fields of the United States, which occurred subsequent to 1860 a very large proportion of the surplus wheat of the country was exported in the form of flour. From 1790 to 1860 no instance occurs in which the exports of wheat equaled in value those of flour. Beginning with 1861, however, wheat exports exceeded in value those of flour, and this was also constantly the case down to 1890. Since that time, however, flour exports have on many occasions materially exceeded in value those of wheat, though in years of large crops the unusual surplus naturally found its way abroad in the form of wheat, since the capacity of the mills could not conform to the annual fluctuations in production. The growth in flour exportation has therefore been steady, while that of wheat not turned into flour has fluctuated with the surplus crop available for exportation.

Bread Will Not Go Up.

The price of bread will not be advanced in Toronto unless the wheat market takes a further rise in the very near future. The master bakers and confectioners having decided at their last meeting, owing to the erratic condition of the wheat market, to postpone taking any definite action for the present.

A Flemish artist has wasted some time in producing a picture of a miller mounting the stairs of his mill and carrying a sack of grain on his back. The mill is depicted as standing near a terrace. Close at hand are a horse and cart, with a few groups of peasants idling in the road near by. All this is painted on the smooth side of a grain of ordinary white corn and can be seen only by the use of a microscope. It does not cover a half-inch square, and while otherwise remarkable is said to be the smallest painting in existence.

THE GROCER HIS OWN ENEMY

That is, if he pushes foreign-made cereals; cereals, too, which are excessively dear, and which leave him only half a profit.

SWISS FOOD

is good, very good, in itself. It is made in Canada. It pays the grocer a **GOOD** profit.

Why not push it?

P. McINTOSH & SONS,

Millers and Manufacturers,

TORONTO.

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.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

We consider the

'Wee McGregor's' Breakfast Food

the most economical.

"It's Gran' for the Morn's Mornin'"

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

The Wheat Fields of Manchuria.

A PART from present considerations, Manchuria is a valuable asset for any nation to have within its grasp. It has an immense area of fertile soil and natural resources, only partially developed. In area it is equal to that portion of North America lying between Chicago and the mouth of the Saskatchewan River.

The Sungari valley seems to be especially adapted to the production of wheat, says Henry B. Miller, U. S. Consul at Ninchwang. Spring wheat only is grown and the yield is 30 bushels per acre. The wheat is not sown broadcast, but is planted like Indian corn in Canada, and is cultivated and hoed during the growing season. Famine and bad crops are almost unknown.

Extensive growing of wheat in Manchuria has been delayed by the lack of machinery to convert the grain into salable flour. The introduction of modern machinery in place of the primitive mills is effecting a wonderful transformation in the character of the crops.

Harbin, the present centre of the flouring mill industry of Manchuria, is destined to become a second Minneapolis. It is situated in the heart of the valley of the Sungari, with water transportation both from the wheat fields and to the sea. In 1900 the place did not contain a single flour mill and now it has ten, with a daily capacity of 5,000 barrels. The mills are making a profit of 15 to 45 cents on every 100 pounds of grain ground, and are putting their earnings into enlargements of their plants.

Even at the low price of 37 cents gold per bushel paid by the mills, wheat is now the most profitable crop and will be grown in increasing quantities as fast as the mills require it. At the rate at which the production of flour is expanding it will be only a few years until Manchuria will supply the Chinese market with more flour than is now consumed, and unless the Chinese eat more under a higher standard of living, a considerable surplus may be available for export to Europe.

Siberia, because of the high altitudes of its southern portion and of the great distance of its agricultural areas from water transportation, is unlikely ever to become a great source of supply for the world's markets, but Manchuria may well become an extremely awkward competitor for the future grain and flour market in China and Japan.

Flour Scarce in Moncton.

FLOUR and oatmeal continue scarce in Moncton, principally on account of the congested state of traffic on the western railways, in consequence of the heavy storms. There is a fair supply of Manitoba flour with some of the wholesale houses, but there is a stringency in the stock of Ontario brands. The lack of the ordinary supply of Ontario flour is due especially to the impediment to traffic on railroads west of Montreal. In several cases, flour that was shipped nearly a month ago, is still on the way. Carloads are taken by the western railways for shipment, but there is no assurance of the time of delivery owing to the present condition of the roads. The effect on the market here is expected to continue for the greater part of March, and, perhaps even longer. For some time will elapse before the improved conditions of the western railroads will be felt here.

A wholesale dealer says there are several reasons for the present high price of flour in the East. In former years the Western farmer was obliged to dispose of his wheat earlier in the season as he was not in a position to hold it. Now he is less dependent. He can await the conditions of the market holding the grain himself as well as companies owning elevators. The effect of the war on the Russian shipments of wheat has also contributed largely to the present state of the market which has also been affected by subsequent manipulations of the market by speculators. Then there are the temporary difficulties in transportation.

The general condition of the market is not expected to undergo any marked change until Summer when the outlook for a new crop may be taken into consideration. But it is doubted in some quarters, however, if flour will again go down to the price of last Fall. It took a rise then which was maintained and followed by further advances.

American Flour in Brazil.

Through the activities of the United States Minister, says the Flour Trade News, the Government of Brazil has been induced to grant preferential rates on several lines of staple American products imported in Brazil. Besides several other things, the new arrangement gives preferential rates to flour in barrels, 32 per cent.; flour in sacks, 20 per cent. Six or seven years ago the United States exported to Brazil 1,800,000 barrels of flour per annum, but this export

has decreased to about 500,000 barrels per annum owing to the excessive duty. This duty is now reduced through the preferential rates just granted and there is now a boundless market open to millers and flour exporters in Brazil and American flour exporters are being urged to take advantage of the opportunity.

Importing Canadian Oats.

"Some idea of the great scarcity of oats in this market lately," says the Flour Trade News of New York, "may be gathered from the fact that 50,000 bushels of Canadian oats were bought for local consumption at 55 to 60c. a bushel, duty paid. As the duty is 15 cents, it makes the price equal to 40 to 45c., whereas domestic oats of similar grade are worth 58 to 60c. It is therefore evident that we need not expect to sell oats for export."

Barley in Demand.

Of late there has been a large demand in the Orient for foodstuffs. At the present the principal demand of Japan has been for barley. The Japanese feed their horses barley instead of oats, and have lately been leaving orders with Canadian firms to fill. On the Empress of China, which sailed for the Orient a week or ten days ago, 500 tons of this grain was shipped, and on the Athenian, when she leaves Vancouver in a few weeks hence, another shipment of 1,000 tons will go forward. In addition to these consignments negotiations have been in progress during the last few days for the charter of a steamer to load a cargo of barley on the sound.

New Industry for Toronto Junction.

A. Campbell, miller, Toronto Junction, is about to increase the capacity of his mill from 700 to 1,000 barrels. He will also build an addition to his present plant for the production of oatmeal and cornmeal. Mr. Campbell expects the new industry will require in the neighborhood of 100,000 bushels of grain yearly.

Cereal Notes.

The American Miller learns that the acreage of macaroni wheat in Nebraska, Western Kansas and Oklahoma, will be greater this year than last.

Grand Rapids, Mich., now requires all packages of flour to be marked with the net weight; but execution of the law has been suspended until the flour on hand shall have been disposed of.

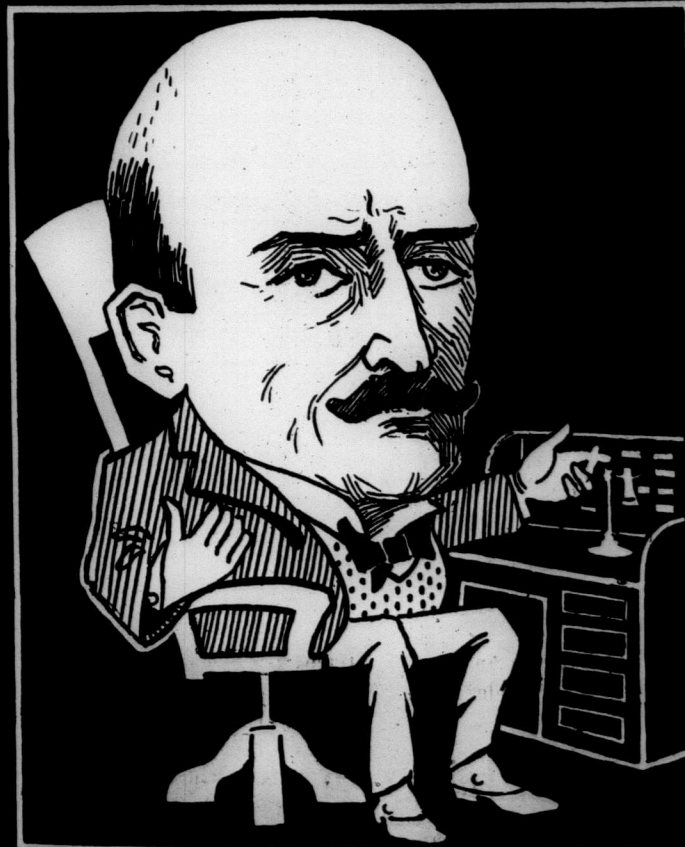
There is a genuine satisfaction in recommending your customers to try

Blue Ribbon Ceylon Tea

They will appreciate your advice and show it in continued and growing patronage of other good things you have to sell.

Push the Red Label Brand.

Each grocer our agent.



We wish to say that we are not simply fishing for your dollars. There is more in business to us than simply throwing your money in the till and ringing you out of memory. What we are after is a feeling of friendship and co-operation with you, in addition to your custom. This does not mean that we are not out after all the money we can honestly make, but that our business efforts are based on the desire to place in your hands the best goods of their kind that can be made. It is this determination, combined with a good deal of push, that is making our business so successful, and that has made our big new factory and a largely increased staff of helpers an absolute necessity.

Our object is to make WHITE SWAN goods the standard of Canadian excellence, and you can always be sure that in handling our brand that you have Purity, Perfection and Worth in their highest degree. It always pays to push a good thing. Ask for our list.

THE ROBT. GREIG CO., LIMITED

White Swan Mills

T O R O N T O

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cigarette Tobacco in Italy.

ABOUT ten years ago a large demand was created for Oriental tobacco in Italy, which suggested to the government a series of experiments, in order to ascertain whether it was possible to produce such tobaccos at home instead of importing them. Conditions of soil and climate were favorable. The main difficulty from the first, however, was with native husbandmen, accustomed from generation to generation to a certain style of cultivation of tobacco, who rebelled against the introduction of new methods for the successful propagation of new varieties.

As a result of continuous experiment, however, a code of regulations was drawn up, in which was given all possible information as to how the Oriental plants were to be reared, and land-owners were invited to take note of the conditions offered by the Government, the cultivation of the American leaf being restricted so that the farmer had no longer the option of continuing the cultivation of the qualities he had raised in former years. The department offered to supply all seeds, which were to be sown at a stated time according to directions. Careful treatment of the seedling plant was required, and the most scrupulous attention to its later cultivation was enjoined. During the whole time of the rearing of the plant, the producer was exposed to surprise visits at all times. Inspectors removed any defective or worthless leaves, burning them immediately; while the farmer was prohibited from removing a leaf from a plant on any pretext whatever.

At the ripening of the crop it was to be bundled, dried and carried to the government classifying offices, where the producer was paid first the price of the leaves, and later, on further examination, a premium on the results. The necessity for this superfine discrimination arises from the fact that leaves grown near the ground level are more rank and do not possess the pure aroma required for first-class tobacco, while those closest to the flower are found to be too rich in nicotine, the best leaves being from the middle growth of the plant.

For the 1903 crop, requests were permitted for the cultivation of 40,000,000

plants of the Oriental qualities alone, while proposals for 16,500,000 more had to be refused, for the reason that the government premises were not sufficiently extensive to handle more than that quantity of tobacco. The Oriental product is used, mixed with imported tobacco, in the manufacture of cigarettes of various kinds. It is estimated that the 1903 crop will give 125 to 130 tons of Oriental tobacco, hardly sufficient for one month's requirement of the country. Consequently it has not been possible so far to issue a cigarette made exclusively of native-grown tobacco.

The Origin of Meerschaum.

IT may interest the smoker to know that the bowl of his favorite pipe is nothing more nor less than a chunk of hydrated silicate of magnesium, a fragment of sea-foam from the bowels of the earth of Asia Minor, and is so common that the boys of Morocco use it for soap, while in Madrid it is used as building material.

Meerschaum has been dug from the ground around Eski Shehier for more than one thousand years, where there is apparently an inexhaustible supply. In one

district over 8000 mines have been opened, and in another, over 20,000. The yearly output of these mines is estimated at 200 tons. Meerschaum is found in a layer of red clay from 25 to 180 feet beneath the surface. Primeval methods are still used for digging out the commodity. Miners work down with pickaxes and shovels until the red clay is reached; then they proceed to build tunnels in all directions from which the blocks of meerschaum, scattered through the clay and varying from the

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.



Who is Your Friend?

**The Man who Buys your Goods.
We are your Friends.**

You know that offer of ours, namely, to send 1,000 Cigars, express paid, and to buy back for cash your unsold stock at the end of three months.

That's a pretty good offer, and an offer other cigar makers aren't talking very loud. We wouldn't keep drumming on it if we didn't know how safe an offer it is. The cigars don't get back to us. They sell.

Specify in your order **Pebble** for a 5-center, and **Pharaoh** a 10-center.

Get the order in to-day.

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



It is hard to get over
T. & B.—and the 10-cent size just suits the
majority of smokers,—

And grocers.

T & B

The Geo. E. Tuckett & Son Co. Limited
HAMILTON

Once there was a grocer who said he wouldn't stock T. & B.—had too many lines as it was. He fought the salesmen and the public, and thought he had whipped them. One day he woke up and found he had been punishing himself all the time.

THANKS

The response to our pipe advertising is all right. Write again. We have the stock.

W. B. REID & CO.
58 Yonge St.,
TORONTO.

QUEEN'S NAVY

CHEWING TOBACCO

grows more popular every day.

The Erie Tobacco Company
WINDSOR, ONTARIO.

British Navy
Queen's Navy
U. & I.
King's Navy
Ronto Mixture

NOT MADE BY A TRUST.

T. J. Horrocks,

176 King St. East,
TORONTO.

SEND FOR PRICE LIST.

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



TOBACCOS are not all the same. There are some tobaccos better than others. We **know** our tobaccos to be good,—better,—best. If they were not all this the sale of them would not have the steady increase they are having month by month.

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

size of a small egg to a foot cube, are extracted.

The "nam-tash," which is the native name for meerschaum, is white with a yellow tint, and very soft. This is first thoroughly dried, then rubbed with wax and carefully wrapped in cotton before being packed for shipment. Most of the raw material goes to Vienna where it is worked up into the fine pipes which are the delight of smokers the world over. The process of manufacture is extremely simple, pipe bowls after being turned or carved, are polished and then boiled in wax or some preparation of paraffin. A second polishing follows, after which they are ready for the coloring process—and who has not experienced with the latter?

The only kind of mouth piece for use with a meerschaum pipe is amber. Its

store on such a prominent corner is in itself a feature, the establishment is the more noticeable on account of the very attractive and business-drawing window displays arranged by Mr. Michaels and his staff. Changes are made weekly, sometimes oftener, and passers-by are attracted by the price cards and their appropriate wording. Variety is not lacking, but the general arrangement of the goods is such that one is involuntarily attached to them. The interior is conveniently arranged, the furnishings being in oak, and the "silent salesmen" counters display pipes, cigars, cigarettes and smokers' commodities in infinite variety. Though Mr. Michaels has occupied the present quarters only since 1901, having removed from the centre of the block, he has been in the cigar business in Montreal for a quarter



A. Michaels' Cigar Store, Montreal.

origin is principally the shores of the Baltic Sea, where the fossilized gum is dug out, sometimes 100 feet below the surface. The amber blocks are sawed into pieces suitable for pipe stems by an extremely thin saw. These are then placed in a foot-power lathe and drilled and twisted into the requisite shape by expert workmen.

A Model Modern Cigar Store.

WE publish to-day a view of one of Montreal's most prominent and conspicuous cigar and tobacco stores, that of A. Michaels, north-east corner of Notre Dame and McGill streets. Outside of the fact that the location of the

of a century or more, and is always to the front in anything and everything pertaining to the wants and demands of his customers. His two assistants are equally active, prompt and polite in attending to the requirements of their trade.

Protection for Cigar Makers.

For purposes of mutual protection against deadbeats, the cigar manufacturers of Sioux City, U.S.A., have formed a Cigar Manufacturers' Association. The chief aim of the association will be to protect the manufacturers from bad accounts. The retailer who cannot or will not pay his bills is to be made known to every member of the association, with the result that they will refuse him credit point-blank.

OUR SILENT DRUMMER IS FREE.

GROCCERS

WHEN HANDING OUT CIGARS, SERVE THE GOOD ONES LIKE

STEELE'S SECURITY 10c. EACH
STEELE'S YORK 5c. EACH

UNION MADE.

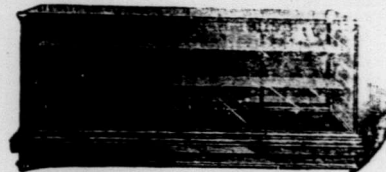
THE W. H. STEELE CO., Limited
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

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.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE OF ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves. In short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

Tobacco Notes.

Knapp & Peterson, pipe manufacturers, Cuffe Lane, Dublin, have made extensive enlargements and improvements in their premises.

T. J. Horrocks, wholesale tobacconist, Toronto, reports that with the improved shipping facilities his new warehouse affords, all orders will be shipped more promptly than ever.

The bonus promised to English handlers of the American trust (Imperial Tobacco Co.) goods, materialized on January 1, 1904, with an appropriation of 2 1/4 per cent. of the sales. John Bull ejaculates "better late than never," and the American eagle screams that sufficient prominence has not been given to American trust goods in England. Those who have offended in this particular may take the hint "to get busy" if they wish to keep the bonus scheme going.

Business Changes

ONTARIO.

THE oatmeal mill of H. Murton, Guelph has been destroyed by fire; loss partially covered by insurance.

T. Martin, grocer, Ottawa, is dead.
G. Simmonds grocer and fruit dealer, Toronto, is dead.

T. H. Johns, grocer, Kingston, has sold out to J. Kelly.

W. S. Hughes, general merchant, Winchester, is dead.

P. Graham, fruit dealer, etc., Ottawa, has gone out of business.

H. H. Foy, general merchant, Eganville, has started in business.

J. H. Anlsebrook, grocer, St. Thomas, has sold out to J. Tremblay.

J. Phillips, grocer and butcher, Toronto has sold out to W. Barnhouse.

J. Cray, general merchant, Belle River, has advertised his business for sale.

W. W. Anderson, flour and feed dealer, Cardinal, has sold out to M. Sim.

N. Wickett, general merchant, New Liskeard, has discontinued business.

The estate of E. Bergeron, grocer, etc., The Lake has been wound up.

G. Ferguson, grocer and butcher, Hamilton, has assigned to C. S. Scott.

E. J. Dunn, grocer, Chatham, is offering to compromise at 60c. on the dollar.

W. Cornwall & Co., grocer, etc., Beamsville, has sold out to A. McIntyre.

M. Bigelow, milliner and grocer, Wales, has assigned to J. A. C. Cameron.

J. Chalmers, seed and hardware merchant, St. Marys, has sold out to J. & G. Smith.

Brosseau & Gagnon, grocery commission merchants, Ottawa, have started in business.

W. A. Brown, general merchant and butcher, Orwell, has advertised his business for sale.

The stock of the estate of P. Cameron, general merchant, Dutton, was advertised to be sold by tender March 9.

The Canadian Cannery Consolidated Companies, Hamilton, have changed the style of their firm name to the Canadian Cannery.

The style of the firm name of Robinson & Galaska, general merchants, New Liskeard, has been changed to Robinson & Greenwood.

W. A. Tallondown, grocer and provision dealer, Sunderland, has assigned to N. McPhoden; meeting of creditors announced for March 8.

The premises of P. A. Vaillancourt, grocer, Ottawa, now Vaillancourt & Tardiff, have been damaged by smoke; loss partially covered by insurance.

QUEBEC.

N. Belle, grocer, St. Paul, is dead.

R. Piette, grocer, Berthier, is dead.

The assets of H. Lamouche, grocer, Montreal, has been sold.

Salmes & Edwards, grocers, Montreal, have dissolved partnership.

P. Martin, grocer, etc., River Beaudette, has been burnt out.

The assets of N. Degrassilliers, grocer, Montreal, have been sold.

B. Ram & Co., grocers and liquor dealers, Montreal have registered.

The Columbia Shoe Dressing Co., Montreal, have been incorporated.

V. E. Paradis, has been appointed curator to A. Gagnon, grocer, Quebec.

W. F. Hawley-Palmer, of the Empire Cigar Store, Montreal has registered.

J. Z. Gagnier, general merchant, Howick, has assigned to Kent & Turcotte.

J. C. Harbec, grocer and hardware merchant, St. Johns, has been burned out.

D. Michon, grocer and liquor dealer, Montreal, is offering 35c. on the dollar cash.

Nault Freres, grocers and liquor dealers, Montreal (St. Henry) have registered.

J. A. Benault, general merchant, St. Ephrem de Tring, is offering 35c. on the dollar.

H. Lamarre has been appointed curator to H. A. Riopelle, general merchant, Ville Marie.

The Royal Packing Co., manufacturers of preserves, Montreal have registered.

Consent of the assignment of Charbonneau & Co., grocers, Lachine Locks, has been filed.

Jacobson & Ram Co., grocers and liquor dealers, Montreal, have dissolved partnership.

A. R. Leroux, grocer and provision merchants, Montreal, has succeeded Rivet & Rivet.

The assets of J. M. Sirios, general merchant, Cacouna, are advertised to be sold March 11.

J. M. Chapdelaine, grocer, Montreal, has assigned; meeting of creditors announced for March 11.

Consent of the assignment of J. E. Robichaud, grocer and liquor dealer, Montreal, has been filed.

Demand of the assignment of J. E. Robichaud, grocer and liquor dealer, Montreal, has been made.

The assignment of S. J. Roy, butter and cheese manufacturer, St. Johns and Sabrevois, has been filed.

La Society de Fabrication de Peurre de St. Louis de Lotbiniere, Lotbiniere, have dissolved partnership.

The estate of J. B. M. Dion, grocer, Quebec, has been sold to A. A. J. Gingras at 17c. on the dollar.

A meeting of creditors of L. S. Plamondon, general merchant, South Durham, is announced for March 16.

The partnership of J. Brown & Sons, wholesale fruit and commission merchants, Montreal, has been registered.

Chabot & Galibois, grocers and liquor dealers, Quebec, have dissolved partnership, and are offering their business for sale.

The stock of Hodgson Bros., cheese exporters, Montreal, has been damaged by smoke; loss partially covered by insurance.

La Cie d'approvisionnement Alimentaires, Montreal, have sold their jobbing business to Jadvin, Maloney & Lawrence.

Carrier & Co., general merchants, Garthby, have assigned; V. E. Paradis has been appointed provisional guardian.

T. E. Levesque, general merchant, St. Gideon, has assigned. Lefavre & Taschereau have been appointed provisional guardians.

The stock of D. A. McPherson & Co., butter and cheese exporters, Montreal, has been partially destroyed by fire; loss covered by insurance.

Demand of the assignment of Mrs. E. W. Carigan, wholesale and retail liquor dealer, etc., Montreal, (St. Henry) has been made.

V. E. Paradis has been appointed curator to J. A. Michaud, general merchant, Chicoutimi, and also to E. Villeneuve, general merchant, Jonquieres.

NOVA SCOTIA.

T. R. Prince, general merchant, Truro, has assigned.

T. H. Carroll, commission produce merchant, and J. Leary, confectioner, etc., both of Halifax, have been burned out.

MANITOBA AND N.W.T.

E. M. Beamish, grain merchant, Winnipeg, is dead.

J. Consentino, confectioner, Winnipeg, has been burned out.

J. A. W. Lane, grocer, Winnipeg, has sold out to R. M. Lyons.

F. W. Dunn & Co., general merchants, Red Deer, have sold out.

Anderson Bros., general merchants, Milestone, are seeking extension.

L. Beck, general merchant, Yorkton, is closing up his Saltcoats branch store.

The stock of N. Rosen, general merchant, Virden, has been sold at 65c. on the dollar.

H. T. Scheibel & Co., general merchants, Wilcox, have sold out to H. Pickering.

R. W. Oxley, grocer and hardware merchant, Hanley, has sold out to Colladay & Wilkinson.

Wilkin & Co., general merchants, Fort Saskatchewan, have sold their Whitford branch to W. E. Biggs.

J. McIlrea, grocer, hardware merchant, etc., Sidney has sold his lumber yard to the Canadian Elevator Co.

Hawkes & Barker, general merchants, Whitewood, dissolved partnership on March 1. Mr. Barker continues in business.

BRITISH COLUMBIA.

A. H. Bradbury baker and confectioner, Vancouver, has been succeeded by Johnson & McKillop.

"NOW'S THE TIME" "WHAT'S IN A NAME"

WHEN
CANNED FRUITS
ARE REQUIRED

GOODWILLIE'S FRUITS
IN GLASS

ARE
JUST WHAT YOU REQUIRE
IF
YOU DESIRE TO HANDLE

THE BEST.

Agents:
ROSE & LAFLAMME,
MONTREAL.

THE NAME

BATGER

ON MARMALADES

IS A
GUARANTEE
OF
PURITY
SPLENDID QUALITY
CARE IN MANUFACTURE

HAVE YOU A STOCK?

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 10, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
3-lb. tins, 3 ".....	1 25
5-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
3 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.

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



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz. ...	Per doz.
Ocean Baking Powder, 1 lb., 5 doz. ...	1 25
Ocean Borax, 4-lb. packages, 4 doz. ...	40
Ocean Cornstarch, 40 pks. in a case. ...	78

ROYAL BAKING POWDER CO.

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

Cleveland's—Dime.....	Per Doz.
" 1 lb.	\$1 00
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

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

BEE BAKING POWDER.

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

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

Blackening.

HENRI JONAS & CO.

Jonas.....	Per gross	\$9 00
Froments.....	"	7 50
Military dressing.....	"	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/4 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.....	15c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1/2 gross, 4 oz.	



JAMES DOME BLACK LEAD.

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

Borax.

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

EAGLE BORAX.

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

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
" " " E, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Duthel.....	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
1/2 Delory.....	10 50
1/2 Club Alps.....	2

FRED. MAGEE

Per gross	Per doz.
Smelts in spices, in 1-lb. round tins.....	\$0 90 \$1 00
" mustard, in 1-lb. oval.....	0 95 \$1 05
" Tomato, in 1-lb.	0 95 \$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

A Vinegar with Advantages.

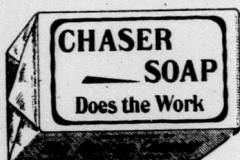
You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you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

Two Lines That Lead.



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.
 W. M. H. DUNN, AGENT.

Rabbit's "1776" 100 6-oz. pkgs. \$3.50 per bx.
 5 boxes, freight paid and a half box free.
 Rabbit's "Best" soap, 100 bars, \$4.10 per bx.
 Potash or Lye, bxs. ea. 2 dz. \$2 per bx.

Starch.

EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches— per lb.
 No. 1 White or blue, 4-lb. cartoi. \$ 0 06
 No. 1 " 3-lb. " 0 06
 Canada laundry, 4-lb. " 0 05
 Silver gloss, 6-lb. draw-tid boxes. 0 07
 Silver gloss, 6-lb. tin canisters. 0 07
 Edward's silver gloss, 1-lb. pkg. 0 07
 Kegs silver gloss, large crystal. 0 06
 Benson's satin, 1-lb. cartons. 0 07
 No. 1 white, bbls. and kegs. 0 05
 Benson's enamel. per box 1 25 to 2 50
 Culinary Starch—
 Benson & Co.'s Prepared Corn. 0 06
 Canada Pure Corn. 0 05
 Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08
 "Bee" brand, 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
 Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lb. 0 06
 Barrels, 200 lb. 0 05
 Kegs, 100 lb. 0 05
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07
 6-lb. toy trunks, 8 in case. 0 07
 6-lb. enameled tin canisters, 8 in case. 0 07
 Kegs, ex. crystals, 100 lb. 0 06
 Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. \$0 07
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 2 50
 Celluloid Starch—
 Boxes of 45 cartons, per case. 40
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 06
 Crystal Maise Corn Starch—
 1-lb. packages, boxes 40 lb. 0 06

ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec.
 Culinary Starches—
 St. Lawrence corn starch, 40 lb. 0 06
 Durham corn starch, 40 lb. 0 05
 Laundry Starches—
 No. 1 White, 4-lb. cartons, 48 lb. 0 06
 " 3-lb. cartons, 36 lb. 0 06
 " 200-lb. bbl. 0 05
 " 100-lb. kegs. 0 06

Canada Laundry, 40 to 46 lb. 0 05
 Ivory Gloss, 8-6 family pkgs. 48 lb 0 07
 " 1-lb. fancy, 30 lb. 0 07
 " large lumps, 100-lb kegs 0 06
 Patent starch, 1-lb. fancy, 28 lb. 0 07
 Akron Gloss, 1-lb. packages, 40-lb. 0 05



OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Per gross.
 Rising Sun, 6-oz. cakes, 1/2-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1/2-gross boxes. 10 00
 Sun Paste, 5c. size, 1/2-gross boxes. 5 00



W. M. 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.
 Per case.
 Enamelled tins, 2 doz. in case \$2 40
 Plain tins, with label—
 2 lb. tins, 2 doz. in case. 1 90
 5 " 1 " " " 2 35
 10 " 1 " " " 2 25
 20 " 1 " " " 2 10
 (10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.
 Wholesale. Retail.
 Brown Label, 1-lb. \$0 20 \$0 25
 " 1/2-lb. " 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. " 40c. 0 28
 Red Label. " 50c. 0 35
 Orange Label, " 60c. 0 42
 Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
 " 60 1-lb. " 0 35
 " 30 1-lb. " 0 35
 " 120 1-lb. " 0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 1/2 \$0 25
 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
 GMD AAA Japan, 40 lb "at. 0 37 1/2
 " AA 40 " 0 35
 Blue Jay, basket fired Japan, 70 lbs. 0 30
 "Condor" IV 80-lb. " 0 43
 " V 80-lb. " 0 30
 " XXXX 80-lb. boxes. 0 25
 " XXXX 30-lb. " 0 26
 " XXX 80-lb. " 0 22 1/2
 " XXX 30-lb. " 0 23 1/2
 " XX 80-lb. " 0 20
 " XX 30-lb. " 0 21
 " LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 28 1/2

Black Teas—"Nectar" in lead packets
 Green Label, 1-lb. and 1/2's, retail 0 26 at 0 30
 Chocolate Label. " 0 35 at 0 25
 Blue Label. " 0 50 at 0 36
 Maroon Label. " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb. 0 32 1/2
 " Blue, 1-lb. 0 42 1/2
 " Maroon, 1-lb. 0 50
 " Maroon, 1-lb. 1 56

"Condor" Ceylon black tea in lead packets
 Green Label, 1's, 1/2's and 1/4's, retail 0 25 at 0 20
 Grey Label, 1's, 1/2's and 1/4's, retail 0 30 at 0 23
 Yellow Label, 1's and 1/2's, 60-lb. cases retail 0 35 at 0 26
 Blue Label, 1's, 1/2's and 1/4's, 50-lb. cases retail 0 40 at 0 30
 Red Label, 1's, 1/2's and 1/4's, 50-lb. cases retail 0 50 at 0 34
 White Label, 1's and 1/2's, 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).

1 lbs & Sold
 Color of 1/2 lbs. 1/2 lbs. for
 Label per per
 lb. lb. lb.
 Ceylon-India, Ex. ch't A Yellow 45 47 70
 " " B Red 40 42 60
 " No. 1 C Pink 35 37 50
 " 2 C Orange 28 40
 " 3 C L. Blue 22 38
 " 4 C L. Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8s, 5s. and 10s. \$0 39
 " Amber, 8s. and 3s. 0 60
 Cheewing—Stag, bars, 10oz. 0 43
 " Bobs, 5/8s. and 1 1/2s. 0 44
 " 10oz. bars, 6s. 0 44
 " Currency, 12 oz. bars, 12s. 0 47
 " 6/8s. and 12s. 0 47
 " Old Fox, narrow, 12s. 0 47
 " Snowshoe, 14oz 2 rs. sp'd 6 1/2 0 51
 " Pay Roll, 7s and 6/8s. 0 52
 " Fair Play, 8s. and 13s. 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30
 Condor, pure distilled. 0 25
 Old Crow. 0 30
 Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals. \$5 45 \$10 95
 " cases, 60 " 10 25 22 40
 Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
 24 25c. packages. \$4 65
 100 10c. " 7 80
 100 5c. " 3 90
 Freight prepaid.

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UNITED FACTORIES, LIMITED.

Per doz.
 Washboards, Victor. \$1 35
 " Crown. 1 45
 " Improved Globe. 1 60
 " Standard Globe. 1 70
 " Original Solid Globe. 2 00
 " Superior Sid. Bk. Globe. 2 15
 " Jubilee. 2 10
 " Pony. 0 95
 Diamond King (glass). 3 10
 Tubs, No. 0. 10 50
 " 1. 8 50
 " 2. 7 50
 " 3. 6 50
 Pails, No. 1, 2 hoops. 1 75

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
 Gillett's cream yeast, 3 doz. 1 00
 Jersey cream yeast cake, 3 doz. 5c. 1 00
 Victoria " " 3 doz. 5c. 1 00
 " " " 3 doz. 10c. 1 50

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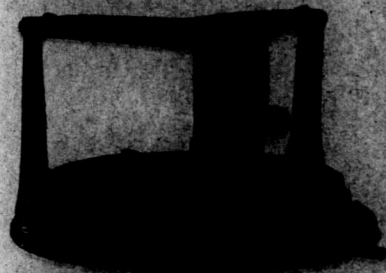
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SAVES FROM WASTE**

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