

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, MARCH 17, 1905.

NO II.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

Christie, Brown & Company

TORONTO and MONTREAL

Limited

Manufacturers of High-grade Biscuits

TORONTO, CANADA



The new biscuit is "Christie's Chocdip," a
delicious Finger coated with Chocolate.



When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's*."

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

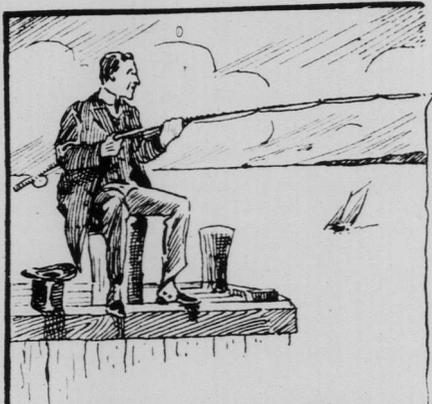
When in doubt buy "*Cox's*."

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's*."

SOLD BY LEADING WHOLESALERS EVERYWHERE.



Just like fishing

Building up trade is just like fishing.

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

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

Apply the illustration to business

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

Suppose results don't come at first
 What be yew goin' fur dew?
 Take out yew ad, and kick yewself,
 An' go ter feelin' blew?
 Uv course yew hain't; yew re goin' tew fish,
 An' bait an' bait agin';
 Bimeby some nibbles n bites 'll come,
 Then yew'll pull 'em in.

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

Drop us a line about it.

The Canadian Grocer

10 Front St. E.
Toronto.

232 McGill St.
Montreal



Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BRANDON.

WE ARE HERE

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

WILSON COMMISSION CO., Limited

Wholesale Commission Brokers,
 BRANDON, MAN.

CALGARY.

**Start the New Year
 Right**

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

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers
 CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

MONTREAL

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.

Excellent Storage Accommodation.
 Consign Your Cars to Us.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
 turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in
CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

WINNIPEG.

REGINALD LAWSON

MANUFACTURERS' AGENT and
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
 Solicited

WINNIPEG, MAN.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and
 Agents.

Established 1855

C. E. KYLE

WHOLESALE GROCERS' BROKER
 and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

VANCOUVER

THE
 GROCERY

Write or
 Wire

CHAS. MILNE
 BROKER

VANCOUVER, B.C.

The **GRAY, YOUNG & SPARLING CO., Limited**

Salt

Manufacturers

Granted the highest
 awards in competition
 with other makes.

WINGHAM

Established 187

BUY

Star Brand

**COTTON
 CLOTHES
 LINES**

- AND -

**COTTON
 TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

**THE PEOPLE OF
JAMAICA**

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

**KINGSTON
"GLENER"**

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

THOS.-C. IRVING, Gen. Man. Western Can-da Toronto.



**CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP**

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

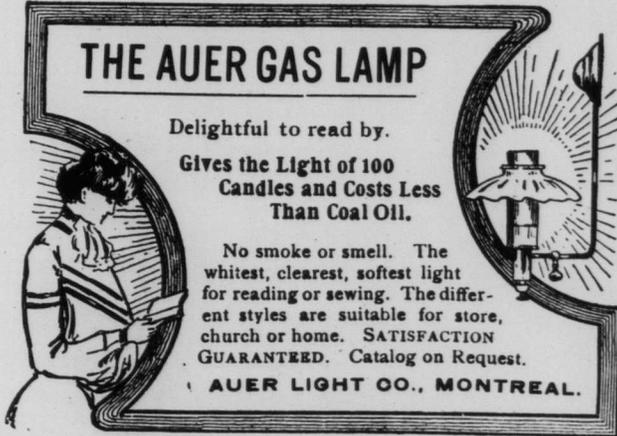
THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100
Candles and Costs Less
Than Coal Oil.

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

AUER LIGHT CO., MONTREAL.



Disappointment to grocer or customer is unknown when

**Sterling
Brand
Pickles**

are in question. There is an untellable something about the Pickles and Relishes of this firm that gives them a position in the trade peculiar and alone.

Made in Canada by

THE T. A. LYTTLE CO., LIMITED

124-128 Richmond St. West,
TORONTO, CAN.



**CEREBOS
TABLE SALT**

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

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

Sold wholesale by the following firms:

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

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

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

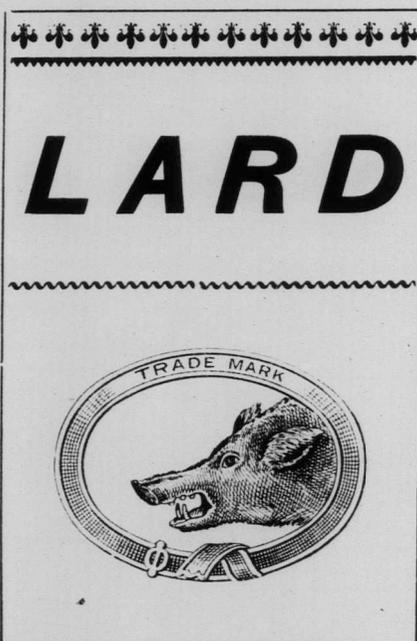
Winnipeg: The Kenneth Mackenzie Co
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

The Victories of Japan

on land and sea are as astonishing as the victories obtained by the teas of the wonderful little isle.

No grocer selling Japan Teas will fail to please his trade

If you haven't tried them do so. Cultivate them for your trade.



Orders can be filled by any of the leading jobbers in Canada or direct.

THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our **Boar's Head Brand Refined Lard Compound** as a means of having them test the superior quality of our goods as follows :

Place the **Boar's Head Brand Refined Lard Compound** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the **Boar's Head Brand Refined Lard Compound** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. **Boar's Head Brand Refined Lard Compound** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

WRITE FOR FULL PARTICULARS REGARDING TERMS AND PRICES

THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.

Never Disappoint

a customer on **Condensed Milk** or
- you will lose his trade.

REINDEER BRAND

means pure rich milk and is the best
substitute for fresh milk. Every Tin Guaranteed.

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

Old fashioned notions are sometimes
discounted in these days of false impres-
sion, but people who use Baking Soda
insist on buying the

"COW BRAND"



because of the satis-
faction it has given
for over 50 years.
That means a life-
time of satisfactory
service. People
wouldn't buy and
keep on buying if
there was any skimp-
ing at all in the
goods

If you want more recipe books for free distribu-
tion, you're only to say the word.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

IVORINE COLD WATER STARCH

Worthy to be recommended by
Grocers for general use in every
household. A boon to the
Laundress. **Cold Water** and
Ivory go together.

Cases, 40 packages, \$2.50

Your Jobber sells it.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

Reduce Your Tea Stock

Put your money to work where
it will earn more interest.

You can do it without sacri-
ficing the tone of your tea
department.

Clear out those slow selling
lines. Drop the inferior and
sell the superior

CEYLON TEAS

They are the teas that sell.

In both Blacks and Greens.

TEA.

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

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

Modern Merchandising

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

3 Lines to Sell

Sutton's Ammonia Essences (Worcester) Sauce

Write for list and particulars to

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



2-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

STRONG DURABLE LIGHT



POROUS AND CHEAP

Grocerymen

Have you sent us your order for FLOWER POTS?

NO. 1 ASSORTMENT - \$5.10
NO. 2 ASSORTMENT - \$4.15

Crates of assorted Pots, Fern Pans, Saucers, etc. prepared to order.

The FOSTER POTTERY CO.
HAMILTON. Limited

OAKEY'S

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

PICKLES

"Queen Quality" Pickles

Mixed and Chow Bulk and Bottled

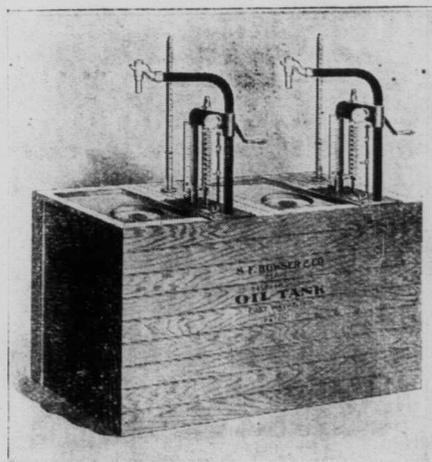
Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle oil of any kind it will pay you to purchase a

BOWSER SELF MEASURING OIL TANK

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

Let us give you full particulars.

Ask for Catalog "B."

S. F. Bowser & Co.,

330 Front St. West TORONTO.

THERE'S ONLY ONE

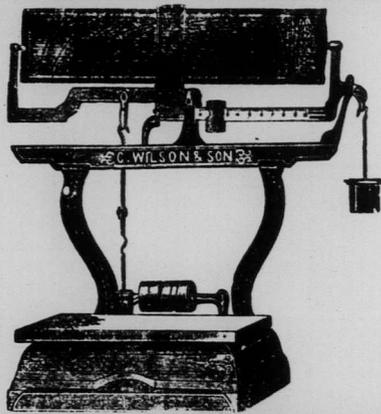
reason why you should sell

JAMES' DOME BLACK LEAD

and that is because it is the best; for the proof of this look at its record, over 65 years on the market, and still at the top.

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

Keep up your stock



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

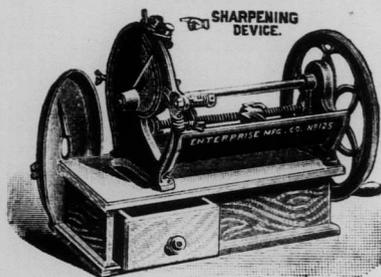
One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

“ENTERPRISE”

Rotary Smoked Beef Shaver *Rapid Grinding and*
With Patented
Self-Sharpening Device *Pulverizing Mills*

40 Sizes and Styles for Hand, Steam and Electric Power



No. 125, 1 Blade, - - \$22.50
No. 129, 2 Blades, - - 22.50

We also make

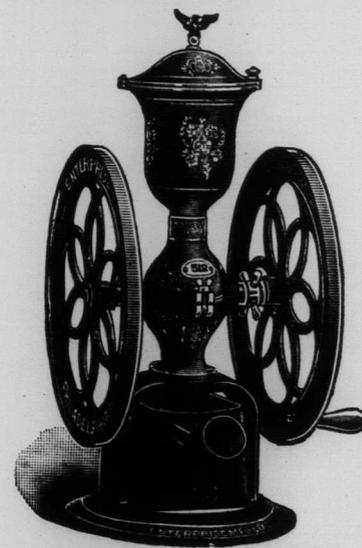
Self-Priming and Measuring Pumps, Self-Measuring
Faucets, Bung Hole Borers, Self-Gauging Cheese
Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

LIFTING A LATCH DROPS
SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL
GIVES BLADES A KEEN EDGE



No. 512, - - - \$13.50

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

GROCEER REFRIGERATORS

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



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

Write for descriptive circular.

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

WHAT'S THE USE



of spending the biggest part of your life in an inconvenient, untidy-looking store, when you can fit it with **WALKER BINS** at an outlay of money that soon comes back to you in increased patronage and sales? They make your old store a new store, you have a place—and a clean place—for everything, and it's no trouble to keep it there. No waste stock, no insects, no tasters to decrease your profits. Everything in sight, too.

PEOPLE BUY MANY THINGS THEY WOULDN'T THINK OF IF THEY DIDN'T SEE THEM.

Booklet for the asking.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON.

Head Office, TORONTO.

The Latest Cash Register

A MONEY AND LABOR SAVER



THE NEW
"L"
MACHINE

A CASH REGISTER that not only records all Cash Sales, Credit Sales, Money Received on Account, Money Paid Out or Money Changed, but in addition issues a check which shows the total amount of the sale made, the clerk who made the sale, and prints in red a separate amount showing a sale has been made of a certain line of goods.

This cash register enables you to keep an absolute and accurate record of any particular line of goods, as you are able to compare the sale of one brand of goods with another, as to which pays you the most money.

A National Cash Register

Saves money and pays for itself out of the money it saves.

Let one of our representatives explain how this system is carried out.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a _____ store. Please explain to me what kind of a register is best suited for my business.

This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street, Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg Canada.</p>	<p>ATWATER, DUCLOS & CHAUVIN Advocates, Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p>BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel. Main 3813. Toronto, Ont.</p>
<p>IRWIN & JONES, Barristers, etc. H. E. Irwin, K. C., Clerk of the Peace, County of York; B. Morton Jones, B. C. L., Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co. 24 King St. W., Toronto, Weston, Ont.</p>	<p>W. G. WILSON Barrister, Solicitor, Notary, Conveyancer, etc. Napanee, Ont.</p>	<p>MEWBURN & AMBROSE Barristers, Solicitors, etc. S. C. MEWBURN, E. H. AMBROSE, Hamilton, Ont.</p>
<p>WM. A. MCLEAN Barrister, Solicitor, Etc. Head Office, Guelph, McLean's Block. Branch Office, Acton, Town Hall. Corporation Solicitor, Etc.</p>		

<h2>Educational Department.</h2>	<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<h3>St. Margaret's College, Toronto</h3> <p>A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>	<h3>METROPOLITAN</h3> <p>Telegraphy, Shorthand, Commercial, Civil Service, Banking Courses, the Best in Canada. We guarantee to place every competent Student. Ask for a list of our Students placed during the last three months. One or all courses same price. No Restrictions. METROPOLITAN BUSINESS COLLEGE. R. A. FARQUHARSON, B.A., Principal, 44 Bank St., Ottawa, Can.</p>

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.
Absolutely private treatment.



WE ARE AWFULLY BUSY PRINTING FOR OTHERS

But we have time to do your work too. Send for our Sample Book. A 2c. stamp brings it.

G. A. WEESE & SON, 44 Yonge St. TORONTO

STANDARD TELEPHONE SETS FOR SALE

\$5.00 per set. Slightly used but in good order

Apply to
SALES DEPARTMENT:
178 Mountain St., - Montreal, Que.

OR

To any local manager of the Bell Telephone Company of Canada.

HOTEL DIRECTORY.

NEIL McCARNEY, PROP.	W. C. McCARNEY, MANAGER
THE PROVINCIAL	
LEADING COMMERCIAL HOTEL. Located in Heart of Business Section.	GANANQUE, ONT Ten First-class Sample Rooms.
HOTEL GRAND	
O. F. BAKER, PROP.	GALT, ONT
First-class accommodation for Commercial Men.	

Trade With England

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

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

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

C. & B.

FINEST PRESERVED PROVISIONS

Cleanliness and Purity
Carefully Packed

**SPRING ORDERS
NOW ON THE WAY**

**HAVE WE GOT
*YOURS?***

CROSSE & BLACKWELL, Limited
London, Eng.

G. E. COLSON & SON, MONTREAL, Agents.

A SELLER

COPPER KING WASH BOARD

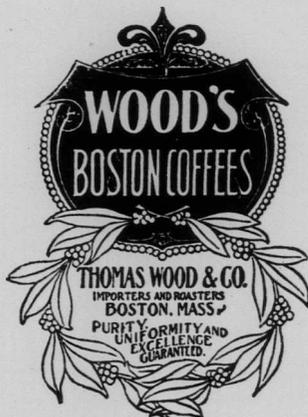
Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.
A **handsome, very durable** Board—Will delight your customers and bring repeat orders

Freight paid on five dozen lots as far north as North Bay.

Ask our Travellers about this.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



No "Missing Links"

Like a long chain they form a complete unbroken line.

Each one link in that chain represents the best and strongest of its own grade and quality, from the ordinary to the very highest.

The whole Coffee world is represented in this magnificent line that constitutes **WOOD'S COFFEES.**

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

ABOUT
HALF
THE
MAPLE
SYRUP
SOLD

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

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal



1
2

3
REASONS

Why You
Should Stock
With These

Sell
Well

Good
Profit

Give
Satisfac-
tion

ROSE AND
LAFLAMME
MONTREAL



GOSSIP ABOUT OURSELVES

An Invitation.

THE Grocer has often extended an invitation to its readers to make the office of The Grocer their headquarters when visiting Montreal, Toronto, or Winnipeg. It will do no harm to repeat the invitation. Members of the trade are always welcome visitors at our offices. We are often able to be of service in affording information, and we on our side are always glad to get the point of view of another. By the interchange of ideas progress is occasioned, and an editor can never be more profitably employed than in discussing trade conditions with visitors from outside places.

It should not be thought, however, that it is necessary to come to Toronto, Montreal or Winnipeg to talk to the editor. If you have a difficulty, an idea, a suggestion, that might be solved to interest or help some one else in the trade, write to The Grocer. As the organ of the trade, The Grocer should be a changing house of ideas. Its columns are open for the discussion of matters of trade interest. Give the trade the benefit of your ideas. Write now.

Getting Busy.

The Special Spring and Export Number of The Grocer has begun to absorb the attention of all our departments. The engravers have in hand the design for the cover, which promises this year to be the finest we have used. The editors have been laying plans and developing ideas for months, and believe that the new features which will be found in this Spring's special will not do them any discredit. The advertising men have not said much so far but are convinced that with strong editorial features that are being worked out, they will have no difficulty in breaking all records. The mechanical department are prepared to do their part, if given a chance. By a chance, they mean time. It takes time to do a fine job in printing; when, therefore, the advertising or make-up man gets after the advertiser for copy, let him not think it is the result of innate cussedness or

a perverse desire to drive the advertiser to drink. Remember, that the mechanical department is after the make-up man, and the latter is after the advertising man, and that his insistence on getting copy early is born of an ambition to do you a good job and to turn out the finest copy of The Grocer, typographically, that can be printed.

A Friend Down by the Sea.

The Grocer is in receipt of a letter from Mr. M. G. DeWolfe, a well known business man in Kentville, N.S., and an ex-president of the Maritime Board of Trade. The letter is particularly interesting in view of the graphic description it gives of the facts of the severe snow storm which the Maritime Provinces experienced recently. He says: "Hope you are not having our experiences as to Winter. The first through mail train for sixteen days from Halifax arrived at noon to-day, February 27. No Montreal papers except dates of February 13 and 20, and they came both to-day. Our mails have been sent from Halifax to St. John, to come to Digby by boat, and are still there. Halifax mail of February 13, 16, 17, 18, and 20 has not yet reached us. The D.A.N. has had a fearful time, and out of coal. No freight since February 10, and towns along the line are short of fuel, food and flour. Our Board of Trade, and all the volunteer citizens available, have helped shovel and pick out the road, but wind and storm seem to rage each day. No train west of here for some time. A storm of snow and wind is now in evidence, but the train has returned to Halifax and I trust will reach us again to-morrow. Business has been at a stand still, even the banks being idle. So far, no suffering has occurred here, as we found quite a lot of flour and some coal at Port Williams and Wolfville, but that stock is now exhausted. It is quite a treat to get a week's mails at once, and to find that the world did move all the same. I feel sorry for the poor chaps out on the country roads, a long distance from supplies. Some of them have had a hard time to get to market.

For over two months we have had this bitter weather, only fit for Siberia. Am looking forward for The Grocer of February 10 and 24. The issue of February 17 arrived to-day."

This reads like the old time experiences of half a century ago, when railways did not exist in Canada, and communication between different parts of the country were delayed on account of Winter storms.

Word From the Indies.

The Grocer's travelling representative, Mr. John Cameron, so well known throughout Canada, is enjoying to the full his trip through the West Indies. In a recent letter, Mr. Cameron says: "I leave here, Hamilton, Bermuda, some time to-morrow, per steamer Ocamo, for St. Lucia, Barbadoes, Trinidad and Demerara. The Ocamo does not call on all the islands going south, but on my return trip will do so. This will afford me an opportunity of visiting them all. I also ran out to St. George, twelve miles from Hamilton, and to Somerset, an equal distance away, and I am pleased to say did well in both villages.

"I find the stores are located far apart from each other, taking considerable time to get at them. I am afraid it will take me a long time to get back to Toronto."

The latest report from Mr. Cameron, dated Georgetown, Demerara, indicated continued success, and go to show that The Canadian Grocer is being received very cordially by the West Indians, who manifest a strong desire to develop their trade with Canada.

All Read Grocer

The Grocer is in receipt of the following letter from Mr. Horace Haszard, M.P., of Charlottetown, P.E.I.

Mr. Haszard, as business man, Member of Parliament, and ex-President of the Maritime Board of Trade, is extensively known throughout the western as well as the eastern provinces. The fact that he should notice, mark and go to the trouble of having corrected a typographical error in one of The Grocer's articles, shows how widely, and how

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

IN CAKES
WELL KNOWN AND RELIABLE.

IN TINS
GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

closely The Grocer is perused. It is worthy of notice that the same article should have been read and noted by Prof. J. A. Ruddick, Dairy Commissioner.

The Maclean Publishing Co., Limited. Gentlemen: Upon looking over The Canadian Grocer of January 13 last, page 21, I noticed an error in the figures showing the increase in the dairy industry of Canada, in so far as they related to P. E. Island, and on January 18 I wrote to Professor J. A. Ruddick, Commissioner of Agriculture, calling his attention to the matter, and later I received a reply from him stating that he intended writing you to have the correction made.

Owing to the continuous stormy and severe weather, our mails have been very much interrupted, so that since 13 January, I only received one number of The Grocer, dated 3rd February.

If the correction has been made, would you kindly oblige by mailing me a copy containing the correction. When writing to Prof. Ruddick, I pointed out that according to the table presented, P.E. Island was made to appear as having stood still, whilst the other provinces showed wonderful progress, during ten years, 1890 to 1900. The industry in this province was only just getting under way in 1890, but the figures for 1900 were used in both instances.

Yours truly

Horace Haszard.

Charlottetown, P. E. I., 21 Feb., 1905.

Appreciation.

That appreciation of The Canadian Grocer is not restricted to the confines of Canada, is evidenced from a recent letter received from The Cumpson-Pren-tiss Coffee Co., Buffalo, N.Y., in which they remark that they find The Cana-

dian Grocer "A hustling and up-to-date journal, of great interest."

Among Ourselves.

Mr. Richard Quayle, of Ishpeming, Mich., writes that The Canadian Grocer is the best publication of the kind he has ever seen.

EXPORT SHIPPERS' LIST.

The value of having at hand a selected list of shippers' agents and manufacturers arranged alphabetically under their different towns must be apparent to every business man, and the general arrangement of the 1905 edition of "The Export Merchant Shippers of Great Britain and Ireland" is most convenient for ready reference. The publication is now in its fortieth year, and the present volume has received thorough revision, with special attention given to index to class of goods shipped. It should be even more useful than before to buyers of British goods. It is published by Dean & Son, 160a Fleet street, London, Eng., and the price is 15s. 6d. net. Members of the trade desiring the same will kindly mention The Canadian Grocer in application.

BACK TO IMPROVED PREMISES.

L. Chaput, Fils & Cie, wholesale grocers, Montreal, whose premises on Des-Bresoles street were destroyed by fire, have removed to their rebuilt and renovated premises. The new building is thoroughly improved in every respect, the sample rooms and general offices enlarged and brightened up, a new room for use of travelers arranged, typewriters' room and private offices added. A tour through the building under the guidance of Mr. Armand Chaput, of the firm, by The Grocer representative, showed a most completely rehabilitated and improved establishment, the shipping, receiving, packing and bonded warehouse and cellars being such as to

admit of careful and speedy receiving and delivery of goods. The sample room is most conveniently altered, the re-arrangement of the showcases and desks tending to quick attention to customers. The lighting seems to be about as perfect as can be arranged and their new telephone system the most modern attainable. When thoroughly equipped with the introduction in a few days of magnificent office counter and bank railing compartments the edifice may be considered as one of the most complete on the continent. L. Chaput, Fils & Cie should certainly be proud of their new quarters.

A REFLECTION OF THE PAST.

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk in a grocery the other day who was getting \$8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

"Why, Horace," the employer said, "you are getting \$8 a week. What ails you? When I was your age I kept a wife and two children on \$8 a week and saved money besides."

"They didn't have cash registers in those days," said Horace bitterly.—Cincinnati Enquirer.

INCREASE your Fish Trade and your Profits by handling

EMPIRE COD STRIPS

JUST TO HAND

Behring Sea Whole Cod
Pacific Coast Smoked Salmon

Behring Sea Maple Leaf Cod, 1 lbs.
Pacific Coast Smoked Halibut

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

LENT is near at hand.

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

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

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

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

If you want to give your customers a treat send us an order for

TARTAN Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. ALL TARTAN BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

"FORCE" FOOD—Special Deal

Your Last Chance. Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to \$4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

Wholesale Grocers

TORONTO AND PETERBORO

MAPLE SYRUP Beauce Brand

Wine Measure

TINS — 6 gallons to Case	\$4.50 per case
12½ " " "	4 80 "
24½ " " "	4.80 "
24 pints " " "	2 50 "
BOTTLES —12 quarts " " "	2.40 "

Imperial Measure

TINS —5 gallons to case	\$4.25 per case
BARRELS —350 lbs.	.06 per lb.
KEGS —150 lbs.	.06¼ "

Freight prepaid on shipments of 3 case lots and over, or on kegs or barrels to all railway points in Ontario as far north as Owen Sound, Gravenhurst, and on the main line of the C.P.R. as far as North Bay. To all points beyond these limits and east of Winnipeg a freight allowance of twenty-five cents per hundred lbs. will be made.

We are now booking orders for new run syrup to be shipped on or about the first April. **BEAUCE BRAND** is the standard of excellence.

Special Quotations Given on Quantities

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
SOLE AGENTS. . . . TORONTO, ONT.

Business Changes

ONTARIO.

R. WATSON, general merchant, Hyde Park Corner, has sold out to Walter Reeve.

A. J. Vandrick, grocer, Listowel, has sold to F. Vandrick.

J. C. Dupont, grocer, Ottawa, is retiring from business.

Mrs. Chas. Heavey, grocer, Arnprior, is giving up business.

C. Dahm, grocer, Rat Portage, has assigned to E. Appleton.

The assets of Alex. McKenzie, grocer, Ottawa, have been sold.

J. Morrison has opened up a flour and feed store at Tillsonburg.

Mrs. F. Powell, confectioner, Perth, has advertised her business for sale.

The Winchelsea Creamery, Goderich, has been sold to Mr. Medd of Simcoe.

Geo. B. Lodge, grocer and crockery merchant, Windsor, has compromised.

R. Graham, grocer and crockery merchant, Clinton, has sold out to M. Ballard.

The assets of Willis Benjamin, general merchant, Lanark, are to be sold on March 20.

A meeting of creditors of G. T. Pendergast, tobacconist, Toronto, was held March 14.

Joseph H. Bowman, flour and feed merchant, Wingham, has sold out to Wm. Bone.

A. S. Russel, general merchant, Galletta, has taken S. W. Beswick into partnership.

The R. Pickard Co., general merchant, Hensall, have sold to Wm. Bawden & Sons.

T. McCormick, grocer, Arnprior, has disposed of his stock to B. F. Moag, of Smith's Falls.

A. Hearn, baker and confectioner, Toronto, has assigned to S. R. Stewart, of N. L. Martin & Co.

W. A. Coulson, cigar dealer, Ottawa, has assigned to F. A. Larmouth, and a meeting of creditors was held on March 10; assets to be sold.

The stock, etc., of Wm. P. Dunnell, tobacconist and confectioner, Toronto, has been seized by landlord and was advertised to be sold on March 10.

QUEBEC.

A meeting of the creditors of G. A. Perry & Co., general merchants, Dalhousie Station, was held on March 9,

YOUR PICKLE

We are offering a rattling good value in a 16 ounce bottle, Mixed or Chow, stock superior to most lines of imported. We can make you a very attractive price on these packed in barrels of 7 dozen.

OUR TRAVELLERS WILL TELL YOU ALL ABOUT IT.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

and the company have offered to compromise.

C. Guyon & Cie, grocers, Montreal, have dissolved partnership.

The Oriental Tobacco Co., Montreal, have dissolved partnership.

D. Rancourt & Cie., general merchants, St. Johns, have registered.

The Standard Mineral Water Co., Montreal, have registered.

The assets of H. N. Lavoie, general merchant, Bic, have been sold.

I. Sigler, general merchant, St. Raymond, is offering to compromise.

L. N. Desrosiers, general merchant, Sandy Bay, is offering to compromise.

Roux & Frere, general merchants, Tingwick, have dissolved partnership.

The assets of E. Sauvageau, grocer and liquor dealer, Montreal, are to be sold.

G. A. Perry & Co., general merchants, Dalhousie Station, are offering to compromise.

Consent of assignment of J. Rooney, fruiterer, tobacconist, etc., Montreal, has been filed.

L. Ferland, general merchant, St. Alexandre, has assigned to Chartrand & Turgeon.

The stock of Chas. Brosseau & Co., grocers, St. Johns, has been sold to D. Cusson & Co.

The assets of M. L. Lemire & Co., general merchants, St. Guillaume D'Upton, have been sold.

The assets of P. Wasilkowski, general merchant, Grand Mere, were advertised to be sold March 16.

There was a meeting of creditors of P. S. Hardy, general merchant, Chambly Canton, on March 14.

There was a sheriff's sale of the stock of C. G. Tremblay, general merchant, Katevale, on March 7.

The assets of J. B. Desautels, general merchant, St. Cesaire, were advertised to be sold on March 15.

The assets of C. B. Desrochers & Co., confectioner and cigar dealer, Montreal, are to be sold on March 22.

Chartrand & Turgeon have been appointed curators to C. B. Desrochers & Cie., grocers, etc., Montreal.

J. M. Vaillancourt and S. Girpiard have been registered as J. M. Vaillancourt & Cie, grocers, Montreal.

F. Bertrand and J. Lavelle have registered under style of Bertrand & Lavelle, saw and flour millers, Cap Sante.

PRINCE EDWARD ISLAND.

McEwan & Partridge, general merchants, St. Peter's Bay, have assigned

to W. A. O. Morsom. Meeting of creditors held on March 14.

NEW BRUNSWICK.

Sullivan & McCarron, grocers, Woodstock, have been succeeded by Sullivan Bros.

McKenzie & Flett, general merchants, Campbellton, advertise dissolution of partnership on April 1.

Farrah & Alteen, general merchants, Newcastle, have dissolved partnership. Farrah continues business at Newcastle.

NOVA SCOTIA.

D. R. McDonald, general merchant, Westville, has compromised at 50c. on the dollar.

MANITOBA AND N.W.T.

J. Blair, grocer, Morden, has sold out to M. I. Heimen.

F. King, confectioner, Strathclair, has sold to H. T. Rutherford.

W. Esau, general merchant, Winkler, has sold to A. Nitikman.

A. Aspinall, general merchant, Mayton, has sold to Erwin Bros.

S. W. Hunter has opened up a flour, feed and produce store at Regina.

M. Gobbs, confectioner, Edmonton, has been succeeded by R. M. Logan.

J. A. Collins, confectioner, Frobisher, has advertised his business for sale.

H. Emmerich, general merchant, Penhold, has assigned to G. A. Stickler.

Fox & Lee, general merchants, Burnside, have been succeeded by I. M. Fox.

R. E. Lewin, confectioner, Wolseley, has admitted W. Bailley to partnership.

J. P. Landry & Co., general merchant, Prince Albert, have dissolved partnership.

Johnston & Boyd, confectioners, Edmonton, have been succeeded by J. Kenough.

A meeting of the creditors of W. Wallace, general merchant, Stoughton, has been held.

E. P. Hall, general merchant, Fillmore, has admitted H. J. McDiarmid to partnership.

The stock of the estate of Alex. Rosenfeld, general merchant, Teulon, is advertised for sale by auction.

The stock of the estate of Van Meter & Blades, general merchants, Millett, has been sold to W. A. Robertson.

BRITISH COLUMBIA.

M. Charman, confectioner, Dawson, has gone out of business.

The Crow's Nest Trading Co., general merchants, Fernie, have assigned to W. B. McDermid.



Upton's

New Season

Orange

Marmalade

is very fine.

Upton's Grape-fruit

Marmalade

is proving itself a winner.

Curing and Fishing Stations

Mekattina, Labrador
Mutton Bay, Labrador
La Have, N.S.

Packed and Prepared at

La Have, N.S.

**PREPARED
BONELESS
CODFISH**
Nothing else.

Head Offices

HALIFAX, N.S., Can.

Agencies

Montreal, P.Q.
Winnipeg, Man.
Vancouver -B.C.

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

Largest packers on the North Atlantic coast of

**PREPARED BONELESS
CODFISH**

*Packing, Fishing and Curing
the following Brands:*

" HALIFAX "

" ACADIA "

" BLUENOSE "

Brands

" HALIFAX SHREDDED CODFISH "

" HALIFAX FISH CAKE "

Agencies

A. H. BRITTAIN & CO.

Board of Trade Bldg., Montreal.

Reginald Lawson, Winnipeg, Man.

Charles Milne, Vancouver, B.C.

Fresh and Cured Fish

Interview With a Montreal Fish Dealer.

A REPRESENTATIVE of The Grocer, in speaking to D. J. Byrne, of Leonard Bros., Montreal, learns that the fish trade is growing to an enormous extent. This, Mr. Byrne states, is largely due to the manner in which the leading fish houses of the East have improved conditions appertaining to the trade. The manner of packing, curing, storing and shipping is a revelation to those familiar with the conditions that prevailed some fifteen or twenty years ago. Their own particular branch in Montreal is now one of the largest and best equipped fish distributing warehouses in the Dominion. There are four floors; a magnificent storage cellar, storage tanks, ice houses, etc. The interests of dealers are closely looked after and every attention is paid to the prompt and proper shipment of fish. Mr. Byrne gives personal supervision to even the minutest details pertaining to this work.

This is the best time to put in a stock of fish, which are usually required by customers, and as the Lenten season, which opened on March 8, lasts for seven weeks, until April 23, there will be a steady demand for fish of all kinds. Fish can be handled by merchants on a profitable basis. The general public is beginning to realize that the fish diet is not only an economical, but a beneficial one, as regards health, and a change from the heavy meat diet which Canadians in general follow during the winter season. It is also a well-known fact that although the cost of various kinds of food has increased to a great extent in recent years, the price of fish continues reasonable, and owing to the improved facilities of transportation, it is now possible for country merchants to handle fish to the same good advantage as city merchants. That this is a profitable business for the merchant there is no gainsaying. Frozen fish during the cold weather can be kept for any length of time in good condition, as

the fish are frozen at the fisheries where they are caught and the fresh flavor thereby retained.

Salted and pickled fish can be handled at all times, and this is true, not only of salt herring, which have always been in good demand, but also of the other varieties, such as lake trout, salmon, codfish, etc. There is an ever increasing demand for prepared fish which is now a considerable factor in the grocery business, and this article is being put up ready for table use in attractive, as well as clean, wholesome form, and is attracting considerable interest from the consumer, with the result that the largely increased demand is growing right along. It is not generally known to what an extent the importance of the fishing industry of Canada has attained. The estimated value for the past year was from \$25,000,000.

Canadian fish are now supplied, not only in the home market, but are exported in immense quantities to all parts of the globe, including Australia, Japan and South Africa, as well as the continental countries of Europe. Large quantities are also exported to the United States, Great Britain and the West Indies. Canadians should post themselves on the importance of the great fisheries of Canada, and the more this industry



"BRUNSWICK"

BRAND

SARDINES

COVERING

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

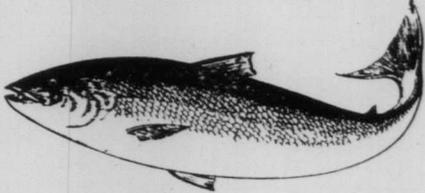
Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY

Connors Bros., Limited

BLACKS HARBOUR, N.B.

SOCKEYE SALMON






"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

is enlarged and expanded, the better it will be for Canada, and particularly for the fishing industries of the Maritime Provinces and British Columbia. The immense quantities of fish taken from the lakes of Manitoba and shipped to the United States is but a bagatelle to what, if properly exploited, the business may become.

Fisheries of Ontario.

DEPUTY Commissioner Bastedo's annual report on the commercial value of the fisheries of Ontario, contains the following valuable information:

The total yield of all kinds of fish in 1904 was 21,069,970 pounds, an increase over 1903 of 3,030,295, the estimated value being \$1,793,229. There was a decrease in the catches of sturgeon, catfish and tullibe of 9,000, 181,000 and 16,450 pounds, respectively. The increase in the catch of herring was 1,164,430 pounds, of whitefish 841,530, lake trout 488,120, and pike 236,375.

The largest producing water in the province was the north channel of Lake Huron, 4,343,225 pounds of fish being taken there. In the channel was also taken the largest yield of trout and whitefish in the province, namely, 2,-

101,050 and 1,532,200 pounds, respectively.

Lake Erie was the most productive of herring, 2,644,300 pounds being taken there, or 63 per cent. of the total herring catch of the province. There was a decrease of 22,000 pounds in the sturgeon taken in the same lake. Lake Nipissing produced an increased catch in all kinds but sturgeon and coarse fish, the decrease being 2,000 pounds of the former and of the latter 5,000 pounds.

The fry distributed by the Dominion hatcheries aggregated 77,359,000, compared to 93,701,000 in 1903.

In the business there were engaged during the year 128 tugs, valued at \$313,512, employing 672 men; 1,477 boats, valued at \$105,747, and employing 2,453 men and boys. Gill nets totalling 3,490,036 yards, 108 seines, 513 pound nets, 275 hood nets, 75 dip nets, and three machines were licensed, their estimated aggregate value being \$931,097.

The revenue of the Fisheries Department from all sources was about \$50,000 and the expenditure \$34,315, leaving a balance of \$13,531.83. The maintenance of the fisheries cruiser Gilphie on the Georgian Bay cost \$4,500.

Close Season Salmon Bill Killed.

Following the defeat of the Close Season Salmon Bill in the State Legisla-

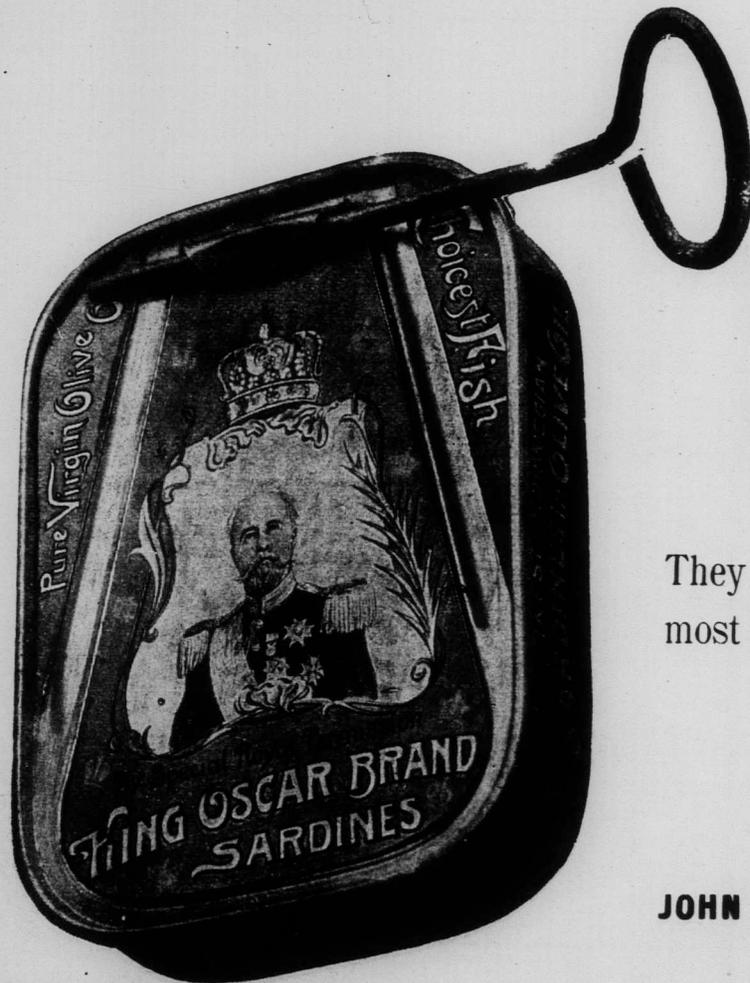
ture at Olympia, Wash., on Mar. 3, another Bill has been introduced, providing for weekly close seasons in Puget Sound waters. The measure is known as the Meigler Bill, and it is thought that it will pass the Senate and the House without opposition.

The Bill thrown out provided for absolute close seasons on Puget Sound in 1906 and 1908. The Meigler Bill provides merely for a weekly close season of thirty-six hours' duration. Members of the Puget Sound Salmon Association consider that the Earles Bill having been killed, the Meigler Bill offers the next best solution of the problem of the conservation of the sockeye fisheries.

Many of those who bitterly opposed the Earles Bill are in favor of the weekly close season measure; notably is this so in the case of the individual fishermen. Assurances have been received from British Columbia canners that should the Meigler Bill pass, the Dominion Government will pass an order in Council providing for a thirty-six-hour weekly close season on the Fraser River and the Gulf of Georgia.

FISH and OYSTERS WHOLESALE.

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



Make a
Display of

KING OSCAR SARDINES

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

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

NEW PICKLED LAKE TROUT

IN 100-LBS. KEGS

ALL KINDS OF FROZEN, PICKLED, PREPARED AND SMOKED

FISH

LEONARD BROS., 20, 22, 24 and 26 **MONTREAL**
YOUVILLE SQUARE,

P. O. BOX 639.

MONTREAL, P.Q.

ST. JOHN, N.B.

WESTPORT, N.S.

GRAND RIVER, P.Q.

Long Distance Telephones

GASPE, P.Q.

FISH! FISH!

Still a few No. 1 Trout and No. 1 Labrador Herrings in Hf. Bbls., at **Bargain Prices** while they last. Also full line of other Dry, Salted and Smoked Fish.

WARREN BROS. & Co., - - TORONTO

You Can Save Money

by writing us for samples of teas or coffees. Complete assortment. As a starter send for sample of our **Ceylon Black at 12½c.**; and **China Young Hyson at 8½c.**

Jas. Rutherford & Co.

27 St. Sacrament Street,

Montreal

"Matthews'" Famous Pork Bologna

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

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO

HULL

BRANTFORD

FEARMAN'S ENGLISH BACON

is the finest Bacon made. If carried in stock will increase your trade.

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

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.
We are booking Easter requirements. Please order early.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

STOCKS of cheese in Montreal are assuming very small proportions; especially is finest white getting down to practically nil. There was some buying of cheese during the past week, from 11c. to 11 1-4c. for colored, and 11 to 11 3-8c. for white being paid. A good deal of this business was done on cable orders, which strengthens the belief that things in the United Kingdom are looking up. Now that the season's business is practically over, it might not be amiss to give a resume of it. Not for many years was the cheese situation in the United Kingdom in such a deplorable state as was the case at the end of 1903 and Spring of 1904. Holders of cheese lost their heads and hammered down prices from 52s. to 42s. without much rhyme and reason, and the result was that fodder cheese opened up very low indeed. While in January prices were 10 7-8c. to 11c. here, and 52s. to 54s. at Liverpool, 53s. to 54s. at London, and 53s. to 55s. at Bristol, they got down to 9 3-4c. by the end of March, and some of the holders of old had to let them go as low as 8 1-2c., or say 41s. 0d c.i.f. Liverpool. Fodders started in at about 8c. in the country in April; by May they got to 7 and 7 1-4c., but were further pushed to 6 1-4c. by second week of that month; they quickly reached to 7c. again, and ended up at 8 3-4c. by end of May.

June again showed many changes, ranging from 8 3-4c. for eastern and 8 5-8c. for western, to 7 7-8c. for eastern and 8c. for western. As quite a large amount of June cheese had been sold short by Montreal shippers at from 42s. to 38s., the range of prices enabled them to fill their contracts at a fair profit. In July prices touched the lowest point for grass cheese at 7 1-4c. to 7 1-2c., but closed at 7 5-8c. to 8c. August showed steady advances from this to 9c. September started in at 9c., advanced about 1-4c. by the 12th, and remained steady for the rest of the month. October continued steady at some range until the 17th, when it touched 9 1-2c., at which range the month closed. Prices early in November eased off a

bit to 9 3-8c., but advanced quickly to 9 3-4c.; by the 5th they touched 10 1-4c., easing off 1-8c. by the middle of the month, but quickly recovering themselves, finishing strong at 10 1-4c. This constituted the range until the 12th, when 10 1-2c. was recorded; a week later saw it at 11c., and it kept at that since, reaching 11 1-4c. to 11 3-8c. An odd sale was put through at less money, but owing to dullness and indifference of the U.K. market the price



Mr. J. T. Madden
Chairman of Produce Section, Toronto Board of Trade.

of 11c. was held by those holding stocks on this side.

Stocks on both sides of the Atlantic are smaller than they were a year ago, and if the U.K. consumption attains its nominal consumption demand, it is more than likely that the new season will start with "clean boards." One of the most powerful factors in the dullness in the U.K. cheese trade was the persistent cutting of cheese at 5d per pound retail by a large trading concern, which made the retail cheese trade a most unprofitable one for all who had not covered their Winter requirements at 45s. to 48s.

Butter—A slightly easier tone is apparent in this article, for Australian grass butter brought from the other side, after paying the import duty, could be sold at a margin of profit at

29 cents. The high price ruling also curtailed the consumption to a large extent, as butter at 35 cents retail gets to be quite an article of luxury to the average workingman's family.

The make of butter the past season was very large in the Province of Quebec, as the low prices ruling for cheese caused factorymen to turn their attention to make the more profitable article.

The range of prices was as follows:

May make	17 to 17½c.	82s.	to 85s. 6d.
June make	17½ to 18½c.	85s. 6d.	to 88s.
July make	17½ to 19½c.	85s. 6d.	to 92s.
August make	18½ to 20c.	90s.	to 96s.
September make	19 to 20½c.	91s. 6d.	to 98s. 6d.
October make	19½ to 20½c.	94s.	to 98s. 6d.
November make	20½ to 21½c.	98s. 6d.	to 101s. 6d.

Prices c.i.f. Liverpool.

And the advance after that is fresh in the minds of all, and quickly put it out of consideration as an article of export.

Mr. J. T. Madden.

THE subject of the accompanying biographical sketch, Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, who was recently elected chairman of the produce section of the Toronto Board of Trade, is well and favorably known throughout the Canadian provision trade. Mr. Madden is of Irish parentage, and came to Canada when he was five years old, settling in Montreal and later in London, where he received his early education. Moving to Toronto later, he entered the offices of the Grand Trunk Railway Co. Subsequently he moved to Chicago, where he was employed in the provision business on South Water street, returning to Toronto in 1878 to enter the employ of Wm. Ryan, wholesale provision and commission merchant, who was then located at 23½ Church street.

In 1892, Mr. Madden temporarily severed his connection with this firm to take over the management of the Brantford Electric Street Railway, of which concern he had full charge for three years. At the end of 1895, Mr. Madden returned to Toronto to enter into partnership with Wm. Ryan, who died shortly afterwards, leaving Mr. Madden to succeed to the business of this firm, in partnership with Mr. Ryan, jr.

In conversation with The Canadian Grocer recently, Mr. Madden remarked that he had witnessed a phenomenal development in the provision trade of Toronto and of Canada during the last 20 years, as well as a marked improvement in methods of handling and shipping goods.

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Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Provisions are on the quiet side this week, and on account of the price of live hogs having gone to \$6 and \$6.10 prices are generally firmer. This is by no means a bad sign, as there is little question but that bacon can not be made for what it has been selling at. Long clear is up 1-4 cent, and it is surmised that the price will go as high as 10 cents. A similar advance is noted in smoked breakfast bacon and large hams. Backs are 1 cent firmer, and heavy mess pork and short cut each 50 cents higher.

The fresh meat trade is only fair, business at the close of the market showing some improvement in the earlier part of the week. We quote the following prices:

Long clear bacon, per lb.	\$0 09
Smoked breakfast bacon, per lb.	\$0 13
Roll bacon, per lb.	0 09
Small hams per lb.	0 13
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 09
Backs, per lb.	0 15
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	18 50
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 08
" tubs	0 08
" pails	0 09
" compound, per lb.	0 08
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	6 00
" front quarters	4 50
" choice carcasses	7 00
" medium	5 50
" common	5 00
Mutton	6 00
Lamb, spring, cold storage	10 00
Lamb, yearling	0 13
Veal	0 07
Hogs, light, carlots	7 25
" street lots	7 75

Cheese—A firmer tendency is noted in the cheese market. Stocks held locally are getting low, and at the same time a good local demand is reported with active inquiry for export trade, and prices stiffening at from 54s. to 55s. One Toronto firm is reported to have sold 1,500 boxes for export during the week. Quotations are revised below as follows:

Cheese, large	Per lb.
" twins	0 11
"	0 12

Butter—Receipts of butter are improving, although sales are not what they might be. Retailers are evidently afraid of getting caught, and are watching for lower prices. Only a fair demand is noticed for first-class stuff. We quote the following prices:

Creamery prints	Per lb.
" solids, fresh	0 26
Dairy prints	0 25
" large rolls	0 24
"	0 22

Poultry—Although we are still quoting prices on poultry, arrivals at the commission houses have practically ceased, and retailers are buying very little. Our quotations are as follows:

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

Montreal.

Provisions.—A strong feeling prevails in provisions; both live and dressed hogs are firmer. Receipts of country-dressed hogs are light, and live hog shipments have not been heavy lately.

Fresh killed abattoir sold at \$8.25 to \$8.50, and country dressed at \$7.25 to \$7.75 per 100 lbs.:

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07	0 13
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06	0 06
" tierces, per lb.	0 06	0 06
" 60-lb. fancy tubs	0 06	0 06
Cases, 20 3-lb. tins, per lb.	0 07	0 07
" 12 5-lb. tins	0 07	0 07
" 6 10-lb. tins	0 07	0 07
20-lb. wood pails, each	1 43	
20-lb. tin pails, each	1 33	
Wood net, tin gross weight—		
Pure lard, pails	Wood Tin.	1 57
" tubs	0 07	0 08
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08	0 09

Cheese—Business is unchanged from last week's conditions. Stocks are very light here, and this is being held at high prices—11 1-2 cents is asked for choicest white Ontarios. Liverpool cable quotes market steady at 53s. to 55s.

Butter—Market is easy. Stocks are light and demand none too active. The volume of business is not very large, and this is not unexpected, owing to the high prices ruling. New milk creamery was sold at 30 cents:

Finest creamery	6 28	0 30
Fine	0 26	0 28
Medium	0 24	0 27
Fine western dairy	0 23	0 25
Fair to good western	0 22	0 23
Undergrade	0 18	0 20

Eggs—Business is good, the Lenten season and arrival of new stock have brought down prices about 6 to 8 cents per dozen. Dealers are buying carefully, as the continued larger arrivals will cause prices to drop day by day. Cold storage eggs are practically cleaned out. Receipts are gradually becoming larger, which will cause another break in the market:

Selected Fall fresh	0 19	0 21
Montreal limed	0 16	0 17
Strictly fresh	0 22	0 24

ST. JOHN.

Provisions—There is little change to report. Barrelled pork is rather higher. Everything in the local market is very quiet. Beef is firm. Smoked meats have a fair demand, and full prices are obtained. Pure lard is firmly held at rather advanced price. Refined unchanged. Fresh meats are quiet. Beef continues low. Veal is quite freely offered. It is still early for Spring lamb, and the price continues high. Mutton is dull, and pork firm at full figures. We quote:

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

Butter—While price is still very high, and good stock hard to get, there does

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One of the 57

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OUR TRADE WITH SOUTH AFRICA.

TO quote figures from the British South African Export Gazette, Canadian exports to South Africa during 1904 reached the very respectable total of \$2,750,000, showing an increase of about \$500,000 over the preceding year. Of this total, nearly one-half was represented by food products, the chief item being flour, amounting to \$650,000, and preserved meat, totalling \$345,000, showing increases of \$115,000 and \$335,000, respectively. Metals and metal manufactures totalled \$121,000, agricultural implements accounting for nearly one-half this amount. Timber and wooden products made up nearly \$190,000, of which deals and plank represented \$390,000. Miscellaneous items, including \$159,000 for agricultural produce, totalled over \$400,000. Only a small percentage of the whole consisted of goods

in transit, presumably from the United States.

Canadian manufacturers ought to be encouraged to put forth redoubled effort to capture a lion's share of the foreign trade of South Africa. The opinion is expressed there that, notwithstanding the competition of Australia in flour and poultry, Canadian exports will assume much larger proportions in the near future. Considerable headway has also been made in apples and canned salmon. South Africa seems to be dependent on Canada for match blocks, and the timber trade is booming in all parts of the country. Formerly it all came via New York, but the inauguration of a direct line of steamships from Montreal has changed all this, and consignments are now being shipped from that port.

Incidentally, it may be stated that gratifying increases in trade returns between the two countries is due almost entirely to the favorable conditions of the preference and the steamship service. Canadian trade with the sub-continent is now on a firm basis, and with enterprise and prudent cultivation on the part of Canadians themselves, there is no reason why it should not speedily become one of the most important links in the great imperial commercial chain now being forged.

AN IMPORTANT DISCOVERY.

THE TORONTO NEWS has made what it considers an important discovery, although the same can scarcely be said to be complimentary to Canada, namely, a Canadian who has a high sense of honor. Fortunately, the type is not rare in Canada, and the case singled out a particularly interesting one. In fact, reference to Mr. Telford, M.P., for North Grey, as a high type of man, has been made more than once in these columns. At the same time, we believe that the men who would have done as Mr. Telford has done, are the rule rather than the exception. Those who are the exception should be ostracised. Whom do the editors of The News associate with, anyhow? Certainly not with representative business men.

The News says:

Some people imagine that the last unconquerable Spartan passed into the grave with Hon. Alex. Mackenzie, but

now and then little things crop up which show that the rigid Puritan spirit still persists in Canada. One of the examples of this type is Mr. Telford, of North Grey, one who emphatically believes that the office should seek the man. His friends are telling this story of him, which receives greater point when it is remembered that North Grey has been for some years past alternately held by a Conservative and a Liberal, and in some cases by the narrow majority of 1. It will be recollected that November 3, polling day, came in the middle of the deer hunting season and a Conservative sportsman was put in the delicate and trying position of having to decide between his love for his party and his love for the chase. His solution was to pair with a Liberal neighbor. When election day came, party spirit caused the Liberal to break his "pair" and deposit his ballot. When Mr. Telford heard of this, he announced that he had intended to vote for himself, but that in view of this he would abstain from voting so that the "pair" would be kept, and he kept his word and declined to cast his ballot.

WILL TRAVELERS BE TAXED?

AN interesting question has arisen in British Columbia, where the Assessment Commission recently made a report in favor of increasing the taxation of agents and travelers representing houses with headquarters outside the province. The proposed action has been introduced into the legislature, fathered by Premier McBride's Government, and, as it aims to place restrictions upon the trade of the province, the Bill has met with general opposition.

In discussing the proposed legislation, The Daily Province, of Vancouver, says: "It does not seem as if the Finance Minister's proposed Bill for the licensing of commercial travelers would meet with general acceptance, however much it may be amended. The opposition which developed to it on the part of the manufacturers' agents resident in the province, has been responsible for one delay in submitting it to the House, and now it appears that the wholesale commercial firms, with established business here, have reasonable grounds for objecting to proposed changes such as were suggested at the recent meeting of the Board of Trade in this city. There may be some truth in the representations which have been urged by the opponents of the Bill as it stands that it would be difficult,

if not impracticable, to collect the license fee from all non-resident commercial travelers; but it certainly does not seem fair that while non-residents should be entirely free to solicit trade and sell goods to be imported, the travelers of British Columbia houses should be handicapped with a license fee in coming into competition with them."

The subject was fully discussed by the Vancouver Board of Trade, and the report of a special committee was adopted as follows:

"1. That while this board approves of the principle of equalization of the burden of taxation, it considers that the Bill now before the House is unfortunate in title and form.

"2. That if it be impracticable entirely to re-draft the Bill in a less objectionable and more workable form, this board considers that it should be amended as follows:

"3. That all reference to 'commercial travelers' should be omitted from title and text.

"4. That all persons or corporations paying \$100 or more to the Provincial Government as personal property tax upon merchandize stocks in their possession or under their control, and their employes shall be exempt from the operation of this Act.

"5. That the amendment to clause 4, exempting all residents in the province from the operation of the Act, be omitted, as rendering the Act absolutely useless for the accomplishment of the object in view.

"6. That clause 7 of the Act be struck out, as injurious to the legitimate interests of retailers established in the province, e.g., tailors, liquor merchants, etc.

"7. That in the opinion of this board it would be impracticable to collect the license fee from non-resident commercial travelers, and that it is, therefore, inadvisable to include these in the operation of the Act.

"8. That this board reiterate its opinion that an income tax should be substituted for the present system of taxation."

A large deputation of travelers approached the Government regarding the Act and received assurances that clause ten would be withdrawn. It reads as follows:

"That resident agents representing persons, firms or corporations carrying on business outside of British Columbia, and having no branch within this province, be taxed at a rate equal to one-fourth of one per cent. of the amount of their annual sales, and that for the purpose of ascertaining the amount of such sales it be made compulsory for all such agents to keep proper books of account, showing all transactions carried on by them within the province on behalf of such persons, firms and corporations."

While the Vancouver Board of Trade has expressed itself as opposed to collecting license fees from travelers representing the Eastern houses, the decision was only arrived at by the casting vote of the chairman, and the matter cannot, therefore, be considered as decided. As one member pointed out, the B. C. advocates of the tax seem to have forgotten that the stocks from which the Eastern travelers sell, are taxed in the locality where they are situated, and B. C. jobbers should be able to compete successfully with Eastern wholesalers on account of enjoying the advantage of cheap freight rates by the water haul across the Pacific. It is to be hoped that B. C. will not take a step which will place heavy restrictions upon Eastern houses. Canada should be considered as one united country rather than a series of disconnected provinces.

OATMEAL MILLERS HAPPY.

IF rumor spells true, the tangle in the Ontario oatmeal situation is likely to be straightened out during the next few days. Already some of the big mills have assumed their wonted air of activity, and proprietors are daring to cultivate the smile, which, let us hope, may not come off for a long time to come.

It is all because one of the principal milling concerns of the American Cereal Company has gone up in smoke, and a market been created within the boundaries of the Republic for the surplus output of U.S. mills. This has had the effect of stiffening prices, until they are now about on a par with Canadian oatmeal products, even at an advance of the latter of from 15 to 20c.

within the past two or three days. The tide had begun to turn before this fortunate occurrence, an advance in the price of American oats having taken place several days ago. Unless something unforeseen occurs, the immediate future of the Canadian market appears to be safe.

We cannot refrain from expressing the hope, however, that something will be done to render impossible a recurrence of the unfortunate crisis in oatmeal circles just passed. Our American cousins recently secured legislation allowing drawbacks on importations of Manitoba wheat for their export trade in flour. Is it not equally important for us to afford reasonable protection to our oatmeal millers?

DON'T KNOW IT ALL.

CANADIAN manufacturers and business men unfortunately do not enjoy the distinction of "knowing it all," as some would have us think is the case, and certain influential gentlemen are very properly wearing the meek and humble air as the result of a mistake they made a few days ago.

These gentlemen traveled to the Capital to interview the "powers that be" concerning what they claimed to be an outrage on Canadian importers, namely, the practice of New York houses of keeping French, Spanish, and Italian imports in bond at New York for some months, and in the event of a slump there shipping them to Canada as a direct importation and dumping them on the Canadian market at the French rate of duty, which is lower than that levied on goods from the States.

When they got there and proceeded to air their grievances they discovered that, according to the treaty of 1893, special commercial privileges had been extended to "all goods of French origin entering Canada." The French Government are perfectly satisfied with existing circumstances, which means that overtures will have to be made to them if the present customs regulations are to be amended to suit the needs of the Canadian trade. It seems rather odd that the gentlemen referred to should have had to take such a round-about way to find out what might have been learned by glancing over the Dominion statutes for the past twelve years.

CREDIT IN MANITOBA.

THE GROCER is in receipt of another interesting letter from the West on the subject of "Credits," which we reproduce in full, as follows:

Editor Canadian Grocer,—There is no disguising the fact that the credit system is being abused. Farmers buy too much goods as long as they can get credit—more than they can pay for—and, to my mind, united action by all retailers in the province to curtail credit to, say, six months in the year, and united action by all retailers in each town, is what is required to save the retailer from failure. United action by the retailers in each town would save us from a system by which we are being fleeced. A customer runs a bill with one merchant, and when he is pressed for payment, he stops buying in that store and commences buying in another. At the second store he pays cash for a little time and then gives merchant No. 2 the same dose he gave to No. 1. In time, he is indebted to all the merchants in the town. If we merchants in every town would club together and report delinquents, this would be stopped.

As profits are getting less every year, the credit system has to be curtailed or failure for the merchants will be the result.

Your's truly,

Merchant of 17 years' experience in Manitoba.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., March 1, 1905.

A VERY great deal of interest attaches to the coming Dominion Exhibition to be held at New Westminster this year, under the auspices of the Royal Agricultural and Industrial Association, which has for years held what virtually amounts to a Provincial Exhibition, as it is the principal one on the mainland of B.C. and is patronized and assisted in every way by the City of Vancouver, which has never yet held or organized an exhibition.

In connection with the holding of the Dominion Exhibition at New Westminster, the directors of the Royal Association are under a deep obligation to the directors of the Victoria Agricultural and Arts Association. That body met in the capital a few days ago and decided to forego the holding of an exhibition this year, in order that the larger Dominion affair, now that it has been secured for the province, should be a more pronounced success. The broad-minded spirit displayed was the more marked, when the majority vote prevailed, by those who had held that there was nothing to be gained by closing down their exhibition this year, im-

mediately moving and voting to make the decision unanimous.

There is no question of the success of the fair with the three cities, Victoria, Vancouver and New Westminster uniting in the endeavor to make it so. Great as was the success attending the Dominion event in Winnipeg last year, it will be undoubtedly surpassed at New Westminster this year.

* * *

The Provincial Government has received the report of the assessment commission appointed to look into the workings of the Assessment Act of last year. One of the most serious objections urged against the Act was that wholesale dealers in the province, who carried stocks of large proportions, and whose interests were bound up here, were taxed (under the personal property tax), while agents and representatives of wholesale houses not carrying stocks in the province, were practically exempt. Two provisions are suggested by the commissioners to cover this point, which are being embodied in amendments to the Act. One is to tax resident agents of houses not carrying stocks in the province, the rate suggested being one-fourth of one per cent. on the amount of their annual sales, and that for the purpose of arriving at such annual sales correctly, such agents be compelled to keep proper sets of books, showing all transactions carried on by them in the province in behalf of the firms they represent. The other provision, which is being met with considerable opposition, is to tax commercial travelers doing business in the province, and not carrying stocks within the province, for houses not established here, at the rate of \$100 per year. It is anticipated that some modification of this proposed regulation will be secured. As the suggestion was submitted from the commissioners, it read that all travelers pay this before doing any business in the province, and a provision was added, that in case such license exceeded one-half of one per cent. of the amount of business done by the holder, within the province, he should be entitled to refund, provided that such refund did not exceed \$75. Suggestions as to income tax were also submitted by the commission, and the opinion offered that, as it seemed a difficult proposition to secure an equitable working of a personal property tax, it would be better to direct the system of taxation to the ultimate object of having an income tax instead.

* * *

Vancouver, B.C., March 9, 1905.

As the time is approaching when the freight for the Yukon will begin to move, it is interesting to note that the transportation companies have succeeded, after a number of meetings, in coming to a decision as to rates. Practically the same transportation charges will be paid this season as last. The difficulty which had to be solved was the division of the business between

the White Pass & Yukon Railway and the ocean steamship lines engaged in traffic to Skagway from ports of B.C. and Puget Sound. The three steamship lines engaged in the Northern traffic, the Canadian Pacific, the Pacific Coast S.S. Co., and the Alaska S.S. Co., had agreed that the proportion of the charges which fell to their lot last year was not great enough, and they undertook to convince the White Pass Railway people, the party of the other part, that the percentage should be increased. The latter, however, could not see the matter in the same light, and the result was a number of meetings at which no progress was made. In the end, it is understood that the railway company stood "pat" and the steamship companies take what they got last year. In some minor matters, slight concessions were made to the steamship companies.

Through bills of lading will not be issued until May 15, as usual, but the White Pass will receive goods at White Horse as early as April 15, subject to forwarding in order of receipt, on the opening of navigation. The special commodity rates in effect last year will again go into force on July 1st, lasting till August 15. This year it is anticipated that a large amount of freight, formerly shipped via the lower Yukon from St. Michaels, will go to Dawson and other Yukon points via Skagway and White Horse and down the river. The White Pass Railway Co. operates a large fleet of steamers on the river in conjunction with the railway.

* * *

Marking the beginning of a new movement in Oriental trade, it is stated that Frank Waterhouse, a shipping agent of Seattle, usually said to represent the Great Northern Railway, has chartered four large cargo carriers to take out freight for Japan. The chartered vessels are the new steamer Ocean Monarch, 9,600 tons' capacity; the Nairn, 6,000 tons; the Foreric, 7,000 tons, and the Forest Brook, 5,000 tons. The latter steamer is now at Seattle, lying at the Great Northern docks, ready to take on cargo, and the other three are en route to Puget Sound from Pacific points. The reason for the chartering of these steamers is given that the regular steamers of the Hill line, including the immense new Minnesota, cannot take care of all the freight now being carried across the continent by the Hill railway system for shipment to the Orient. Thirty thousand tons of barley, flour, and manufactures of steel and iron, now in demand in Japan, will form the principal items of the cargoes of the four steamers.

* * *

The Blue Funnel liner Tydeus, which had 1,500 tons of cargo from Liverpool direct for British Columbia merchants and importers, reached port and discharged on Sunday last, completing the discharge of the whole consignment of 1,500 tons in little over twenty-four hours.

Another cargo-carrier, the sailing bark Cedarbank, is due on this coast at any time, from Liverpool and Glasgow, with general cargo for this port. The Cedarbank is owned by Andrew Weir & Co., the big shipping firm, which has entered into contract with the Dominion Government to provide a steamship line between Vancouver and Mexican ports.

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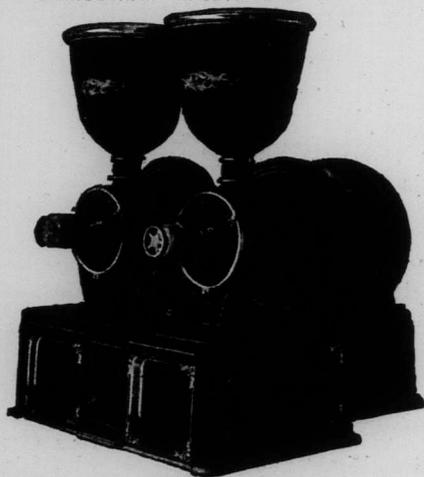
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Granulating 2 pounds per minute. Pulverizing $\frac{1}{2}$ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
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A GOOD PROFIT

AND

A GOOD ARTICLE

**LILY WHITE
Gloss Starch**

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "packing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

the market. We quote the following prices:

Peppers, blk.	0 18	0 19	Cloves, whole.	0 25	0 35
white.	0 23	0 27	Cream of tartar.	0 25	0 30
Ginger.	0 18	0 25	Allspice.	0 14	0 17
Cassia.	0 21	0 25	Mace.	0 80	0 90
Nutmeg.	0 45	0 75			

RICE AND TAPIOCA.

The demand for rice and tapioca continues seasonable, and quotations are unchanged from last week. We quote the following:

Rice, stand. B.	0 03½	0 03½	Tapioca, staple.	0 03½	0 03½
Rangoon.	0 03½	0 03½	" double goat.	0 04	
Patna.	0 05	0 05½	Carolina rice.	0 08	
Japan.	0 06	0 07	Louisiana rice.	0 05	0 07
Sago.	0 03½	0 04			

Foreign Dried Fruits.

Trade in dried fruits is on the quiet order and the market is without special feature for the week. Last week's quotations still rule. We quote the following prices:

PRUNES.

100-110s.	0 04	60-70s.	0 06	0 06½
90-100s.	0 04	50-60s.	0 06½	0 06½
80-90s.	0 05	40-50s.	0 08	0 08
70-80s.	0 05½	30-40s.	0 09	0 09

CANDIED PEELS.

Lemon.	0 09	0 10	Citron.	0 15	0 17
Orange.	0 10	0 11			

FIGS

Tappets.	0 03½	0 04	Elemes.	0 08	0 13
Naturals.	0 06½	0 07½			

APRICOTS.

Californian evaporated.	0 12½	0 14
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PEACHES.

Californian evaporated.	0 11	0 14
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PEARS.

California evaporated, per lb.	0 14
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CURRENTS.

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

RAISINS.

New selects.	0 05½	0 05½
Fine off stalk.	0 04½	0 04½
Sultana.	0 06½	0 10
Californian seeded, 12-oz.	0 06½	0 07
" " 1-lb. boxes.	0 07	0 08½
" " unseeded, 2-crown.	0 07½	0 07½
" " 3-crown.	0 05½	0 07
" " 4-crown.	0 07	0 08

DATES.

Hallowees.	0 04½	0 04½	Fards new choicest.	0 09	0 10½
Sairs.	0 03½	0 04	" new choice.	0 09½	

For quotations on foreign nuts see Grocer of March 10.

EVAPORATED APPLES.

Evaporated apples are in firms' hands and are quoted this week ¼c higher than a week ago, this week's prices being from 6½ to 7c. Only a fair volume of business is reported. Quotations in dried apples rule as last week, namely 3 to 4c.

DRIED AND CURED FISH.

The wholesale trade have now completed their sales of dried and cured fish for the Lenten season and are now sorting and cleaning up remaining supplies. Regular trade continues without special feature. We quote the following prices:

Boneless fish, per lb.	0 04
Cod fish, 1-lb. bricks.	0 06
Pure cod, per lb.	0 10
Quail-on-toast, per lb.	0 05½
Filched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 00
" " per ½ bbl.	3 25
Scaled herring.	0 14½
Salmon trout, per keg.	5 50
Lake herring, per keg.	3 75

Country Produce.

EGGS.

Receipts of eggs are now comparatively regular; at the same time the wholesale trade do not report an extraordinarily healthy egg market as buyers are holding back expecting lower quotations. With the difference in price between fresh cold storage and new laid eggs, only i.e., bakers find it to their advantage to stick to the cold storage eggs. The average consumer, however, is now beginning to use more fresh eggs and improved conditions may be expected shortly. We quote the following prices:

Eggs, strictly new laid.	0 21	0 22
Cold storage fresh.	0 20	
" pickled.	0 19	

BEANS.

The firmness of the bean market continues although the volume of business is slightly below the level of last week. Dealers are prophesying higher prices for beans, and one firm quotes \$2 as the limit on bean quotations. We quote the following prices:

Beans, handpicked, per bush.	1 85	1 90
" prime, No. 1.	1 75	
" prime, No. 2.	1 50	1 55
" Lima, per lb.	0 07	0 07½

HONEY.

A brisk demand for honey is reported at slightly easier prices. Up to the present farmers have been holding supplies expecting a firmer market. As their expectations have not been realized they are now unloading and are quite willing to sell available supplies on consignment. We revise quotations below as follows: Inadvertently one or two errors crept into last week's quotations:

Honey, extracted clover, per lb.	0 07½	0 08
" sections, No. 1, per doz.	1 90	2 00
" " No. 2.	1 85	
" Buckwheat, per lb.	0 05	0 06
" sections per doz.	0 75	1 00

SEEDS.

The domestic seed trade is improving daily with the fine weather, and brisk demand for reasonable varieties being recorded during the week under review. Our quotations are as follows:

Alsike clover, per bush.	5 00	8 00
Red clover.	6 00	9 00
Mammoth clover, per bush.	7 00	9 00
Timothy.	1 50	2 50
Hungarian, per 100 lbs.	2 60	2 70
Millet.	2 50	
Orchard grass.	14 00	
Seed corn, Dent varieties, per bush.	0 70	1 00
" Flint.	1 25	1 30

MAPLE PRODUCTS.

This is the season for maple products and on account of the scarcity and high price of butter a specially good sale of maple syrups is reported during the week. Our quotations are as follows:

Maple sugar, 1 lb. cakes, per lb.	0 09	0 10
" large cakes in tubs, per lb.	0 08	0 08
" per imperial gal.	0 90	
" wine gal.	0 65	
" imperial quarts.	0 25	

APPLE SHIPMENTS.

Total shipments to European ports for week ending March 11, 1905:

From	To Liver-pool.	Lon-don.	Glas-gow.	Vari-ous.	Total.	Same week '04.
Boston	10 863	715	3 450	747	15 775	11 462
New York	8 189	5 426	2 322	5 675	21 594	13 420
Portland	11 409				11 409	25 825
Halifax	800	23 591			24 391	18 384
St. John	699				699	4 157
Tot'l. for w'k.	31 960	29 732	5 772	6 422	73 868	73 249
Same time 1904.	42 252	16 994	10 169	3 835	73 250	
Same time 1903.	29 920	17 106	5 989	6 525	59 530	
Total shipments since season opened.					2 167 380	
" same time 1904.					3 304 098	
" " 1903.					2 335 391	

Fish and Oysters.

As the Lenten season advances increased sales of fish are reported and dealers say that trade on the whole is proving satisfactory. The recent cold weather seems to have stimulated the fish trade to the extent that within the next week or two the balance of fresh frozen and pickled stock will have been moved. This is now between the seasons and we shall shortly be getting into the fresh fish trade. Finnan haddie are ¼c. easier for the week. We correct quotation on sea herring, which should be \$2.25 instead of \$2.75. We quote the following prices:

Frozen halibut.	0 10
British Columbia salmon.	0 10
Whitefish, frozen, per lb.	0 07½
Haddock " per lb.	0 05
Cod, steak " "	0 07
Trout, lake, per lb.	0 07½
Pike, per lb.	0 05
Finnan haddie, per lb.	0 06
Oysters, Long Island natives, per imp. gal.	1 70
" " Baltimore, per wine gal.	1 40
" " "Select."	4 80
Ciscoes, per basket	1 25
Bloaters, per box of 50	1 25
Labrador herring, ½ bbl.	2 75
" " large bbl.	5 75
Shrimps, per gal.	1 15
Sea herring.	2 25
Smelts, No. 1.	0 10
" " extras.	0 06
" " "	0 13
Frozen fresh water herring.	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

The Manitoba grain market is down this week, Northern No. 1 and 2 being each 2½c. lower. Northern No. 3 is also down to \$1. Red and white wheat are quoted 3c. below the prices ruling a week ago. Buckwheat is also down 1c. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1 new.	1 08
" " " No. 2 "	1 05
" " " No. 3 "	1 00
Red, per bushel, new	1 07
White	1 07
Barley " "	0 48
Oats " "	0 48
Peas " "	0 74
Buckwheat " "	0 64
Rye, per bushel, " "	0 83

FLOUR.

The flour trade continues dull and uninteresting except in Manitoba flour, and last week's quotations still rule. We quote the following:

Manitoba wheat patents, per bbl. in bags.	5 40	5 70
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

A general advance in breakfast foods is noted this week. Business on the whole has improved, immediately owing to the burning of the American Cereal Co.'s big mills at Cedar Rapids, Iowa. This was perhaps the largest mill of the sort in the world, with a capacity of 5,000 barrels per week, which means that the Great Western Cereal Co. and other American manufacturers will now have all they can do to attend to their domestic trade. The oatmeal men here are of the opinion that they have not much to fear from their American competitors from now on as previous to the above circumstance the price of oats had advanced on the other side and at the present time quotations there are about on a parity with Canadian prices. Oatmeal is up 20c. and rolled oats from 15 to 20c. all round. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 90
Roll'd wheat in boxes, 100 lbs.	2 90
" " 50 lbs.	1 50

We can interest you with our quotations on
CLARK'S AND LIBBY'S
Canned Meats

—IT WILL PAY YOU TO ORDER NOW—

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

Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " " " " " " " "	4 60
" " " " " " " " " " " "	4 60
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" " " " " " " " " " " "	4 25

Hides, Tallow, Skins and Wool.

Domestic trade in hides and wool is dull and featureless for the week. Quotations on fleece wool, new clip, and rejections, have been withdrawn for the time being. We quote the following prices:

Hides, No. 1 green steers, per lb.	0 09
" " " " " " " " " " " "	0 08
" " " " " " " " " " " "	0 08
" " " " " " " " " " " "	0 07
Country hides, flats, per lb.	0 06
Veal skins, No. 1, 6 to 12 ip. inclusive	0 11
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	0 10
" " " " " " " " " " " "	0 08
Sheep skins	1 25
Rendered tallow, per lb.	0 04
Unwashed wool, new clip, per lb.	0 13
Pulled wools, super, per lb.	0 23
" " " " " " " " " " " "	0 24
" " " " " " " " " " " "	0 26

QUEBEC MARKETS.

Groceries.

Montreal, March 16, 1905.

TRADE in grocery jobbing circles is reported as somewhat improved lately, due to the better weather and improvement in country roads. Country produce is now being more freely brought in to the towns, and this has stimulated trade with country merchants. Remittances are fairly good, though no marked improvement will be apparent until the new cheese markets open. Sugars are easy. Teas show a better condition, buyers claiming a firmness and holders not anxious to accept

bids. New Barbadoes molasses has advanced 1c. per gallon in the islands, and would cost more laid down here than the trade is asking now. Attention is directed to our special remarks on coffee in the division on this article. Fish are going out rapidly during the Lenten season, and prices are hardening up in many lines, owing to scarcity of supplies. Green fruits are dull, hard weather holding back business. Provisions are firm, and good trade doing. Eggs are tumbling down cents a day now, new arrivals filling up the late scarcity.

SUGAR.

Sugar market bears a weak tone, beet being quoted very low. Buyers are holding off, waiting for a change in the market. Country orders are of a hand-to-mouth character.

Granulated, obls	\$5 65
" " " " " " " " " " " "	5 80
" " " " " " " " " " " "	5 60
Paris lump, boxes and bbis.	6 15
Extra ground, bbis.	6 25
" " " " " " " " " " " "	6 00
" " " " " " " " " " " "	6 20
" " " " " " " " " " " "	6 10
" " " " " " " " " " " "	6 30
Powdered, bbis	5 80
" " " " " " " " " " " "	6 00
Phoenix	5 60
Bright coffee	5 45
" " " " " " " " " " " "	5 40
No. 3 yellow	5 25
No. 2 " "	5 10
No. 1 " " " "	5 10
No. 1 " " " "	5 10
Raw Trinidad	4 50
Trinidad crystals	4 85

SYRUPS AND MOLASSES.

Reports from Barbadoes are that molasses has advanced 1c. per gallon, quotations being 21c. in the Island, making a laid-down price of about 34c. The market is reported strong, with liberal buying. Local prices are unchanged and

trade is none too active. Corn syrups are going out better, the Lenten season being a good one for this class of goods.

Barbadoes, in puncheons	0 33
" " " " " " " " " " " "	0 35
" " " " " " " " " " " "	0 36
New Orleans	0 22
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbis.	0 02
" " " " " " " " " " " "	0 03
" " " " " " " " " " " "	1 30
" " " " " " " " " " " "	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" " " " " " " " " " " "	35
" " " " " " " " " " " "	2 25
" " " " " " " " " " " "	2 10

TEA.

Trade is somewhat on the quiet side. Ceylon blacks are fully 1d per lb. higher for teas from 7d to 1s. Indians are also very firm. There is some inquiry for China greens, particularly Pingsuey gun-powders. Stocks are getting low now for such teas, and there have been several large parcels turned over within the last four or five days. There has been some considerable demand for all grades of Japans, principally for teas from 17c. to 20c. The market on low grades has advanced about 1c. per lb., and there is nothing now under 11 to 11½c. in big lots. In Formosas, it is surprising to note that there has been some inquiry for fine Formosas recently, but the market is absolutely bare. The general feeling among the trade is that teas will maintain a good, firm tone and, no doubt, this will hold until arrival of new crop.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 12	0 15
Common	0 25	0 38
Ceylon—Broken Pekoe	0 17	0 20
Pekoes	0 15	0 20
Pekoe Souchongs	0 15	0 20

Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

SPICES.

Spice market unchanged since last report. Trade just now is of a sorting-up character. Some offerings of nutmegs from London show a little decline from former prices. Peppers are in fair demand.

Peppers, black	Per lb.	0 18	0 22
white	0 25	0 30	
Ginger	0 15	0 24	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 30	
Allspice	0 16	0 19	
Nutmegs	0 30	0 50	

COFFEE.

Trade is about as last week—no interesting features to note locally,—the tendency is for firmness.

Good Cocutias	0 10	0 10	0 10
Choice	0 11	0 12	0 12
Jamaica coffee	0 10	0 11	
Java	0 18	0 22	
Mocha	0 16	0 19	
Rio	0 08	0 09	

CANNED GOODS.

On account of scarcity of tomatoes on our local market some further importations of United States pack stock was received, prices laid down at \$1.17½ to \$1.20 per doz., as to quality, prices are firm at \$1.30 with prospect of scarcity ahead. No changes in other lines. Canned fruits in fair demand at quoted prices. Salmon unchanged with fair demand for all kinds of canned fish, with single exception of finnan haddies, packers of which are making calculations this year of putting these on a basis where a profit can be had; for several years these goods have been practically put up at a loss to the packers. We quote as follows:

Salmon, pink	0 90	1 00
spring	1 55	
Rivers Inlet red sockeye	1 50	1 75
Fraser River red sockeye	1 50	1 75
Lobsters, talls	3 45	
1-lb. flats	3 50	4 00
1-lb. flats	2 25	
Canadian Sardines, 1s.	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.

Corn, 2-lb. tins	\$1 20
2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	\$0 85 0 95
2s Asparagus tips	50
2s Beans, Golden Wax	60
2s "Refugee or Valentine	0 82
2s "Crystal Wax	0 92
2s Peas, No. 4 "Standards"	0 82
2s "No. 3 "Early Junies"	0 85
2s "No. 2 "Sweet Wrinkled"	0 95
2s "No. 1 "Extra Fine Sifted"	1 30
2s Table Spinach	1 40

For quotations on canned fruits, see Grocer of March 3.

For Quebec green fruit and vegetable markets see Fruit Department.

Foreign Dried Fruits.

Trade is quiet. Local stocks of raisins are practically cleaned out, holders have been anxious to realize rather than hold on longer, notwithstanding recent advices from Spain of an advancing market. Currant market is inclined to become easier, possibly ls. under former quotations in Greece. No heavy stocks are carried here and no effect will be noticed through the easier tone abroad. California fruits are not receiving much attention outside of apricots and

peaches. Prices unchanged. We quote as follows:

VALENCIA RAISINS.	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06 0 07
Layers	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½
--------------------------	------------

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13½
Peaches	0 10
Pears	0 15

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
Quarter boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
Boxes	3 50
"Excelsior Windsor Clusters," ¼s	4 50
Boxes	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
seeded, in 1-lb. packages	0 08 0 09
2 crown	0 06 0 06
3	0 06 0 06½
4	0 06 0 08

PRUNES.

30-40s.	0 08½	Per lb.
40-50s.	0 08	Per lb.
50-60s.	0 07	Per lb.
60-70s.	0 06	Per lb.
70-80s.	0 06	Per lb.
80-90s.	0 05	Per lb.
90-100s.	0 05	Per lb.
Oregon Prunes (Italian style) 40-50s.	0 08	Per lb.
50-60s.	0 07	Per lb.
Oregon prunes (French style) 60-70s.	0 06	Per lb.
90-100s.	0 04	Per lb.
100-120s.	0 04	Per lb.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, March 16, 12.30 p.m.

CHEESE—Market dull. Cable to-day, Liverpool up 6d. Local quotations 1½c., fair basis for Ontario white.

BUTTER—Receipts better. Market weakening; some dealers expect slump. Choicest creamery, 25 to 28c.

EGGS—Market breaking daily. Hand to mouth buying weakening effect. Guaranteed candled stock, 21c., and No. 2, 16c.; fresh, 24c.; new laid, 26c.

PROVISIONS—No change. Market firm. Fresh abattoir killed, \$8.25 to \$8.50; country dressed, \$7.25 to \$7.75 per 100 lbs.

DRESSED POULTRY—Prices unchanged. Trade quiet.

CURRENTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
cleaned	0 04½ 0 05
" in 1-lb. cartons	0 05 0 06
Finest Vostizzas	0 06½ 0 07
Amalias	0 06

SULTANA RAISINS.

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

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	0 09
Four crown, fancy, 10-lb. boxes	0 07 0 07½
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs,	0 28
12-oz. boxes	0 06½ 0 07

Fish.

The extremely heavy demand during the past week has had the effect of cleaning up this market in all lines, in fact green cod are sold out and there will not be any more this season. Salt herrings are also very scarce and prices have advanced. A very active trade has been done in frozen fish and an upward tendency in prices is noted. Frozen herrings are very scarce, but there are still some offering. Tom cods are moving freely and the present cold weather is helping sales along. A very large trade has been done in frozen haddock, but owing to the liberal arrivals prices are somewhat easier. In smoked fish the demand for finnan haddies has been exceedingly good and stocks are fairly well cleaned up here. New cured haddies are

now beginning to arrive, and are meeting with ready sale at higher prices than are being quoted for the frozen stock which dealers have been handling for the past three months. There is the usual demand for bulk oysters. Shell oysters are very slow, in fact the season is practically over. There is a fairly good business reported in smoked, and prepared boneless fish, though the quantity of fresh frozen fish available has a tendency to check this trade a little. Some dealers report good sale for boneless fish. On the whole trade in all lines has been very brisk, and if anything has exceeded expectations as predicted in our columns some few weeks ago. Skinless cod is higher and owing to the scarcity a further advance may be looked for. Reports at hand state Norwegian catch of codfish about half of last year's catch, in fact it is given as the lowest for twenty years. We quote as follows:

Frozen sea herring (large Halifax), per 100	2 25	2 35
(medium)	1 40	1 50
Tom cods, per bbl.	1 10	1 20
Standard bulk oysters, per gal.	1 40	
Selects	1 60	
Shell oysters, bbl.	3 00	5 60
Haddies in boxes, 100 fish	1 00	1 10
Bloaters in boxes, 60 fish per box	1 10	
Yarmouth bloaters, 60 fish per box	1 10	
Smoked herring, per box, new	0 03	0 03½
Frozen haddock, per lb	0 03	0 03½
Pike, round winter caught	0 05	0 05½
Halibut, per lb.	0 08	0 09
Gaspé salmon, fresh frozen	0 15	
B. C. Salmon, frozen	0 08	0 09
Frozen steak cod	0 05	0 05½
Small whitefish	0 06	0 06½
Dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb. pails	0 80	
No. 1 Herring, Labrador, per bbl.	5 50	
half bbl.	3 00	
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring	6 50	
per keg	1 00	
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pair of 20 lbs	2 00	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
fish	0 05	
loose, in 25 lb. boxes	0 04	
Skinless cod, cases 10 lb. (new)	5 25	5 50
Labrador Salmon, half bbl.	9 00	
(200 lbs.) bbls.	16 00	
Large (300 lbs.)	24 00	
B. C. salt salmon, bbl.	14 00	
1 bbl.	7 50	
Lake trout, salt, 100 lbs.	4 50	
Sea Trout in bbls. 200 lbs.	9 50	
half bbls.	5 50	
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	

Country Produce.

BEANS.

Bean market very firm. Recent arrivals brought \$1.80 to \$1.90 for carload lots of choice primes. The scarcity has forced up prices and holders are chary of letting out stocks too freely at even the above high figures. We quote as follows:

Choice prime	1 90	2 00
Primes	1 75	1 80

MAPLE PRODUCTS.

Business is very quiet. The arrival of new goods will improve conditions materially; it will be some weeks yet before new stock can be safely counted on as the weather is still hard. The legend "New Maple Syrup" may be noted here and there, but no new goods are as yet offered by the townships:

Maple syrup, in wood, per lb.	0 07½ 0 08
Maple syrup, in large tins	0 07½ 0 07
Pure sugar, per lb.	0 07½ 0 07
Pure Beauce county, per lb.	0 06 0 06½

HONEY.

The feature this week is the continued demand for buckwheat honey. White extracted is in good supply with business dull. No changes in prices to note:

White clover, extracted, tins	0 07½ 0 08
kegs	0 07½ 0 07
comb	0 12½ 0 13
Buckwheat	0 06½ 0 06

Epicure's Delights

CAIRNS' MARMALADES, JAMS AND JELLIES

New Season's Prices

MARMALADES

1-lb. glass Patent air tight covers Cases 2 doz.	
	Per Doz.
Home Made Orange..	\$2.10
Scotch Orange.....	1.60
Tangerine Orange....	2.10
Pineapple	2.20
Ginger	2.20
Green Fig and Ginger.	2.20
Ginger and Pineapple.	2.20
Green Fig.....	2.20
Scotch Orange	
7-lb. tins, Cases 1 doz..	\$7.00

JAMS

1-lb. glass Patent air tight covers Cases 2 doz.	
	Per Doz.
Strawberry	\$2.10
Raspberry.....	2.30
Black Currant.....	2.30
Red Currant.....	2.10
Gooseberry.....	2.00
Apricot.....	2.20
Green Gage.....	2.10
Raspberry and Red Currant	2.20
Assorted	2.10

JELLIES

1-lb. glass Patent air tight covers Cases 2 doz.	
	Per Doz.
Black Currant.....	\$2.80
Red Currant.....	2.80
1-lb. White Stone Jars Cases 4 doz.	
Apple	\$1.90
Bramble.....	2.00

**Quantities of 5 Cases or More, One Kind or Assorted Kinds
Five Per Cent. Trade Discount**

TERMS: F.O.B. MONTREAL, NET 30 DAYS OR 1% 10 DAYS

Special Import Prices quoted on minimum quantities of 25 cases.

HUDON, HEBERT & C^{IE}.

Montreal

AGENTS FOR THE DOMINION

THE MOST LIBERALLY MANAGED FIRM IN CANADA

1842

1905

BACK TO THE OLD STAND AGAIN.

HERE IS A NICE BARGAIN :

1,000 doz. Blueberries, 2s75c per doz.
 2,000 doz. L. Chief brand Peas, 2s, "Marrowfat," "Champion"80c per doz.

"NOW LET US TALK TEA."

DUE THIS WEEK :

82 Chests Ceylon Pekoe Black TeaFrom 15c to 18c per lb.
 26 Half-Chests Ceylon Pekoe Black TeaFrom 15c to 18c per lb.

TO ARRIVE SHORTLY :

59 Chests Indian Choicest Black Tea, 80 lbs., bargain11½ per lb.
 100 Chests Ceylon Pekoe Black Tea, 90 lbs.
 68 Half-Chests Ceylon Orange Pekoe Black Tea, 50 lbs.
 36 Half-Chests Ceylon Orange Pekoe Black Tea, 50 lbs.

NOW IN STORE :

30 Chests Ceylon Orange Pekoe (broken) Black Tea, 100 lbs.
 50 Half-Chests Kurana Ceylon Orange Pekoe Black Tea.
 451 PACKAGES—BEST VALUES ON THE MARKET TO-DAY.

We have a nice assortment in other TEAS.

LET US SEND YOU OUR SAMPLES.
 COMPARE THEM.

PRICES ARE RIGHT.

PROMPT SHIPPERS.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors,

2, 4, 6 and 8 DeBresoles Street,

MONTREAL

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer.

St. John, N.B., March 15, 1905.

THE failure of the Bank of Yarmouth effected business much less even in Nova Scotia, than one might naturally expect. It was a local bank without branches. It is thought there will not be any direct loss in St. John. It is, however, a matter of very great regret. Business continues quiet. Collections are slow. The immense quantity of snow throughout the Maritime Provinces must result in Spring businesses opening late. Values as a rule remain firm. Rice for later shipment is quoted rather lower than present prices, which have shown a slight advance over last year's figures. Our market takes chiefly a medium. Rangoon rice selling price 3 1-4 to 3 1-2c. In spices nutmegs are firmer, but keep very low. Cloves are rather lower. Ginger is low. Pepper is unchanged, but rather easier. Hops continue unchanged. Higher prices are the report, but it seems very difficult to advance the price, and not further interfere with the sale. Cream of tartar keeps quite firm.

Salt.

A large cargo of Liverpool coarse salt arrived during the week and found a fairly good demand at full prices. Stock held is not large. At this season business is dull. There was a small quantity of Liverpool factory filled in the cargo.

Fish.

Lent is here, but fish stocks are light. In fresh fish the supply is small, and there is little variety. A few fresh gaspereaux are offered. Dry fish continue very high. Pickled herring are firmly held. Smoked are plentiful and prices reasonable. Haddies are high.

Flour, Meal and Seed.

While flour is firm, prices are unchanged. Supplies come forward very slowly. Feed is high, also oats. In oatmeal prices have been advanced. American competition is largely over. Cornmeal is firm. Beans are held at the advanced prices, and there is but a fair business doing. Barley and peas are scarce. Seeds have increased attention. American timothy continues to advance slowly. Canadian clovers are unchanged at full prices.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by telegraph up till 12 a.m., Thursday, March 16th, 1905.)

BUSINESS in wholesale grocery circles is reported more active this week by most houses. Another fall of the "beautiful," following a fortnight of Springlike weather, has improved sleighing in the country and has had a beneficial effect on business. The price list is fairly steady throughout. Locally there has been no change

THERE IS NO TIME LIKE THE PRESENT

to buy a good thing when it's offered.

This is the time to buy

Clark's Sliced Smoked Beef

All the Wholesale Trade are offering it.

GROCERS, PLEASE TAKE NOTICE:



WE HAVE THE BEST COCOANUT

IN CANADA

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

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

EPPS'S GRATEFUL COMFORTING

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

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

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

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA



GREY BREAD WRAPPER — A SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE. **CANADA PAPER Co.** Toronto LIMITED Montreal

This design a guarantee of quality.

Raspberry Pulp

NOW is your chance to secure a car of Raspberry Pulp in Gallon tins, 1904 pack. Pure Fruit (solid pack) at a surprisingly low figure.

WRITE us **TO-DAY**, or you may be too late.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

in sugar, but another advance has been announced by the B. C. refinery, to apply to all points between Dunmore and the B. C. boundary line. This further advance of 15c. spells very dear sugar for the far Western points. Coffees are reported easier, with no local changes, although slight concessions are said to be obtainable. All foreign dried fruits are firm, and the quotations given by The Grocer are the rock-bottom prices. Evaporated apples are advancing, and the general range of quotations seems to warrant an advance of from $\frac{1}{2}$ to $\frac{3}{4}$ c. over the figures quoted last week. The fish trade is experiencing great activity since the beginning of Lent. Fresh eggs are becoming more plentiful, and they are now quoted at 25c. per dozen.

Sugar.

No change has been made locally, and the sugar market continues very firm. An advance of 15c. has been announced by the B. C. refinery to apply to all points between Dunmore and the B. C. boundary. We quote (subject to possible corrections in "Last Minute Manitoba Markets") as follows:

Montreal granulated, in bbls.	6 30
" " in sacks	6 25
" yellow, in bbls.	5 80
" " in sacks	5 75
Wallaceburg, in bbls.	6 20
" " in sacks	6 15
Iceing sugar in bbls.	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls.	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls.	7 00
" " in 1-bbls.	7 10
" " in 100-lb cases	7 00

Canned Goods.

There are no special features in the canned goods market this week. Prices are steady, and we again quote as follows:

Apples, 3s, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2s, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case	3 35	
" " black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2s, " " "	3 35	
Pears (Bartletts), " " "	3 50	
Peaches, 2s, " " "	3 75	
" 3s, " " "	3 75	
Raspberries, red, " " "	2 90	
" black, " " "	3 00	
Strawberries, " " "	3 50	
Plums, Lombard, 2 doz. per case	2 35	
" green gages, 2 doz. case, per case	2 50	
Tomatoes, 3s, per 2 doz. cases	2 85	3 00
Corn, 2s " " "	2 60	
Peas, 2s " " "	1 90	
Beans, 2s " " "	1 90	1 95
Salmon, finest sockeye, per case	7 00	
" humpback, " " "	3 75	
" colonies, " " "	5 25	
Boneless chicken, lb. tins, per doz.	3 5	
" turkey " " "	3 25	
" ducks " " "	3 25	

Spices.

There is a firmer tone to the pepper market, but otherwise nothing of special interest in spices. We quote:

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

Rice, Tapioca, Etc.

Since the recent decline in Rangoon rice and the advance in Patna, nothing of interest has occurred. We again quote as follows:

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

Syrups and Molasses.

Trade in syrups is reported particular-

ly active. Prices are steady, with an easy tendency in corn syrups. We quote:

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

Coffee.

Local prices are unchanged, but there is an easier tendency in sympathy with advices from primary markets. We quote:

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

Cocoa and Chocolate.

The price of Baker's chocolate in $\frac{1}{2}$ lb. packages is now 37c., and $\frac{1}{4}$ and $\frac{1}{8}$ lb. packages of cocoa are sold at 42c. per lb.

Jam.

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

Nuts.

Quoted as follows:

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

Foreign Dried Fruits.

All items in this list are firmly held at prices quoted, and in almost all there is a strong tendency to an advance. We quote:

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

Evaporated Apples.

Prices quoted by local houses are not all the same for evaporated apples, but there is a general upward tendency, and the average price is apparently from $\frac{1}{2}$ to $\frac{3}{4}$ c. higher than that quoted in these columns last week. We now quote:

Evaporated apples (new), 50-lb. cases	0 07 $\frac{1}{2}$
25-lb. cases	0 08

Beans.

The bean market has experienced another advance, and the price of hand-picked is now \$2 per bushel.

Fish and Oysters.

With the commencement of the Lenten season, the fish trade has become more

active. No important change in price has been made. We again quote:

Lake Winnipeg whitefish	per lb.	0 06
Slave Lake whitefish	" "	0 07
Yellow pike (pickrel)	" "	0 05
Lake Superior trout	" "	0 08 $\frac{1}{2}$
Lake Superior loose frozen herring	" "	0 03
Tubbees	" "	0 04
Gold eyes	" "	0 03
Blue fish	" "	0 18
Mackerel	" "	0 15
Red snapper	" "	0 15
B.C. salmon (case lots 9c.)	" "	0 09 $\frac{1}{2}$
Halibut	" "	0 08 $\frac{1}{2}$
Jack fish	" "	0 03 $\frac{1}{2}$
Tomcods	" "	0 05
Hake	" "	0 07
Perch	" "	0 04 $\frac{1}{2}$
Eels	" "	0 08
Cod, steak size	" "	0 08
Cod, market size	" "	0 07
Flounders	" "	0 05
Haddock	" "	0 08
Atlantic smelts, extra, 20-lb. boxes	" "	0 12
" " No. 1, " " "	" "	0 08 $\frac{1}{2}$
" " No. 2, " " "	" "	0 07 $\frac{1}{2}$
" Halifax " brand salt cod, fish cakes 24-1's	" "	0 09
" Acadia " " " 20-1's	" "	0 09
" " " " 20-1's	" "	0 07
" Acadia " " " 2-lb. boxes	" "	0 09
" " " " 4-lb. " "	" "	0 09
" " " " shredded, 24 cartons, per bx.	" "	2 00
" " " " bulk, in 15-lb. boxes	" "	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	" "	5 00
" " " " per 20-lb. pail.	" "	1 20
Salt mackerel, in 20 or 30-lb. pails	" "	0 12 $\frac{1}{2}$
Finnanbaddie, in 15 or 30-lb. boxes	" "	0 08
Smoked halibut strips	" "	0 11
Kipperd gold eyes, per doz.	" "	0 50
Yarmouth bloomers, 60 in box, per box	" "	1 75
Lobsters, fresh boiled, per lb.	" "	0 25
Shrimps, large size, per quart	" "	0 60
Caviar, extra, small jars, per jar	" "	0 40
Frog legs, 6 doz. in box, per doz.	" "	0 40
Oysters, standard, per gallon	" "	2 00
" select, " " "	" "	2 15

Flour.

We quote as last week:

No. 1, patent	2 85
" 2, " "	2 75
" 3, " "	2 60
" 4, " "	1 50

Breakfast Cereals.

Oatmeal has an easier tendency, but no change in price is announced. Cornmeal in $\frac{1}{2}$ -sacks is now sold at \$1.50. We quote:

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

Eggs.

Fresh eggs are in better supply, and they are now quoted to the retail trade at 25c. We quote:

Eggs, fresh	0 25
finest glycerine pickled	0 24
Packed in 25c. cases) which are not returnable.	

Maple Syrup.

A small supply of new maple syrup is on the market. We quote:

New maple syrup, 1's and 1/2's, 25 lb. boxes, per box	3 00
---	------

For Manitoba green fruit and vegetable markets, see Fruit Department.



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

OF INTEREST TO GROCERS' CLERKS.

READERS of The Grocer are presented in this week's issue with portraits of the newly-elected executive of the Toronto Retail Grocery Clerks' Benefit Association.



Mr. H. Treblecock
Recording Secretary, Toronto Retail Grocery Clerks' Benefit Association, 1905.

Mr. E. C. Mathews, the newly-elected president, has served the Association previously in the capacity of vice-president, which office he filled during the year 1901. He came to Toronto from the old country in 1879, and since that time has been engaged exclusively

Mr. Mathews is enthusiastic over his chosen trade, and represents a type of business man which might profitably be emulated by his fellow clerks throughout the country. The following letter from Mr. Mathews to The Grocer will be read with interest by Canadian grocery clerks and the trade in general:

Editor Canadian Grocer,—Having been elected President of the Toronto Retail Grocery Clerks' Benefit Association for the ensuing year, I thought I would write a few lines to your paper. I do not know whether any of our members have ever explained to you in detail the aim of our Association. In the first place, it is a social gathering, the avowed purpose being to get the grocery clerks of the city better acquainted with one another. In the second place, our proceedings aim to be instructive, as we frequently have essays on subjects of



Mr. E. C. Mathews,
President Toronto Retail Grocery Clerks' Benefit Association, 1905.

general interest to the trade. In the third place, our Association has a beneficiary side; we have a slight benefit for a member if he is sick or otherwise disabled. At our last meeting we had the pleasure of welcoming no less than three new members.

Mr. Editor, I think there are clerks in the city of Toronto who have got the impression that this Association is composed of a lot of undesirable clerks. This is not the case. Some years ago, I must plead guilty to having held the same idea. The mistaken impression, however, was removed when I joined the Association, and to-day I am proud to be President of one of the finest aggregations of grocery clerks on the North American continent. If there is a suspicious clerk in the city, I wish he would look us up.

With the object of cultivating a wider interest in the Association among the

clerks of Toronto, I am offering a prize of \$5 to the member bringing in the largest number of new members during the coming year.

E. C. Mathews,
President Toronto Grocery Clerks' Association.

Mar. 13, 1905.



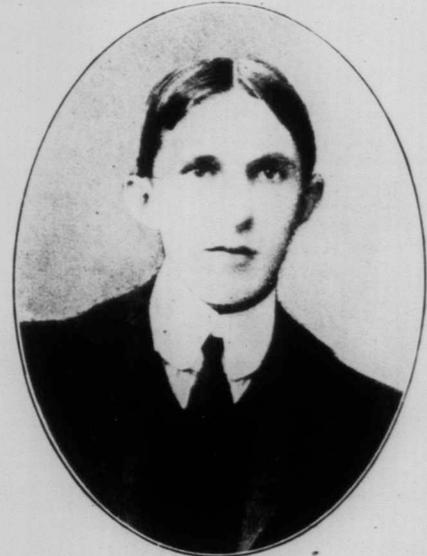
Mr. M. Anderson
Corresponding Secretary, Toronto Retail Grocery Clerks' Benefit Association, 1905.

Mr. R. H. Hudson, the treasurer for 1905, dates his experience in the grocery business from 1882, when he entered the employ of the late Wm. Beatty, of Parry Sound, remaining there until 1893, when he removed to Ashville, N.C., owing to poor health. In that



Mr. R. H. Hudson
Treasurer, Toronto Retail Grocery Clerks' Benefit Association, 1905.

in the retail grocery business, having spent some years with the People's Wholesale Supply Co., formerly of King street east, and five and a half years with H. Tolchard, of Yonge street north



Mr. W. Turpin
Vice-President, Toronto Retail Grocery Clerks' Benefit Association, 1905.

distant city he engaged in the tea and coffee business and succeeded in three years in building up a first-class trade, which he sold out later and returned to Toronto to assume charge of the tea and

**Gold
Raised
Letter
Signs**

All that are desirable for a Store Sign, rich in appearance and easily read. They are made by us in such a variety of designs that it does not pay you to go without a Sign. Cannot we submit you sketches and name you prices for a proper Sign? Your Store Front is the best Advertisement. Make it talk to the passer-by.

The Martel-Stewart Co.
681-683-685 Craig St., - Montreal

BATH BRICKS

The best in the world are made by—
McDOUGALL
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland.

**COMPLETE OUTFIT FOR
CANNING
FACTORY**

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

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

Apply to
H. Paxton Baird, Woodstock, New Brunswick

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)

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

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

coffee department of MacWillie Bros., the well-known Yonge street grocers of some three or four years back. At the present time he is engaged with Brown Bros., grocers, Queen street west. Mr. Hudson was responsible in a large measure for the re-organization of the Clerks' Association, in 1899, and has served on the executive in one capacity or another ever since.

Mr. H. Trebilcock, the new corresponding secretary of the Association, has been in the retail grocery business for 17 years, having served 12 years in Cobourg and 5 in Toronto, where he is favorably known in grocery circles. He is a member of the Queen City I.O.O.F., and of the Single Tax Association.

Mr. M. Anderson, the recording secretary of the Toronto Grocery Clerks' Benefit Association for 1905, started in the grocery business seven years ago on Arthur street, Toronto, with Mr. T. R. Morris. Subsequently he served for three years with J. T. McGlenning, Toronto Junction. Since then he has been in the employ of Mr. Jas. Rae, of Queen street west. Mr. Anderson has thoroughly mastered the grocery business from the bottom up, and prides himself on being wedded to the trade. He is quite an expert in window dressing and store decorations, and says he gets most of his suggestions from The Canadian Grocer.

Mr. W. Turpin, vice-president of the Toronto Grocery Clerks' Benefit Association, has been engaged in the grocery business 9 years, having been with Mr. D. Bell, of Yonge street north, during the whole of that period. He is a leading spirit among the grocery clerks of Toronto.

FIRMS INCORPORATED.

THE National Supply Co., Windsor, Ont., with share capital of \$40,000, has been incorporated to do a general mercantile and manufacturing business. Provisional directors, C. R. Clapp, Toledo, Ohio; J. H. Rodd and W. Horne, both of Windsor.

The Cataract Wine and Canning Co., Niagara Falls, Ont., with share capital of \$100,000, have been incorporated to manufacture and deal in wines, vinegar, canned fruits, vegetables and meats. Provisional directors: E. R. Lundy, W. W. Thompson, H. Williams and O. D'Arcy Glasgow, of Niagara Falls, and A. F. Stevenson, township of Stamford, county of Welland.

Vanier & Lesage, Limited, Montreal, with share capital of \$49,000, have been incorporated to carry on a general mercantile business and take over the business carried on in Montreal under the firm name of Vanier & Lesage. Provisional directors, O. Vanier, J. E. Vanier, J. R. Mainville and A. Berthiaume of Montreal, and J. Lebeau of St. Louis, Que.

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.

YEARLY CONTRACT RATES.

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

COMMISSION AGENT.

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

SITUATION WANTED.

THOROUGHLY competent Grocer, with knowledge of general trade, is open for suitable engagement in any part of Canada. Age thirty-two; seventeen years' English and Canadian experience. Highest references. Box 226, Canadian Grocer, Toronto. (11)

BROKER WANTED.

BROKER wanted in Montreal, Halifax St. John and Winnipeg to represent one of the leading firms of Currant shippers in Patras. Applications will be entertained from brokers who have a well-established connection with the wholesale trade only, and must be accompanied by references. Apply to Box 227, Canadian Grocer, Toronto.

BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, Manager, 62 and 63 Merchants Bank Building, Winnipeg, Man.

GENERAL STORE—In well built town near Prince Albert. Four thousand cash and four thousand balance arranged; a sound paying proposition. Locators.

GENERAL STORE—Small proposition in rising town, only requiring fifteen hundred cash to handle. Locators.

GENERAL STORE—Annual turnover twenty-five thousand, established twenty years, big net profit; two thousand five hundred cash, balance can be arranged of two thousand five hundred; would take a partner with one thousand. Locators.

GENERAL STORE—In Manitoba, with net profit of six thousand; a splendid opportunity for increasing business; amount of stock twelve thousand; five thousand cash; balance easy. Locators.

GENERAL STORE—In Manitoba town with two thousand population, annual turn-over thirty thousand, stock twelve thousand; price four down, balance easy, or will exchange western land in part. Locators.

GENERAL STORES—We have the best and only the best on the market to handle. We guard the interests of our buyers. Locators.

GENERAL STORES—We have sound propositions throughout Manitoba, Assiniboia, Alberta, Saskatchewan and British Columbia. Locators.

THE LOCATORS, W. B. Herbert, manager, 62 and 63 Merchants Bank Building, Winnipeg, Manitoba.

Blue Ribbon Ceylon Tea

Character is an intrinsic quality.

Character cannot be counterfeited.

Character is enduring.

Character is eloquent without noise.

Character is trustworthy.

Blue Ribbon has character.

Time tried. Widely tried.

Blue Ribbon has never failed.

Blue Ribbon is the grocer's friend.

Blue Ribbon draws him business.

Blue Ribbon holds business.

To obtain results

you must handle profitable goods.

Staples are all right, and we have these in profusion, but

Our Exclusive Patterns in High-Class

DINNER and TOILETWARE

will apply directly to your better trade.

They are irresistible and will afford you unlooked-for results.

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

20%



IS A BIG DISCOUNT

TO OFFER OFF

CLOSE WHOLESALE PRICES

**BUT WE WILL ALLOW IT OFF
ALL OUR OPEN STOCK
IF ORDERED IMMEDIATELY**

THIS IS WHY—"THE MONTREAL HERALD" have taken the building in which is our warehouse, and we shall have to remove. We don't want to have to take our open stock with us to our new quarters, and so offer it at this sacrifice.

WRITE US YOUR REQUIREMENTS and we will fill them as far as stock on hand allows.

N.B. If visiting Montreal call and see us

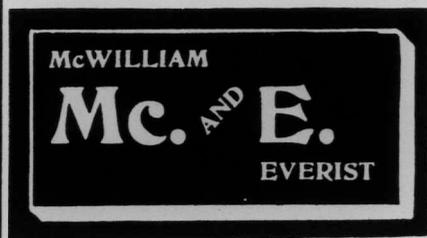
BARNARD & HOLLAND CO.

No. 99 ASSORTMENT
WATER SETS, RECEIVED.
No. 24 INVOICED.

MONTREAL
290 St. James St.
Victoria Sq.

THIS WEEK'S ARRIVALS

2 cars Rose Brand Navels.
 1 car Triangle " "
 1 car Magic Isle " "
 1 car Lemons
 2 cars Cabbage
 1 car Bananas
 Also Celery, Pine Apples,
 New Potatoes, Sweet
 Potatoes, Tomatoes, etc.



TORONTO, - - ONTARIO

Send in your orders.
 Prices right.

The _____
DAWSON Commission
 Co., Limited

FRUIT, PRODUCE AND
 COMMISSION MERCHANTS.

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

DRIED APPLES

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

The W. A. GIBB CO.

Packers and Exporters

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

Marmalade Oranges

Our first shipment of Marmalade
 Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

HUSBAND Bros. &
 Co.

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

GREEN FRUITS AND VEGETABLES

McWilliam & Everist, Toronto, who have been making extensive improvements in their Church street warehouse, expect to occupy their new offices during the present week. These have been moved from the ground floor to the front of the first storey and now comprise a suite of rooms which for spaciousness, light, convenience and general appearance bear favorable comparison with anything of the kind in Canada. The space on the ground floor formerly utilized for business offices will afford extra warehouse space. Several minor changes are also being made which will materially enhance the appearance of the interior.

 The McPherson Fruit Co., Winnipeg, are erecting a warehouse at Calgary to cost \$12,000.

 A new independent banana company has been incorporated in Delaware—the Honduras Banana Co., of Baltimore, capitalized at \$200,000.

 There are rumors this week that one of the Toronto wholesale fruit firms is about to change hands.

 A movement is on foot to establish a Dominion Fruit Growers' Association, for the consideration of questions affecting the Canadian fruit growing industry as a whole, such as freight rates, packages, statistics, and amendments to the Fruit Marks' Act, etc.

 Negotiations are pending with the G.T.R. regarding the securing of more space for the Toronto Fruit Market. The trade have been considerably handicapped every Summer for want of room, and the change will be welcomed. The Grand Trunk will handle all fruit at Yonge street and sundries at their Simcoe street sheds.

 On March 14th the House of Commons, Ottawa, finally accepted the principle of the Hon. Mr. Fisher's Bill to provide for uniform boxes for packing apples for export, an innovation in the trade which it is expected will prove of great value to Canadian apple shippers and producers. The new box will be equal in capacity to one-third of a barrel, and will measure 10 x 11 x 20 inches.

Ontario Markets.

Toronto, March 16, 1905.

GREEN FRUITS.

THE green fruit trade continues brisk and satisfactory in every respect, owing to favorable weather conditions. Final shipments of marmalade oranges are expected this week. Navels are selling well, stocks being in prime condition and free from frost. Some slight waste is noted in the cars, which has necessitated icing them at a cost of 25 cents per box of fruit.

The banana market is somewhat glutted, arrivals for the week totalling 17 cars, an excessive quantity for this time of the year. New lemons are arriving in good shape, and are moving well. A sprinkling of strawberries is noticed on the market this week, and it is expected that shipments of this article will assume larger proportions shortly.

Jamaica grape fruit is now out of the market, and its place has been taken by Bahama fruit, selling at a range of prices higher by 50 cents. Pines are coming more freely and are selling 50 cents cheaper than last week. Lemons are also down 25 cents, and bananas have dropped from 15 to 25 cents. It is difficult to give a range of quotations on apples, which are selling all the way from \$1.25 to \$3.50. Almeria grapes are out of the market, and cranberries are quoted \$1 per box cheaper than last week. Our quotations are as follows:

Florida grape fruit, per box.....	5 00	5 50
Bahama grape fruit.....	4 50	5 00
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 00	4 50
Havana pines per case.....	3 50	
Marmalade Oranges, per box.....	2 50	
California navel oranges, per box.....	2 75	3 25
New messina lemons, 300's, per box.....	2 25	2 75
" " 360's, per box.....	2 50	2 75
Bananas, large bunches, crated.....	1 50	1 75
Bananas, 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	1 25	3 50
Sweet potatoes, bush, crates.....		2 25
Cranberries, Jerseys.....	8 50	9 00
Florida strawberries, per box.....		0 75
Figs in layers, per lb.....	0 09	0 11

VEGETABLES.

The feature in vegetables this week is the arrival of new potatoes on the market, which are selling at \$2.75 per crate. Spinach will also be on the market during the week. It seems to be the policy of the trade to open up the green vegetable business earlier this year than usual, notwithstanding the lateness of the season in the country of production. Shipments of California celery will be over this week for the present season, owing to the crop being exhausted. One California grower writes that he has lost no less than from 400 to 500 carloads in the fields owing to excessive rains. California celery is being replaced by Florida stock, which will come to this market in limited quantities quite late in the season. Odd

stocks of green peppers are noticed this week, and will be more in evidence shortly. Trade in domestic vegetables continues steady at unchanged quotations. We quote the following:

Greenhouse lettuce, per dozen bunches	0 30
Greenhouse radishes, per doz. bunches	0 40 0 50
Dry Mint, per doz bunches	0 20
Parsley, " "	0 20
Sage, per doz.	0 20
Savoury, per doz.	0 15
Carrots, per bag.	0 60
Beets, per bu.	0 75
Beets, per bag	2 00 2 25
Dry Onions, per bag	0 50
Spanish onions, per case	4 00 4 25
Green house water cress, per doz.	0 25
Canadian celery, per doz.	0 50 1 00
Potatoes, carlots on track Toronto, per bag	0 75 0 85
Potatoes, per bag	0 90 1 00
Parsnips, per bu.	0 75
Parsnips, per bag	0 85
Cabbage, per head	0 05 0 10
" " per doz.	0 50 1 00
Furnips, per bag	0 30 0 35
California celery, per case	5 50 6 00
Hot-house cucumbers, per doz.	2 00 2 75
Artichokes, per bu.	1 00
Oyster plant, per bu.	1 25
Greenhouse rhubarb, per doz	1 00 1 25
" " " "	0 15
Florida tomatoes, per case	4 25 5 00
Green peppers, 6 basket crates	5 50
New beets, per doz. bunches	0 75
New potatoes, per crate	2 75

Quebec Markets.

GREEN FRUITS.

Montreal, March 16, 1905

Business has had somewhat of a setback, the recent cold spell interfering with trade. Country orders are light. Celery is in very good demand, and stronger than the supply. Navels are going out to city trade fairly well. A car of fancy navels is expected at the end of the week, and will bring good figures. With the advent of warmer weather, which should materialize shortly, it is expected that more activity will develop in the fruit trade.

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

VEGETABLES.

An easier feeling is noted in potatoes, though no change in jobbing way. A fair amount of business is doing in onions in spite of the high prices ruling. Small vegetables are in good demand, but stocks and supplies are light.

Potatoes, carlots	0 65	0 70
Less than carlots	0 75	0 80
Bunch lettuce, per doz. bunches	0 75	
Radishes, per doz. bunches	0 25	
Mushrooms, per lb.	1 70	
Mint, per doz. bunches	0 20	
Parsley, " "	0 20	
Sage, per doz.	1 00	
Savoury, per doz.	1 00	
Beets, new, per doz.	0 25	
Egg plant, per basket	0 75	
Green onions, per doz.	0 15	
Spanish onions, large cases, per case	4 00	
Red onions, per bbl.	3 75	4 00
Yellow onions, in 80-lb. bags; per bag	2 90	
Green house water cress, per doz.	0 45	
Green cucumbers, per bush, hamper	1 25	
" " per half bushel hamper	0 60	0 75
" " per bbl.	0 40	0 50
" " per doz.	0 40	0 50
Green cabbage, per doz.	0 60	
" " beans, per bush.	1 00	1 20
Waxed beans, per bush.	1 05	
Cauliflowers, home grown, per doz.	1 50	
Green peppers, per basket	0 40	
Canadian celery, per doz.	0 75	

BANANAS

The season is just commencing when it will be profitable for ALL GROCERS AND FRUIT DEALERS to handle Bananas. The fruit is arriving in good condition and reasonable in price.

REMEMBER IT PAYS TO KEEP BANANAS. THEY DRAW TRADE.

It is a well-known fact that we are leaders in this business. Import in the largest quantities and are ever ready for your esteemed orders.

A NEAT BOOKLET giving the history of the banana, recipes for its use, handsomely illustrated, FREE for the asking.

White & Co. WHOLESALE FRUIT, PRODUCE AND FISH Toronto

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER

If You Haven't—You Should.

J. J. MCCABE

If you haven't a supply of "St. Nicholas" Lemons, you can't order too quick, for the demand is increasing DAY-BY-DAY.

61 Front E., Toronto.

W. B. STRINGER & CO.

Fruit Brokers.

EXTRA FANCY

Ripe Bananas, cheap. "Golden Orange" brand Navels

Best Navel Oranges packed. This brand is packed EXCLUSIVELY FOR US IN CANADA.

Send us your orders and get the BEST. **HUGH WALKER & SON, GUELPH, ONT.**



PATENT QUICK SIFTER and MIXER for all kinds of Powders.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

The GROCERS' ENGINEERING CO.

Cole Street, Swan Street LONDON, S.E., ENGLAND

(Late WAYGOOD-TUPHOLME LTD.)

Illustrated Catalogue Mailed (Post) Free.

Nova Scotia Markets.

GREEN FRUITS.

Halifax, March 13, 1905.

The fruit market has been well supplied lately, especially with Jamaica oranges. During the last week of February, George C. Cook, who has an

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886



WE ARE HAMMERING AWAY
at the QUALITY of
"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs. "PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1846.

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal
Cor. LaGauchetiere St.

Some people will tell you that they pack bulk pickles which will keep. We go considerably further than telling.

Every order given to one of our travellers is put on a duplicate guarantee, one of which he gives to you. This guarantee clearly states that we hold ourselves responsible for any of our pickles that may go bad in the six months following the date of shipment of the order, providing the following precautions are taken—that the barrel or pail is kept covered; that you do not use tin or any metal vessel to dip the pickles with (use a crockery bowl—it's cleaner, too); that the vinegar is taken in proportion to the pickles, so that they are always kept slightly covered with vinegar; that no sweepings, particularly nails, are allowed to get into the barrel; and that the pickles be kept from any extreme of heat or cold. We give this guarantee to your wholesale grocer. If you buy through him the guarantee stands the same.

Lion Brand Pickles are a perfect mixed pickle—small cucumbers, small white onions, and hard, white branches of cauliflower, cut close, pickled in whole spice and in the most perfect pickling vinegar made. They come out crisp and firm, perfect in color, delicious and wholesome.

In Pails—1 gall. 75c.; 2 galls., \$1.40; 3 galls., \$1.95; 5 galls., \$3.00; 10 galls., \$5.50; or in 20 or 40-gall. Barrels, 45c. per gall. Barrels extra.

THE OZO CO., LIMITED
MONTREAL

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

orange grove at "Cookville," brought here by two schooners about 600,000 oranges, as well as a large quantity of grape fruit. These were sold in lots of 1,000 (loose) at the wharf for \$10. Retailers sold them at \$1.35 to \$1.50 per hundred, or 18 to 20c. per dozen. Owing to the blockade on the railways, the outside sales were comparatively small, but there was a remarkably large home consumption. Many of the larger firms bought one, two or five thousand lots and gave them to their customers at cost prices in lots of 50 or 100.

Manitoba Markets.

GREEN FRUITS

Winnipeg, March 16, 1905.

A return to colder weather has inconvenienced the green fruit trade somewhat. New supplies of fancy spies have been received this week and prices will be found below:

Oranges, fancy Washington navel's, 96's, 112's, 126's, per case	2 75
Oranges, fancy Washington navel's, 150's to 250's	3 00
Bitter oranges (for marmalade), 180's, 200's, 240's	4 00
Lemons, fancy California, 300's to 360's, per case	4 25
(10c. off 5 case lots of oranges and lemons)	
Bananas, fancy Limons, per bunch	2 50 3 00
Apples, fancy XXX Spies, per bbl.	5 00
fancy XX Spies, "	4 50

VEGETABLES.

Florida tomatoes are on the local market, quoted at \$1.25 per basket. New supplies of celery are arriving. We quote:

Native onions, per lb.	0 04
Spanish onions, per case	1 75
Carrots, per bush	0 40
Beets, "	0 70
Turnips, "	0 40
Potatoes, "	0 70 0 80
Celery per case (6 to 8 doz)	6 00
(doz.)	0 90 1 00
Florida tomatoes (6 basket crates), per basket	1 25

New Brunswick Markets.

GREEN FRUITS.

St. John, March 16, 1905.

The outlook for Valencia oranges shows little improvement. There is no doubt that the damage from frosts in Spain has been great. Such stock as is held has been but slightly advanced, as Jamaicas and Californias are quite freely offered. Lemons, while firm, show little change. There is but a fair demand for apples. In bananas rather more business is being done, and it is yet early. The season can hardly be said to open till the frost is out of the air. In Cape Cod cranberries prices are reasonable for the season.

Trading Stamp Legislation Wanted

OTTAWA, on Thursday last, March 9, was stormed by one of the largest delegations that has ever visited the city. Being the Mecca of all having grievances to lay before the ruling power, Parliament Hill, a delegation or two is no unusual sight in the capital, but the body of men that marched to the House of Commons, at noon, on March 9, was so unusually large and important, that the appearance of the procession from the station to the buildings occasioned wonder and comment. The army consisted of retail and wholesale merchants from Montreal and Quebec, as well as representatives of all the Merchants' Associations from Toronto and the West, to Quebec on the East, who came to interview the Premier and Cabinet, seeking legislation against the use of that modern bete noir, the trading stamp and cash receipt. There were over 500 retail merchants from Quebec, Montreal, Brockville, Belleville, Kingston, Ottawa, and Toronto, and the large railway committee room of the Parliament Buildings was taxed to its utmost capacity, to hold this vast number of protestors and supplicants.

The Premier, Sir Wilfrid Laurier, entered the Committee room promptly at 12 o'clock, accompanied by Sir Wm. Mulock. His arrival was the occasion for loud applause, and it was evident that the Premier was clearly impressed by the magnitude of the delegation. Shortly after his entry, the following Cabinet members arrived and took seats behind him on the platform: Hon. R. Prefontaine, Hon. S. Fisher, Hon. W. S. Fielding, Hon. C. Fitzpatrick, Hon. C. S. Hyman and Hon. L. P. Brodeur.

Mr. Honore Gervais, M.P., introduced the delegation, which he said represented all the leading commercial organizations in Canada. All important trade associations in this country had for years been opposed to the use of trading stamps, which had become now a great evil and injustice to the retail merchants.

He explained the operation of the Trading Stamp Company, and showed that the retail merchant who handled

their wares issued stamps to his customers at a highly fictitious value. The company had a monopoly and their operations were really a conspiracy in restraint of trade. Some doubt was felt as to whether their operations could be declared illegal otherwise, so the merchants asked Parliament to pass a measure which would clearly define this business as a conspiracy in restraint of trade.

Indirect Taxation.

The trade was an indirect taxation upon retailers and had driven many to bankruptcy. The Ontario Legislature had passed a law against the use of these stamps, but the courts had declared the act ultra vires. Quebec had also taken similar action, but the company were threatening to appeal to the Privy Council, and so a definite act of Parliament was desired upon the question.

"Did you say that the legislatures of Ontario and Quebec had passed laws against this practice?" asked the Premier.

"Yes," replied Mr. Gervais.

"And this legislation was declared beyond their constitutional powers by some judges?"

Mr. Gervais replied in the affirmative, but claimed that the Canadian Parliament had power to deal with the matter throughout the country. The Provincial Governments had no power to impose fines or imprisonments for breaking their laws, and the companies could find means of evading their enactments. What was wanted was a Dominion measure.

Mr. S. Geen, of Belleville, president of the Dominion Retail Merchants' Association, was then introduced by Mr. Gervais. From the Atlantic to the Pacific, he said, the use of cash receipts was looked upon as a great evil. Their use was a great hardship to retailers, and in the interest of trade should be abolished. If the consumers benefited, then, perhaps, their use should be welcomed, even if some retailers suffered, but the consumer did not make any such corresponding gain. Through the spread of this system, the

spirit of getting something for nothing was being disseminated throughout the whole country, and this had a bad effect on the morals of the people.

Hon. J. I. Tarte gave his idea upon the use of trading stamps as gained from newspaper work. Last year "La Patrie" had taken up the system and he said it was wonderful the amount of money handled in this business. He looked upon their use as thoroughly bad, and an imposition on retailers, many of whom had to buy them from the company or go out of business.

Worse Than Lotteries.

Mr. Major, of the Quebec Board of Trade, said that retailers in that city had appealed to the Quebec Board of Trade against the use of stamps and that after investigation into their use, the board came to the opinion that it was an unmixed evil. They had decided to support the agitation against their legal use, and had sent three of their members on this present delegation. The trading stamp evil was doing more harm, he thought, than the lottery system, which had been put down by law.

Mr. J. O. Gareau, president of the Montreal Federation of Retail Merchants, showed that the delegation represented really all the trade of Canada. The trading stamp, he said, was worth half a cent, but was represented to the public as worth ten cents. Mr. Gareau's remarks were forcible, and his exposition of the evil caused by trading stamp system so eloquently and clearly set forth, that it was noticed the Premier and members of the Cabinet were impressed. The Trading Stamp Company employed canvassers, usually women, to go round from house to house explaining to people that by trading at certain stores, they could get lamps, chairs, etc., for nothing. Then the dealer who does not give the stamps, loses custom and many are forced to bankruptcy unless they also can handle them. In some instances, these stamps are costing from 8 to 15 per cent., not the 5 per cent. as usual. The hardship caused the traders would warrant the government in making illegal the use

of trading stamps, cash receipts and all kindred devices.

Mr. Brault, of the Montreal Chambre de Commerce, speaking in French, expressed his confidence in the Government taking steps to abolish this evil, if they would look into its effects. Mr. Gervais then read a resolution passed by the Montreal Board of Trade at a recent meeting, expressing in strong terms their disapproval of the cash receipt system.

The Proper Remedy.

Mr. J. C. Either, K.C., city attorney, Montreal, denominated the trading stamp system as almost a fraud. He outlined the fight between the corporation of Montreal, and the Trading Stamp Company in the effort of the city to do away with the use of the stamps.

He considered the federal government had power to abolish this trade as they had done away with lotteries, which had not so widespread an effect. The proper remedy would be to pass a law against the use of stamps and make the penalty for breaking it imprisonment.

The deputation trusted that something practical would be done to help those suffering from this evil. Local legislation had hitherto proved ineffective and they now looked for a general law.

Mr. G. Sumner, of the Wholesale Dry Goods Association of Montreal, said that the Association he represented was in perfect sympathy with the ideas of the retailers on this question. He thought it the duty of the Government to help the deputation accomplish what it was endeavoring to.

Mr. Z. Hebert, grocer, Montreal, also gave his opinion, expressing his decided belief that the use of stamps was against the well-being of legitimate trade, and should be abolished.

E.M. Trowern, secretary of the Dominion Retail Merchants' Association, said one thousand delegates could have been brought down from Ontario if necessary. The fight against the use of stamps had been successful in the Ontario Legislature, but this was a Dominion, not a provincial question, and so the members of the deputation had come to Ottawa to ask the Government to place on the statute books an act making the use of stamps a penal offence.

A resolution to this effect had been signed by organizations of merchants from all over Ontario, and had time been allowed, similar organizations all over Canada would have signed it.

Mr. Gervais then said that the depu-

tation would like to know what action the Government would take upon the representations made.

Serious Consideration.

Sir Wilfrid remarked that Mr. Gervais was a little premature in expecting him to state immediately what would be done. He assured the delegation, however, that he, and he was sure his colleagues, had been greatly impressed by the representations of the speakers. These would receive their very serious consideration.

It would not do for him to express his judgment, but personally he could say that if this system were a lottery in disguise, as had been represented, then the duty of the government was clear.

But every question had two sides, and already the Government was in receipt of letters from the Trading Stamp Companies, asking to be heard. They also would be given the opportunity of presenting their side of the case if they wished.

The Government, the delegation could be assured, would do its duty without fear or favor.

Among the Montreal delegation were: Major Zeph, Hebert, of Hudon, Hebert & Cie; Armand Chaput, of L. Chaput Fils & Cie; M. Dorsenens, of Demers, Fletcher & Cie; Ald. N. Lapointe, Ald. L. A. Lapointe, Ald. Couture, R. Langlois, of Gunn, Langlois & Co.; P. Daoust, president Retail Grocers' Association; A. Laurendeau, secretary R.G. Association; N. Chartrand, J. A. Maynard, H. Poirier, T. Bergeron, E. Masse, E. Venne, O. Gratton, G. Beaulieu, G. Oummette, P. Bruneau, treasurer Retail Grocers' Association; A. Bisette, John P. Dixon, J. O. Levesque, of Hudon & Orsali; M. Picard, Geo. Sumner, of Hodgson, Sumner & Co.; H. Brock, of W. R. Brock Co.; Fred L. Cains, of Brophy, Cains & Co.; A. Racine, of A. Racine & Co.; M. Caverhill, of Caverhill & Kissock; C. Filiatrault, of Filiatrault & Lesage; M. O. Lemire, of Lemire & Co., the latter representing the Wholesale Dry Goods Section; Mr. Armand Giroux, G. O. Gareau, president Dry Goods Association; H. A. A. Brault, of the Chambre de Commerce, Jos. Lamoreaux, president Butchers' Association; John G. Watson, president Boot & Shoe Dealers' Association; M. Edmond, of Cunningham & Strain, wholesale Wine & Liquor Agents; W. Fogarty, of Fogarty Bros.; Geo. Gale, C. R. Lavallee, T. Hickey, L. Adelstein and about fifty other boot and shoe dealers.

Arsene Lamy, U. Boivin, M. Prevost, Mr. G. Martin, of P. P. Martin & Cie.

Among the delegates from Quebec were: Mr. J. Rouillard, of Z. Paquet; O. W. Bedard, representing Quebec Board of Trade; Dr. Ed. Morin, representing Quebec Board of Trade; Achille Cote, representing Syndicat de Quebec; Theophile Beland, representing Dry Goods Association, Quebec; B. J. Cote, representing Dry Goods Association, Quebec; J. A. Chabot, J. A. Moisan and S. Martel, grocers; Quebec butchers were represented by Messrs. Roger and Turcotte. Mr. H. D. Barry, represented Quebec cigar interests.

CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

THE Grocer is in receipt of a copy of the annual report of the Merchants' Association of New York, a representative American mercantile organization, whose avowed object is to foster the trade and welfare of New York generally, and whose work along these lines has already won the approval of New York business men.

The F. D. Belknap Rapid Addressing Machine Co., of New York and Chicago, are issuing to the trade an attractive catalogue and price list of their new rotary addressing machines, accompanied by a valuable classified list of the various mercantile trades throughout the United States. Write for a copy, mentioning **The Grocer**.

Crosse & Blackwell, London, Eng., have issued a most attractive catalogue of their various well-known grocery lines. The catalogue is in convenient pamphlet form, illustrating in a most natural manner in colors the goods and packages. As a sample of the lithographers' art it is certainly of the highest merit. Copies, which will be found very useful by the trade, may be obtained by addressing C. E. Colson & Son, Montreal, Canadian agents, and mentioning **The Canadian Grocer**.

The Grocer is in receipt of a copy of its "Grocery" pocket diary for 1905, issued by the English trade publication of the same name. It is neatly gotten up and is a compendium of information that ought to prove invaluable to the trade.

NEW WESTMINSTER BOARD OF TRADE.

In **The Canadian Grocer** of Feb. 24 the item headed "Victoria, B. C. Board of Trade," on page 46, should have read "New Westminster Board of Trade."

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

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CANADA: No better Country



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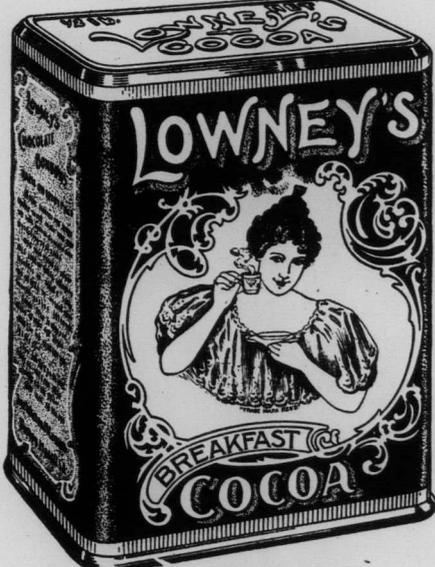
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"Diamond"
and
"Elite"
CHOCOLATES

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

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**A TRADE WINNER
FOR GROCERS.**



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

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

THE YEAST ON THE SQUARE

THE ONLY YEAST WITH CREAM IN IT

AN ADVERTISING OR PROFIT-SHARING SYSTEM

As long as we find the trade takes an interest in and appreciates our mode of advertising, we will place one coupon in every box of Jersey Cream Yeast Cakes, and when you have 10 of these coupons you will receive one box of Jersey Cream Yeast Cakes absolutely free. You can send these coupons direct to ourselves or send them to your wholesale grocer, who will receive from us \$1.00 in cash for same.

Is this not working more directly in your interests than by spending our money in newspaper advertising. Push along Jersey Cream Yeast Cake; you will be doing your customers a good service by selling them the best, the strongest, the most up-to-date yeast sold in the world.

Hamilton Yeast Co.

THE YEAST ON THE SQUARE

THE ONLY YEAST WITH CREAM IN IT

"The memory of quality lingers when prices are forgotten."

"PURE GOLD"

Salad Dressing

Powder

We have greatly improved this attractive and good selling line, and can now guarantee

THAT it will remain a perfectly free and dry powder

THAT it will not cake or get lumpy

THAT it will maintain its color

THAT it does not contain oil

THAT it will make a rich, fine-flavored Dressing.

To encourage a liberal sale we intend on 15th March and for two (2) months thereafter to pack 4 doz. in each case, charging only for 3 doz.—thus giving an opportunity for the trade to distribute one doz. out of each case free to their customers for demonstrating its quality.

Bear this offer in mind when our representative next visits you, or mail us order for trial lot.

Pure Gold Mnfg. Co., Limited

TORONTO, CANADA

IT'S EASY

to fool people once but it's hard to fool them all the time. We don't claim to be infallible but our steadily increasing trade is proof that we are doing our best for our customers. If we can't give satisfaction we must only expect that the other fellow gets the business.

NEW BISCUITS

Chocolate Wine - 14c.

Chocolate Fingers - 16c.

Those goods are heavily coated with Chocolate, equal to the imported, which costs 10c. per lb. more. Try a tin of those and you'll like them.

Imperial Biscuit Co., Limited.
GUELPH, ONT.



NOT HOW CHEAP

But how good is the guiding principle in making

SOUTHWELL'S Jams and Marmalade

And the verdict of time upholds every claim made for them.

It does a grocer good to sell Southwell's goods.

Order from Your Wholesaler.

Canadian Agents,

FRANK MAGOR & CO.,
MONTREAL.



GREIG'S WHITE SWAN

Jelly Powders and Cake Icings

ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on—goods, too, that give the dealer a nice profit.

The Robert Greig Co., Limited
White Swan Mills
TORONTO.

STATUS OF CANADIAN MAPLE SUGAR INDUSTRY

MR. G. R. SMALL, proprietor of the Canada Maple Exchange, Montreal, recently remarked that too much free advice and comment by unqualified parties on the subject of maple syrup would have a tendency to create undue suspicion and prejudice against maple products generally in the public mind.

"The facts are," continued Mr. Small, "that at the demand of the consumer, nine-tenths of the maple sweets consumed in different forms, are consumed only because they are blended with milder flavored sugars; and such will, undoubtedly, be the case in the future, regardless of how the goods are labelled. This is easily explained, when it is known that the great bulk of maple sugar consumed in Canada, is produced in the eastern portion of Quebec, about 7,000,000 pounds being produced annually by the County of Beauce alone. It comes from the producer in large ten pound blocks, and, owing to the soil of

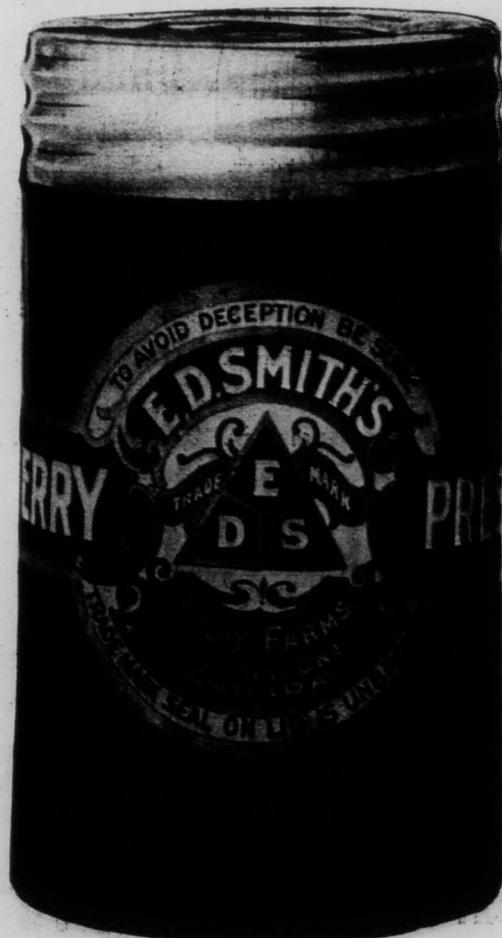
that section, is of a very dark color, and of too harsh a flavor to appeal to the average taste. It is at this point that the much abused manufacturer steps in, and by scientific refining, blending, and packing, produces the article in the wholesome and palatable shape demanded by the public.

"In the past, legislation has been rendered inoperative, because of the impossibility of analytically detecting or separating maple from other sugars. Recently, however, chemists have ascertained the fact that maple sugar contains an element peculiar to itself, and they can now accurately detect its presence or absence in any form presented. This places the authorities in a position to enforce the present law, the immediate results of which will be the proper labelling of all maple syrups on the market. As manufacturers, we are heartily in accord with the authorities in putting the regulations actually into force, and will welcome the day when the much vaunted, abused farmers are compelled to put a label and guarantee on their cans, and four quarts to the gallon inside of them. The statements expressed

by some of late, to the effect that syrup companies are causing a decline in, and will eventually destroy the maple sugar industry in the Province of Quebec, are not founded on precedent or present prevailing facts. The reverse is the truth. There are more sugar orchards being operated now than ever before. There is one hundred thousand dollars per annum being now spent in sugar making utensils, where one thousand was spent twenty years ago, and the price of Beauce sugar has advanced about 200 per cent. during the same period. This state of affairs can be proved to be the result of practice and scientific methods adopted by the manufacturers in the packing, introducing, and placing of the maple product on the market.

"By way of proof of this statement, permit me to say, that since January 1, 1905, one wholesale house alone has taken over four cars of our standard brand, for which we received a higher price, wholesale, than two of our leading grocers of Montreal (who have recently expressed opinions on the subject) are receiving at retail for what they claim to be farmers' choicest pack. Now the low price for farmers' pack is due not so much to their mixing as to the lack of uniformity in measure, flavor, color and constituency. For an example, on March 4, we ordered by phone two gallons of maple syrup from

E. D. S. Jams, Jellies and Sealed Fruits
(IN GLASS)



E. D. Smith's Fruit Farms, Winona, Ont.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	\$4.50 per case.
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.25 "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, QUE.

**THE SNAP
CRISPNESS
SWEETNESS**
OF
**Perfection
Cream Sodas**

makes them the preferred kind everywhere.

The grocer who sells "Perfection" knows exactly how true this statement is.

The grocer who does not is missing a genuine trade bringer.

Give an order.

3-lb. Cards or Tins.

**THE Mooney
Biscuit & Candy
Company,**

LIMITED.

Stratford, - Canada.

these same two grocers. The bill then came with one can, read as follows: 'One gallon can maple syrup—\$1; the bill being all there was to distinguish it from a can of paint, oil or varnish, as it was not labelled. It was not hermetically sealed, and we had to chop in the top in order to get at the contents, which we found a little tinged with sediment at the bottom. The can referred to weighed but eight pounds, where it should have weighed thirteen and one half pounds. The same is now in the hands of the analyst.

In conclusion, Mr. Small stated that indications pointed to an average yield of sap this season. As to price, he says: "We are offering a little less than last year, somewhat due to the fact that present legislation necessitates that we will have to test analytically every package that comes in, which will, of course, result in considerable expense to the manufacturer."

MAPLE

SYRUP

To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

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

For Sale by all Jobbers

CANADA MAPLE EXCHANGE, Montreal.

A Condiment House

---THAT DESCRIBES US

And the people have learned to know that

McGREGOR

Jams, Marmalade, Preserves and Confectionery are absolutely trustworthy.

McGREGOR - HARRIS CO.

Limited

33 Pearl St., - TORONTO.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**



Trade-mark.

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

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

"Irresistibly
Delicious."

One taste
will make a
Peter eater!



SPECIAL AGENTS

- Howe, McIntyre & Co., Montreal, Que.
- D. H. Rennoldson, Montreal, Que.
- Whitehead & Turner, Quebec, Que.
- The F. J. Castle Co., Ottawa, Ont.
- The Davidson & Hay Limited, Toronto, Ont.
- Balfour & Co., Hamilton, Ont.
- Edward Adams & Co., London, Ont.
- W. S. Clawson & Co., St. John, N. B.
- The Paulin, Chambers Co., Winnipeg, Man.
- Kelly, Douglas & Co., Vancouver, B. C.

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, - 27 Common St., MONTREAL

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.



Borden's Brands

of "Eagle"
Condensed Milk
and "Peerless"
Evaporated Cream

are standards and
Canada's most reliable
milk products—Buy them.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

W. S. CLAWSON & CO.
St. John, N.B.

SHALLCROSS, MACAULAY & CO.,
Victoria and Vancouver, B.C.

Perhaps you have asked the

Question :

Why is Orange Meat better than all other breakfast foods ?

or, perhaps the question has taken this form :

Question :

What do the makers have to say for Orange Meat to show that it is better than other breakfast foods ?

Orange Meat

manufacturers will answer these questions next week.

**Look for
the answer.**

The Frontenac Cereal Co.
Limited.

KINGSTON.

Flour and Cereal Foods

May Import Russian Flour.

A NEW and interesting feature has developed in the Ontario flour situation, and the possibility of importing foreign product to relieve the present shortage of supplies is being actively discussed among local dealers, says The Toronto News.

It appears that local dealers have of late received inquiries from London regarding the situation of the local flour market, and asking as to the possibilities of disposing of a large quantity of foreign product here. The flour is from Russian and Roumanian wheat, and is offered here equal to \$4.70. It is said to be of splendid quality, equal to the Manitoba and Ontario blended product.

What is said to be equal to the same flour cannot be obtained in Ontario at less than \$4.60, and many holders are demanding \$5.10 for the product of Canadian mills. Very little can be purchased at the former figure, and one dealer remarks that there might be some small imports of the Russian product, though the movement will hardly reach large proportions, unless a greater scarcity of the domestic article should develop.

U. S. Flour Comes Home Again.

An unusual deal in flour made recently was that in which the D. L. Marshall Company of Boston, Mass., bought 35,000 sacks of a consignment of 40,000 sacks of flour originally shipped from Tacoma, Wash., to Liverpool, and 10,000 sacks started back from that port for Boston, March 13, on the steamship Michigan. The remaining 25,000 sacks will be shipped back to this country by way of New York.

The entire consignment was shipped to Liverpool by a sailing vessel that went by way of Cape Horn. When it arrived there, the Liverpool quotations on flour were so much lower than in the United States, that the owner immediately made arrangements for the reshipment to this country, where a price slightly under the present quotations already has been realized on the 10,000 sacks leaving Liverpool to-morrow.

The deal was due entirely to the present condition of the wheat market, which is far higher than it was when

the flour was shipped from Tacoma. The Liverpool consignee in his counter deal made a profit after paying the two ocean freights—Tacoma to Liverpool, and to Boston—as well as the costs of storing and re-handling.

Canada's Future as Wheat Grower.

Dr. Saunders, director of the Experimental Farms, Ottawa, in a recent address before the Committee on Agriculture in the House of Commons on "The future of Canada as a wheat-growing country," said that notwithstanding unfavourable conditions, such as grain rust in the West and drought in the East, which were revealed in 1904, still about 80,000,000 bushels of wheat were produced last year in Canada. He referred to the declining exports of wheat from the United States. In 1902 they sent to Great Britain 81,000,000 bushels, or 54 per cent. of Britain's total requirements. In 1903 they sent only 45,000,000, and in 1904 only 12,000,000. There had been a like falling off in their exports of flour, which in 1903 amounted to 7,000,000 barrels, and 4,000,000 in 1904. He spoke of the great advantages possessed by Canada in wheat growing. Last year the average yield in Manitoba was 16.52 bushels per acre, in the North-West Territories 18, whereas in North Dakota it was 11.8 and in Minnesota 12.8. Dr. Saunders held that Canada's chief competitor in the future would be Russia. He pointed out the importance of maintaining the productiveness of the soil of the Canadian West.

For the Trade.

The Ogilvie Flour Mills Co., Montreal, are sending out to the trade a handsome lithograph reproduction of a painting especially designed as an advertisement for Royal Household flour. The coloring and design are rich and attractive and the picture will be a welcome addition to any store. They are also enclosing samples of their valuable bread recipes and "Royal Household" calendars, both of which will be sent free to any address on application.

R. & J. Ransford, of Clinton and Goderich, have opened an office in London for the sale of salt, with J. Ransford in charge.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.
Capacity 1,200 bbls. per day.
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

SHREDDED WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded Whole Wheat Biscuit and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

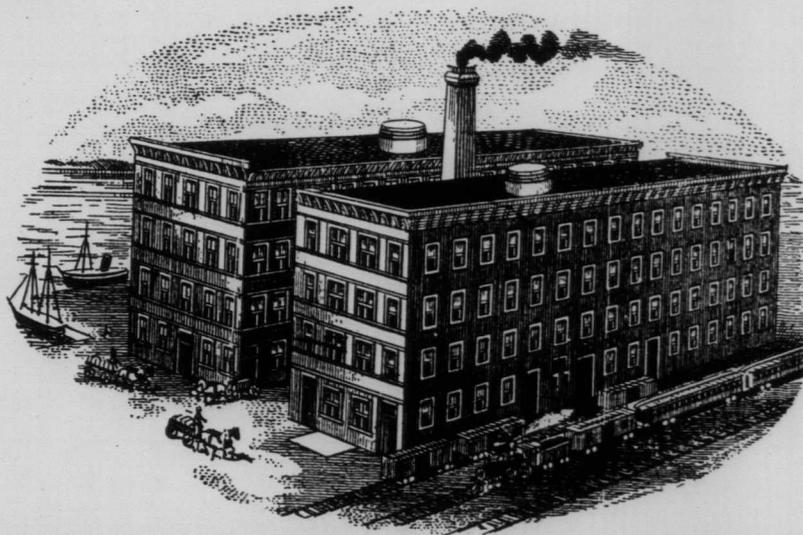
The Canadian Shredded
Wheat Company
Limited

Niagara Falls Centre, Ont.
Toronto, Ont.

We

beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

*Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr.
Oatmeal*



*Pot and Pearl
Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds
of Feed*

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US
FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED CAR LOTS
OR OTHERWISE.

LETTER ORDERS
A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS
FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

HOW TO HANDLE TOBACCO TRADE.

GROCER or general merchant, the consumer has been complaining to us that you are forcing him to go to the tobacconist, the druggist, or "mine host" around the corner for smoking mixtures and cigars, and we are inclined to think he has reasonable grounds for his complaint.

Our reasons are as follows:

The average grocer handles only smoking and chewing tobaccos in plug form, and that in the crudest and most careless fashion. Yet he is short-sighted enough to overlook the fact that his carelessness precludes him from enjoying a department of trade which can be made one of the most profitable in the grocery business. The only reason why your tobacco department has lagged behind, if lagged it has, Mr. Grocer, is because you have failed to keep abreast of the times. You have allowed the hotel-keeper, the druggist and the tobacconist to get the cream of the trade. Small wonder if your untidy and careless display of smoking and of chewing plugs excites even the disgust of fastidious customers.

The difficulty may be overcome if you will only mend your ways in displaying your stock of tobacco. There is no reason under the sun why a tobacco display should be in the least objectionable to your customers. Get a silent salesman like the barber and tobacconist has.—a large one is not essential so much as a prominence of position. Put it near the front of your store, so that it will not escape the notice of anyone entering.

Do not be satisfied with stocking merely the lines that suited the trade in your grandfather's time. To-day, you must have a nicely-assorted stock of cigars and cigarettes if your tobacco department is to be worthy of the name. Then it will pay to have one clerk make a special study of tobacco. It need not be made laborious, and a little knowledge of the different kinds of tobacco and brands of cigars may be utilized to excellent advantage by an up-to-date clerk in effecting sales. He will have very little difficulty in interesting the old farmer, and as for the younger generation, he is far from being an ideal clerk if he cannot convert them to the superior value of your cigars.

The trouble with the grocery trade to-day is that they don't get out enough and hustle for new business, but content themselves with the aggressive work of those who have gone before; while the other man "butts" in and gets a firm hold on a certain line of trade before they know "where they are at."

Tobacco Growers Unite.

Tobacco growers and those interested in the Canadian tobacco industry held a public meeting in the Town Hall, Kingsville, on Tuesday, March 7, for the purpose of discussing the advisability of uniting with the growers of Quebec and manufacturers generally in petitioning the Government for a change in the excise laws to a uniform license and a uniform excise duty on all tobacco and placing the protection on the home-grown product to a straight customs duty of 35c. per lb. This would be a change of vital importance to all interested in tobacco culture.

U.S. Tobacco Acreage.

More than 1,000,000 acres are now under cultivation in the United States,

yielding 816,000,000 pounds. The government derives \$65,000,000 in taxes thereon.

Indian Tobacco.

The reasons why the Indian tobacco industry does not thrive and expand as it should, are given in an interesting lecture delivered recently by Mr. T. D. Beighton, a retired Bengal Civilian, at the Society of Arts, London. The fault lies in Indian methods of cultivation and curing. One of the strongest objections urged against Indian tobacco, especially that grown in Southern India, is the large percentage of saltpetre in the leaf. It should be noted that the tobacco plant takes up more nitrate of potash from the soil than most plants. Hence, a soil that is poor in this constituent would seem to be best suited to it, that is, from the commercial point of view. Any way, the subject promises to form an important feature of the experiments to be undertaken by the Pusa authorities. The British duty on tobacco is so heavy that it acts most prejudicially on the Indian product. It is curious to note that, with all their big talk about bringing the colonies and India into closer touch with the mother country, the authorities at home charged with the protection of these interests, should levy duties on Indian products that make it almost impossible to trade with the United Kingdom, and people wonder why British capital does not flow into India!

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Box of Cigars

that is positively guaranteed to sell or money back is the box you ought to buy. Such a box is that containing **Pebble** or **Pharaoh**—one a 5-center, the other a 10-center.

Our Guarantee

*Send us an order for 1000 Cigars assorted as you like.
We will ship, express paid. You return to us at the end
of 3 months any unsold stock.*

That's our guarantee that our Cigars are sellers.

*We are always looking for new customers.
Haven't you an order on these terms?*

J. Bruce Payne, Limited, Makers, Granby, Que.

March 17, 1905

*Burning a
half-penny candle
seeking a farthing.*

You have in your possession—or can have—the best Smoking Tobacco made—**T. & B.** Years of experience have proved that one wastes his time—and money—in any search for a better or more profitable.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

Say, friend, answer these questions, please:

Can one 5-cent cigar be better than another?

Is one cigar better than another?

What makes the difference?

Now, here goes for the

KING BUFFALO CIGAR

It's made from better stock and with greater care than any other 5-center we ever saw.

Therefore—therefore, we say, it is just the cigar for you.

\$35.00 per M. On sample orders we pay express, if cash accompanies order. Express paid on sample hundred, if cash accompanies order; also on all time orders of 1/2 M or over. Let us hear from you.

RETURN POCKETS AND SECURE SET OF FINE ART PICTURES

CANADA CIGAR CO., Makers, London, Ont.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,
MONTREAL**

MANUFACTURERS OF

Cigarettes and Cut Tobacco

Tobaccos

Ever figure out the extra profit on McAlpin's Tobaccos?

Just a few minutes' work with paper and pencil.

You can make money on paper, and you can convert these paper profits into real ones.

Try it.

McALPIN'S

Freights and Charters

THE transfer season is now on and every kind of transportation is more or less hampered. It is amazing how business has been hindered by the snow-bound traffic in the Maritime Provinces. Some large firms in both Toronto and Montreal are said to have large stocks on hand that usually would be in the hands of customers in the eastern part of the Dominion. All this has been caused by the heavy weather, and thus the sins are booked up against a bad year. In fact, some firms in Montreal have gone so far as to say that they have lost a very large sum of money owing to the failure of transpor-

St. John and Portland may have a dearth of cargo.

Within the last two weeks eight large steamers have left St. John for a number of different ports. For instance, the Allan Line S. S. Parisian sailed for Liverpool with a remarkably small cargo for such a fine vessel; the S.S. Mount Temple, a C.P.R. boat, sailed for London with a very large cargo; in fact it is worth announcing her cargo, as follows:

Grain, bush.—C.P.R., 25,698 bushels wheat, 92 bags clover seed, 65 bags beans.

Flour, sacks.—C.P.R., 25,628.

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

old by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake.....	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6				
Sack flour.....	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6				
Canned meats, fish.....	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/				
Provisions.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/				
Tierces lard.....	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/				
Pall lard.....	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/				
Butter.....	*22/6	*25/	*25/	*25/	*30/	*22/6			*30/c.s.				
Cheese.....	*17/6	*20/	*20/	*20/	*25/	*17/6			*30/c.s.				
Eggs in c's (meas't).....	*12/6	*15/	*15/	*15/	*15/	*12/6			*40/c.s.mt.				
Clover seed.....	*10/	*10/	*15/		*15/	*10/	*15/	*15/	*15/				
Cotton.....	†15c					†15c							
Apples, per bbl.....	Fine 2/	2/	† 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.				
Meas't goods.....	†20/	Tariff		†12/6	†12/6	†10/	†12/6	†12/6	†15/				
Leather sole.....	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/				
Leather finish.....	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/				
Lumber, hard.....	*10/	†10¼c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.				
Lumber, soft.....	*12/6	†12c	*17/6	*15/	†16c	*12/6			*17/6mt.				

* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

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

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

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

tation companies to carry goods to their destination. Then there is always the endless chain to be considered, inasmuch as if the railways could not carry the goods, the big steamers could not get the cargo, and so the result would have been very disastrous had it not been for the immense cargoes which had already been stored in the sheds.

Big steamers, which have sailed from Portland and St. John during the week, have been copiously loaded with goods, notwithstanding the depression in new cargoes arriving. However, where the steamers will be affected will be in the next few weeks, prior to the opening of the St. Lawrence, when boats leaving

Cheese, boxes.—C.P.R., 25 local.

Provisions.—C.P.R., 3,250 cases gallon apples, 48 boxes bacon, 300 cs. cheese.

Apples, brls.—C.P.R., 699.

Lumber.—C.P.R., 1,209 pkgs. lumber, 1,240 pcs. lumber, 130 pcs. timber, 41 logs, 3,581 doors, 35,230 pcs. deals.

Leather.—C.P.R., 195 bcls., 20 cs.

Miscellaneous.—C.P.R., 7 cts. desks, 36,000 bcls. shooks, 320 pkgs. wood pulp, 907 pkgs. paper, 2,800 bags asbestos fibre, 3 cs. dry goods, 1 case cabinets, 601 boxes soap, 450 pkgs. lawn mowers, 364 pkgs. agricultural implements, 11 pkgs. furs, 900 cases whiskey, 200 brls. wood alcohol, 823 pkgs. chair stock, 132 pkgs. miscl. mdse., 16 brls. potash, 20 bxs. nails.

S.S. Florence sailed also for London, and S.S. Acides and Indrani for Glasgow. The S.S. Manchester Importer left for Manchester and the Montcalm of the C.P.R. sailed for Bristol. By all odds the C.P.R. have taken the cargo on their steamers, and it is only natural

that their own railway line should serve their own steamers.

From Portland there have been three important sailings, namely, the Ottoman, Dominion Line; Cervona, of the Thomson Line, and the S.S. Brazilian, of the Allan Line. The Portland boats all had much larger cargoes in proportion than any of the boats from St. John and Halifax.

A deputation, including Mr. H. A. Allan, of the Allan Line, and several large grocery firms, have visited Ottawa during the past week in connection with the dumping clause and its effect, and lack of effect, upon certain importations from France. The direct steamship service between France and Canada will prevent the New York importers from dumping just whatever suits them on the Canadian market.

JAMS

We Offer Best
Quality Jams

In 30-lb. pails at $5\frac{1}{2}$
" 7-lb. " " $5\frac{3}{4}$

THE F. J. CASTLE CO., LIMITED
OTTAWA, CANADA

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE ?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 16, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case	\$1 75	
" " 27 10c. pkgs.	2 00	
" " 10 25c. pkgs.	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" 10, in 4 doz. boxes	2 10	
" 2, in 6 "	0 80	
" 12, in 6 "	0 70	
" 3, in 4 "	0 45	
Pound tins, 2 doz. in case	3 00	
12-oz. tins, " "	2 40	
5-lb. " "	14 00	

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	\$2 00	
1-lb. tins, 3 " "	1 25	
1-lb. tins, 4 " "	0 75	

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 35
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 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50
Sizes.	Per Doz.
Cleveland's-Dime	\$1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

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

BEE BAKING POWDER.

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

Sizes.	Per doz.
2 doz. case 1/2 lb.	\$2 40
1 " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER

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

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " 36 10 " "	4 00
" " 24 16 " "	4 50
"Beaver" brand, 24-16 pkgs.	4 80

Blue.

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

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.	12 1/2
"Union"—14-lb. boxes, assorted, 1/2-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

Cases of 48-5c. tins	Per gross
6a size	\$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25
EAGLE BORAX	
Cases of 5-doz. 5c. packages	Per doz.
5-doz. 10c.	\$0 45
" " "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 " "	4 20
" " C, 4 strings	3 95
" " D, 4 " "	3 70
" " F, 4 " "	3 40
" " G, 3 " "	3 10
" " I, 3 " "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 13 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1/2-lb. tins	" 3 80
" " 1/2-lb. tins	" 2 00
" " fancy tins	0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 80
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 25

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WILSON'S PURE REFINED CIDER

If you want the best.

Ask for it.

Take no other.

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W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

CANE SUGAR SYRUP

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In Barrels, Half-Barrels,
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