

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, Provision and
Food Stuffs Trades of Canada.

VOL. XIX.

MONTREAL AND TORONTO, FEBRUARY 3, 1905.

NO. 5.

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**



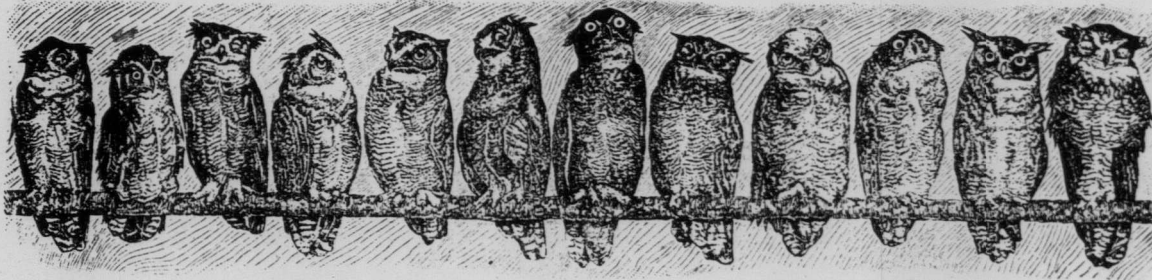
Raised on It.

Did you get a sample
of the New Biscuit

PETIT CHOCOLAT

If not, send for one.

W. B. BROWN & CO., Limited, TORONTO AND MONTREAL



Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. Clean, high-grade fruit, packed with the greatest care. Weight, quality and looks are always *right* in the "Griffin" Brand. You make no mistake in buying it.

Codon's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.
Grocery Brokers and
Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

TORONTO.

You are getting low on
Canadian Tomatoes.
Let us quote you Americans

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.

VANCOUVER

THE
GROCERY

Write or
Wire

CHAS. MILNE
BROKER

VANCOUVER, B. C.

Did You ?

Some dealers placed good
orders with us for our
sugar, and are making
money on their purchase.

NEXT SEASON

give orders early. We are
sold out for this season.

The Ontario Sugar Co., Limited

BERLIN, ONT.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
Solicited

WINNIPEG, MAN.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

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.

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

Salt

Manufacturers

Granted the highest
awards in competition
with other makes.

WINGHAM

Established 1871

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

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

Address, **BUSINESS MANAGER,**

CANADIAN GROCER,

Montreal and Toronto.



**Come Out
OF THE
DARK!**

Bring your "ads"
with you.

ILLUSTRATE !!

By doing so you illumine
and release from obscurity
many a cheerless "type ad"
that is suffering for the want
of a little pictorial light.

We furnish the kind of pic-
tures that give to your "ads"
a bright and smiling counte-
nance. A cheerful face gains
favor every time.

Estimates on all and every
style of design cordially fur-
nished.

ART DEPARTMENT

MacLEAN PUBLISHING CO.

LIMITED

Montreal.

Toronto.

Winnipeg.

GRANT

SATISFACTION

is what you want to get and give in business.

JAMES' DOME BLACK LEAD

has proved itself satisfactory to everybody by its good work.

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

KEEP UP YOUR STOCK.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in $\frac{1}{4}$ gross cases

2-lb. Pails, 2 doz. in Crate.

$\frac{1}{4}$ " $\frac{1}{2}$ " " "



25-lb. Pails. 75-lb. Tubs.

$\frac{1}{2}$ -Barrels and Barrels.

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.

The grocer who is careful of his trade sells only pickles of reliable brand. He cannot afford to offend his good customers.

These grocers sell "Sterling" brand pickles and relishes—goods that have stood the test of time.

STERLING BRAND PICKLES

Manufactured by THE T. A. LYTLE CO., Limited, 124-128 Richmond Street W., Toronto, Canada.

Two
Lines
That
Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.**, Botolph House, Eastcheap London, England.

You will be

“Forging Fetters of Fortune”

by binding your customers to the use of

Japan Teas



JAPAN TEAS



every link adds to your profit

Sell

JAPAN TEAS



“THE FAIRBANK PLAN” LOOK INTO IT

and see just what “The Fairbank Plan” is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

- Gold Dust Washing Powder
- Fairy Soap, Copco Soap
- Fairbank’s Glycerine-Tar Soap
- Fairbank’s Scouring Soap
- Fairbank’s Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that “the man behind the counter” has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to “The Fairbank Plan,” as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

“The Fairbank Plan” is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of “The Fairbank Plan” it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J.
HEINZ
Company



Pittsburgh
U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

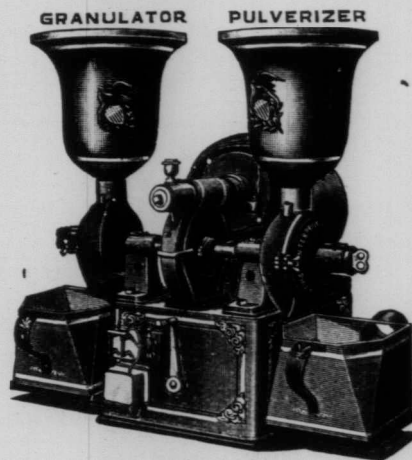
Saves Time, Lessens Labor and
Increases the Coffee Trade
Because clerks will try to sell coffee when not compelled
to grind by hand

25 to 50 lbs. of Coffee can be ground
FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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



No. 08712

Height 51 inches Width 32 inches
Length 25 inches Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.

THE SUCCESS OF CONQUEST

It is always good to be on the winning side when the issue at stake is just.

In the matter of Teas, for instance, it is well for every grocer to be on the side of

Ceylon Teas

That these Teas are winning against all others competing for life and favor, the grocer knows as well as we do. To be on both sides is not good business, not good policy.

ST. LOUIS FAIR



Reindeer Milk and Jersey Cream



Received the highest award at the above Exposition, as the following letter states:

LOUISIANA PURCHASE EXPOSITION,
ST. LOUIS, U.S.A., 1904,
DECEMBER 6TH, 1904.

THE TRURO CONDENSED MILK & CANNING CO.,
TRURO, NOVA SCOTIA.

SIRS,—I beg to advise you that a Gold Medal has been awarded to you by the Louisiana Purchase Exposition Company for your exhibit of Condensed Milk, Cream, etc., which was installed in the collective Exhibit of the Food Products of Canada in the Canadian Section of the Palace of Agriculture at the Louisiana Purchase Exposition held at St. Louis, U.S.A., 1904.

Yours truly,

(Signed) W.M. HUTCHINSON,
Canadian Commissioner.

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

Dear Sir,--

We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing, we judge we must be doing our part well. Our output this year is away beyond anything in the past, which is another way of spelling "satisfaction."

The best is none too good for the trade we're after. The more we do, the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO.

It's
English

and
that
means
superlative
quality.



SOUTHWELL'S MARMALADE

is fit for the King's Table. To sell it is to do yourself honor.

For GOOD trade always offer it.

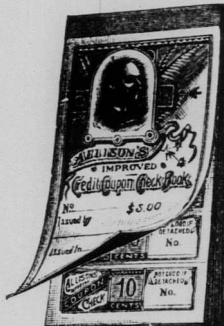
Order from your wholesaler.
Canadian Agents,

Frank Magor & Co.
MONTREAL

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.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

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.

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.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World.

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

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

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

OFFICES IN CANADA

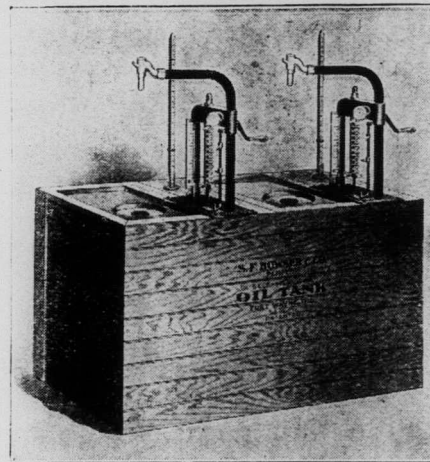
HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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



Double First Floor Outfit

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., 530 Front St. W., TORONTO

To our friends, the grocers—

We beg to advise you that our Mr. Snowdon, Mr. Lewis and Mr. Gregory are now covering Western Ontario, and will have the pleasure of calling on you in the course of their varied trips. We bespeak your kind consideration in the selling of “**Bee**” brand goods.

“**Bee**” brand goods are trade winners, and what is a *vital fact*, pay larger profits than other goods.

“**Bee**” brand goods are in a class by themselves.

SNOWDON, FORBES & CO.
Montreal

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
 Zini's Fine Filiatra Currants,
 Tarragona Almonds,
 Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - W. H. GILLARD & CO., - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

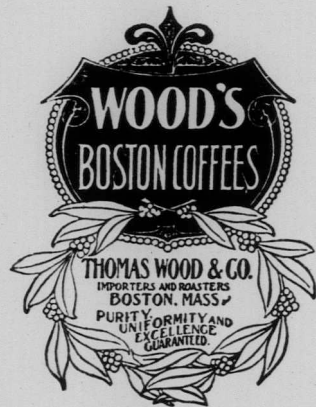
FINEST GROWN IN GREECE.

Approved by the Greek Government as being of superior quality and handsome appearance.

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - W. H. GILLARD & CO., - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for

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



Free Working Capital.

Do not look for a "get-rich-quick" proposition. Business men require capital to work with, but interest eats up the profits. High grade, sure selling goods furnish a real working capital, without interest. Quick turns keep the money moving; no dust accumulations on the stock. That is the kind of business **WOOD'S COFFEES** bring about and stimulate. They are trade builders—capital goods, capital for the grocer.

CANADIAN SALESROOM AND FACTORY,

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

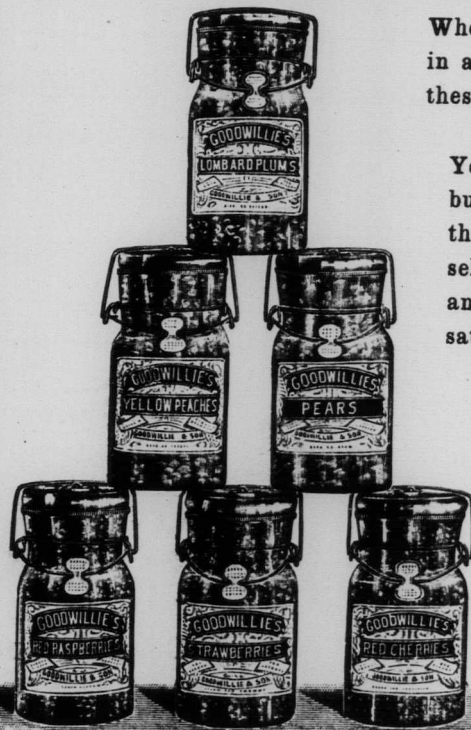


$\frac{1}{2}$

You Don't **GAMBLE**

When you lay in a stock of these goods.

You are buying goods that will sell well and give satisfaction.



ROSE & LAFLAMME
MONTREAL

To Restrict the Exposure of Meat, Fruit, Fish, Etc.

ONE of the most vital questions before the grocery, fruit and provision trades of Canada to-day is "How much latitude should be allowed in connection with the outdoor display and exposure of meat, fruit, fish, milk, and other food products?" No one will gainsay that the open-air displays so popular within the last year or two are anything but conducive to public health.

In the matter of fresh meat, for instance, during the holiday season of 1904, in some of our larger towns and cities, the casual observer could not help having the impression that fully two-thirds of the butchers' and provisioners' supplies of dead meat and poultry were exposed to the open air in front of shops. This may do very well when the temperature is low and the air free from dust. On a windy day, however, when the atmosphere is laden with dust particles and other impure matter, a hind quarter of beef is none the better, to say the least, for having been exposed in this manner even for a few hours. A similar method of displaying fresh and frozen fish on exposed shelves and tables in front of store windows is also open to criticism. The same objections apply to out-door display of fish as to meats, an added one in the case of fish being the disagreeable odor, informing one that he is in the neighborhood of a fish store when he is a block away.

What threatens to become a nuisance is the store front displays of fruit and vegetables during our fruit season. Certain varieties of fruit are displayed day after day in such a way that they are exposed to all the impurities of a dusty, dirty thoroughfare. In the case of hard fruits, such as apples, pears, etc., this is not serious, since the fruit may be washed. Peaches, strawberries, raspberries, etc., will become contaminated in a very few hours, and it is clearly contrary to the most fundamental rules of health that they should be exposed in such a manner for two days in succession.

The present method of carting meats, fruits, etc., from farm to market and through public thoroughfares from dealer to consumer, is open to all the objections that can be raised against outdoor display, in as far as the exposure of meat, fruit, etc., to all kinds of weather, dust and a thousand other impurities, owing to carelessness in

handling and a lack of proper covering, causes the use of such products to be attended with more or less risk.

A By-law Along the Right Lines.

By way of offering a solution to this question, Dr. Sheard, medical health officer for the city of Toronto, has prepared a by-law regulating and restricting the exposure of meat, fruit, fish, milk and other goods upon public streets unless protected and covered so as to avoid contact with dust and other objectionable matter. This by-law will be presented at the first meeting of the city council in February, and followed by a petition at the first session of the Provincial Legislature asking that the city council be empowered to pass the by-law. Its provisions are as follows:

1. The Medical Health Officer, or such officer or officers as he may appoint, shall be the Inspector or Inspectors under the provisions of this by-law, whose duty it shall be to see that the provisions of this by-law shall be carried out.

2. It shall be unlawful within the limits of the municipality of the city of Toronto to expose upon any street or streets or in any market or public place or places any carcass, meat, poultry, game, flesh, fish, fruit, or milk, unless the same be so protected as to avoid contact with dust, water, or other matter which might tend to render the same offensive or objectionable for the purposes of food; the proof that the same was not intended for food for man resting with the party charged.

3. All carcasses, meat, poultry, game, flesh, fish, fruit, or milk intended to be used as food for man shall, when being conveyed from place to place within the municipality, be carried in a closed or dust-proof vehicle, or so thoroughly protected by clean linen or hempen coverings or tarpaulins, as to render impossible any contact with dust or other noxious or offensive substances on the article so protected.

4. No butcher, purveyor, or dealer in any of the above-mentioned articles, shall expose the same or permit the same to be exposed outside of his shop, or inside an open window, or upon any public street, or in any public market, at any time, or in such manner as in the opinion of the Medical Health Officer is likely to cause such article of food to be contaminated or rendered injurious or objectionable in consequence of con-

tact with or deposit thereon of dust or any noxious or offensive material.

5. Any person convicted of a breach of any of the provisions of this by-law shall forfeit and pay, at the discretion of the convicting magistrate, a penalty not exceeding (exclusive of costs) the sum of twenty-five dollars for each offence, and in default of payment of the said penalty and costs forthwith, the said penalty and costs, or costs only, may be levied by distress and sale of the goods and chattels of the offender, and in case of there being no distress found out of which such penalty can be levied, the convicting magistrate may commit the offender to the common gaol of the city of Toronto, with or without hard labor, for any period not exceeding six calendar months, unless the said penalty and costs (if any), including the costs of the said distress and of the committal and conveyance of the offender to the said gaol, are sooner paid.

In the course of an interview with The Canadian Grocer, Dr. Sheard said that "although it is rather early to speak positively, there is little doubt but that the by-law will be enforced in the near future. There are a great many considerations involved, as well as a diversity of interests, all of which it is desired to meet justly and effectively. Unquestionably the new by-law will serve the public in a direction in which improvement is sadly needed.

Hucksters.

"A difficulty which is almost certain to come up is that of hucksters or peddlers who will be required to have proper coverings on their carts and wagons, or else to sell by sample only. Toronto has already accomplished considerable in regulating out-door displays of fruit, etc., a by-law having been passed about a year ago requiring all such displays to be at least fifteen inches from the street level.

"You hear more or less talk about the present method of delivering bread. Some fastidious housewives would have their bread labelled, wrapped in waxed paper, in single loaves, and handled with gloves. We come across more fanatics in this department than in any of the other municipal offices, and it goes without saying they never are through wanting, although they scarcely, if ever, know what their wants really are. Very few real complaints have reached the de-

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES
WELL KNOWN AND RELIABLE

IN
TINS
GUARANTEED TO THE TRADE

DORABLE
3000 TONS SOLD YEARLY

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

partment in the matter of bread, although any such will be dealt with summarily."

Impure Milk.

If there is any article of food that requires closer scrutiny than another on the part of the Public Health Department of a municipality, it is milk. The Canadian Grocer in talking pure food to manufacturers of food products has frequently to parry an unexpected, but none the less powerful, thrust, namely: "You talk about spices, jams, etc., being adulterated. Why don't you devote some of your energy to enforcing the regulations in regard to milk? Mixed spices or jams are perfectly harmless in ninety-nine cases out of a hundred, and what is more, very little complaint regarding them is ever heard from the consumer. On the other hand a very large percentage of the epidemics to which our cities and towns are subject is due to the use of impure milk."

Unfortunately the charge against milk is only too true in many parts of the country, and the necessity of exercising the closest possible public scrutiny over milkshops, dairies, vendors, etc., cannot be over-emphasized. At the same time it is gratifying to know that the regulations governing dairies, the delivery of milk, etc., in the city of Toronto, as well as the system for effectively enforcing the same, are such as make Toronto an example in the matter of pure milk.

By way of illustrating the thoroughness of the system, the following regulations governing Toronto milk vendors are of special interest:

"All dairies, or other places in which milk is sold or kept for general use, and all cheese factories and creameries shall be subject to regular inspection under the direction of the Board of Health once every two months; and proprietors of such shall keep such dairy, cheese factory, creamery, etc., only on permission of the Board and after an official

inspection has been made; subject to the condition that all such places are so kept that the milk shall not contain any matter liable to produce disease either by reason of adulteration, contamination with sewage, absorption of disease germs, infection of cows, etc.

"All dairies, or milkshops, shall be thoroughly drained and well-lighted and ventilated, and at all times kept clean and in a sanitary condition.

"Every dairy, and in stores or shops every refrigerator or other receptacle, where milk is kept or stored for general use, shall be used for milk only, and be at least twenty-five feet distant from any stable, outhouse, etc., and shall not be exposed to the air of any living or sleeping room, or any business or other surroundings that may tend to make milk foul or impure.

"All cans, bottles, or measures used for milk shall be kept clean and be thoroughly washed before milk is put into them, and dust proof when in use."

No permit whatever is granted by the Department of Public Health unless the premises for which application is made comply with the above regulations. Every dairy in the city is well known to the authorities; regular chemical analyses of the products of each are made in addition to official inspection of the said dairies; thus a record is kept which makes it practically impossible for a dairyman to become negligent or otherwise violate the public health regulations without running serious risk. In the event of a dairyman persistently neglecting to meet the above-mentioned requirements, his premises are either closed permanently or else reorganized along right lines, a strict scrutiny being observed by the health authorities in the meantime.

Coloring Matter.

In answer to the query as to the advisability of using coloring matter in milk, such as anatto (a preparation of

bullock's blood), chemicals, and vegetable extracts, Dr. Sheard said this was not a serious matter. The all-important consideration is to prevent milk from becoming contaminated, and it is along this line that he is directing the work of the Public Health Department as far as milk is concerned.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry concerning Canadian trade has been received by the High Commissioner for Canada, London, Eng.:

200. An English firm largely interested in the canned goods business desire to undertake the representation of some good Canadian packers not already having agencies in the United Kingdom.

The following inquiries for Canadian trade have been received by the City Trade Branch of the High Commissioner's Office, London, Eng.:

124. A correspondent in Cardiff wishes to represent Canadian shippers of hog and other products seeking an outlet in this market.

125. A London firm of agents and brokers would be pleased to hear from Canadian canners of fruit, fish and vegetables, who may wish to develop export trade.

128. A firm of leather merchants asks to be placed in communication with Canadian tanners of sole, upper and other leathers, seeking an export outlet.

The names of the firms making these inquiries, with their addresses, may be obtained upon application to the Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

J. L. Melanson, general merchant, Bathurst, has assigned to S. Bishop.

H. R. Coleman, grocer, St. John, has sold out to R. E. White.

LIPTON'S GOODS

FULL LINES IN STOCK

Tea (all prices)

Coffee

Pickles

Vinegar

Worcester Sauce

Coffee Essence

Chocolate

Jellies (all flavors)

Jams, Jellies and

Marmalade

Lime Juice

Pastes

(Shrimp, Anchovy, etc.)

Curry

Capers

Also a nice assortment of English Candies, Fruit Tablets, Caramels, etc.

Ask our travellers for prices, etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoes."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

JAMES TURNER & CO., - Hamilton.

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers HAMILTON

JAM— WITH THE PRESENT HIGH PRICE OF SUGAR,
IT LOOKS LIKE AN ADVANCE IN JAM.

SEND US YOUR ORDER AND GET IN AT THE LOW PRICE.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada



*"The
daintiest
last, to
make the
end most sweet."*

Mac LAREN'S Imperial Cheese

adds the final touch of enjoyment to the simplest meal or the finest banquet. No other cheese to compare with it—it has a delightful individuality of its own.

Sold in opal jars at all grocers; prices from 10 cents up. Never becomes hard or dry.

A. F. MacLAREN
IMPERIAL CHEESE CO., Ltd.
Detroit, Mich., and Toronto, Can.

Business Changes

ONTARIO.

CAMPBELL BROS., grocers and tin-ware merchants, Cornwall, have dissolved partnership. J. Kilgour continues the grocery business.

D. H. Taylor, general merchant, Dunnville, is dead.

Martin & Co., grocers, Pembroke, have been burnt out.

J. Pugh, grocer, London, has sold out to Geo. Everitt.

H. Cantelon, grocer, Clinton, has sold out to A. D. Beaton.

M. A. Dewsbury, grocer, Toronto, has assigned to Osler Wade.

L. Gabel, general merchant, Wallace, has sold out to F. E. Welker.

A. D. McBride, tobacco dealer, Collingwood, has been burnt out.

D. Gillanders, general merchant, Wellington, has assigned to R. Lee.

A. W. Keilior, baker and confectioner, Rodney, has sold out to T. Davis.

Hume Bros., general merchants, Campbellford, have suffered loss by fire.

Ault & Co., general merchants, Finch, have assigned to Jas. A. C. Cameron.

Wm. Mooney, grocer, Ottawa, has assigned; meeting of creditors held Jan. 30.

Phalen & Berger, cigar dealers, Fort William, have been succeeded by J. Lister.

J. F. Black, grocer, Cobden, called for a meeting of creditors to be held Feb. 2.

D. F. Gormley, general merchant, Finch, has assigned; meeting of creditors held Feb. 1.

Brown & Sanderson, general merchants, Collingwood, have suffered loss to stock by smoke and water.

R. W. Allen, grocer, Niagara, has assigned to S. Campbell, St. Catharines; meeting of creditors called for Feb. 2.

If you want to increase your trade in cheese, display it attractively in an

Automatic Cheese Safe

It will pay for itself several times over in a few months.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

QUEBEC.

M. J. Boivan, grocer, Levis, is dead.
 A. Du Castel, confectioner, Montreal, has compromised.
 J. B. Desautels, general merchant, St. Cesaire, has assigned.
 A. Dube, general merchant, St. Luc De Vincennes, has assigned.
 J. C. Daunais, grocer and liquor merchant, Montreal, has assigned.
 J. L. Bernard, general merchant, Namur, is offering to compromise.
 C. Winters, general merchant, Grand Mere, is offering to compromise.
 The stock of N. G. Bedard & Co., grocers, Montreal, has been sold.
 The assets of T. Bastien, general merchant, St. Therese, have been sold.
 A. Mathieu, general merchant, St. Jude, has sold out to U. Bourassa.
 The Malted Cereal Co., Cowansville, have gone into voluntary liquidation.
 F. Gaudreau, grocer, Montreal, held a meeting Jan. 30 to appoint a curator.
 A. Godbout, grocer, Quebec, held a meeting Feb. 1, to appoint a curator.
 L. De Grandpre, general merchant, North Stukely, is offering to compromise.
 The assets of Dionne, Cyprien & Co., general merchants, Fraserville, are to be sold.
 Jos. Roy & Co., general merchants, Beauharnois, have assigned to Kent & Turcotte.
 The assets of E. E. Legendre, general merchant, St. Martine De Courcelles, are to be sold.
 Jos. Fortier, grocer and shoe merchant, Sherbrooke, has assigned to Millier & Griffith.
 The assets of N. Martel & Cie., grocers and liquor merchants, Montreal, have been sold.
 J. Coulombe has registered as proprietor of O. Coulombe & Fills, fish dealers, Quebec.
 The assets of Jos. Simard, general merchant, Causapscal, were advertised to be sold Feb. 2.

A. Leclerc, butter and cheese manufacturer, St. Nazaire, has sold out to Savoie & Desmarais.
 C. Massicotte & Frere, butter and cheese manufacturers, Vincennes, have dissolved partnership.
 E. Rosseau and R. Meloche have registered under the style of Rosseau & Co., grocers, Montreal.
 C. Guimond & Co., cigar dealers, Montreal (St. Henry), have sold their cigar business to E. Labrie.
 J. D. Thompson, general merchant, Buckingham, have suffered slight damage to stock by smoke and water.
 E. Lemarre has been appointed curator to M. Lemaire & Co., general merchants, St. Guillaume D'Upton.
 Lamarche & Benoit have been appointed curators to M. Cote, general merchant, St. Agathe Des Monts.

MANITOBA AND N.W.T.

P. D. Hives, general merchant, Halbrite, has sold out to E. Hives.
 A. Wagner, general merchant, Neudorf, has assigned to C. H. Newton.
 C. Dozois, general merchant, St. Jean Baptiste, has assigned to C. H. Newton.
 The stock of the estate of A Ledger, general merchant, Altamonte, has been sold.
 J. B. Bellhouse, general merchant, Brook, has admitted J. B. Craik to partnership.
 Higgins & Webster, general merchants, Roland, have sold their grocery business to A. J. Lowe.
 The stock of J. P. Bernier, general merchant, St. Claude, is advertised for sale by auction Feb. 3.

BRITISH COLUMBIA.

T. G. McBride, syrup manufacturer, Vancouver, has been succeeded by W. A. Allen.
 S. H. Riggs, general merchant, Cumberland, has admitted Mr. Whyte to partnership, the style now being Riggs & Whyte.



Upton's

**ORANGE
MARMALADE**

makes a delicious breakfast
when served with toast.

Have You Tried

**UPTON'S
GRAPE-FRUIT
MARMALADE ?**

The Atlantic Ocean is the Home of the Codfish

WHOSE FINEST SAMPLES ARE CAUGHT
AND USED TO MAKE UP INTO

HALIFAX PREPARED CODFISH

The North Atlantic Codfish is the tastiest thing in his line there is, and nothing else is used in making "HALIFAX" BRAND, which is consequently the tastiest fishstuff you can sell to your customers. If you have any regard for their trade you will have regard for their palates. HALIFAX PREPARED CODFISH can therefore be of service to you. What do you think?

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

A. H. BRITAIN & CO., Agents,	Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent,	WINNIPEG, Man.
CHARLES MILNE, Agent,	VANCOUVER, B.C.

FRESH AND CURED FISH

Opposed to Close Season.

THE Victoria, B.C., Board of Trade, acting in conjunction with a number of Victoria business men, have sent a deputation to Ottawa to protest against the proposed enforcement of a close season for sockeye salmon in British Columbia waters during the years 1906 and 1908, on the ground that the forbidding of fishing in these years would cut off the means of livelihood for workers in the canneries and fishermen employed.

Many of the canners fear that even if the Government should establish the desired close season it would be difficult to prevent poachers operating and shipping their catches by steamer to canneries on the Columbia River.

It is thought that the Columbia River canners would be only too willing to receive fish poached in the protected waters of Puget Sound and the Gulf of Georgia. Despite any legislation which the State of Washington might enact to protect the salmon fisheries within its jurisdiction, nothing could be done to prevent the Oregon canners from putting up fish taken in these waters. The only way to prevent the Columbia canners from benefiting at the expense of those on the Fraser River and Puget Sound would be for the State of Washington and the Dominion Government to patrol the protected waters each year from July 10 to August 25. This patrol would have to be constantly maintained and the cost would be no bagatelle.

As an alternative to closing the Fraser River and contiguous waters against salmon fishing during 1906 and 1908 it is proposed to limit fishing on the Fraser to two-thirds of the width of the stream for a number of years to come. It is thought that if a third of the width of the Fraser be protected against the fishermen's nets, a sufficient number of salmon can ascend each year to the spawning grounds to solve the propagation problem now confronting both canners and Government.

Just as we go to press, word is received from Ottawa that the Department have decided to recommend the adoption of an order-in-council suspending fishing operations in British Colum-

bia for the two years named. It will be provided in the order, however, that in the event of the American canners on Puget Sound, who are acting in conjunction with the British Columbia canners, not living up to the agreement, the Canadian restrictions regarding the close season will be immediately removed.

To Promote Sardine Industry.

In connection with the sardine industry of New Brunswick waters there seems to be a diversity of opinion as to whether an export duty should be placed on the fish which now find their way in large quantities to the Eastport and Lunenburg canning factories on the American side. Those who have given the matter especial consideration believe that the industry can be transferred in time to Canada exclusively.

Sutton Clark, a gentleman well known in the sardine business, is now canning on the Canadian side with success, finding a good market for all he can preserve. Of course, the sardines canned in Eastport find a home market in the U.S., and in that way the duty is saved, which would have to be met in the event of the canning being done on the Canadian side, and looking for the U. S. market. Apart from the creation of an industry on this side in the canning of sardines, which would mean the employment of a large amount of labor, New Brunswick is confronted with the fact that the spawning grounds are being depleted by the large quantity of fish that are at present taken from New Brunswick waters and exported to the Maine factories.

It is a fact that many tons of these small herring, which have been taken too late for sale to the factories, have been sold for use as fertilizers. The report of the commissioners appointed to investigate this question will be awaited with interest, and it is understood that it will be made very soon.

By a special arrangement, the American Government allow these small fish which their own factories require, to come into the country free of duty, but of course there is a duty on the preserved article.

Herring Industry on Pacific Coast.

J. Cowie, the Scotch fishing expert, who a few months ago visited the Paci-

fic Coast to inquire into the herring industry, has submitted his report. The substance is as follows:

(a) Pacific herring, in the main, are smaller and contain far more oil than the Atlantic herring.

(b) Pacific herring are adapted for kippers, suitable for use within a limited time; but not so suitable for pickling in barrels to compete with the best Scottish or Norwegian herring.

(c) They will not keep so long in good condition as the Atlantic herring when pickled, and could not therefore compete with the Atlantic herring when properly cured.

(e) Some pickled Pacific herring, put up in barrels similar to the best Scottish pattern, sold well; but the best quality of salt was not used; hence it would seem that a market could be secured for Pacific pickled herring in China, Australia, the Strait Settlements, etc., as well as in the Western States.

(f) Dry salted Pacific herring would also be in great demand in these places.

(g) After the Atlantic experiment is completed next Fall, it is recommended that half the staff of Scottish herring curing experts be sent to the Pacific Coast to put up some herring in the best Scottish methods and to give instructions to persons desiring to learn these methods.

Nova Scotia Cod Fisheries.

The bank cod fisheries of Nova Scotia for 1904 was below the average; but prices mark the highest figures ever reached. The bank catch amounted to 145,000 quintals which is 60,000 below the average. The average price paid to fishermen, ex vessel, the past year was \$5.40.

Maritime Fisheries for 1904.

P. Macfarlane, superintendent of bait cold storage work in the Maritime Provinces, in his latest report states that the cod fishing industry for 1904 was a poor one as far as the catch was concerned, although the fishermen has some compensation in the comparatively high prices current for dry fish. The lobster catch was very good and on account of fair prices paid the trade did well on the whole.

The mackerel fishing was not as successful as usual as far as catch was concerned, although prices ranged very high.

Mackerel have not been so scarce in years, no fish whatever being taken in the Bay of Fundy. The season for Fall herring has been remarkably good and some of the new freezers have been sending to the Bay of Islands for supplies of fresh herring for the haddock fisheries.

Japan Leads the World.

Japan is the leading fishing nation in the world to-day, although the value of her sea products is surpassed by that of two other countries. The United States (outside of Alaska), and Great Britain each produce about \$45,000,000 worth annually, and Japan produces about \$30,000,000 worth. Japan leads in the proportion of the total population engaged in the fishing industry, in the actual number of people living by the industry, in the relative importance of fish products in the country's domestic economy and in the support given by the government to the industry.

To Stop Seine Fishing in Lake Champlain.

The New York Herald publishes the following despatch from Albany: "New York State may appeal to the President if Canada refuses to co-operate with it in the effort to stop seine fishing in

Lake Champlain. When the State's Committee, with a committee from Vermont, visited Canada recently it learned that 111 tons of fish had been taken from the lake within six weeks. These fish were taken in nets at Mississquoi Bay, where the lake is narrow, and were shipped from a small town in Vermont.

"In the interests of sportsmen the State and the Federal authorities have for a long time stocked the lake and have taken steps to protect the game and edible fish in that body of water. New York passed a law prohibiting the use of nets in Lake Champlain and was successful in procuring the aid of Vermont, which passed a similar law.

"The Legislature last year sent Senators Prime and Cullen, Assemblymen Reeve and Knapp and J. W. Pond, chief game protector, as a committee to urge the Dominion Government to refuse to license the use of nets. Vermont sent a similar committee. Little progress was made, however, by the New York and Vermont legislators. The Canadian officials offered little encouragement."

Fish News.

A fisheries research station is to be established in British Columbia, probably at the northern end of Vancouver Island.

The Capital City Canning Co., British Columbia, has been incorporated with

share capital of \$150,000 to carry on a general fishing business.

The Great Northern salmon cannery, built four years ago on the north shore of English Bay, B.C., has been purchased by W. McPherson and M. B. Wilkinson, of Vancouver, for \$20,000.

The stockholders of the Alaska Parkers' Association have authorized the directors to increase the capital stock of the association from \$5,000,000 to \$7,500,000 and to create a bonded indebtedness of \$2,000,000.

AN APPRECIATION.

The Canadian Grocer is in receipt of the following letter from C. S. Page, one of the largest and oldest dealers in hides, skins, etc., in the United States: Editor Canadian Grocer:

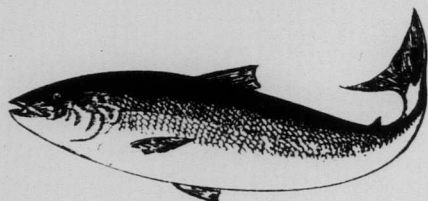
I have noticed the very pleasant allusion you make in your paper to my calendars.

I wish I were worthy of half the things which my over-generous friends of the press say about me and were I to live another fifty years, I am sure I should not be old enough so that the exceedingly pleasant and courteous notices given me by the editorial fraternity would not strike a tender and responsive chord.

Believe me sincerely grateful and that it is in no perfunctory sense that I wish The Grocer and its editors a most happy and prosperous 1905.

(Signed) C. S. PAGE.
Hyde Park, Vermont, Jan. 27, 1905.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

SPRING IS COMING.

"WALKER



BINS"

"They make an old store new."

The Walker Pivoted Bin and Store Fixture Co.



Write for Booklet to 516 Board of Trade Bldg., TORONTO

**Fresh Frozen Herring
 Labrador Salt Herrings
 New Cured Haddies**

Quality Guaranteed, Prices Right and all other kinds of Fish

LEONARD BROS., 20, 22, 24 & 26 Youville Square, **MONTREAL**

LONG DISTANCE TELEPHONE

P.O. BOX 639

CANNED SALMON

Golden Nett Brand, - \$1.15 dozen.

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

GEO. ROBERTSON & SON, Kingston, Ont.



**KING OSCAR
 SARDINES**

**They Appeal to the
 GROCER**

because of the attractive package,
 splendid quality, handsome profit.

**They Appeal to the
 CONSUMER**

because of the choice small fish, pure
 olive oil, freedom from bones or
 scales, moderate price.

ASK YOUR WHOLESALER

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

MR GROCER :

Every good customer wants the best Lard obtainable. Leaf Lard is better than other kinds, and Matthews "Rose Brand" is better than any other Leaf Lard. If you have not heretofore used this article, you can learn something to your advantage by addressing your enquiries to any of our branches.

The George Matthews Co., Limited

ESTABLISHED 1866.

PETERBORO

HULL

BRANTFORD

FEARMAN'S

**English
Breakfast
Bacon**

is the finest **Bacon** made.

If carried in stock it will increase your trade.

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

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,
ABSOLUTELY PURE

**OUR TEN-POUND WOODEN PAILS ARE
GOOD SELLERS AND TRADE-WINNERS.**

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter and Cheese Situation.

CHEESE is reflecting the quiet tone now ruling in the English markets and there no business is reported. What shipping out took place last week consisted of stored goods ordered out by the English owners. As there is quite a nice little margin of profit between prices now ruling abroad and what stored cheese on both sides of the Atlantic cost, there is room for some of the merchants to let some of their goods go at a shade under present Canadian asking prices, and until a better demand springs up there is little chance of an advance in price here.

Butter is getting scarce and pretty full prices have been realised. The prices at which goods move freely are between 21 1-2 and 22 cents.

Quebec Dairymen Meet.

THE importance of the dairying industry in Canada was again emphasized on Thursday, Friday and Saturday of last week, it being the occasion of the twenty-third convention of the Province of Quebec Dairymen's Association at St. Johns. In the course of his annual address the president referred to the satisfactory advance of dairying in Quebec within the last decade and to the fact that its growth had been greater relatively than in any other province of the Dominion. The increase in Quebec was \$9,955,850 while the total increase for the Dominion during the same period was \$18,764,523, so that of the total increase a little over 50 per cent. was due to the large growth in Quebec alone. As Canada grew and the population increased, the home consumption of butter and cheese was bound to be much larger than to-day. On this account it was in the interests of all concerned to do all they could to improve the quality and increase the production of butter and cheese in Quebec.

One of the most interesting features of the convention was the review of the cheese and butter trade for the year 1904 by J. H. Scott of A. A. Ayer & Co., which is reproduced in full:

"Our special sphere is to do all we can to develop the dairying interests of the Province of Quebec. Is there room for a great increase? I answer yes; the Province of Quebec is eminently a butter and cheese country with enormous possibility for development. Look back a few years. This great province had the land and some good cattle, but the produce was poor, our butter was filled with rough salt; the packages all sizes and shapes, ears on the tubs, birch bark instead of cloth or parchment often on the tubs, prices were low for the reason that the quality and style were fitted only for the poorest kind of trade. Our farmers had little ready cash, their trading was largely done by barter. What do we find now? Prosperous butter and cheese factories all over our province, the farmers improving their cattle, barns, houses, growing in wealth and intelligence, possessing fat bank accounts and as an evidence of the great growth among these lines we find our banks establishing agencies in scores of towns, and villages. All this is encouraging, and I congratulate you on the great measure of success you have attained. But do not rest. The future is greater than the past. Keep on the road of progress, gain knowledge, it means wealth and comfort. Now you ask: 'How can we do this?' By heeding the warning given you repeatedly to improve your cows, weed out the poor ones, look after their comfort, see that the food and water are of the most suitable kind, the barns clean and warm, your milk cans always carefully cleaned and kept from contact with anything objectionable about farm or surroundings. We cannot have finest butter or cheese unless we have absolute cleanliness. Insist on your markers showing a daily example by keeping their factories sweet and clean. See to it that your goods are properly packed for the foreign markets on which we must depend. They insist on good clean boxes for butter weighing 56 lbs. each or 70 lbs. tubs, wrapped with double parchment of the best quality. Makers must not only keep clean factories but should whitewash them thoroughly to

avoid mould. Cart or draw butter to station in the cool of the day, if possible, and always have a good cover to keep off rain, dust, etc.

"Cheese—Last season we have had to complain many times of bad flavors, poor style, uneven weight, weak and bad fitting boxes; these are all important points and must be remedied if you want to keep in the race with your sister Province of Ontario. On account of our advantage of climate, water, etc., we should be leading, not following. What do you say? If you try honestly, you can do it. Bad flavor simply means dirt. Will you guilty ones turn over a new leaf, and see that the coming year that you do not sin in this respect? Uneven weights mean carelessness. Weigh your curd and see to it that your hoops are good, your cheese upright, handsome, and about 75 to 80 lbs., but uniform in weight, and the bandage neat and of the right size, no use of wasting it as so many do, by covering the tops as well as the sides.

"Bad boxes means wasted money, repairs and damage cost time and money. Buy good material and see that you get it, and cover the cheese when drawing to the station so as to keep boxes dry and clean. When the inspector or instructor or dealers call attention to the faults in your butter and cheese, don't get cross and waste your time or temper about it, see what you can do to find out the cause and stop it.

"The Montreal Merchants' Produce Association, knowing that I would be present at the meeting, requested me to emphasize on their behalf the points already mentioned and also those they have repeatedly called your attention to in circulars from time to time, one of the most important in their opinion being the manufacture of fodder cheese. They are distinctly opposed to these being made either in the Spring or in the Autumn. The quality is usually poor and the result is they only tend to bring the market down so that when grass cheese are offered for sale, they meet these low priced goods in competition, and, of course, suffer in con-

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
96-104 KING ST., MONTREAL

Telephone Bell Main 65.
 Merchants 522.

Telephone orders receive prompt attention.



BY ROYAL

APPOINTMENT

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:

Montreal:
 D. H. Rennoldson.

Toronto:
 W. G. Patrick & Co.

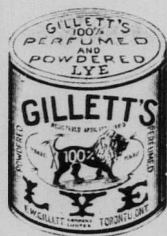
Winnipeg:
 Kenneth Mackenzie & Co.

Victoria:
 R. P. Rithet & Co., Limited.

Vancouver:
 Kelly, Douglas & Co.

Handle Only the Best! GILLETT'S PERFUMED LYE

is the **Standard** article



There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
 Eng.

Toronto, Ont.

Chicago,
 Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

sequence. They would also like to see some movement made to improve the character of the factory buildings and furnishings; also the closing up of very small factories where possible and sending the milk to the larger and more efficiently appointed factories. They also think it would be a great advantage to have all makers have a certificate of competency from the dairy school and all factories before starting operations should have a certificate from the local sanitary inspectors that they are properly placed, and have all the necessary faci-

ties to keep them clean and free from contamination."

The election of officers for 1905 resulted as follows: Robert Ness, president; A. Muir, Sr., vice-president; directors, Thos. Drysdale, Allan's Corners; John Hunter, Beauharnois; Wm. Ogilvie, North Georgetown; James Donaldson, Ormstown; Edward McGowan, Ste. Martine; James Burke, Corbin; Thos. White, Huntingdon; Wm. Scott, Valleyfield, and David H. Brown, Kelso, with W. H. Walker, M.L.A., as secretary-treasurer.

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



PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The retail trade are stocking up with cured meats, preparing for the Summer trade and better and larger orders are reported. Consumers are using a larger amount of fresh meats which curtails the amount arriving for exporting and curing purposes, although a better arrival is noted this week. Lard is in good demand. Prices continue unchanged but are firm with an upward tendency. Our quotations are as follows:

Long clear bacon, per lb.	0 08	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Salt bacon, per lb.	0 09½	0 09½
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 14	0 09
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 08
" tube "	0 08	0 08½
" pails "	0 08½	0 09
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	6 50	6 75
" streetlots	7 00	7 25

Cheese—Prices have advanced in England to 55 shillings for best stock. As a result trade is quiet and it is expected on the English market that holders will drop their prices if a better demand does not soon spring up. A good demand is noted on the local market during the week. We quote the following prices:

Cheese, large	Per lb.	0 11½
" swiss		0 12

Butter—An increase in the amount of milk produced during the month of January has enabled a number of the creamery factories to resume operations which were closed down owing to scarcity of cream. Since the arrival of larger amounts of cream the better class of customers have held back from purchasing dairy butter. It is estimated that a larger amount of dairy roll is being exported and the price has advanced 1c per pound. Our quotations are:

Creamery prints	Per lb.	0 24	0 25
" solids, fresh		0 22½	0 23
Dairy prints		0 19	0 21
" in tubs		0 16	0 13
" large rolls		0 18	0 19

Poultry—The most striking feature of the market this week is the absence of poultry. The demand is also limited and dealers are glad that arrivals are light. Prices continue unchanged. We quote the following prices:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

Montreal.

Provisions—No further change is noted in condition of local provision market. The demand is fair and the volume of business up to the average for the season. There is a stronger feeling in pork, in sympathy with the recent steady rise in prices for live and dressed hogs. The dressed hog market is decidedly stronger. Supplies are light in coming forward and keen demand from packers. Selected live hogs sold from \$5.50 to \$5.60 per hundred lbs. Fresh killed abattoir sold at \$7.50 to \$7.75, and country dressed at \$6.50 to \$7.

Common short out mess pork	\$16 50	\$17 50	
American short out clear	17 00	17 50	
American fat back	17 00	17 50	
Bacon, per lb	0 07½	0 13	
Hams	0 11½	0 13	
Extra plate beef, per bbl	11 50	12 00	
" Boar's Head " brand, tierces, per lb.	0 06½	0 06½	
" " " 50-lb. fancy tubs	0 06	0 06½	
Cases, 20 3-lb. tins, per lb.	0 07½	0 07½	
" 12 5-lb. tins "	0 07½	0 07½	
" 6 10-lb. tins "	0 07½	0 07½	
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	1 70
" tubs		0 07½	0 08½
" cases (6 10-lb. tins)		0 08	0 09
" cases (12 5-lb. tins)		0 08½	0 09½
" cases (24 3-lb. tins)		0 08½	0 09½

Eggs—Receipts are small and in consequence an improved demand is noticeable. Prices are firmer and the market strong. Montreal limed sold at 19c to 19 1-2c in lots, and 20c in single cases; cold storage, 19c to 19 1-2c; selected Fall fresh, 23c to 24c; and strictly new laid 29c to 30c.

Cheese—There is no change in the

Pure food shows are popular educators, but no food show is complete without an exhibit and demonstration of

"Eagle" Baking Powder

"Eagle" Baking Powder was the only powder on exhibition at the S. Carsley Co. pure food show, Montreal.

J. H. MAIDEN
MONTREAL.



PEACOCK BRAND OF CREAM CHEESE

is unexcelled. Put up in tin foil and in porcelain jars. It is guaranteed.

Order it from your wholesaler.

THE BATES PEACOCK CO., Hamilton Ontario

Butter Tubs
BEST WHITE SPRUCE
50-30-20 lb.
ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.

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

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.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

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

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.

cheese market and business is on the quiet side. There seems to be no disposition on the part of holders to make any concessions, however. It is estimated that the stocks on hand do not exceed 40,000 boxes, and that the Canadian stock is about 250,000 boxes. Some of the larger holders are hanging out for 11c for finest western, although 10 3-4c to 10 7-8c is mentioned as having been offered and accepted.

Butter—The butter market maintains its firm tone. Arrivals are only fair. We quote:

Finest creamery	0 21 1/2	0 22
Fine	0 21	0 21 1/2
Medium	0 20	0 20 1/2
Fine western dairy	0 17 1/2	0 17 1/2
Fair to good western	0 16 1/2	0 17
Undergrades	0 14 1/2	0 15

Winnipeg.

Butter—Fresh creamery in 56-lb. boxes is quoted at an advance of 1c. Other prices are unchanged. We quote:

Dairy, assorted pkgs., selected	0 21
round lots	0 17
(separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
in 28-lb. boxes	0 26
in 14-lb. boxes	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
Ontario	0 11 1/2
twins	0 12
Square cheese	0 12 1/2

Cured Meats—Prices have been steady for some two or three weeks. We quote again as follows:

SMOKED MEATS.	
Hams, sugar cured, assorted sizes	0 12 1/2
heavy, 20 to 30	0 12
assorted sizes	0 08 1/2
Picnic	0 08 1/2
Shoulders	0 12 1/2
Bacon, breakfast bellies	0 10 1/2
breakfast backs	0 15
Wiltshire sides	0 09 1/2
spiced rolls, long	0 09 1/2
Manitoba butts	0 09 1/2
skinned	0 10
boneless and rolled	0 11
rolls, boneless	0 11

DRY SALT MEATS.	
Bacon, dry salt long clear	0 08 1/2
smoked	0 08 1/2
boneless backs	0 08 1/2
Shoulders	0 08

BARREL PORK.	
Heavy mess pork, boneless, per bbl	18 00
per 1/2 bbl	10 50
Standard mess pork, per bbl	16 00

PICKLED GOODS (COOKED).				
	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb. hocks				0 04

Lard—Prices are steady at the recent decline. We quote:

Lard, 50-lb. pails, per pail	4 40
20-lb.	1 80
5-lb. tins, per case 60 lbs.	5 80
5-lb.	5 65
10-lb.	5 50
Pure lard in bbls, per lb	0 08 1/2

St. John.

Provisions—Pork is not only very dull but even seems rather easier. While beef is reported rather higher there is no change here and little sale. Local packers of pork report season's sales very light. Pure lard is rather firmer. Smoked meats, particularly hams, are held at quite full prices. In fresh meats sales reported dull. Beef is low. Mutton a full supply. While lamb is not so plentiful price keeps low. Veal is

being received. Pork unchanged.

Mess pork, per bbl	15 00	17 00
Clear pork	17 00	20 00
Plate beef	13 00	14 00
Mess beef	19 50	12 00
Domestic beef, per lb.	0 04	0 06 1/2
Western beef	0 07	0 08
Mutton	0 04	0 05
Veal	0 06	0 08
Lamb	0 06	0 07
Pork	0 06 1/2	0 07
Hams	0 12	0 13 1/2
Rolls	0 10	0 13
Lard, pure, tubs	0 08 1/2	0 08 1/2
Good dairy tubs	0 08 1/2	0 09
Refined lard, tubs	0 08	0 08 1/2
pails	0 08 1/2	0 09

Butter—There is a fair supply of medium butter but best stock is hard to get and commands full price. There is continual loss on poor butter.

Creamery butter	0 23	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 17
Fair	0 14	0 15

Eggs—Price is unchanged. There is a steady sale at what are full figures.

Eggs, henery	0 26	0 30
case stock	0 23	0 25

Cheese—Stocks light, prices rather higher. Local demand is for twins.

Cheese, per lb.	0 10 1/2	0 11 1/2
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Great Britain's Dairy Produce.

The following statistics showing the quantities and values of butter and cheese from all countries imported into Great Britain during the year 1904 will be of interest to Canadian exporters of dairy produce.

BUTTER.

	Cwts.	Dollars.
Denmark	1,708,619	43,815,033
Australia	474,813	10,856,399
Russia	404,717	8,846,315
France	371,061	9,543,990
New Zealand	294,982	6,786,348
Canada	268,607	5,814,805
Holland	252,262	5,965,404
Sweden	206,791	5,170,118
United States	68,754	1,433,642
Germany	4,080	99,995
Other countries	186,319	4,438,137
Total	4,241,005	102,770,186

CHEESE.

Canada	1,900,556	20,609,311
Holland	233,602	2,640,327
United States	224,830	2,449,452
New Zealand	84,947	1,057,459
France	44,268	673,006
Other countries	65,745	1,006,096
Australia	350	4,044

Total... 2,554,298 28,439,695

The quantity of Canadian butter exported to Great Britain for 1903 totalled 185,464 cwts., and the value was \$4,315,745, an average of twenty and four-fifth cents per pound. The increase in the shipment for 1904 totals 83,143 cwts., the average price realized being nineteen and one-third cents per pound.

Shipments of Canadian cheese to Great Britain for year 1903 amounted to 1,848,852 cwts., of the value of \$23,472,371, an average of eleven and one-third cents per pound. The increase in the shipment for 1904 totals 52,404 cwts., and the average price realized was nine cents and sixty-nine hundredths per pound. It is thus seen that a considerable shrinkage in the values of butter and cheese on the English market took place last year. The importers are looking forward to higher prices during the coming season.

To Owner
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THE "MONEY-BACK" KIND

"EBY-BLAIN'S"

EMPRESS BLEND COFFEE

WHOLE
 OR
 GROUND—
 5, 10 & 25-lb.
 TINS.
 50-lb.
 FANCY
 CANNISTERS.

EASILY
 THE BEST
40 cent
 COFFEE
 SOLD IN CANADA
 TO-DAY

Don't
 forget
 to include
 some with
 your next
ORDER

"HAS NEVER DISAPPOINTED A USER"

THE **EBY, BLAIN CO., LIMITED** Coffee Importers and Roasters
TORONTO.

Western Packing Establishment.

A meat packing industry is being started in Virden, Man., by the citizens and farmers of the town and district which will be inaugurated and run entirely with local capital. Westerners are awakening to the fact that there are other ways of making money than grain growing, and in order to secure the greatest possible margin of profit from stock raising which is assuming considerable proportions in the West, the farmers of Virden have decided to do their own packing.

The principal movers in the new concern are Duncan Macdonald, ex-mayor of Virden; Harvey Simpson, J. R. Mullins and C. J. Bell. Application has been made for incorporation under the name and style of the Virden Meat Company, with a capital of \$50,000.

Canadian Butter Gains Ground.

At the annual dinner of the Manchester Wholesale Provision Association last week, the president remarked on the great possibilities of the colonies of Great Britain in the matter of food supplies. Colonial butter is now within two or three shillings per cwt. of the price of Danish, which for generations has held sway in England. This is a great accomplishment when it is remem-

bered that colonial butter has to travel half the circumference of the globe before being landed on the shores of Great Britain.

Eastern Townships Dairymen.

The following officers of the Eastern Townships Dairymen's Association for 1905 have been elected: H. S. Foster, president; T. L. Burnett, vice-president; W. S. Ball, secretary-treasurer; H. F. Williams, auditor, and P. C. DuBoyce, assistant secretary.

Western Canning Co.

The Manitoba Canning Co., Grande Pointe, Man., which have been doing a successful business in canned meats, game, etc., with Western points during the past year and a half, have decided to devote more attention in future to Winnipeg trade. The company is composed mainly of French capitalists and has a paid-up capital of \$50,000.

Dairy and Provision News.

D. D. Allan, Brantford, has sold out his creamery to A. D. Lamont, of Woodstock.

The D. B. Martin Co., of Philadelphia, which recently came into possession of

the Eastern Abattoir, Montreal, will double the capacity of the present abattoir and expend about \$150,000 on new buildings.

Over half a million dollars worth of stock was shipped from Medicine Hat, Assa., during 1904, the estimate including 7,800 cattle, 2,234 horses and 8,856 sheep. Wool to the amount of 217,200 lbs. was also marketed at a valuation of some \$27,000.

An interesting conference, which is likely to lead to developments, was held at Bristol, Eng., last week between W. A. MacKinnon, Canadian commercial agent at that point, and the Bristol Docks Committee, on the subject of the development and increase of direct Canadian cattle trade with Bristol.

NEW WHOLESALE GROCERY FIRM.

J. E. Adams, of Lindsay, and W. B. Sparling, of H. P. Eckardt & Co., wholesale grocers, Toronto, have decided to open up a wholesale grocery business on Cambridge street, Lindsay.

Mr. J. W. Cowan, of the Cowan Co., chocolate manufacturers, Toronto, is in Montreal this week.

Blue Ribbon Ceylon Tea

Blue Ribbon Tea is on top, where it belongs. It has taken much **hard work** to win this **distinction**. Prizes worth having are not easy to get.

The grocery trade have **witnessed our progress**, sometimes favoring us, sometimes classing us with many other teas, but to-day, according us **the favored place—the first place**.

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

“**RIGHT**” shapes and designs in exclusive lines of

**HIGHER CLASS
Dinner and Toiletware**

Just what your better trade are looking for, and at prices unquestionably **“RIGHT.”**

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

THE “**OXLY**”
AND “**G.V.**” (GREAT VALUE)

ASSORTMENTS.

are two of our latest arrivals in

CHEAP DINNERWARE.

Both crates contain the same quantity of goods (part plain—part gilt) and both cost the same. If you want really “**GREAT VALUES**” try one or both of these.

BARNARD & HOLLAND CO.

PARTICULARS ON APPLICATION.

MONTREAL

STOCK-TAKING THIS WEEK. JUST THINK OF IT!

**300 Boxes Bevan's 2-Crown Loose Malaga Muscatels,
22 LBS., AT 90 CENTS A BOX.**

L. CHAPUT, FILS & CIE,

Wholesale Grocers and Importers of Teas, Coffees, Wines & Liquors, 21 St. Antoine St., Montreal.
ESTABLISHED IN 1842.

WHAT WE EXPORT TO NEW SOUTH WALES.

IN a recent report to the Department of Trade and Commerce, Ottawa, J. S. Larke, Canadian commercial agent to Australasia, refers to the great increase in imports of foodstuffs from Canada into New South Wales, the total for 1903 being barley, maize, oats and wheat to the value of £22,324, and flour valued at £60,280, as compared with nothing in 1902. Canada had the flour, the wheat and the oats needed by New South Wales during the drought period in 1903, and yet all that was supplied from this source was one-eighteenth part of the oats, one-tenth of the flour and one-hundredth part of the wheat.

In this is surely a lesson for Canadian exporters to be ready for such opportunities when they come instead of allowing the trade to pass into the hands of the United States. The figures of the total imports for 1903, namely, \$1,428,139 for grain and \$596,452 for flour, indicate what a broad field is open to Canada in New South Wales and the improvement in methods that is necessary if Canada is to secure its share of the trade.

There has also been a fair growth in most lines in which trade with Canada was done to any extent. The most marked exception was in timber in which trade fell to comparatively low proportions. In 1903 Canada exported into New South Wales cordage and twines to the value of £3,613, fish valued at £7,785 (the total importations of fish into New South Wales for the year being valued at £149,047), agricultural implements valued at £43,004, as against total importations of £167,308, medicines valued at £3,283 as compared with £101,606 from all countries, whiskey valued at £1,076 in comparison with total importations of £51,144 and £10,

159 worth of timber out of a total of £290,312.

The most interesting feature in connection with the above figures is the very small proportion of the total business Canada is doing except in one or two lines. Canada has special advantages both in the richness of her accessible fisheries as well as in efficient means of doing a large trade in fish, and yet her share is but one-twentieth of the total amount imported by New South Wales. The same remarks apply to timber.



J. T. James, Bridgeburg, Ont.

GAZETTED POLICE MAGISTRATE.

THE Canadian Grocer has pleasure in reproducing in this week's issue a portrait of J. T. James, general merchant, Bridgeburg, Ont., who last week was gazetted police magistrate for the town of Fort Erie, Ont.

Mr. James was born in Cheltenham, Eng., in 1851, receiving his early education in the commercial college of that town; later he was apprenticed to the general dry goods business. Coming to Canada in 1871, he settled in the Nia-

gara district, where he engaged in farming for six years; in 1881 he purchased a general mercantile business in Bridgeburg, then known as International Bridge.

Since 1898 he has been police magistrate of Bridgeburg, so that the new appointment does nothing more than extend his jurisdiction. In 1900, owing to the increasing demands of trade, he was obliged to enlarge his premises by erecting a fine two-storey structure, which ranks among the most substantial stores of the town and provides accommodation for a successful and rapidly-growing business.

Mr. James has always shown an active interest in municipal affairs, having been a leader in the movement for incorporating Bridgeburg as a village in 1894, and reeve for two years immediately following. At present he has extensive farming interests in the adjoining township of Bertie, and is senior partner in the firm of James, Disher & Near, lumber dealers and contractors, Ridgeway, Ont. He enjoys the distinction of having edited and published the "Bridgeburg Review" for three years, and has for the last three years been president of the Bertie Agricultural Society.

GROCERS COMPLAIN.

At the last meeting of the Vancouver Wholesale Grocers' Exchange, a resolution was passed complaining against the workings of the British Columbia Assessment Act and suggesting that certain amendments be made. The Exchange also passed a motion asking the Dominion Government to place a duty on lumber entering Canada.

ANNUAL MEETING.

At the annual meeting of the Richards' Pure Soap Co. in Woodstock last week the following officers were elected for the ensuing year: President, A. W. Stone; vice-president, D. Richards; secretary-treasurer, D. C. Coutts.

Good morning, Mister Grocer.

What do you think of the elections? Too busy to think about them, eh? So am I.

Don't want anything to-day? How is your stock of Soup? No demand for it? Well! Well! It's plain you haven't been giving much attention to Soup.

Did you ever stock Tomato Soup? Aylmer Tomato Soup, I mean. What! you never did; that accounts for it.

Why don't you push Soup just now when everybody wants Soup? No use?

People prefer to make their own Soup do they? Why? I'll tell you. Because they think they can't buy it as good or as cheap as they can make it themselves. I am here to tell you they can.

You're in business to make money, so it's in your interests to give me your ear for a brief moment.

If you can convince your customer that it will not pay her to bother making her own Soup because she can buy it cheaper and as good, or better than she can make it herself, she will buy Soup rather than make it. But first she must be satisfied as to quality. Well, the fact that you offer her Aylmer Soup sets her mind at rest at once as regards quality and cleanliness, for she knows as well as you, or I do, that quality and

cleanliness have made Aylmer Canned Goods famous.

You can assure her that Aylmer Tomato Soup is not like some other Soups, merely a mild Tomato Catsup, but that it is a Soup just like mother used to make, in fact, made after mother's own recipe. The ripe tomatoes, cream, butter, beef stock, seasoning, etc., are all there. All she has to do is to put the can in boiling water for a few minutes, then send it to the table.

You know the old saw, "the proof of the pudding is in the eating." Then, why not try a can of Tomato Soup on your own table? I did before I started to sell it, and that's why I can so confidently recommend it.

Another thing, Aylmer Tomato Soup is attractively put up. The can is covered with a handsome embossed wrapper label, and will sell on sight.

Now don't wait until the season is over before making up your mind. Just drop a line at once to the "Canadian Cannery, Limited," Hamilton, mention my name, and ask them to send you a sample, and to tell you where you can get a few cases as a trial shipment. Do it now.

Well, I must say good-bye for the present.

"The Cannery's Drummer."

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corlias & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James Dome—W. G. A. Lambe & Co., Toronto.
Oakley, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Canadian Cannery, Hamilton.
Gillard, W. H., & Co., Hamilton.

Business Brokers.
The Locators, Winnipeg, Man.

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

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James Co., London, Eng.
Lamont, Corlias & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Wilson, C. & Son, Toronto.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

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

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Casidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

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

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Turner & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinneer, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.
Sloan, John & Co., Toronto.
Snowdon, Forbes & Co., Montreal.
Warren Bros. & Co., Toronto.

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

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

House Insect Destroyer.
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Keen, Robinson & Co., London, Eng.

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Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

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

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Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
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Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B. C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
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Cerebos Salt.
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

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Ewing, S. H. & A. S., Montreal.
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Gillard, W. H., & Co., Hamilton.
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WHAT THE TRADE PAPER DOES.

A FEATURE of the trade paper which is peculiar to it, but not often discussed, is its co-operative side, i.e., its making one family of the members engaged and interested in an industry. Take a man in the grocery business for instance. He has his local newspaper every day from which he gets a modicum of what is going on in the world of politics and finance. But what has it to put him in touch with his own particular interests? Absolutely nothing. The latest process of manufacture or brand of goods on the market may mean dollars and cents to him and yet nothing about them is to be found in such a paper.

On the other hand his trade journal keeps him in touch with all the people who make or job or retail the goods in which he is most interested. Through it he is made acquainted with developments in the grocery trade—in the manufacture

of food stuffs, etc., and put in real touch with the industrial family of which he is a member.

Another valuable feature of the trade paper is that while it does not altogether take the place of the salesman, it does take his place in many places where it is not profitable for a manufacturer or jobber to send a salesman. It brings the little man in the small town in touch with the big man in the large town. It is a distributor of ideas, a drummer for business, and is often more effective than any individual traveling man can ever hope to be.

DIRECT FROM THE FIJI ISLANDS.

ONE of the novel occurrences in Montreal during the next two months will be the arrival of a cargo of raw sugar direct from the Fiji Islands for refining purposes. The Dominion imports a considerable quantity of sugar from this far-away source yearly, the total value of sugar from the Fiji Islands during the fiscal years 1903 and 1904 being \$231,333 and \$175,615, respectively. This sugar has formerly gone to Vancouver, whereas the latest shipment in December, 1903, was for Montreal. Owing to navigation on the St. Lawrence being closed at this season of the year, it will be necessary to discharge the cargo at New York and transfer by rail to Montreal. Had the steamer been able to complete the journey to Montreal, it would have afforded an opportunity to test a return cargo direct to Australia. It can hardly be hoped, however, that direct trade between Canada and the Fiji Islands will be regular or permanent, else it might go far towards solving the problem of cheap transportation from Eastern Canada to Australia.

RURAL MAIL DELIVERY A MENACE.

WE have always been opposed to the principle of free rural mail delivery. We have taken this stand on the ground that it would unduly increase the opportunities of the big city mail order houses to injure the trade of our country stores. This in itself is a sufficient reason why no such system should be introduced into this country. There is another, and an even stronger

reason. Rural delivery is an accomplished fact in a considerable portion of the United States and what has been the result? The expenditure in maintaining the service has grown far out of all proportion to the receipts. The country has in fact saddled itself with a system which is constantly clamoring for more money to keep it alive. Within a few years, expenditure has leaped from one million to thirteen million dollars.

Even this might be overlooked, were it not that a most pernicious principle is involved. The system has become nothing more nor less than a political agent.

The rural postmen are, of course, government appointees and government supporters. They cover the country districts thoroughly, and they know everybody. They are in a position to do many favors, and they do them. By degrees they are working up a formidable influence in their district, which can be used to immense advantage by the politicians.

So far as the mail carriers are concerned, the scheme works both ways. They curry favor with the people on the one hand that at election times they may influence votes. They hold up the government on the other hand for increased pay. One instance is known where a mail carrier obtained a contract for \$800. Next year he asked \$1,200, and got it. The third year he actually held the government up for \$1,800.

As sure as the system is introduced, it will breed just this kind of trouble. In the United States they would now like to get rid of it. Can we in Canada afford to make the experiment?

A SHARPER'S TRICK.

THE retail grocery trade of Kingston, Ont., are lamenting the coming of a strange traveling salesman to their midst a few days ago. The "slick" gentleman in question made large sales of Chinese sacred lily bulbs on the representation of an excellent sample; the bulbs, upon examination proved to be hollow, decayed and practically worthless. And now the grocers are wondering how it all happened. The Kingston police department have

been notified of the occurrence, but hesitate to take action, fearing they may be balked by some technicality in the by-law regarding peddlers.

The Canadian Grocer is not familiar with the provisions of the peddlers' by-law in Kingston and can only deduce from its knowledge of such by-laws in general. At the outset the offender in question would be liable unless he were in possession of a license. Further, it would manifestly be a peculiar by-law that would protect any man in such a case of deliberate fraud. Judging from the data submitted it would seem that the Kingston grocers have a perfectly clear case if they wish to push it.

WHO WILL BE THE ELECT?

WITH the air full of gossip as to the material Mr. Whitney will select within the next few days for his Cabinet, and several professional gentlemen already singled out as among those likely to have ministerial honors conferred upon them, the business community are naturally anxious that the few of their number who can "qualify" should not be passed over.

The new premier has been given an unusual opportunity to serve the Province of Ontario and serve it well. He will be justified, moreover, in introducing a strong professional element into his Cabinet. At the same time, he ought to bear in mind that the biggest factor in the industrial and commercial expansion of Ontario and Canada for many years to come will be its business men. If he would legislate wisely he should see to it that a fair share of the machinery of government is intrusted to those who are in closest touch with Canadian trade and commerce.

A VIEW OF THE FAILURE RECORD

ACCORDING to Bradstreet's the commercial failures in Canada during the years from 1896 to 1904 were as follows:

	No.	Assets.	Liabilities.
1904.....	1,177	\$4,136,618	\$10,018,999
1903.....	956	3,852,197	8,328,262
1902.....	1,092	3,797,220	8,328,658
1901.....	1,370	5,196,951	11,656,937
1900.....	1,333	4,244,932	1,786,276
1899.....	1,285	.....	11,077,891
1898.....	1,427	.....	9,644,100
1897.....	1,907	.....	13,147,929
1896.....	2,179	.....	16,208,460

The increase in 1904 over 1903 was 221 in number, \$284,421 in assets and \$1,690,037 in liabilities. Over 1902 the increase was 85 in number, \$539,398 in assets and \$1,689,641 in liabilities. The failures of 1903 were much below the average. In fact, they were the smallest in the Bradstreet's record since 1882, though during the intervening period there has been a large increase in population, and a considerable increase in the number of traders.

Dun's Review in a table of the Canadian failures by branches of business shows the largest adverstes in 1904 appeared in general, dry goods, liquor and grocery stores. The following are the figures:

	1904.		1903.		1902.	
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
General Stores.....	261	\$1,893,250	217	\$1,281,194	251	\$1,776,190
Dry Goods.....	83	1,208,032	61	461,484	68	1,018,159
Clothing.....	68	374,624	53	282,093	67	369,190
Groceries.....	175	903,120	165	723,475	162	541,570
Stoves.....	30	325,974	22	210,103	27	412,210
Books.....	6	41,650	10	56,200	9	133,350
Liquors.....	34	296,552	24	77,840	30	485,096

Even during the past three years the development of the departmental store in city and town can be seen to have swelled the failure list of especially the general stores. It has also tended to reduce the number of the smaller class of merchants not only in the cities and larger towns where it is established, but in the surrounding towns and villages. There is no reason, however, in the record noted above or anything presently developed in the general situation to think that the growth of commercial mortality is on the increase. The report for the last year is hardly of a character to cause general uneasiness. At present we are in a waiting stage. A moderate check was felt in 1904. Until we learn what 1905 will bring forth it is impossible to tell much about the future. If the great staple crops are abundant, the foundation will exist for good times. The important industries in the various sections of the country have complaints, but are generally in a flourishing condition. Banks are loaning freely to legitimate borrowers, which is a healthy indication.

ADVANCE IN JAMS AND JELLIES.

THE abnormally high price of Canadian refined sugar has already been effective in advancing the cost price of several grocery staples. A few days ago manufacturers of confectionery in New Brunswick advanced prices, and their lead has been followed by several of the Ontario candy manufacturers, who say that with sugar at six cents they have no choice but to put up the price of the manufactured product.

This week the jam and jelly makers advanced quotations on all staple lines one-fourth of a cent.

Naturally enough the question suggests itself to the retailer, "Will the price of canned and preserved fruits advance in sympathy with the rest?" The answer is difficult to foresee. If the sugar market continues firm until the 1905 pack

there can be little doubt but that prices of canned fruits will be affected. As for the 1904 pack, it is largely out of first hands, which makes a considerable advance between now and the Autumn extremely unlikely.

WHO FIXES THE PRICE OF SEED.

THE statement was recently made by one of the leading Canadian dailies that Toronto seedsmen stood in the unique position of fixing the world's prices on alsike seed, and of being the leading seed exporters in the world.

The reason for making such a sweeping assertion is not apparent, unless it be the desire to "boom" Canada. In any event it is wise for those who would fain wax eloquent over the trade possibilities of Canada to be careful of their premises. It so happens in this particular case that they are partly wrong and partly right. Canada, Germany, and the United States rank as the largest producers of alsike seed in the world, and although Canadian seedsmen have a good deal to say in determining the world's prices, they can hardly claim to control the market absolutely. Some years Canada leads in the production of alsike; in other seasons the yield is larger in Germany or the United States, in which event the ruling price is fixed for Canadian seed exporters, as happened during the year just closed.

FRAUD AND INJURY IN ADULTERATED FOODS.

IN view of the attention now being paid to the question of food preservatives and adulteratives by the Canadian trade, the following generalization in the New York Journal of Commerce of Jan. 25 is particularly timely:

"In the effort to secure legislation and the enforcement of existing laws to prevent the adulteration of food and drugs, or their sale under fraudulent labels, there may have been some magnifying of the poisonous character of various sophisticated articles and of the injury to health that results from their use, but it is not safe to give too much credence to the plea that adulteration is in most cases harmless and that it has the merit of cheapness.

"The ground is sometimes taken, for instance, that there is no proof of injury to health from the consumption of peas colored with sulphate of copper, or articles preserved with boric acid, or fruit jams and jellies made of vegetables and glucose and variously dyed, because there is no record of deaths caused by them. But injury to health and impairment of nutrition are quite a different matter from homicide. We can hardly be expected to wait until articles of food pronounced by science to be unwholesome, deleterious or lacking in the nutrition they purport to have, are known to be killing people before prohibiting their sale or requiring their true character to be disclosed to consumers. It is not easy to say what causes the large proportion of premature deaths that occur every day, but unwholesome and injurious food contributes largely to the list. Neither is it easy to trace the multitudinous ills that impair strength and undermine the health of people to their causes, but we may be sure that impure and adulterated foods, drinks and drugs are among them.

"If chemical and medical science tells us that certain common adulterations of food are deleterious to health, that is reason enough for restraining their manufacture and sale and for compelling those who purvey such articles to let their customers know what they are getting, without having specific proof of the injury done in individual cases or of deaths caused by their use. If they are in their character and quality injurious to health, there can be no doubt that they are injuring the health of a large proportion of those who consume them, and that is a matter of public concern. Nor is it logical to say that the enforcement of laws intended to prevent this insidious undermining of the public health should be in the hands of a 'hard-headed business man' instead of a scientific expert. The purpose of such

laws is preventive, and to be effective they must take cognizance of the character and quality of the articles sold for food and the effects they must produce, and not wait for empirical proof that the harm has been done in particular instances.

"Another position contended for which can hardly be conceded is that it is not a function of public authority to afford protection against fraud and deception as well as against injury to health, the reference being to the labeling of food products. The health of the people, however, may be protected by labeling goods, if the labels show what the 'goods' are and tell whether or not they contain deleterious matter. Moreover, the people have a right to protection from fraud. They have a right to know what they are buying and paying for, when it is so disguised or packed as to conceal its character. It may be that many adulterations and imitations or falsely-labeled articles are not injurious or unwholesome and are cheaper than the genuine. Very well, let them be sold honestly and for what they are. Let those who cannot afford better and are willing to take these know what they are getting. Fraud and false pretense are no more respectable in a grocery store or an apothecary shop than anywhere else, and where they affect the food and medicine of the people they are proper subjects for legal repression."

THE PRICE OF TOMATOES.

Mr. Owen, of the Bloomfield Canning Co., was a caller at the Toronto offices of The Canadian Grocer during the week. Naturally enough conversation was directed to the recent action of the tomato growers of the Hamilton and Niagara districts in "holding up" the canners for 30c. a bushel for tomatoes instead of 25c. as heretofore. Mr. Owen says that if the growers hold together they may succeed in bringing the canners to time for the present at any rate. Their action will undoubtedly have the effect of forcing the canners to take up the cultivation of vegetables on their own account.

At this juncture a comparison between prices paid for raw material by canners in Canada and the United States is interesting. Canadian canners pay on the average 7c. a bushel more for tomatoes than their American cousins, which means that the contention of the Ontario growers that tomato growing is unprofitable at the present prices must be taken with a grain of salt. The canning factories here, moreover, would not object so much to paying 30c. for tomatoes if they could only secure suitable supplies; if the growers want a better price, about the quickest way to get it is to pay more attention to quality.

CANADIAN TRADE IN 1904.

THE annual report of the Trade and Commerce Department of Ottawa shows that for the fiscal year 1904 there was an increase of nearly \$18,000,000 in the imports and a falling off in exports of over \$12,000,000, leaving a net gain of nearly \$6,000,000.

The increase in imports during the year has been general on all important articles, notably among them, coal, coke, etc., to the extent of about \$4,640,000; sugar and molasses nearly \$2,300,000; tea, \$1,222,000; wood and manufacture of, \$200,000; wool and manufacture of, over \$1,700,000; electrical apparatus, nearly \$800,000.

During the year there was an increase in the imports from British Guiana and the British West Indies aggregating \$4,500,000 in round numbers. This has practically all occurred in the imports and is covered by the item sugar, where the increase from British Guiana has exceeded \$1,600,000, and, from the British West Indies, \$2,700,000 or a total of some \$4,370,000. On the other hand the imports from Germany of sugar fell off from \$3,116,741 in 1903 to \$368,717 in 1904.

On the other hand the decrease in exports amounted to over \$1,600,000 on animals (living); over \$10,800,000 on breadstuffs, wheat; over \$1,000,000 on fish; over \$4,000,000 on provisions; over \$3,000,000 on wood, unmanufactured. There has, however, been an increase in the exports of minor articles aggregating nearly \$8,500,000, leaving a net total decrease of \$12,328,489. Nearly the whole net decrease is attributed to the one item, wheat. The production for export in Manitoba and the Northwest was considerably less than in the previous year, the quantity inspected at Winnipeg being but 40,400,000 bushels, as against nearly 52,000,000 the previous year, indicating that practically the same proportionate quantity to that produced was inspected as in the year 1902. The great influx of immigration into the Northwest and the increased acreage prepared for the coming year's crop would naturally account for the holding back of a larger quantity for consumption and seed than was the case in the previous year, reducing to that extent the quantity available for export.

It might be interesting to note that the total increase in the aggregate trade of the country for the twenty years from 1873 to 1893 was a little less than \$30,000,000, while for the eleven years since 1893 the increase has exceeded \$225,000,000.

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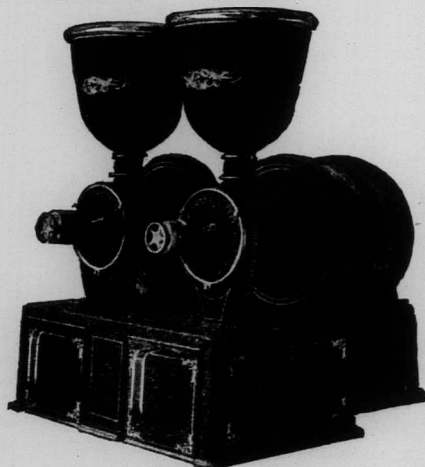
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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Feb. 2, 1905.
Groceries.

BUSINESS among the jobbing trade is reported as being fairly satisfactory. In spite of the heavy roads and severe storms that have prevailed during the past week or ten days, travelers' orders are fairly numerous and for good amounts. One jobber states that the month of January has turned out better than the previous three Januarys. Collections also are reported as being fair. The sugar market continues unchanged and firm. Beet is reported somewhat easier abroad, but not sufficient to warrant any changes by local refiners. Teas are quiet. The demand for Ceylon greens is fair. Some offers for round lots of Ceylon greens have been declined. Coffee is in somewhat better demand locally and a general firmness of the New York and foreign markets has a tendency to conserve present prices. Spices generally show an easier tendency, with business only fair. Molasses and syrups are both firm. The report of the short crop from the islands has made holders of what little stock there is here firm and indisposed to sell. Canned goods are unchanged with somewhat better demand, corn being more freely inquired for. The foreign dried fruit market is very quiet. Some little trading has been done in Valencias and stocks are reported generally short. California fruits are firm and prices well maintained. The fish business is improving and dealers look forward to a larger volume after February 1st. Frozen fish are meeting with ready sale and the continued cold weather is favorable to good business. Green fruits generally are dull and little business going. No change in rice. Nuts are reported as about 10 per cent. higher for some grades, though little business is being transacted. Flour shows no new feature this week. Business is small, with the undertone of the market firm. Feed is unchanged. In rolled oats an unsettled feeling seems to prevail, owing to the fact that American rolled oats are coming on the market, despite the duty and freight. Hay is easier, owing to good supplies. No change in local provision market. Business is up to the average. Dressed hogs are decidedly stronger, with supplies light. No change in cheese and business quiet; holders do not seem disposed to make any concessions. Butter maintains its firm tone. Eggs are coming in slowly and prices are firmer in consequence. Owing to the limited offerings of potatoes, the market is firm and prices looking up. Beans are decidedly stronger, and an advance is noted. Evaporated apples are very

strong. Stocks are very short indeed, which is explained by the fact that the combine has restricted production this year. An opportunity for the old style of dried apples is now open, and although no firm figures have been made, 41-2 to 5c is the general idea on these goods. Maple products have been in somewhat better demand during the week. Honey is quiet and hops are unchanged.

SUGAR.

There is no change to report this week in sugar prices. The market though somewhat easier abroad for beet, has been unchanged on the local market. New York still maintains its firm tone. The demand from the trade has only been fair. Buyers in the west have apparently taken advantage of the rising market some time ago and stocked themselves with fair supplies.

Granulated, obls.	55 75
" 1-bbls.	5 90
" bags.	5 70
Paris lump, boxes and bbls.	6 25
" 1-boxes and 1 1/2-bbls.	6 35
Extra ground, bbls.	6 10
" 50-lb. boxes	6 30
" 25-lb. boxes	6 20
Powdered, bbls.	6 20
" 50-lb. boxes	6 10
Phoenix	5 70
Bright coffee	5 60
" yellow	5 55
No. 3 yellow	5 50
No. 2	5 35
No. 1 " bbls.	5 20
No. 1 " bags.	5 20
Raw Trinidad.	4 50
Trinidad crystals.	4 85

TEA.

Business generally is on the quiet side, and the situation unchanged from last week's report. Stocks are apparently not heavy, but holders have shown a little more willingness to sell. The demand for Ceylon greens seems to be fair, and in fact of the low price of Japans, are holding their own. A firmness in London and Ceylon apparently obtains, as several offers by jobbers for round lots have been refused. China blacks are showing a little more interest. Generally speaking business is on the quiet side. Some little inquiry has been made for China greens, though trading is light.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souehongs	0 15	0 20
Indian—Pekoe Souehongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Oongous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

SYRUPS AND MOLASSES.

The market is very firm for both molasses and syrups, though no change in prices are noticed this week. Stocks of Barbadoes are very light and holders disinclined to sell. Refineries would take all available at even the present

strong figures, but holders will not sell. Corn syrups are being asked for more freely, in view of the high prices in molasses. Glucose is reported somewhat easier.

Barbadoes, in puncheons.	0 33
" in barrels	0 35 1/2
" in half-barrels	0 36 1/2
New Orleans	0 22
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 02 1/2
" 2-bbls.	0 03
" 3 1/2-lb. pails.	1 30
" 25-lb. pails.	0 90
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

SPICES.

There is an easier tendency in spices at present. Cloves have declined. Ginger is also easier, Japans selling at 12 to 15c to the trade. Peppers unchanged. Local business is on the quiet side, and prices are last quotation.

Peppers, black	Per lb.	0 18	0 22
" white	0 25	0 30	
Ginger	0 15	0 24	
Cloves, whole	0 22	0 35	
Cream of tartar	0 25	0 30	
Allspice	0 16	0 19	

COFFEE.

Local inquiries for coffee have been slightly better during the week, the general firmness of the New York and foreign markets having convinced the trade that there is no immediate prospect of any decline.

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

CANNED GOODS.

Canned goods are commencing to be in better demand. Corn is being inquired for more freely. Fruits also are beginning to move, though, owing to the high price of some lines, the consumption will be restricted. Salmon continues to hold its strong position, and in view of the approaching Lenten season, is of more interest to the trade.

Salmon, pink	0 90	1 00
" spring	1 85	1 85
" Rivers Inlet red sockeye	1 65	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls.	3 45	3 45
" 1-lb. flats	3 50	4 00
" 1/2-lb. flats	2 25	2 25
Canadian Sardines, 1/2	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips.	3 50	3 75

VEGETABLES.

Corn, 2-lb. tins	\$1 30
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	\$0 85
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82 1/2
2's " Crystal Wax	0 92 1/2
2's Peas, No. 4 "Standardis"	0 82 1/2
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2 1/2 and 3's	\$1 15	\$2 20
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	1 25	2 82 1/2
3's	2 15	3 87 1/2
Gallon pears	3 55	4 50

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Pumpkins, 3-lb. tins	0 72½
Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " " black, pitted	2 20
2's " " black, not pitted	1 75
2's " " white, pitted	2 40
2's " " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " " red, preserved	1 77½
Gals. " " red, standard	4 75
Gals. " " red, solid pack	7 00
2's " " black, heavy syrup	1 75
2's " " black, preserved	2 05
Gals. " " black, standard	5 00
Gals. " " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " " preserved	1 85
Gals. " " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " " preserved	1 85
Gals. " " standard	4 37½
2's Pineapple, sliced	2 25
2's " " grated	2 35
3's " " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 55
2's " " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " " Egg, heavy syrup	1 52½
2½s " " " "	1 80
3's " " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5
Gals. " " solid pack	8 00
2's " " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " " " "	1 90
Gals. " " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " " 1904 pack	1 60
2's " " preserved	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

RICE.

Business is quiet and no activity expected unless there is a further advance on account of the shortage of the Burmah crop. Prices unchanged.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 85
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

The market generally is quiet. There has been more or less demand for Valencia raisins and some good selling has been done since the last issue. Indications are that there will be a short supply of dried fruits, and it is expected that the low prices at present ruling will not continue, stocks being none too large in this market. There is a scarcity of California fruits and prices of same are well maintained. Currants unchanged and no recent advices from Patras at hand.

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
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13
Peaches " "	0 10½
Pears " "	0 13

MALAGA RAISINS.

London Layers	2 00
" " Connoisseur Clusters	2 50
" " " " Quarter boxes	0 80
" " " " " " Boxes	1 10
" " " " " " Boxes	3 50
" " " " " " Boxes	4 00
" " " " " " 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 07

PRUNES.

	Per lb.	Per lb.
30-40s	0 08½	0 08
40-50s	0 08	0 07
50-60s	0 07	0 06
60-70s	0 06	0 05
70-80s	0 05	0 04
80-90s	0 04	0 03
90-100s	0 03	0 02
Oregon Prunes (Italian style) 40-50s	0 08	0 07
" " " " 50-60s	0 07	0 06
Oregon prunes (French style) 60-70s	0 06	0 04
" " " " 90-100s	0 04	0 04
" " " " 100-120s	0 04	0 04

CURRENTS.

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

SULTANA RAISINS.

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

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 09	
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

NUTS.

A featureless condition prevails in these lines. Prices continue steady. Business is very light and there is nothing to warrant much buying.

Grenoble walnuts	0 12½	0 14
Tarazona almonds	0 12	0 12
Sicily filberts	0 11	0 11
Shelled walnuts	0 18	0 18
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	0 16	0 16
Large	0 14	0 14
Shelled almonds	0 12	0 12
Peanuts, Spanish shelled	0 13	0 13
" " Virginian brand, shelled	0 12	0 12
New chestnuts, per lb.	0 11	0 11
Peanuts, Bon Tons	0 11½	0 11½
" " Sun brand	0 10	0 10
" " Diamond G brand	0 08	0 08
" " Coon brand	0 07	0 07
Italian chestnuts, per lb.	0 07	0 07

Green Fruits.

The fruit trade report things as very quiet. Florida oranges and other fruits are expected to advance on account of the unfavorable weather and frost of the past week. In fact from some quarters it is reported that the crop is seriously damaged. On Monday two cars of California navels were sold at prices ranging from \$2.25 to \$2.80. A thousand boxes of Sorrento oranges brought \$1.55 to \$1.90. Several cards of xxx apples sold at auction, at prices ranging from \$2.25 to \$3; xx from \$1.75 to \$2. Trade for Jamaica oranges has been in poor demand during the past week.

Cocoanuts, per bag of 100	4 50	
Pineapples, 24 to case	4 50	
" " 30 to case	3 50	
Cranberries, finest dark	8 50	
" " dark	7 50	
" " 25 quart boxes	2 25	
Jamaica oranges, per box	2 50	2 75
" " grape fruit, per box	3 50	4 00
Florida oranges, per box	5 00	5 00
Florida grape fruit, per box	5 00	5 00
Mexican oranges, per box	1 65	1 90
California navel oranges, per box	2 75	3 00
New Messina lemons 30s	2 50	2 50
" " " 36s	2 25	2 25
Bananas, large bunches, crated	1 75	2 00
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl.	5 00	5 00
Almeris grapes, per bbl.	6 00	7 00
Celery, California golden heart, per case	5 00	5 00
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston	0 75	0 85

Vegetables.

Potatoes—The tone of the market is firm, on account of the limited offerings. In a jobbing way there is a good demand at 75c to 80c per bag ex store, while car lots and choice sold at 65 to 67c per bag on track.

Onions—Continue in good demand and

firm prices. Red are particularly scarce. Other vegetables are unchanged in prices.

Potatoes, carlots	0 65	0 67
" ten carlots	0 75	0 80
Bunch lettuce, per doz. bunches	0 78	
Radishes, per doz. bunches	0 25	
Mushrooms, per lb.	1 70	
Mint, per doz. bunches	0 30	
Farsley	0 20	
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	0 25	
Egg plant, per basket	0 75	
Rhubarb, outdoor, per doz.	0 35	
Green onions, per doz.	0 15	
Spanish onions, large cases, per case	3 75	
" crates, per case	1 50	
Red onions, in 75-lb. bags, per bag	2 50	
Yellow onions, in 80-lb. bags, per bag	1 75	
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	3 60	
" per doz.	0 40	0 50
Green cabbage, per doz.	0 60	
" beans, per bush	1 00	1 85
Waxed beans, per bush	1 00	
Cauliflowers, home grown, per doz.	1 50	
Green peppers, per basket	0 45	
California celery, per case	5 50	
Canadian celery, per doz.	0 75	

Fish.

Business is improving and fish dealers look for a much larger volume of business after the 1st inst. Frozen fish are meeting with ready sale, owing to the continued favorable cold weather. There is also a good demand for smoked fish, especially haddies. Frozen herring are scarce with prices tending towards an advance. In salt fish the demand is quiet, as is usual during January, but these conditions will change after the 1st inst. Oysters are quiet and little business turning.

(Sea herring, large Newfoundland, casks, 600 fish)	1 80	
" " bbls. 300 fish	1 85	
" " less than bbls	1 90	
" " small, per 100	0 90	1 00
Standard bulk oysters, per gal.	1 40	
Selects	1 60	
Shell oysters, bbl.	3 00	5 00
Fancy Malpeques	8 00	10 00
Dressed bullheads	0 09	0 06
Haddies	1 00	
Bloaters in boxes, 100 fish	0 09	
Smoked herring, per box, new	0 11	
Fresh haddock, per lb.	0 03 1/2	0 04
Pike, " round winter caught	0 05	0 05 1/2
Halibut, per lb.	0 08	0 08 1/2
Gaspe salmon, fresh frozen	0 15	
B. C. Salmon, frozen	0 08 1/2	0 09
Fresh steak cod	0 05 1/2	0 04
Market cod	0 07 1/2	0 08
Whitefish	0 06	0 06 1/2
Dore	0 06	0 07
Fresh frozen Smelts	1 50	1 90
Fresh frozen Herring, 100	1 85	1 90
New frozen Tom Cods	0 80	
No. 1 Labrador herring in 20-lb. pails	5 00	
No. 1 Herring, Labrador, per bbl	2 75	
No. 1 Holland herring, per half bbl	6 50	
No. 1 Scotch herring, per keg	0 65	0 75
Holland herring, per keg	2 00	
No. 1 Salt mackerel, pail of 20 lbs	0 06 1/2	0 06 1/2
Boneless cod, 1 and 2-lb. blocks, per lb.	0 05 1/2	0 04 1/2
" fish	5 00	
" loose, in 25 lb. boxes	5 50	
Skinless cod, cases 100 lb. (new)	7 00	
Green Codfish, (200-lbs.) No. 2	7 00	
Large "	7 50	
Labrador Salmon, half bbl	9 00	
" (200 lbs.) bbls	16 00	
" Large (300 lbs.)	24 00	
B. C. salt salmon, bbl	7 50	
Lake trout, salt, 100 lbs	4 75	
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 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.

There is a better and stronger feeling in beans during the week and prices have advanced to \$1.50 for prime, hand-picked for ear load lots, and \$1.65 for small quantities.

EVAPORATED APPLES.

These are getting very interesting and

prices are advancing. Stocks last year at this time were over 90,000 cases, while at present there are only about 8,000 cases available. This shortage is attributed to the fact that the combine has restricted production. This position has caused some inquiries for the old style dried apples, but on account of the unknown quantity available for these, prices are merely nominal, from 41-2 to 5c.

MAPLE PRODUCTS.

There has been a somewhat better demand this week for maple sugar and several fair sized lots were sold at 61-2c. Syrups unchanged.

Maple syrup, in wood, per lb.	0 05 1/2	0 05 1/2
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07 1/2	0 07 1/2
Pure Beauce, county, per lb.	0 08 1/2	0 09

HONEY.

White extract honey is slow moving at 61-2 to 7c. White clover comb is scarce, and prices higher. There has been some inquiry for buckwheat honey as well, with only small quantities obtainable.

White clover, extracted, tins	0 08	0 08 1/2
" kegs	0 07 1/2	0 08
" comb	0 12 1/2	0 13
Buckwheat	0 06	0 06 1/2

HOPS.

Hops are unchanged with a quiet market.

Choice	0 32	0 35
Fair to good	0 23	0 31

Flour and Feed.

FLOUR.

There are no new features to report this week in the local flour situation. There has been little or no cutting of prices, due, no doubt, to the comparatively small business and the quiet position of the market as a whole. The demand for Ontario grades of flour has been somewhat limited, though the undertone is firm.

Manitoba spring wheat patents	5 60	5 80
" strong bakers	5 30	5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 80
Straight rollers, bags, 90 per cent.	2 55	2 65

FEED.

No important changes to note on mill feed this week. The demand from local and country buyers is fair, with supplies only limited, as is usual at this time of year. Prices unchanged.

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	18 00
" shorts	30 00	
Manitoba bran, in bags	16 50	17 50
" shorts	19 00	20 00

ROLLED OATS.

Business during the week has been quiet. An unsettled feeling has prevailed, due, no doubt, to the fact that American rolled oats are coming in, and this in spite of the duty and freight. Not enough, however, has been imported to make any noticeable change in quotations.

Fine oatmeal, bags	2 60	
Standard oatmeal, bags	2 60	
Granulated	2 50	
Rolled oats	2 05	2 10
" bbls	4 90	5 00

HAY.

An easy feeling prevails on the market for bailed hay. Deliveries from coun-

try points are coming in more freely, and the demand is principally for local requirements. Spot stocks are getting heavier, but prices so far have not been

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

ONTARIO MARKETS.

Toronto, Feb. 2, 1905.

Groceries.

NOW that the Provincial elections are over, trade has settled down to its ordinary routine. Wholesalers report business as fair to good, it always having to be borne in mind that this season of the year is always a quiet one. Sugar continues firm; earlier in the week the beet market showed signs of weakness, and some slight fluctuations were reported. Since then, however, there has been an improvement and sugar may be said to have quite recovered its former strength. The demand for sugar, which is usually light at this season of the year, is more active than might be expected. In view of the high price of sugar, the manufacturers have advanced the price of jams and jellies 1/4c. per lb.

Canned goods are moving freely, especially vegetables. On account of shortage of European fruit crops and the consequent improvement in export demand, the price of canned apples has been advanced. The Canadian canners report that supplies of fruit and vegetables are getting low, and that a large number of lines are already out of first hands.

Coffee is firm and quiet; teas are moving fairly well, cable advices from Ceylon and India teas. A slight advance is noted in Penang cloves and pepper, as well as a decline in nutmegs. Tapioca continues firm and high. Late shipments of Mediterranean fruit have arrived and the trade are quoting Valencia raisins a shade lower. Evaporated apricots and peaches are firm and high. The most active inquiry as usual in February, March and April is for prunes. A slight advance is noted in Valencia shelled almonds. Evaporated apples are very firm and quoted this week 1/4c. higher.

New French olive oil was probably ready for shipment about Feb. 1; the marketing of this will probably mark the taking effect of an advance of from 15 to 20 per cent., due to the scarcity of good oil on account of the partial failure of the crop.

CANNED GOODS.

Trade in canned goods continues extraordinarily brisk considering the season of the year. Canned vegetables are moving freely, while the situation in canned fruits is beginning to show decided improvement. There is a shortage in tomatoes, and importations from the United States are frequent; imported goods, however, are comparatively inferior, only the cheapest brands being available on account of the high rate of duty. These goods are used mostly in the Northwest.

The meeting of Hamilton and Niagara district tomato growers last week, when a determined stand to charge 30c. per bush. for tomatoes for canning pur-

dependence at farming in Manitoba, they are in position to make a fair start in British Columbia where conditions differ greatly, and capital to start is absolutely necessary.

To the visitors from the colder climate of Manitoba and the Northwest, it is simply marvelous to find that instead of forty below, the weather seldom is so severe as to make the mercury drop below zero. When it does, it is not for long, and not often more than once in a winter. At the present moment, there is but slight snow at all points on Okanagan Lake, and thawing weather is the rule instead of frost. Those who have lived there for some time assert that it is better to have it a little colder than it has been this season. At Armstrong and Enderby on the branch line of railway leading south to Okanagan Lake the snow is a little more in evidence, but only just enough for sleighing, while thawing every day is the rule there as well.

The wonderful success of the efforts being made to grow all kinds of fruit, from grapes and peaches to apples has stimulated efforts to establish canning industries. At the present moment, Mr. J. M. Robinson, who deserves credit for having been the pioneer in opening up this district, by placing small acreages on the market, is in Montreal to interest capital in putting up a \$100,000 fruit and vegetable cannery to serve the two settlements of Peachland and Summerland on the southwestern shore of Okanagan Lake, in both of which he is interested. The surplus of such fruits as peaches, and vegetables as tomatoes already warrants the building of a cannery, and the industry is but in its infancy. Nearly a hundred thousand fruit trees are set out in the peachland settlement alone. Of these hardly more than ten per cent. have been old enough to bear yet, but every year they are coming in, and every year the number of trees planted is increasing, till it will not be long before there will be hundreds of thousands of bearing fruit trees. The acreage already brought under cultivation even in this one settlement, now approaching its sixth year, is very small compared to what is available. But rapid progress is being made, and the acreage cultivated is increasing enormously.

The marketing of fruit from the Okanagan has shown a gratifying increase in the past season. The shipments of apples from Vernon and Kelowna, the principal shipping points as yet, are increasing, while other points, notably Peachland, towards the southern end of the lake, will soon be a considerable factor. At the latter point peach-growing is bound to be a valuable industry, and there is practically no limit to the quantity possible to be produced. The season of 1904 was the first, practically, in which peaches in any quantity were marketed, but the results were remarkable. The crop was large and of finest quality. Orchards set out but four years ago had splendid crops. Others are coming into bearing next season.

Grapes also are being cultivated and promise great results. The apples from older orchards at Peachland are unexcelled anywhere.

At a meeting of the British Columbia Wholesale Grocers Exchange held in Vancouver on Saturday last, a resolution was passed setting forth the views of the wholesale men respecting the present Assessment Act, and suggesting amendments which would remove the handicap under which the trade now labors. Some of the difficulties set in the way of local enterprise have been adverted to in a former letter. The Wholesale Grocers Exchange also endorsed the request for a duty on lumber, which is now being pressed at Ottawa.

The attention being given to fruit-raising in all parts of the province is leading to considerable discussion as to the advantageous disposal of the surplus over what can be consumed in the province and shipped out in the fresh condition. As mentioned a week ago, New Westminster is taking active steps to make the establishment of a fruit cannery there a success, in the interests of the Fraser Valley. Above, reference is made to the efforts to establish a similar industry on a large scale in the Okanagan, and at the same time the Victoria Fruit Growers' Association has been taking up the same matter at their recent annual meeting. It was stated there that the association had a number of propositions for such an establishment, and reports are to be made shortly.

Another matter taken up by the Victoria fruit growers, was that of a second fruit inspector under the Dominion Fruit Marks Act. The ground upon which this is to be urged is that a large number of districts on Vancouver Island and adjacent islands market a large quantity of fruit which is bought in Victoria and shipped out to a considerable extent, with no marking or grading at all. It is impossible for one inspector to cover the whole province, so the association claims. Hence they have sent a strong resolution to the Minister of Agriculture, Hon. Sydney Fisher, asking for the appointment of an inspector with headquarters at Victoria.

Steamer Athenian of the C.P.R. Oriental service reached Victoria and Vancouver on the 22nd, with a large cargo, mainly of rice and tea for shipment to eastern points.

Steamer Miowera of the Canadian-Australian line, reached port on Saturday last. She brought 499 boxes of butter consigned to local wholesalers, 35 cases of arrowroot, 129 sacks of grass seed, 100 bales of fodder from Australia, 300 tons of raw sugar from Fiji for the B. C. Sugar Refinery, and a large quantity of general cargo, including 1,500 bales of wool, and 700 bales of hemp.

An interesting banquet of local manufacturers was held in Victoria on Fri-

day evening last, the object being to foster a spirit of mutual support and friendliness between local institutions, and to advance their interests in opposition to outside competition. "Encourage Home Industry" was the motto. The claim was put forward by one of the speakers that Victoria had more manufacturers than all the rest of the province, if the lumber industry were excepted. The banquet was largely attended, and the menu served was unique, everything being of local production. There were on the list: Cowichan mutton, Island turkey, Sooke oysters, Saanich vegetables, etc., while the liquid refreshment was Victoria brand as well.

LAST MINUTE MANITOBA MARKETS.

Just as we go to press, word is received that the B. C. Refinery has reduced all refined sugars 30c. from list of Jan. 19, for all points between Danmore and the British Columbia boundary.

OLD TRAVELER DEAD.

The Canadian Grocer regrets to chronicle in this week's issue the demise of Mr. W. L. Hunter, one of Canada's veteran traveling men, which occurred in Toronto on Jan. 22.

Mr. Hunter represented some of the largest wholesale grocers of Canada, including J. W. Lang & Co., Davidson & Hay, Eby, Blain Co., Toronto, and Chaput, Fils & Cie., of Montreal, whom he represented for the last two years. He was a prominent member of the Commercial Travelers' Association, the Sons of England (Surrey Lodge) and the '66 Veterans, being the youngest member in the Q.O.R. serving in the Fenian Raid.

He leaves a widow and five daughters, Amy, Lulu and Edith at home, Mrs. H. G. Rawlinson and Mrs. A. E. Mills.

WHAT WE HEAR.

Holbrooks, Limited, of Birmingham, England, are making excellent progress with their goods in Toronto, and although hardly two weeks have elapsed since their representative, H. Gilbert Nobbs, arrived in the city, their brand of Worcestershire sauce is already to be found in many of the leading grocery stores.

Holbrooks are to be congratulated upon the smart appearance of the sample bottles which they are distributing from house to house throughout the city. The Canadian Grocer wishes them a large measure of the success that has already attended them in the other large markets of the world.

HAMILTON GROCER DEAD.

A cable has been received from Mentone, France, announcing the death of Mr. F. B. Greening, of the firm of Bickle & Greening, grocery brokers, Hamilton. Mr. Greening had been sojourning in France for some time for the benefit of his health, and the news of his sudden death will come as a shock to many friends throughout the Canadian trade.

CONFIDENCE AS AN ASSET

By Frank L. Odell.

THE great invisible force in commercial life to-day, which until recently has not received the consideration its importance demands, is to the mind of the writer what is commonly known as confidence.

We may think that we have confidence and trust in our business neighbors, advisers, customers, and in those with whom we come in contact in a business and social way, but if we stop to consider we will find if it does actually exist the recipient has created it by his acts, transactions and associations and not through words expressed.

A person can oppose us: he may regard matters in an entirely different light; yet his actions may develop to our satisfaction that he conscientiously believes what he advocates, and if such is the case we cannot help but respect his opinions.

Many of our great thinkers have viewed matters in advance of their time and the world has stamped them as fanatics; but they persisted in their belief, and how often do we find that they were right and realize that they had studied the question from all sides and naturally were able to express an opinion in advance of us who had erred in our hasty expressions, which were based upon what we had heard and not upon what we knew from an intimate knowledge of the question.

A man who in this manner proves to us our error creates in us a confidence which only the most overt acts can change. We should not judge hastily, or think ourselves possessed of more knowledge in reference to a subject than any one else, for we are likely to find, although we may be as familiar with the subject as any one else, they may know something of which we are not aware, and we may be in possession of facts which they have not learned, whereby the exchange of views will prove beneficial to both.

It does not take a trained mind to discover the influence which confidence has upon the public. We find without any apparent reason or without radical views expressed by either of the great

political parties in this country that the approach of a political campaign with its problematical results produces depression and uncertainty in business circles. The same is the case when any change of policy is contemplated or believed to be under consideration, however advisable it may prove to be. We know the influence which the failure of a large financial institution has upon houses engaged in kindred lines, although their solvency and ability to carry out their contracts is not questioned. The same is the case when a commercial house is forced into bankruptcy, it creates a lack of confidence in trade circles which it takes time to overcome. This places the banker, merchant and credit man on the alert and he becomes more diligent and careful regarding those with whom he forms his business connections.

There is no one more susceptible to the influence of confidence than the credit man, who is daily brought face to face with all phases of duplicity and evasion of the solvency laws. Too many small debtors of to-day fail to appreciate what influence confidence has in the formation of a basis for credit. If the creation of confidence was encouraged by them there would be no need for laws which at present work a hardship to many small merchants who are struggling along, denying themselves, endeavoring to build up a business which in the future will place them in an independent position. The honesty of such men in many cases is a more substantial asset than the capital of the merchant regarded as money good and law honest who endeavors to evade the law and delay the payment of accounts whenever an opportunity affords.

Honesty as the best policy is too often forgotten in the present day, but he who takes it into consideration is bound to succeed if he but perseveres. Bad faith, deception and insincerity can never be covered by flowery words or smiling professions to the contrary, for our acts are bound to belie our words, and to-day a person is judged by what he does and is and not by what he assumes to be.

The world is a severe, but, in most cases, a just, critic. We can never deceive ourselves, and in the long run of life we are unable to deceive the world, for sooner or later the truth will out.

The merchant and banker of to-day do not sufficiently encourage the efforts of those who live a business life which entitles them to the confidence of those with whom they have connections. A breach of faith, a wrong deed is severely criticized, and justly so, but the honorable act passes unnoticed. Why should it not receive the commendation it warrants? A little more display of gratitude and appreciation would prove a mighty factor in producing and encouraging meritorious efforts.

Young men cannot cultivate a more lasting or substantial asset than the confidence of those with whom they are associated, or make an investment which in the future will pay a better dividend.

Too many follow the instructions of the grasping old parent to his son when he entered the business world, "Get money—honestly if you can; but get it," and follow the spirit of the words uttered in jocularly, but wisely applicable, to "do others before they have the opportunity of doing you." Our great cities possess sections the environments of which seem to be productive of criminals. The people of these sections believe that no one has confidence in them, there is nothing for them to gain; they become reckless, care not what they do and usually reap the harvest of their deeds. This can be attributed to a lack of ambition and aspiration and of confidence in their ability to command the respect and confidence of their fellowmen, whose position in life they would strive to attain. Our educational system has overcome this to some extent, and produced a confidence within the individual. Hence, we find to-day the most modest sections developing masterminds who are destined to be a power for good in the future.

The confidence of our merchants is daily shaken by fakirs with schemes whereby they promise to give most anything for a nominal remuneration. This class of commercial sharks creates a

lack of confidence and untold annoyance and handicaps those doing a legitimate business who can offer so little in comparison with the others' ideal, but never materializing propositions. Let us constantly make deposits in the world's bank of honesty, straightforwardness, sincerity, honorable deeds, and destroy all checks of bad faith, deception and hypocrisy, in this way cultivate and accumulate a fortune of confidence, which reverses, produced by conditions over which we have no control, can never affect; and the credit based upon such a capital will never be reduced unless we forfeit it ourselves.

Committee—A. Grenier, Ad. Delille, M. Thibaudeau, Frs. Delille, Jos. Picard, J. A. Moisan, Th. Hamel, Narcisse Rheau, J. B. Cote, J. E. Lachance.

Toronto Grocers' At-Home.

The Toronto Retail Grocers' Association will hold their annual At Home in the Temple Building on Wednesday evening next, Feb. 8. This function is eagerly looked forward to by members of the trade, young as well as old, as the one evening of the year which the grocers and their lady friends have all to themselves.

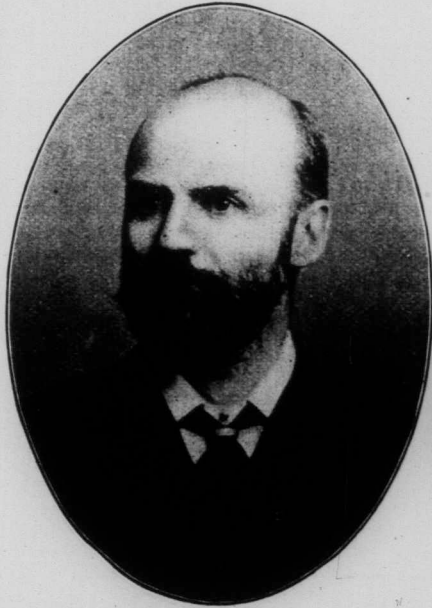
The At Homes of the Association have won an enviable reputation among Toronto social gatherings, and this year's

densed milk, coffee, rice, cocoa, chocolate, canned vegetables, margarine, biscuits, cigars, glue, candles, spirits and seeds.

Holland is shipping large quantities of margarine to the United Kingdom. During 1904 927,980 cwt. were imported with a value of £2,390,243.

J. C. Van Houten & Son, the well known manufacturers of Van Houten's cocoa, have sold in Amsterdam during 1904 on the monthly auction sales 850,000 kilograms cocoa butter.

The following table shows the imports and deliveries of tobaccos in Amsterdam (Holland) during the year 1904:



W. J. Gear, elected President of the Montreal Board of Trade for 1905.



F. W. Thompson, elected Councillor of Montreal Board of Trade for 1905.



A. Hebert, elected Councillor of the Montreal Board of Trade for 1905.

Be it remembered, as has been wisely said, "The letter killeth, but the spirit giveth life."

ASSOCIATION NEWS.

Quebec Grocers' Association.

At the annual meeting of the Grocers' Association of Quebec City on Jan. 25, the following officers were elected for the ensuing year:

- President—J. A. Chabot.
- Vice-President—P. Turgeon.
- Secretary—Elz. Paquet.
- Assistant Secretary—J. H. Turcotte.
- Treasurer—S. Martel.

function promises to even surpass its predecessors. President Kelly and Secretary Panter are sparing no pains to make next Wednesday's entertainment the most enjoyable in the history of the Association.

TRADE NEWS FROM HOLLAND.

The following interesting data regarding trade in Holland has been received from H. Perels, Amsterdam:

The principal food products, etc., shipped from Holland to the various South African ports are: Cheese, butter, con-

	Imports.	Deliveries.
	Pack.	Pack.
Sumatra.....	246,867	246,867
Java	389,744	395,476
Borneo	17,364	17,364
Paraguay	1,916	1,916
Turkey, Greece		
Trebisonde sorts..	9,678	9,332
	Casks.	Casks.
Maryland.. ..	8,369	8,288
Virginia, Kentucky,		
Mason county	1,197	1,212
	Cer.	Cer.
Havana	98	212

Canadian farm lands are now advertised in some Dutch papers. The follow-

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I, Mr. G. R. Small, of the Canada Maple Exchange, do emphatically state that I will not comment on claim put forth by certain Syrup Company that 1/2 the maple syrup sold bears their trade mark, but will plank down dry figures and facts. Sweeping claims may do for fairy tale books, but we think figures more appropriate for trade journals. 1st. Small's Brand, monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd. Small's Brand has been awarded with but one exception, all Gold and Silver Medals ever offered in Canada, and many from abroad. 3rd. Telfer Bros., Winnipeg, (Wholesale) took in month of January 1903, 22 cases Small's Brand; in January, 1904, 355 cases, and in January, 1905, took 1,072 cases, or over 4 cars. Wm. Maitland & Co., St. Peter Street, Montreal (retail) in 1903 sold 1,428 packages, and in 1904, 2,614 packages. Small's maple confections are equally received. C. P. R. News Agency in 1903 sold 14,640 packages, and in 1904, 17,988. Montreal theatres in 1903 sold 14,640, and in 1904—well, listen! "We recently tried to shove in a few new lines for a change; but it won't go. The people demand Small's—therefore we are practically handling nothing else."—E. Danforth, Theatre Francais. Now, if there are grocers stemming the tide, trying to force on new or questionable private brands, it's not our business. Ours is, as it has been for past 55 years, to turn out maple goods **only**, with our guarantee and certificate of **purity** from government analyst on every package—**that's all!!**

May be had through wholesale trade everywhere. Price list of complete or particular lines free.

CANADA MAPLE EXCHANGE,
MONTREAL.

ing advertisement appears in the Nieuws van der Dag:

GRATIS LAND IN CANADA.

Ter opheldering maken wij hiermede bekend, dat in Canada nog 400,000,000 morgen Akkerland braak liggen.

De Regeering geeft ieder Kolonist, die den leeftijd van 18 jaar bereikt heeft, 250 morgen Land gratis als eigendom. morgen Land gratis als eigendom.

Verdere inlichtingen verstrekt kosteloos. "The Farmers Auxiliary Association, 13 Charing Cross, London S.W., England."

KING'S COUNTY BOARD OF TRADE MEETS.

The tenth annual meeting of the King's County Board of Trade was held on Jan. 24, at Kentville, N.S. The attendance was large and representative, and the topics discussed concerned local and general questions of interest to the citizens of the county. The election of officers for the ensuing year resulted as follows:

President—C. O. Allen.
Vice-President—Joseph Kinsman.
Secy-Treas.—J. H. Cox, Cambridge.
Council—Ward 1, J. W. Hubbard, E. A. Lewis; Ward 2, John Donaldson, Ward 3, J. Everett Kinsman; Ward 4, George McLean; Ward 5, E. S. Congdon; Ward 6, A. N. Griffin, Ainslee Bishop; Ward 7, Frank Gertridge; Ward 8, A. Bowser; Ward 9, W. C. Hamilton; Ward 10, H. D. Woodbury; Ward 11, W. W. Pineo; Ward 12, A. MacMahon; Ward 13, S. C. Parker; Ward 14, James Bryden; Kentville, J. W. Ryan, R. S. Eaton; Wolfville, R. W. Starr, F. Porter.

HOW TO DO BUSINESS IN THE WEST INDIES.

The Canadian Grocer is in receipt of the following letter from Pickford & Black, steamship owners and agents, Halifax, referring to West Indian trade, in which a valuable suggestion is offered to Canadian exporters:

Editor Canadian Grocer,—The article in The Grocer of Jan. 20, on "Our Trade with the West Indies," is good reading. Still we differ a little in one item of your article. The proper way to work the West Indian business is to have an exportation company at the point of shipment which would carry in stock all lines of Canadian goods required by the West Indian trade. This trade could thus be handled very economically, necessitating only one traveler instead of half a dozen, and the goods could be shipped promptly on receipt of orders.

(Signed) Pickford & Black.
Halifax, Jan. 24, 1905.

A NEW PURCHASE.

Michie & Company, grocers and wine merchants, Toronto, have purchased the premises adjoining their King street store and now occupied by John R. Dunlop, florist. Although negotiations have been closed, the purchasers cannot take possession for some twelve months.

SUGAR PRICES IN 1904.

WILLET & GREY, reviewing the year 1904 in their Weekly Statistical Sugar Trade Journal, say: "The year opened with granulated sugar at 4.36 cents per pound, declined to 4.26 cents per pound in February, and with fluctuations of 5 cents to 10 cents per 100 pounds, from time to time, the quotations steadily advanced to the end of the year, when granulated closed at 5.60 cents per pound. The average price of granulated for 1904 was 4.772 cents per pound, against 4.638 cents per pound in 1903, a gain of .134 cent per pound in refined sugars, against a gain of .254 cent per pound in raw sugars. The average difference between raw and refined in 1904 was .798 cent per pound, against .918 cent per pound in 1903, a decrease of .12 cent per pound in refiners' returns for the year.

"The average price of granulated in 1902 was 4.455 cents per pound; in 1901 it was 5.05 cents per pound and in 1900 5.32 cents per pound. The average price of granulated for ten years has been 4.731 cents per pound. The average difference, centrifugals and granulated, for ten years has been .836 cent per pound.

"Refined business for 1905 will be done on a different basis than in 1904, inasmuch as the former contract business has been done away with and the guarantee of prices is also abandoned, placing the business on a cash basis at the refinery door."

Concerning the raw-sugar market they say: "The year opened with centrifugal sugar 96 test (the standard for raw sugar) at 3.47 cents per pound, declining at the end of January to 3.31 cents per pound, which was the lowest point of the year, and within .06 cent of the low price for a long series of years. From February throughout the year prices steadily advanced with only slight reactions, closing the year at 47-8 cents per pound. The average price of centrifugals for the year 1904 was 3.974 cents per pound, against 3.72 cents per pound in 1903 and 3.546 cents per pound in 1902. The year 1904 shows an increased valuation of .254 cent per pound for raw sugars. The average price for ten years has been 3.89 cents per pound duty paid.

"The influence of the Cuban reciprocity treaty has been in 1904 to maintain the price of centrifugal sugars below the parity of beet sugars in European markets, with the exception of a short time in the months of August and September, when Cuban centrifugals and foreign beet sugars were quoted at the same parity. Thus it appears that while the general advance in the price of sugar throughout the world has given the Cuban planter large returns for his crop, he has not obtained the full benefit of the reduced duties, mainly for the reason that he has not asked it. His position in 1905 should be such as to enable him to obtain full benefits of the reduced duties."

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.
Quotations corrected by telegraph up to 12 a.m. Thursday, February 2nd, 1905.

WHOLESALE grocery business is not yet very brisk, but as this is ordinarily a quiet season of the year, there is nothing surprising in that circumstance. The only unsatisfactory feature in the situation is the slowness of collections, and in this respect there is now some improvement. The entire price list is steady this week. Sugar is quiet, and at time of writing is still at \$6.40 for granulated. No one seems disposed to hazard many guesses as to the future of the market. Readers should always consult our "last minute markets" for changes in sugar about the time of going to press. Canned goods are quiet, the only changes of note being a general reduction in canned apples. Owing to the high price, canned tomatoes are not selling very briskly. The price has reached the point where the consumer refuses to buy. Coffee is easier in the New York markets and the local advance noted in these columns last week is not being followed in all houses. In foreign dried fruits, such as apricots, peaches, pears, nectarines, a sharp advance may be expected soon on the local market. Nothing but the fact that local houses had good supplies on hand has prevented this advance being made before this. These goods would cost the wholesale houses much more laid down in Winnipeg to-day than they are now charging the retail trade, and a sharp advance is due at almost any date. Retailers would be well advised in stocking at present prices. Evaporated apples are lower on the local market than might be expected in comparison with Eastern prices, and at the prevailing values no new stock is coming from the East. This is another line of goods in which an advance seems inevitable. The local market has been almost bare of xxx spies, but new supplies arrived early in the week. Quotations are to be found below. Oranges and lemons are cheaper. Cornmeal is sure to decline still further, and the trade are advised to buy sparingly at present prices.

Sugar.

Sugar still maintains its strong position, but its future course is hard to determine. The trade are buying only for immediate requirements and are expecting a decline. Time will tell whether they are right. More than a week has passed without any further advance. We quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" " in sacks	6 25
Iceing sugar, in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 45
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in 1/2 bbls	7 20
" " in 100-lb. cases	7 10

Canned Goods.

Apples are quoted lower this week owing to price cutting. Very little canned tomatoes are being sold at present prices. We quote:

Apples 3's, 2 doz. cases, per case	2 15	2 25
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case	3 35	
" black, " "	3 75	
Gooseberries, " "	3 50	
Lawtonberries, 2's, " "	3 35	
Pears, (Bartlett's) " "	3 50	

Peaches, 2's, " "	3 75
" 3's, " "	5 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, 3's, per 1 doz. cases	2 85
Corn, 2's, " "	2 60
Peas, 2's, " "	1 90
Beans, 2's, " "	1 90
Salmon, finest sockeye, per case	7 00
" humpback, " "	3 75
" cohoes, " "	5 25
Boneless chicken, lb. tins, per doz.	3 25
" turkey, " "	3 25
" ducks, " "	3 25

Spices.

Pepper and cloves are firm, but there are no other features of interest to note in a quiet spice market. 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.

The market is quiet and featureless. We quote:

Rangoon rice, per lb.	0 04
Patna, " "	0 04 1/2
Tapioca, per lb.	0 03 1/2
Sago, " "	0 03 1/2

Syrups and Molasses.

Corn syrups are easier, and Barbadoes molasses is firm. 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
" " barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" " in barrels	0 02 1/2
Porto Rico molasses in 1/2-bbls., per bbl.	0 04 1/2

Coffee.

Coffees are reported easier on the New York market, and in consequence the advance noted in these columns last week has not been followed by all the local houses. As the present easier tone of the market is not expected to be permanent, no change has been made in our quotations below. We quote:

Green Rio, per lb.	0 11 1/2
Roasted, per lb.	0 14

Starch.

As noted last week, there has been a general reduction in starch. The Canada Laundry's starch has been reduced 1/4c. per lb. and "Satin," "Ivory," and "Silver Gloss" starch have all declined 1/4c. per lb. St. Lawrence corn and Benson's corn starch have been reduced 1/4c., and all other grocery starches have declined 1/4c. per lb.

Nuts.

We quote:

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

Foreign Dried Fruits.

Apricots, peaches, pears, nectarines, and other dried fruits would now cost the wholesale houses much more laid down in Winnipeg than the present



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

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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.

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WHOLESALE ONLY.

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40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND GHOCOLATES



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

prices to the retail trade. An advance would have been made some weeks ago had it not been that considerable stocks were held by local houses, and it cannot be long delayed now. The trade would be well advised in stocking at present prices as the advance will be sharp when it is made. We quote:

Valencia raisins, Trenors, per case f.o.s.	2 00
selects	2 20
layers	2 25
California raisins, muscatels, 3 crown, per lb.	0 06½
choice seeded in 1-lb. packages	0 07½
per package	0 06½
choice seeded in 1-lb. packages	0 08
per package	0 08½
Prunes, 90-100 per lb.	0 04½
80-90	0 04½
70-80	0 05½
60-70	0 05½
50-60	0 06½
40-50	0 07½
silver	0 07½
Currants, uncleaned, loose pack, per lb.	0 05½
dry cleaned, Filiatras, per lb.	0 06½
wet cleaned, per lb.	0 06½
Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 06½
Vostizzas, uncleaned	0 05
Dates, new per lb.	0 04½
Figs, cooking in bags, per lb.	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 12½
standard	0 12½
Peaches, choice	0 12½
standard	0 12
Pears, (choice halves)	0 13½
Nectarines, choice	0 11
Plums, choice (dark pitted) per lb.	0 10½
Candied Peel—Lemon peel, per lb.	0 05
Orange	0 09½
Citron	0 14

Evaporated Apples.

Local supplies are still fairly large but, when compared with values in the East, prices are very low. Stock brought in from the East now could not be sold at the present prices, and an advance is likely to occur before very long. We quote:

Evaporated apples (new), 50-lb. cases	0 06½	0 06½
25-lb. cases	0 06½	0 06½

Green Fruits.

Oranges and lemons have experienced a further decline in price, and new values will be noted below. Spies were almost out of the market, but new supplies arrived early in the week. We quote:

ORANGES.

Washington navels, 126's	3 75
150's	4 00
176's to 250's	4 25

LEMONS.

California lemons, 288's, 300's and 360's	5 00
240's and 400's	4 50
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl.	7 00
Jersey cranberries (unfrozen)	11 00

BANANAS.

Per express only, per bunch	4 00
-----------------------------	------

APPLES.

Fancy XXX apples, Spies	4 50
Fancy XXX apples, Russets, per bbl.	3 50
Fancy XXX apples, Baldwins	3 50
Fancy XXX apples, Greenings	3 25

GRAPES.

Malaga keg grapes, per keg	8 50
----------------------------	------

Fish and Oysters.

New supplies of Lake Winnipeg whitefish are selling briskly. Values are firm throughout the list. We quote:

Lake Winnipeg whitefish	per lb.	0 06
Yellow pike (pickled)		0 05
Lake Superior trout		0 08½
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 &c.)		0 09½
Halibut		0 08½
Jack fish		0 04
Tomocods		0 05
Hake		0 07
Perch		0 04½

Eels	0 08
Cod, steak size	0 08
Cod, market size	0 07
Flounders	0 08
Haddock	0 08
Brook trout	0 22
Atlantic smelts, extra, 20-lb. boxes	0 12
No. 1	0 08½
No. 2	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	0 11
Acadia 20-1's	0 09
Bluenose 20-1's	0 07
Acadia 4-lb.	0 09
" " 2-lb. boxes	0 08
" " bulk, in 15-lb. boxes	2 00
Large Labrador and Nfld. salt herrings per 100 lb.	0 08
per 20-lb. pail	5 00
Salt mackerel, in 20 or 30-lb. pails	1 20
Finnan haddie, in 15 or 30-lb. boxes	0 12½
Smoked halibut strips	0 08½
Kipperd gold eyes, per doz.	0 11
Yarmouth bladders, 60 in box, per box	0 50
Lobsters, fresh boiled, per lb.	1 75
Shrimps, large size, per quart	0 25
Caviar, extra, small jars, per jar	0 60
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, standard, per gallon	0 40
select	2 15
	2 25

Green Vegetables.

A number of advances will be found in prices below. We quote:

Native onions, per lb.	0 03½
Spanish onions, per case	1 75
Carrots, per bush	0 40
Beets	0 12
Turnips	0 40
Potatoes	0 70
Celery per case (7 to 9 doz)	6 50
(doz.)	1 00

Flour.

We quote as last week:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Breakfast Cereals.

Cornmeal is sure to decline, and the trade are well advised in buying for immediate requirements only. We quote:

Rolled Oats, 60-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 ½ sacks	1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh	0 26
finest glycerine pickled	0 24
(Packed in 25c. cases) which are not returnable.	

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Feb. 1, 1905.

VALUES continue strong and tend upward. Evaporated apples are the last line to join the procession and the advance is quite marked. There are the usual Spring changes in the air. The Maritime Spice & Coffee Co. is to be amalgamated with the Geo. E. Barbour wholesale grocery business, under the style of Geo. E. Barbour Co., Limited. Mr. Barbour is the youngest among the young men controlling the wholesale grocery business of St. John, and has already made a marked success. There are not many changes of special interest. Nutmegs are particularly low. Hops are tending higher. Rice is firmer and to offset the price some very poor samples are seen.

OIL

There continues a large sale for burning oil. Prices are unchanged. In linseed oil the very low prices are still quoted. Dealers have very largely bought for their Spring requirements. Turpentine is unchanged at the rather high prices quoted. Cod oil is held firm

at full figures. Stocks are not large. Lubricating oils are unchanged.

Salt.

There is still no agreement between the importers and the Winter port boats in regard to salt importation, owing to high freight rates quoted. There is still a fair stock of Liverpool coarse held. Prices are firm. The railways, including the street railway, use a large quantity at this season.

Canned Goods.

Dealers are making contracts for later deliveries in canned meats. Prices are the same as last year. In vegetables, prices are held firm at full figures. In fruits, quite full stocks are held. Salmon seems plentiful. Oysters are rather higher. Gallon apples are dull. In domestic fish, stocks of finnan haddie, kippers and clams are very small and sardines are not a large stock.

Green Fruits.

There is but limited business. In apples, Ontario fruit supplies the demand for best stock. There is a full supply of cheap apples, but demand is not large. Valencia oranges have a fair sale. Some nice Jamaicas are still offered, but season is late. Sale of Floridas and Californias, particularly the latter, is light. Lemons are quite low. Cranberries are rather firmer.

Dried Fruit.

There is little movement. The sharp advance in evaporated apples is the chief feature of the week. They are 25 per cent. higher than a very few weeks ago. Prunes are also higher. Some Valencias are offered. Raisins, while firm, show little business. Currants are low. Prunes are unchanged. Apricots and peaches have but a small demand. Dates are quite a fair stock; prices, while low, are firmer. Peels have very little demand and figs are also light sellers at this season. Nuts are dull. Peanuts hold at higher prices than last year.

Sugar.

No advance is reported this week at the time of writing this report. Prices are held firm at full figures. It is many years since the trade made as handsome a profit on sugar as has now been the case for some months.

Molasses.

Prices are maintained firm at the advance reported last week. While the stock of Porto Rico is quite large, holders seem confident it is good value. There is but little Barbadoes.

Fish.

Perhaps never before has a full car of fresh fish been brought from the coast. A mixed car of frozen halibut and salmon has been received. Quality is very satisfactory, and the manner of packing is considered particularly good. Price is not too high. In dry fish the high prices still hold. Pickled herring are rather easier. Smoked keep low. Fair receipts of fresh cod and haddock are noted. Finnan haddie are firm in price. Smelt are very scarce this year.

Flour, Feed and Meal.

Flour is firm at full prices. No further advance this week at time of writing. Oatmeal seems easier, as does

cornmeal; some Ontario ground meal has been imported. Beans are firmer; there is just a fair sale. Seeds, while freely quoted, receive as yet but little attention. Clovers are reported tending higher.

TORONTO GROCERS AT HOCKEY.

	Won.	Lost.	Pts.
T. Kinnear & Co.	3	1	750
Grocery Brokers	2	1	666
Canada Grocers	1	2	333
H. P. Eckardt & Co.	1	3	250

Canada Grocers vs. H. P. Eckardt & Co.

The Canada Grocers won their first game on Jan. 26, at the Victoria College rink, when they defeated H. P. Eckardt & Co., the score being 3-2. Eckardt's were quite confident, and the result of the game came as a surprise to everybody. The Grocers have improved a great deal since their last game, and as a result of several brilliant rushes after the face off they succeeded in scoring two goals. Eckardt's scored a goal near the finish of the first half, the teams retiring with the score 2-1 in favor of Canada Grocers.

During the second half the Grocers played on the defensive. The other team believing that the winners were beginning to lose faith, became careless until another brilliant rush on the part of the winners gave them another goal and a good lead. Eckardt's succeeded in finding the net once more, but were unable to score the tie. Stewart as rover for the winners showed up well, and Barnhouse on point proved to be a good defence man. For the others, Brown at point and Williams on the forward line were the stars. The line-up was as follows:

H. P. Eckardt & Co.—Goal, Robertson; point, Wilkinson; coverpoint, Brown; forwards, Williams, Hill, Chapman and McLaughlin.

Canada Grocers—Goal, Wylie; point, Barnhouse; coverpoint, Howard; forwards, Stewart, Hortop, Smith and Warren.

T. Kinnear & Co vs. Grocery Brokers.

A good crowd of supporters and hockey enthusiasts gathered on Saturday afternoon, Jan. 28, at the Aura Lee rink to witness the second game of the wholesale grocers' series between T. Kinnear & Co. and the Grocery Brokers, which resulted in a win for the latter team, the score being 3-2. Good, clean combination play was noticeable throughout the game; the winners' combination seemed to worry Kinnear's defence, and as a result the puck went dangerously near the losers' net rather frequently. Several excellent chances to shoot were allowed to escape by Kinnear's men while others tried for, landed wide of the mark. An air of listlessness was noticeable on the part of the losers

Clark's Meats Have Been Tested And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. **He Knows** he has everything to lose and nothing to gain by buying untried products.

60 Varieties to Choose From 60

CASTILE SOAP

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PURE ITALIAN

Roedenbeck & Wahl (Leghorn, Italy)

GUARANTEED 99% Pure Olive Oil

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

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GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS

COCOA

Agency Offer

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FINEST PROVENCE EDIBLE OLIVE OILS

desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents or New York, Chicago, and other centres in U.S. Highest references given and required.

Reply immediately to A.D., 9 and 10 St. Mary-at-Hill,
LONDON, E.C., ENGLAND

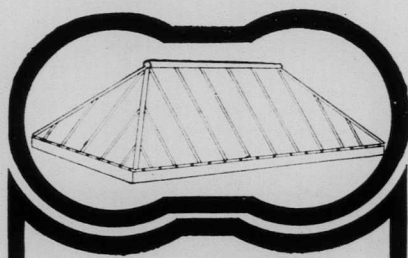
during the first-half and it was evident from the amount of interest they took in the game that they were inclined to carelessness. A brilliant rush by Humphrey resulted in a goal being scored for Kinnear's, but, although they brightened up near the finish, the Brokers had too good a lead.

The forward line of the Brokers showed up well. This, coupled with good support on the part of Banks and Millman, practically won them the game.

R. Moody, of the St. George's, acted as referee and, although inclined to be easy, kept the game well in hand. The line-up was as follows:

T. Kinnear & Co.—Goal, Holden; point, Walkinshaw; coverpoint, Humphrey; forwards, H. Rennie, C. Rennie, Kinnear and McGregor.

Grocery Brokers—Goal, Guthrie; point, P. Millman; coverpoint, Banks; forwards, A. Millman, Donaldson, May and Webber.



Metallic Skylights

The acme of Skylight perfection!
We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

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Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

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BIRD STUDY

includes Bird-food study.

BROCK'S BIRD SEED

is a studied-out food.

NICHOLSON & BROCK, TORONTO

COMPANIES INCORPORATED.

THE International Stock Co., Toronto, have been incorporated with share capital of \$40,000; to manufacture and deal in all kinds of food, food compounds, medical compounds, grocers' specialties, flavorings, extracts, baking powders, spices, cereals, etc. The directors are: E. B. Savage, H. Macdonald, and P. Savage, all of Toronto.

John G. Harvey, Limited, Toronto, have been incorporated with share capital of \$50,000, to manufacture and deal in grocers' sundries and specialties. The directors are: J. G. Harvey, of Todmorden; C. P. Stuart and I. G. Withrow, both of Toronto.

The North American Live Stock Co., Port Arthur, have been incorporated with a share capital of \$50,000, to grow all kinds of live stock, and to manufacture and utilize by-products of the same. The directors are: H. Baxter and E. G. Jaffray, both of Minneapolis, and E. H. Morphy, of St. Paul.

The Annapolis Valley Fruit Estates, Limited, has been incorporated with share capital of \$425,000. The president of the company is J. R. Henderson, the vice-president W. A. Black.

PERSONAL MENTION.

J. G. Jardine, Canadian commercial agent to South Africa, has resigned his position on account of ill-health.

Mr. H. R. Silver, of the Dominion Molasses Co., Halifax, who has been seriously ill, has gone to Florida to recuperate. Mr. Silver's many friends hope to see him back by Summer time fully recovered.

Mr. F. E. Tobias, who is traveling for Lucas, Steele & Bristol over his old ground, has received a warm welcome from the trade as well as from the traveling men.

Mr. John H. Magor, of Frank Magor & Co., Montreal, returned on Monday last from a six weeks' trip to England. Mr. Magor visited lovely Devon, enjoying his Christmas holidays with relatives and friends. As regards weather he was extremely well favored. In business matters Mr. Magor, who visits England annually, reports a decidedly better opinion abroad as to the value of Canadian trade to British manufacturers and exporters; the general impression is that more attention will be paid to the expansion of business with Canada.

The many friends of Mr. Tommy Edwards will be glad to see him back again on the road after quite a long illness in St. Joseph's Hospital, London. Mr. Edwards has been Lucas, Steele & Bristol's Western representative for a number of years, and to-day there is not on the road a man who enjoys the confidence and respect of his customers more than Mr. Edwards.

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.

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

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

WANTED.

EXPERIENCED Salesmen with satisfactory references to take orders on liberal commission for high grade specialty for which there is an unlimited market. Apply with reference to Box 215, CANADIAN GROCER, Toronto, Ont. (6)

SITUATION VACANT.

WANTED — First-class grocery traveler for Kootenay District. Apply, giving age, reference and experience, W. H. Malkin & Co., Vancouver, B.C. (5)

SALESMAN throughout Canada wanted to handle high-class package candy specialty; liberal commission; exclusive territory. Manufacturing Co. of America, 1,230 Callowhill street, Philadelphia, Pa. (5)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERIES, Clothing and Shoes, stock of four thousand five hundred, doing twelve thousand a year, at 95 cents for cash. This is a snap. The Locators.

GROCERY, Confectionery — Stock of twelve hundred, doing nine thousand yearly; rent forty per month; half cash. This is a good buy. The Locators.

GROCERIES and Hardware — About ninety miles from Winnipeg. Eight thousand stock; half cash. Can buy property also if desired. The Locators.

GROCERIES and Crockery — Doing twelve thousand on stock of three thousand; rent twelve dollars. Business can be doubled by hustler. Seventy miles from Winnipeg. Will take city property in exchange. The Locators.

WRITE for our new book and mention this paper, addressing The Locators, 63 Merchants' Bank Building, Winnipeg.

Successful Advertising— How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price \$2 00.

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

Window and Interior Displays

Timely Hints
and Suggestions

A CORNWALL GROCERY ESTABLISHMENT.

THE accompanying illustration shows the interior of one of the most complete and up-to-date grocery stores in the thriving manufacturing town of Cornwall. Its proprietor, R. Nicolls, commenced business there some four or five years ago, with a thorough knowledge of all details of the grocery trade, gained through long experience in Western Ontario.

Recognizing the fact that there was room in Cornwall to put this experience to good use he has demonstrated its thoroughness by a record of continued success. Mr. Nicolls is a firm believer in the adoption of modern methods to modern merchandising, and in compact handling of stock. A glance at the handsome interior reveals this fact very noticeably. Every line of goods handled is within easy reach, and is replenished as occasion requires, from reserve stocks in store.

Prominent among the fixtures are three unique revolving plate glass circular show cases for the display of high class confectionery, cigars, tobaccos, pipes, etc. Mr. Nicolls makes a feature of jobbing in biscuits and confectionery to smaller establishments, in addition to having a select and increasing family trade in which he devotes personal attention to teas. While not disdaining the package varieties he prefers to exercise his own judgment in the selection of bulk teas, very much, as he claims, to his own profit, and to the satisfaction of his customers, among whom "Nicolls' Teas" have become a synonym for excellence, and an example which others in the trade might advantageously follow.

BUILDING UP A COFFEE TRADE.

PERHAPS but few grocers have ever heard of Jenkins, and the methods by which he worked up a coffee trade in his own vicinity amounting to over one hundred thousand pounds a year. This, too, without any premiums, gifts, stamps or other inducements further than quality. It was not a cheap

coffee either, thirty-five cents the pound to one and all alike.

Jenkins was a grocer—a progressive grocer. His store was bright, clean and up to date. His clerks were salesmen, not mere order takers. His stock was well assorted and attractively arranged. He was making money. Still he wasn't satisfied.

Jenkins had ideas and he was not afraid to carry them out. That may be the reason for his success, though he won't admit it.

I had heard of him and his coffee, so I

to do all the buying, and I thought he handled it in an intelligent manner. But I noticed that the receipts were growing smaller each week. Something was wrong. I transferred Green to another department, put a young man in his place, whom I knew was a hustler, and then made up my mind to find out what was wrong.

"One day a drummer was in the store. We got to talking about coffee, and in less than an hour he gave me more valuable information on this subject than I had ever heard before.



R. Nicolls' Grocery Store, Cornwall, Ont.

took the trouble to look him up. My appearance must have pleased him for he treated me like a prince, and seemed very willing to give me all the information I desired. In fact I think he rather delighted in talking about his coffee.

"Just about four years ago," he said, "I came to the conclusion that we were not selling the amount of coffee that we should. To tell the truth, I didn't know much about coffee then. Green, one of the clerks, had handled this department ever since I opened the store. He used

"The next day I sat down and figured out a little campaign by which we could increase this line of business.

"We had some attractive canisters, one, three and five pounds, for our coffee.

"I started advertising. I used a ten inch double column advertisement in all the local newspapers. This brought some returns, but not enough to satisfy me.

"Then I tried another plan. I put a coffee machine in the store and served

MAPLE SYRUP.

Our "Red Shield" brand is absolutely Pure Syrup. Sold bulk in bbls., half bbls. and kegs; also put up in all the regulation sizes of tins. Let us have your order for New Goods, to be shipped on arrival. Prices are right and quality of "Red Shield" always guaranteed.

WARREN BROS. & CO., :: TORONTO.

hot coffee free to all customers. Right away the sales began to increase.

"We next had ten thousand checks printed. Each check called for a sample cup of coffee free upon presentation at the store. There was one condition, however. Every applicant was required to fill in his or her address on one side of the cards. The checks were distributed all over the town, and for several weeks we had our hands full dealing out free coffee. But the pleasing feature was the way in which our sales were increasing.

"Perhaps it would be well to mention right here that to-day we give no free coffee whatever, but instead we keep three girls busy the year round serving delicious hot coffee, rich in flavor, for two and four cents a cup. We also serve teas and cocoas at the same counter. Our seven large coffee machines are in constant use. The profits from these sales alone are large, and they not only help the sale of our coffee, but they

bring into the store people who otherwise would not visit us, and who frequently make large purchases in other departments.

"It was suggested to me that we try house-to-house canvassing. For this purpose I secured four young ladies who appeared to have ability in this line. Before I sent them out at all I gave them two weeks of instructions in the store. I had four sample cases made, each case to hold a small nickel-plated coffee machine, a cup and saucer, a jar of whipped cream, and a jar which contained loaf sugar and a can of ground coffee. With this apparatus the girl could go into any house or office and in from six to eight minutes serve a cup of hot coffee.

"I first sent them to the addresses on the checks we had given out for a free cup of coffee, after which we made a systematic canvass of the city and suburbs. The girls were required to send

in a written report of every house they visited. If they failed to interest a party we would find some other method of getting their order. To-day there is hardly a person in the town who can afford to pay thirty-five cents for a pound of coffee that is not one of our customers. Most of them are regular customers who have given us orders to leave a certain amount of coffee each week.

"Once we get a customer we keep them, or at least try our best to do so. We have a system for keeping track of each and every customer. We enter their name and address on a card, together with the size of the family. Then we put down the amount of coffee delivered, together with the date. By this method we can tell about the quantity of coffee used. Should we fail to receive an order when we think it due,

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO. 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.</p>	<p>DAVID SCOTT & CO., Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p>		
<p>JOHN LATHAM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p>	<p>GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, and ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.</p>	<p>E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p>	<p>Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS. A. S. DUFFUS, JR., 9-10 St. Mary-at-Hill, LONDON, E. C.</p>		
<p>JAMES MARSHALL, ABERDEEN, - SCOTLAND. Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.</p>	<p>This space \$15.00 per year.</p>	<p>This space \$15.00 per year.</p>	<p>THOS. BOYD & CO., 28 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>		
<p>WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.</p>				<p>STOKES BROTHERS, GENERAL MERCHANTS, EXETER, ENGLAND, Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds. Correspondence solicited.</p>	<p>This space \$15.00 per year.</p>

3 great lines of Hershey's

Hershey's Milk Chocolate, 10¢ Hershey's Milk Chocolate, 5¢

(BOX OF 24 OAKES, \$1.75)

(BOX OF 48 OAKES, \$1.80)

Hershey's Cocoa

(BOX OF 2 DOZ., 10¢. TINS, 90¢. THE DOZ.)

JOHN SLOAN & CO. Toronto Belleville

we send a salesman around to learn the reason. It is only by keeping after our trade in this manner that we are able to do the enormous business we now handle.

"Last year we sold the most of our customers a small coffee grinding mill so that they might grind their own coffee in small quantities as wanted. It was pointed out to them that this would make a big difference in the quality of their coffee. At first they didn't approve of this, but to-day most of our coffee is sold in the bean, the customers doing their own grinding.

"Then we had to educate them to the fact that they could not make coffee 'any old way.' We published a little booklet giving simple but practical instructions for making good coffee. After this we sold several thousand coffee machines of the French style to customers.

"By showing our customers how to make good coffee, we have induced them to use more coffee. All this increases our sales.

"We are constantly looking for new trade. Lately we have started to push the sale of a dollar tea. While this price seems too high for most people in this locality, the results so far have been very satisfactory and we hope to work up a large and constantly increasing trade.

"I don't think that grocers give the thought to pushing an article like coffee that is required. There is only one way to get trade—that is go after it."—New England Grocer.

SHOULD SHOW TRADE DISCOUNTS

In his latest report to the Department of Trade and Commerce, Ottawa, P. B. McNamara, Canadian commercial agent at Manchester, Eng., says it is a matter of great importance to English buyers that the catalogues of Canadian manufacturers should show the trade dis-



Make two blades of grass grow where one grew before.

By buying lines that are well known and have a steadily repeating sale, stock is worked off in half the time it takes for "the have to be pushed" goods, giving you the original amount of your purchase to invest again, and a good profit to bank. The right lines will make one dollar turn the profit of two in the same length of time. Michel Lefebvre Vinegar Works' products are standard goods. They got their quality reputation years ago. They make sales easily and fast. People will buy them when nothing else will do. They stand for business increases.

The two lines quoted are good examples.

BENGAL, 4-oz. Bottle, 3 doz. to case - - \$2.40 doz.
LION (small stock), 3 doz. to case - - 2.00 "

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.



CEYLON BLACK

We have special values in all grades from 11c. up—write for samples.
Also full range of Teas of all other kinds. Mention the price you want; we have it
GREEN COFFEES—all kinds in stock.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET

MONTREAL

ACME TABLE SALT.

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

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. G. STEWART, Halifax.

BASKETS

We make them in all shapes and
sizes. We have

**Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,**

In fact, all kinds; besides being very neat
in appearance, they are strong and dur-
able. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

count if any is given, otherwise prices
should be marked net less cash discount
when allowed. Buyers in Great Britain
are slow to move, and everything is
carefully weighed up before a decision
is reached. The question is often met
in connection with Canadian manufac-
turers' catalogues "What trade discount
is allowed," and in order to ascertain,
correspondence ensues, delay occurs, and
sometimes business is lost. Continental
competition, especially German, is very
keen in the Manchester district, in al-
most all kinds of wooden manufactures,
and in order to get a foothold prices
should be made as close as possible com-
mensurate with profit.

HINTS TO BUYERS.

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

S. H. Ewing & Son, Montreal, have
some interesting lines of grocers' corks.
They will be pleased to mail samples
and quotations to the trade.

The N. K. Fairbank Co., Montreal,
call the attention of the trade to their
new "Fairbank Plan." Information will
be gladly furnished to clerks and others
interested.

White & Co., Toronto, received an-
other car of California celery this week.

Warren Bros. & Co., Toronto, are of-
fering the trade interesting values in
their "Red Shield" brand of maple
syrup.

The Canada Malting Co., of Toronto,
is negotiating with the Winnipeg munici-
pal authorities with a view to opening
a branch of their business in Winnipeg.

Warren Bros. & Co., Toronto, received
a car of new crop New Orleans molasses
this week, which is of exceptionally fine
quality.

The Eby, Blain Co., Toronto, have a
snap in canned blueberries, solid pack,

both 2s and gallons. Buyers will do
well to place their orders early.

Dawson Bros. Commission Co., To-
ronto, are expecting the arrival of one
car of navel oranges, one car of Cali-
fornia celery, and a consignment of mar-
malade oranges.

The Eby, Blain Co., Toronto have a
carload, consisting of Pacific coast cod,
salmon and halibut, which is due next
week. It contains several lines which
are new to this market, but which,
judging from the number of orders book-
ed ahead, are sure to prove good sellers.

W. H. Millman & Sons, brokers, To-
ronto, have just received a carload of
sugar and molasses from the Barbadoes
government as sample lot. The goods
have turned out very satisfactorily, the
molasses being probably the finest that
has reached Ontario for some time. Mr.
Millman says this is only a forerunner
of a large business from this source.

The Eby, Blain Co., Toronto, have a
carload of green Rio coffee due here this
week, and are quoting at prices below
the market.

NEW FRUIT BROKERAGE BUSI- NESS.

Frederic W. Elliot, fruit and produce
broker and manufacturers' agent, has
opened a warehouse at 88 Colborne
street, Toronto, and will transact busi-
ness with jobbers in carload lots. Mr.
Elliot has had an extensive experience
in this particular line of work, princi-
pally in New York. About a year ago
he returned to Canada to join Dawson
& Co., wholesale commission merchants,
and represented them in both Eastern
and Western Ontario. His beginning
business on his own account is in keep-
ing with his characteristic energy. Mr.
Elliot will deal in California and south-
ern fruits, and has already acquired
several good agencies.

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.	4.00	" "

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.

Hard To Beat

Our Vanilla and Lemon Bar to retail at 10c. is matchless value, and if you haven't stocked it yet you're missing a good one.

Specialties :

Peanuts (Salted), 5c. pkg., quality, A.1., 24 to box, 80c. per box.

Jujube Dolls, 5-lb. boxes, 85c. per box.

Funny Men's Faces, 5-lb. boxes, 85c. per box.

Orange Slices, (Fancy), 6-lb. boxes, 90c. per box.

Pickanninies, 6-lb. boxes, 85c. per box.

1,000 Little Injuns, 5-lb. boxes, 80c. per box.

Also a full range of gross goods and other specialties.

Imperial Biscuit Co., Limited.
GUELPH, ONT.

GREIG'S "White Swan" Brand Prepared COCOANUT

This branch of our business, like all our other departments, is up-to-date and modern in every respect.

Our White Swan guarantee stands behind every pound and means absolute satisfaction or money back. Our object in life is to make **dependable** goods.

We make the full range: Featherstrip, Shredded, Dessicated, etc., and pack in barrels, boxes, pails, tins and packages.

Inquiries for samples and quotations are cordially invited.

THE ROBERT GREIG CO., Limited
White Swan Mill—TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

MOTT'S
"Diamond" Brand
and
"Elite"
Chocolates

ARE LEADERS THROUGHOUT CANADA
AND SELLERS ALL THE TIME.

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

SELLING AGENTS:
J. A. TAYLOR, R. S. McINDOE, JOS. E. HUXLEY
MONTREAL. TORONTO. WINNIPEG.

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

THE WALTER M. LOWNEY COMPANY,

No. 47 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

\$10,000

\$10,000

Ten Thousand Dollars in Gold will be spent by us during the year 1905 for advertising our different lines. We intend first to offer it to the Grocers of Canada.

Ask our Travellers how you can get your share.

LUMSDEN BROS.,

Wholesale Grocers
and Manufacturers,

- - Hamilton, Ont.

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

PURE FOOD SHOW IN MONTREAL

FOOD shows are one of the most effective means of directly bringing the qualities of goods to the attention of the consumer, and when such goods are judiciously advertised in journals closely in touch with the grocery trade, the benefit to the manufacturers from orders received through the regular trade is great. A lady will visit one of the Pure Food Shows and sampling and liking what is shown here will very frequently ask her own grocer for what has appealed to her taste. If the grocer has not the goods in stock he will look up his trade journal and if the goods are advertised therein nine times out of ten he will place an order for same with the manufacturer or the jobber. Pure Food Shows are trade drawers and are considered of the greatest value by the leading departmental stores of the country. The S. Carsley Co., Montreal, have for some seasons past at this time of the year given close and careful attention to their Pure Food department and under the efficient management of Mr. Foreman always had a most successful exhibition. This year's fair, which ran some two three weeks was a better arranged and better managed exhibition than even its good forerunners. Among the exhibits The Canadian Grocer noticed "Force." H. O. Co., Buffalo, N.Y.; the National Food Co.'s exhibit of "Shredded Wheat" and "Triscuit," was in charge of J. H. E. Davis, and attracted a good deal of attention; the Cowan Co., Toronto, looked after by E. Cowan, Montreal agent, and his staff had a well arranged and attractive booth near the main stairs, and certainly Canadian goods as exemplified in the Cowan Co. product, can hold their own; "Eagle" Baking Powder and Jellies, J. H. Maiden, agent, had a most creditable exhibit and the merits of the goods were demonstrated in a practical manner as a chef was kept busy preparing and baking tasty cookies and buns.

The largest exhibit was that of W. H. Dunn, whose two counters and booths contained examples of all that was good

in the Pure Gold Co.'s products, jellies, jams, extracts, etc. Borden's Condensed Milk, Millar's "Paragon" Cheese, Libby, McNeill & Libby's Canned Meats and Bendorp's "Royal Dutch" Cocoa, were all represented, for which lines Mr. Dunn is Montreal and Eastern Canadian agent. With such a selection it is easily understood that the booths attracted crowds, the decorations of the booths were conspicuously bright, the festoon and litho cards making a good background for the individual exhibit. The Ozo Co., Montreal, had on exhibition their well-known pickles, jams and jellies, and a most creditable arrangement met the eye. Next to the Ozo Co.'s booth was an exhibit of the Grocers' Trading and Mfg. Co.'s "Lorette" Maple Syrup and Sugars. In connection with the delicious pan-cakes supplied by the H. O. Co. in the next booth a good demonstration was given of the qualities of both syrup and "H. O. pan-cake flour." Lipton's Teas near the main door arrested the attention of the patrons and the cheering cup was appreciated. Opposite Lipton's the Bovril Co. had a very tastefully arranged department, the various styles of packages backed by the attractive lithographs of the company, making a fine show. Hot, nourishing Bovril was served by two young ladies and the comforting extract was much appreciated by visitors. The zero weather that prevailed during the first week of the fair was particularly good value to the merits of Bovril. C. M. Hodge, advertising manager of the Bovril Co., had charge of the company's exhibit.

In the centre of the large grocery department John G. Bauld, Montreal agent for the Eager Chemical Co., Halifax, N.S., exhibited Eager's "Wine of Rennet" and the excellent dishes prepared by the young lady in charge of the booth were a revelation to visitors. This article should win for itself a good place on grocers' shelves and require only proper demonstration to bring its possibilities to the front. The last exhibit noted was "Fairy Floss" candy by the

World's Fair Candy Co., and the several handfuls that were served out to the scribe were as a lovely dream and just as evanescent.—This is a new line of candy made by electricity and its description is impossible.

The entire exhibit was a credit to the exhibitors as well as to the S. Carsley Co., and its grocery manager, Mr. Foreman, and The Canadian Grocer's half hour there was a most enjoyable one. That the public were interested was evidenced by the crowds that patron Canadian refined sugar.

Dearer Candy in New Brunswick.

Manufacturing confectioners in New Brunswick have advanced the price of penny goods five cents a box or ten cents a gross. Retailers will now sell these goods for twelve instead of ten cents per dozen. No advance has yet been made in the general retail price of box confectionery, and it is not likely there will be any unless a much more decided advance in the price of sugar occurs than has yet been announced.

Several of the leading Ontario confectioners have advanced the price of fancy confectionery from five to twenty per cent. owing to the high price ruling in Canadian refined sugar.

Confectionery Notes.

P. Hamm, of Hamm Bros., St. John, N.B., is contemplating the erection of a biscuit factory at Moncton, N.B.

The American Chicle Co. are about to erect a \$35,000 chewing gum factory and chicle storehouse in Toronto.

The growing popularity of Lowney's Cocoa is now shown by the fact that the new factory at Mansfield, Mass., is working overtime to keep up with orders.

P. G. Armour is now representing The Walter M. Lowney Co. in the Maritime Provinces and is showing some very pretty new designs in fancy boxes.

The Walter M. Lowney Co. have a very handsome one-pound package put up especially for St. Valentine's Day.

The Easter packages put out by The Walter M. Lowney Co. are now ready. Photographs and prices of same will be mailed on request.

More Than Sentiment

is required to produce business success.

We appeal to every grocer for his support in advancing the sale of

Perfection Cream Sodas

because these Sodas are **matchless** for every good quality in soda biscuit making.

In addition, we are spending our money in advertising our Sodas to the public. No other biscuit manufacturer is helping you as we are. Therefore, we solicit business from you on substantial grounds.

Equalized freight rates.
3-lb. Cards or Tins.

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

NEW OFFICE IN LONDON.

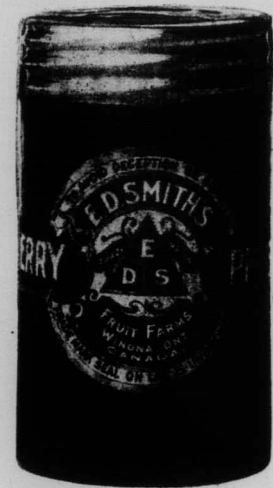
A BRANCH office of the Commercial Department of the Canadian High Commissioner has recently been established at 73 Basinghall street, E. C., London, England. The need of a city office has been felt for many years, and the action of the Government in establishing an office of this sort in the heart of the city will be greatly appreciated by business men throughout London. The office is situated in the heart of the city, in what are known as the Board of Trade Buildings, and is in charge of Mr. Harrison Watson, who for some years has been curator of the Canadian section of the Imperial Institute. The rooms are on the ground floor with several large windows looking into Basinghall street. On each of these windows is a neat gilt sign likely to attract the attention of passers by, so that Canada will be permanently advertised in that section of the city.

Although the offices have only been opened up quite recently, Mr. Watson reports a large number of calls from business men and the amount of correspondence is growing in a very satisfactory manner. It might be mentioned that Mr. Watson attends only to commercial enquiries, and correspondence relating to all other matters should be addressed to Lord Strathcona's offices in 17 Victoria street, S. W., as before.

NEW SALT PLANT.

The new salt plant of the Empire Salt Co., Sarnia, Ont., consisting of pan-house, brine tank, store-house, etc., has been completed and will commence operations in a few days. The vacuum pan system is used and exhaust steam from the Cleveland saw mill will be utilized. Arrangements for a spur from the G.T. R. have been made as well as for shipments by water.

The assets of F. N. Marchand & Co., general merchants, St. Stanislas, have been sold.



Our Object

Is to make you think instinctively of

E. D. S.

Jams, Jellies and Sealed Fruits

(IN GLASS)

when the question of high grade goods is up.

Absolute Purity

is our one standard—for the present and for the future.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

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

THE GROCER WHO DOES NOT SELL

VAN HOUTEN'S COCOA

DOES NOT SELL THE BEST COCOA

THE CONSUMER WANTS THE BEST COCOA

The grocer who recommends always Van Houten's will not impair his reputation for good judgment.

Van Houten's is the highest priced Cocoa on the market, but the *cheapest in use*.

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

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

WINTER
and
SUMMER
SPRING
and
FALL

—are all the
same as re-
gards



Borden's



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

They are sellers all the time.

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.

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.

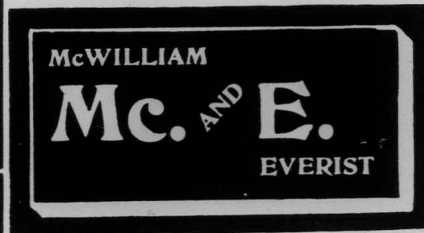
Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Marmalade Oranges,
California Washington
Navel Oranges,
Florida Oranges,
Tangerines



TORONTO, - - ONTARIO

California Celery,
Pine Apples,
Messina and Palermo
Lemons

Send in your orders.
Will give you satisfaction.

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
5 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

Banana Lore.

FIFTY years ago bananas in New York were as much of a novelty as an elephant would be in Lapland. The 10,000,000 bunches of the yellow fruit which now are pouring into the United States every year were not to be found at that time even in the West Indies and Central America, where a shrewd Yankee trader "discovered" the succulent fruit. Such bananas as New York did see were from Florida.

It was about fifty years ago that the British Parliament passed an act to equalize the sugar duties on British and foreign productions. The result of this act became known throughout the British colonies as the "sugar crisis." The West Indian islands had cultivated every acre of their available land in sugar cane, and presently things came to such a pass that the planters abandoned their estates, and the islands that had once been gems in the British crown became barren reproaches to the Government.

Into these island paradises, where only finance and men were vile, one Sunday morning there sailed in a small trading schooner the shrewd Yankee trader already referred to. While the natives were in church at one of the Greater Antillean islands, he surveyed the coast and saw the bananas, which at that time were used for fattening pigs.

Capt. Bush was the name of that man. He sent word to the people ashore that, as he hated to go back to America without a cargo, he would load up with bananas, which would "do for ballast, anyway." For the trouble of cutting the bunches and bringing them aboard he offered something like 5 cents a bunch. So poverty-stricken were the people just at that time that they rushed helter skelter from church to cut bananas for Bush. It is even handed down in banana history that the Jerseyman folded up his sermon, and—well, the poor man had a small grove of bananas around his own rectory! That was the beginning of the banana trade, which at the present time imports into the United States 10,000,000 bunches per annum. Bush's first experiment was a huge success.

Unfortunately, the pioneer and his vessel were lost at sea. Then came a Boston skipper, named Baker. He, with his schooner, had more success. Presently

the West Indians were toiling on the abandoned estates, planting bananas; later on one schooner became ten schooners, ten schooners became a dozen steamers. A great fruit company sprang up, with Baker at its head. In time other companies sprang up. But that is all banana history and dry as dust compared with the romance of the banana itself.

The typical banana plantation is snugly laid out in a beautiful, fertile valley watered by a river and walled in by mountains clad in an evergreen mantle of the thousand and one plants of tropical luxuriance. Here and there occur stretches of pasture land, lending bright contrast to the denser green of the forest. On those hillside meadows one can see steers, mules, and horses dotted here and there, and lazy cattlemen in the shade of the breadfruit trees. All around wave the bannerlike leaves of the banana forest, whence come the metallic "clink" of hoes wielded by bangle-decked coolie girls, while near by a gang of men are engaged in the more laborious work of forking roots under a blazing sun for 30 cents a day. In the distance arise the faint calls of the cowboys as they drive the yoked oxen before the plowman's blade, while a nearer sound is the splashing of a native washerwoman at some cool nook by the river.

The bananas are planted in fifteen square "pieces" of ten acres each, a total of 150 acres. The plants flourish at a distance apart of twelve feet, (although the distance varies,) i.e., 275 bananas to the acre, 2,750 to each ten-acre "piece," and a grand total of 41,250 banana roots to the plantation.

Barring all special acts of Providence, relying upon the fertility of the soil, and allowing for all accidents of ordinary weather and ordinary handling of a delicate fruit, an ordinary-sized banana plantation yields 35,000 medium-sized bunches of fruit per annum.

No doubt this sounds very much as if there is a fortune to be made in the cultivation of bananas. There certainly is money in the enterprise, but many forces must be reckoned with in calculating return of a fortune. Even a gust of wind, lasting only a few seconds, may do enough damage among the strangely fragile trees to make the colonial receivership in bankruptcy no sinecure.

But when a lucky year does come, the man who has money in bananas can estimate a return of from 50 to 100 per cent. when the banana market is in good shape, for the outlay is only about \$50 per acre, against a possible return of even \$150.

But even the big banana ship company has its own troubles. Ever since Bush brought the first cargo of fruit, half rotten, to this country, the problem of preserving the fruit on the voyage has been a trying one. Even now it is more or less a gamble—the carriage of bananas on a five or six day voyage.

The temperature from Watling's Island, in the Bahamas, to within 100 miles of Cape Hatteras does not drop much, but at Hatteras the trials of the supercargo with a shipload of bananas begin.

Up to this point the hatches are kept open to permit a free current of cool air through the ripening bananas. With heat they ripen quicker, but with too much cold the fruit "chills," ripens with difficulty, and is almost unpalatable in the end.

Consequently, great care has to be exercised at Hatteras, where the great climatic change takes place.—N. Y. Times.

Vegetable Growers' Combine.

The vegetable growers of the Niagara district, in conjunction with the Hamilton district growers, have formed a combination, binding themselves not to sell tomatoes to the canners for less than 30c. per bushel this year. Heretofore the price has been 25c., but the growers say they cannot continue to grow tomatoes any longer at this price, and have any profit. The farmers declare that rather than sell tomatoes for 25c. they will plant their ground in something else this year. The outcome of the situation will be awaited with interest by the trade.

The West Lake Vegetable-Growers' Association has been formed in Prince Edward County, Ont., with A. P. Hyatt as president, M. M. Hicks as treasurer, and J. M. Tubbs as secretary. The association has decided to demand from canners this season 30c. per bushel for tomatoes, \$8 per ton for green corn, and \$40 per ton for green peas, as they come from the vines. The canners are prepared to concede to the price in corn and peas, and the only difference now is in regard to the price of tomatoes. If the demands of the growers are not met on this point an effort will be made to secure joint action with the growers of Prince Edward and Wentworth counties for the purpose of bringing combined influence to bear upon the canners.

Frost Ruins Fruit.

The heavy frost of Jan. 25, in Florida, is thought to have destroyed all citrus fruits on trees excepting in the extreme southern part of the state, the total destruction being placed at 300,000 boxes. It is feared that trees in the Jacksonville section are injured, if not killed. Orange trees in the northern section of the state will also be badly damaged.

At the recent meeting of the Victoria, B.C., Fruit-Growers' Association, the question of the establishment of a local factory for canning and preserving fruit was discussed.

NAVEL ORANGES

We cannot emphasize too much the excellent qualities of our

"Bronco Brand" Navels

GENERALLY ACCEPTED AS THE STANDARD

Note these special prices for this week:

"Bronco Brand" Extra Fancy Redlands Navels, all sizes, \$3 00 box.

"Golden Gate" Extra Choice Redlands Navels, \$2.75 box.

MARMALADE ORANGES

Our first car has arrived.

Send for Price List.

WHITE & CO., FRUIT, PRODUCE AND FISH Toronto

"SIGNAL"

You can recommend this brand of Oranges to your Trade. It will give the most exacting customer you have **Satisfaction.**

THE "SIGNAL"

**STEWART
FRUIT CO.
CALIFORNIA**

61 Front E.

Toronto

FRUIT BROKERS Main 5672

W. B. Stringer & Co.

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

**SUGARS LIMITED
MONTERAL.**

**IT Saves Time and Worry By Ordering From us
What you need in**

FANCY ORANGES, LEMONS, ETC.

Knowing You will
get Quick Service
and

HUGH WALKER & SON, GUELPH, ONT.

QUALITY AND PRICES RIGHT.



This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG TOUGH AND STIFF

Will Carry All Kinds Of Packages Safely to Destination

WRITE US FOR
SAMPLES AND PRICES

CANADA PAPER CO.

Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

**BATH
BRICKS**

Those made by
MCDUGALL
are peerless. Insist upon
having them.

D. MCDUGALL & CO., Glasgow, Scot.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.



Try the New Flour.

Sturgeon Falls,
January 19th, 1905.

MESSRS. THE OGILVIE FLOUR MILLS CO
Winnipeg, Man.

DEAR SIRS :

Just a word about your Royal Household flour. My customers are highly pleased with it, say, as long as the flour keeps as good as it is at present, they will use no other. I have sent out several small lots for a trial and it always brings me a sale of more.

Yours truly,

(Signed) S. G. W. HOLDITCH.

THE OGILVIE FLOUR MILLS COMPANY, Limited
MONTREAL, WINNIPEG

IVORINE
COLD WATER
STARCH

Do You Try

to get your Customers to use the very best things? You should. If you do you will get them to use **Ivory** Cold Water Starch.

Your Wholesaler Provides It.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

FLOUR AND CEREAL FOODS

Will Wheat be Higher?

THERE is probably no question at the present time more interesting to the community at large than the above. It has a direct bearing on the price of bread which is such an important item in the living expenses of a large portion of our population, especially in the towns and cities of Canada.

Bakers say the price of bread is now too low considering the cost of manufacture, and that any further rise in the price of flour will compel them to advance the price of bread. As the price of Ontario wheat is now as high as it has been on this crop, and Manitoba wheat is higher than for a long time, indications point to an advance rather than any reduction in the price of flour unless wheat declines—But will it?

As far as Canada is concerned, prices are as high, if not higher, than the legitimate conditions here or in our natural market, Great Britain, warrant; as neither wheat nor flour can be exported at a profit on the present prices, but legitimate, or rather we should say usual conditions do not appear to rule this year.

On Friday and Saturday, Jan. 27 and 28, telegrams from Washington and Chicago stated that Manitoba wheat to the extent of 6,000,000 bushels would be admitted free to supply the Spring wheat farmers with seed. Should this take place, and it is not at all improbable when you consider the poor quality of wheat grown in the Northwestern States last Fall and that a change of seed is highly desirable under ordinary conditions, it would certainly force the price of Manitoba wheat considerably higher. It is very doubtful if there are 6,000,000 bushels of No. 1 and No. 2 Northern wheat left in Manitoba and the Northwest, and these are the grades best suited for seed. No doubt a considerable quantity of No. 3 Northern would be used for this purpose also, as it is said the Manitoba No. 3 Northern is better quality this year than the No. 2 Northern grade in Minnesota and Dakota.

As the total quantity of all grades still available for export is only estimated between seven and ten millions by the most optimistic Western grain men, the taking of even 3,000,000 bushels for

seed purposes to the United States would undoubtedly cause a sharp advance in prices, temporarily at least, and stop our export business with Great Britain unless foreign markets advance also.

The granting of the request of the American millers to permit the mixing of Manitoba wheat with their native wheat in the making of flour for export, also has a most important bearing on this question. The information available on this point is very contradictory. The Chicago Herald on Saturday of last week had a lengthy despatch from Washington tending to prove that there is no possibility of this request being granted, while the Canadian dailies published on Monday, Jan. 30, a direct despatch from Washington saying that Attorney-General Moody had drafted his opinion for Secretary Shaw, that it was quite within the law to permit the payment of the drawback of 99 per cent. of the duty on the Canadian wheat ground and exported in this manner. If this is correct it will cause a decidedly increased demand for Manitoba wheat from mills in the United States if prices remain at or about their present level, but any advance in price would put it above an export basis and prevent the American mills buying the wheat for the manufacture of export flour.

There are a number of other factors which will have a direct bearing on the price of wheat, but we will have to leave them to be dealt with in a future article.

The Grain Situation.

THERE have been no startling developments in the grain situation for the week under review. Manitoba wheat is ruling a little firmer than last week, and a moderate amount of trading in May wheat is reported at a higher level of prices. Grain receipts at Winnipeg are reported to be about the same as last year. The proposal to admit seed grain into the United States free of duty will doubtless have the effect of stimulating the Manitoba market.

Oats are firmer in Ontario, prices now being in the neighborhood of 38c. a bushel. This is owing to the failure of the crop in Quebec and the Maritime Provinces, and the consequent movement

of part of the Ontario supply to these districts. A further appreciation in values is regarded as certain, due to the scarcity, and it is thought in some quarters that there will be no more than sufficient for home requirements between now and next crop. Should this be so, there will be little or no business for export from this out. A year ago sales of car lots were made at 5½c. per bush. under present prices.

On the other hand, New York oats are selling at about 31c. a bush. They have not been able to compete to any extent in the Canadian market owing to the protective duty. American farmers and millers have succeeded, however, in entering the English market with their grain and oatmeal. Failure of the Fall wheat crop in Southern Ontario has made its entire crop necessary for home consumption, and as a result, Ontario's wheat exports to England have been small.

The English wheat market is improving and prices have advanced in consequence of Broomhall's latest report in which he reduces his estimate of the probable Argentine surplus of wheat for export from 96,000,000 bush., to from 81,000,000 to 86,000,000 bush, and his estimate of Australia's surplus from 28,000,000 to from 5,000,000 to 15,000,000. Well-informed London firms also now reckon the Argentine wheat surplus at 20 per cent. less than last year's (93,500,000 bushels were shipped in 1904).

The shipments of wheat to Europe from the principal exporting countries for the week ending Jan. 30, as compared with those for the corresponding week of 1904, were as follows:

	1905.	1904.
America ...	1,102,000	2,908,000
Argentina	1,640,000	1,304,000
Australia	1,216,000	1,176,000
Danube		40,000
India ...	1,920,000	480,000
Russia ...	2,408,000	3,408,000
Totals ...	8,286,000	9,316,000

The quantity of grain on passage to Europe during the week ending Jan 30, 1905, was as follows: Wheat, 29,120,000 bush., as compared with 27,600,000 bush. the previous week. Corn, 16,240,000 bush., as compared with 18,400,000 bush. a week ago.

Visible supplies of wheat in the United States and Canada on Jan. 30, 1905,



Hush! Don't Look

You've been there yourself, perhaps, and it's all right. Just talking over house-keeping plans. He wants

Orange Meat

and so does she. So both are happy.

This breakfast food has a flavor sweet, fruity, rich. There is something to it, and the way it is put up, keeps the air and dampness out. No wonder the grocer has to order it so often.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

were 39,387,000 bush, an increase for the week of 4,000 bush. Visible supplies of corn and oats were 11,682,000 bush. and 18,888,000 bush., an increase of 170,000 bush., and a decrease of 463,000 bush., respectively.

The total amount of wheat in sight on Jan. 30, consisting of the visible supply and the quantity on passage, was 68,507,000 bushels, against 66,983,000 the previous week, 65,840,000 last year, and 71,087,000 in 1903. The total amount of corn in sight on the same date was 27,992,000 bushels, against 29,912,000 last year, and 16,130,000 in 1903.

British Market for Foodstuffs.

THE magnitude of the British market for foodstuffs makes one of Canada's greatest opportunities. Many other countries are our rivals, the United States being the one chiefly to be considered. No effort will be spared by our neighbors to retain their hold on the British market. The movement on the part of the United States millers to secure the privilege of grinding Canadian wheat in mixture with domestic wheat for export and yet of obtaining a drawback of duty, is but one manifestation of the enterprise and energy Canadian exporters will have to meet.

The following table prepared from British official publications shows the quantities of breadstuffs imported into the United Kingdom during the calendar year of 1903 and the amount supplied by the United States:

	All countries. Bush.	United States Bush.
Wheat.....	164,511,200	46,662,737
Barley.....	64,665,067	6,152,153
Oats.....	50,660,599	2,055,477
Rye.....	2,302,370	788,164
Buckwheat.....	308,008	26,615
Peas, split.....	3,270,856	325,573
Peas, other.....	145,160	7,951
Beans, haricot.....	.....	.....
Beans, other, including split.....	.....	.....
Maize.....	100,198,656	37,352,020
Rice and rice meal and flour*.....	519,678,776	.....
Wheat flour†.....	11,568,175	9,270,651
Ootmeal*.....	43,628,928	26,176,864
Maize Meal*.....	66,126,592	55,382,912
Starch and farina*.....	159,355,392	43,290,464
Bran and pollard*.....	30,482,032	1,156,288

* Pounds. † Barrels.
Beans are apparently not imported at all. In all the other articles, except maize and its products, Canada should be able to compete successfully with the United States.

Future of Canadian Wheat.

C. E. McPherson, general passenger agent of the C.P.R. for lines west of Fort William, predicts that in ten years the United States will buy Canadian wheat for home consumption.

"We are increasing our yield of wheat by leaps and bounds, while in the Am-

erican Northwest the wheat production is growing less. It is easy to see what will happen. Some of these days the United States will need wheat it cannot grow, and Canada will have the wheat to sell."

Split Rates for Cereals.

An endeavor is being made to secure a split freight for the products of the American Cereal Mills, Peterborough, which have been partially closed for the past two months. The Peterborough Board of Trade is asking the boards in all the leading cities to co-operate with them in securing from the railway companies a split rate for all cereals manufactured in Canada. Even the partial closing down of the American Cereal Co.'s mills in Peterborough means a loss to the town of \$100,000 annually in wages, as the company employ some three or four hundred hands regularly.

Australian Wheat Harvest.

According to latest reports Australia has thoroughly recovered from the effects of last season's drought, and it is expected that the season's harvest will result in a surplus of 5,000,000 bushels being available for export.

The Australian Government statistician, T. A. Coghlan, has complete his estimate of the wheat harvest, which he describes as follows: "Having completed the compilation of the returns relating to the wheat harvest, I am now able to furnish an estimate of the probable returns for the various divisions of the state. The total yield is estimated at 16,121,000 bush., or 10.2 bush. per acre, which is slightly in excess of the last decennial average (9.9 bush.). The actual figures, as returned by my reporters, amount to considerably more than this total; but as they are based mainly on the returns now being obtained I have reduced the estimate to allow for the losses which so often occur in harvesting the late crops. Still, if the conditions of harvesting are specially favorable, I should not be surprised to see the actual returns reach 17,000,000 bush. A considerable quantity of the wheat is pinched, but, after allowing 8,000,000 bush. for home consumption and 2,000,000 bush. for seed, some 5,000,000 bush. of this season's crop should be available for export, and I am now taking steps to ascertain what stocks of old wheat are still held in the country."

Cereal Notes.

The Pure Food Bill now before the United States Senate at Washington is being strenuously opposed, principally because of its indefinite and indeterminate character.

Arrangements have been completed for the shipment of 50,000 bush. of grain, mostly oats, from Winnipeg to Japan within the next few weeks.

The flour mill and elevator, at Treherne, Man., known as the Treherne Roller Flour Mills, was destroyed by fire on Jan. 24; loss about \$15,000.

W. F. Forrest is about to erect an up-to-date grist mill at Atwood, Ont., to cost \$11,000, and has already signed a contract with the Stratford Mill Building Co. for a complete outfit of modern mill machinery.

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.



In 1-lb. and 2 1/2-lb. pockets



In 1-lb. and 3-lb. pockets.

Pocket Rice

In 100-lb. Bales—(100, 15; 33, 3s.)

Order a bale from any of the following Distributors:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,

MILLS: NEW ORLEANS.

104 WALL STREET
NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.
Toronto, J. S. Donaldson & Co., 50 Front St. E.

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

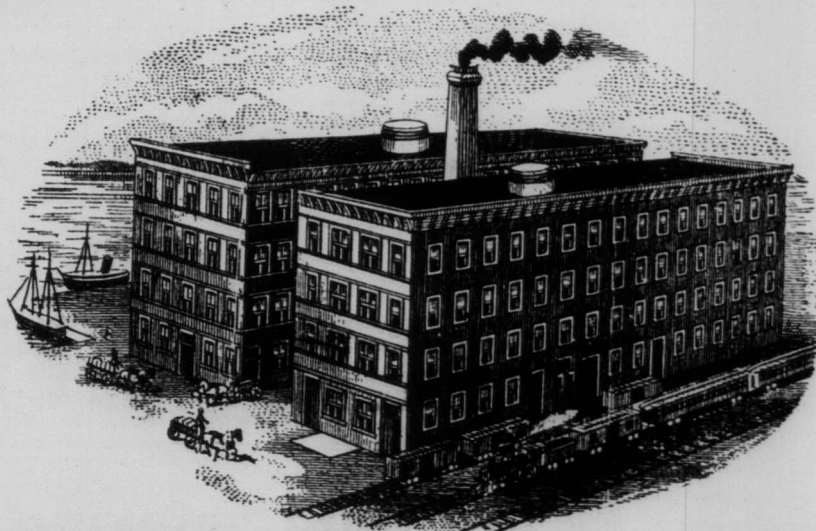
Gold Dust

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 OAR 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.

Tobacco Trade of Canada.

DURING the fiscal year 1904 the people of Canada took from the producers 13,160,000 pounds of home manufactured tobacco, or about 1,200,000 pounds above the average of the four previous years. Canadians seem to have smoked also 180,000,000 Canadian cigars, or nearly one hundred for each adult male in the country. Only about 9,000,000 cigars were imported, or about five per cent. of the whole number sold. Half the smokers in Canada will, perhaps, think they were supplied out of this five per cent. It will also surprise the smoker of imported cut tobacco to know that while the people of Canada smoked 13,000,000 pounds of tobacco manufactured in Canada, the quantity imported was only about a quarter of a million pounds, or two per cent. of the whole.

To produce the tobacco manufactured in this country 8,110,800 pounds of raw leaf tobacco was imported, paying an excise duty of 25 cents per pound. With this was used 2,995,000 pounds of Canadian tobacco and 1,550,000 pounds of "combination tobacco." Roughly speaking, between one-quarter and one-third of the tobacco sold in Canada is from Canadian leaf. Of the cigarettes sold in this country only about four per cent. are imported. A few millions of those made in this country are the product of Canadian leaf.

In 1904 there was an increase in imported tobacco leaf and a decrease in the use of the home grown product. In addition to other material, 3,334,000 pounds of raw leaf tobacco "and other materials" were sold in Canada for the manufacture of cigars. Most of these were made of imported goods. Only 2,015,000 out of more than 180,000,000 were wholly composed of Canadian leaf. A combination of native and foreign leaf was used for 7,221,000 cigars. But apparently ninety per cent. were made of foreign raw material.

Anti-Coupon Bill.

A bill aimed directly against the premium exchange system has been introduced in the California State Legislature.

Its provisions are as follows: To prohibit the selling or exchange of property under the representation advertisement, or inducement that an unidentified, unknown, unselected or chance prize, premium, or trading stamp, stamps, coupon or other like device entitling the holder to receive such a prize or premium is to be part of the transaction, or the selling or exchange of any trading stamp, stamps, coupon or other like device to aid in the sale or exchange of property or the redeeming of any such trading stamp, coupon, etc. The Canadian tobacco trade will be interested in this original point of attack on the premium system, namely, the uncertainty regarding the nature of the prize to be got, which it is contended imparts to it the character of a gamble.

Insurance for Tobacconists.

A novelty in the cigar business which is being introduced by the United Cigar Stores Co. is a system of insurance for employees. The company undertake to issue and pay the premiums for every one of its employees whose salary is less than \$2,500 a year, paying the premium so long as he is in their employ. The amount of the policy will be his salary for one year, provided this is not less than \$1,000. In cases where the salary does not reach

this figure the policy will still be \$1,000. The object of this innovation is, of course, to provide for the widows and children of men who die when in the company's employ. Cigar salesmen are not usually particularly provident, and more than once salesmen of the company have died leaving their family totally unprovided for.

News of the Trade.

McBride & Co.'s cigar store in Collingwood, Ont., was destroyed by fire on Jan. 24; loss estimated at \$2,500.

G. T. Matthews, of Moncton, N.B., traveling representative of the Dominion Tobacco Co., Montreal, is dead.

N. Michaels, manager for Grandas Hermanos y Ca, tobacco manufacturers, Montreal, returned from Cuba last week, where he has been in the interest of his firm. Mr. Michaels has since left for the North-West and Pacific Coast.

J. Bruce Payne, of J. Bruce Payne, Ltd., tobacco and cigar manufacturers, Granby, Que., returned this week from a trip to Cuba. He was accompanied by H. Gagnier and W. H. Steele, of the W. H. Steele Co., both of Toronto.

Andrew Wilson & Co., wholesale tobacconists and cigar manufacturers, Toronto, celebrated their twenty-fifth business anniversary on Jan. 21. The event was the occasion of a presentation and banquet tendered A. Wilson by the traveling and office staffs and factory executive of Andrew Wilson & Co.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

**They have to
sell,** and if you find
yourself "stuck" with
them, send them back.

Money back

is Payne's way. If at
the end of 3 months,
you have any of our
cigars unsold, and want
your money back, say
so, and you get it.

Payne's Cigars

PEBBLE—5 CENTER.

PHARAOH—10 CENTER.

No wonder

we are adding account
after account on such
terms.

Send your order to us
by mail for 1,000 as-
sorted as you direct.

J. Bruce Payne

Limited

Granby, Que.

Feb. 3, 1905

*Average Britons reverence
pedigree.*

*Average Americans, perform-
ance.*

The highest Britons, ancestry.

*The highest Americans,
achievement.*

—Joseph Cook.

What Joseph Cook says

is all right.

T. & B. Smoking Tobacco
has pedigree, performance, an-
cestry and achievement to its
credit.

—No wonder its sales multiply.

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

King Buffalo Cigar

We prepay Expressage on Sample Orders when Cash Accompanies Order.

A Cracking 5-center.
Liberally Advertised.
We send a great variety of advertising matter to help you sell it. \$35.00 per M.

Canada Cigar Co.,

Makers

Mention The Canadian Grocer when Ordering

LONDON,

ONTARIO

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.

Your Customers

will like them just as the customers of other grocers have liked them.

McALPIN'S TOBACCOS

have a flavor that catches the fancy of the tobacco user, and he won't have any other make. And there's more money in them than in other makes for the grocer.

Freights And Charters

BUSINESS is better in freights. Plenty of grain and provisions are being shipped. By far the largest business is being done from Portland as may be readily proven by the manifests of steamers which have sailed. For instance, last week the big Dominion Liner Ottoman sailed from Portland with 40,000 bushels of wheat and other grain, also 3,189 sacks of flour, 1,375 boxes of cheese, 2,972 packages of provisions, 369 cases bacon, and 1,465 packages lard.

boxes of cheese, also 2,422 bales of hay. These cargoes only act as barometers to show the immense trade that Canada is doing. One steamer went to Liverpool and the other to London.

Allan SS. Hibernian sailed for Glasgow with an immense cargo; in fact, very much larger than the mail boat, the Corinthian, of the same line, took from St. John, N.B., verifying what the Allan Line officials complained about early in the

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	*11/6	*12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	*12/	*12/6					
Canned meats, fish.....	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/					
Provisions.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Tierces lard.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Pail lard.....	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/					
Butter.....	*15/	*25/	*25/	*30/	*15/		*80/c.s.					
Cheese.....	*10/	*20/	*20/	*25/	*10/		*80/c.s.					
Eggs in c. s. (meas't).....	*10/	*15/	*15/	*15/	*10/		*40/c.s.mt.					
Clover seed.....	*10/	*10/		*15/	*10/	*15/	*15/					
Cotton.....	†15c				†15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	†Fine20/7/6		†Fine20/12/6	†Fine2/12/6	†Fine2/10/	†12/6	†15/					
Leather sole.....	*20/	*25/	*25/	*30/	*20/	*22/6	*25/					
Leather finish.....	*15/	*20/	*20/	*20/	*15/	*17/6	*20/					
Lumber, hard.....	* 8/	†10½c	*12/6	*14c	* 8/	*15/	*15 m't					
Lumber, soft.....	* 9/	†12c	*15/	†16c	* 9/		*17/6 m't.					

* 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.

This would indicate that business is picking up all over, and is especially encouraging in view of the extreme weather and the difficulty experienced in all kinds of transportation. On this very steamer there were 4,712 barrels of apples, and one remarkable shipment of 1,493 pieces of maple blocks.

Donaldson Line SS. Cervona, another large boat, carried away 40,000 bushels of grain, also 25,714 bushels of corn, 110 sacks of peas, 1,000 sacks of flour, 1,582 sacks oatmeal, and 1,000 cases cereal foods. On this steamer, too, were 7,536

season, namely, that they can get bigger cargoes at Portland.

To contrast the two ships just named; it may be mentioned that the Hibernian carried 16,320 bushels of barley, 40,000 bushels wheat, and 122 sacks of clover seed, as well as 11,342 sacks of flour, and 4,036 sacks of oatmeal, 327 boxes cheese, 2,982 barrels of apples, 3,041 bales of hay, and a large quantity of other cargo. The Corinthian sailed a week earlier to St. John and carried 9,360 bushels wheat, 43 packages of butter, 4,500 packages of lard, and other provisions in

small quantities, also 1,840 barrels apples, 1,485 bales of hay and 26,937 pieces deals.

There is a contrast when a mail boat has to carry lumber from a Canadian port.

A glance at the C. P. R. steamers Montrose for London, and Montcalm for Bristol, shows immense cargoes, because the C. P. R. feed their own steamers at St. John, N.B., and the other boats are practically starved.

Probably the G. T. Pacific will remedy these matters in years to come.

W. J. Dawson of North Augusta, Ont., is about to put in a complete stock of groceries and general sundries.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

PRACTICAL INSTRUCTION ON ADVERTISING

(Continued from last issue.)

The Ad-writer.

Ad-writers are made by experience joined to force.

No man will ever arrive at that point in advertising writing where there will be no more for him to learn.

The best place to learn advertisement writing is at the advertisement writer's desk in any institution where advertising is used. Actual experience combined with exhaustive study, not alone of type style but of the business and goods to be advertised, and of the work of other advertisers, is the best way to develop the art of writing good advertisements.

A writer may be quite master of his subject and yet may not be able to present it advantageously for want of sympathy with his audience.

In writing an advertisement it is a good idea to presume that the buying public are anxious to know all about the goods you offer for sale.

One's advertisements should represent one's goods—not oneself.

Advertisement-writing requires aptitude, common-sense, a good knowledge of everyday English and of human nature and experience. There should be added to these hard work.

One who writes advertisements must learn how to make an appeal to the understandings of men. Oftentimes the very brightest ideas fail to do more than arouse the curiosity for a brief space.

Many an advertisement writer imagines that he is pursuing a literary rather than a business calling—and the result is disastrous.

The man who has a great knowledge of and deep insight into human nature possesses one of the chief essentials of a good advertisement writer.

Neither big words nor big type can magnify a small idea.

A too frequent use of superlatives in advertisements is to be condemned. Claiming to have the best and biggest of everything excites distrust.

Originality in advertising does not mean sensationalism—it simply means the use of one's ideas in one's own and usual way, instead of an endeavor to make over some other person's ideas and present them in a slightly different form.

Every little while one comes across advertisements containing a short essay. To the reader who is genuinely interested in the gist of the advertisement, the essay feature is vexatious. Stringing out a pretty story may be interesting to the writer but his interest is subordinate to that of the buyer. The man who forgets all about himself and who simply says what he has to say, briefly, pointedly, and without frills, writes the best advertisements.

In writing an advertisement ask yourself these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if that is its claim; or upon its price, if that be its advantage.

The best thing to talk about is the thing you desire to sell—talk of its quality, its price, its advantages, its desirability at the price quoted. Advertise to the point, and always be as explicit as possible.

In writing an advertisement first arrange your facts in your mind in the order of their importance. Then grade your display in accordance. If you will be guided by this simple rule, even if the advertisement which you may construct thereupon be no masterpiece, it will certainly never be a poor one.

Subscribe to the metropolitan dailies and the good magazines. Read the advertisements of the really great advertisers—the strong, sure, big salaried fellows. Read, above all, the advertisements of the man you most admire—the one whom you are sure you will never be able to emulate, much less equal. He will benefit you. No one knows how such mental processes work out but it is certain you will acquire writing strength from him.

Before you send your advertisement to the printer just read it over and ask your self how the man next door, your

neighbors and your wife would regard each statement. For they are living, breathing human beings representative of the human beings who are to read your advertisement. What will appeal to them can be depended upon to appeal to their kind. What will not receive their sanction can never touch humanity in the mass.

Brevity.

Most advertisers are caught on the run. In our busy, bustling life, time is valuable, and readers naturally select what can be quickly read and readily comprehended, so that while no persuasive argument should be omitted, the statements should be as brief as possible, consistent with thoroughness.

Be brief, but don't be afraid that the reader will refuse consideration to an interesting story. Cut out every superfluous word, but use enough to make your point. Keep the end of your matter in view—to give a true, satisfying, complete idea of your goods.

Brevity never fatigues, therefore is a welcome guest.

Don't be too brief. The sermons on brevity, preached so persistently in advertising journals, are mainly intended for the beginner—the young writer who uses six words upon an idea that can be expressed in two, and then fails of making it clear. Practice soon gives him precision in writing, and when he has arrived at proficiency he chooses fitter words to clothe his thoughts. When a writer has real thoughts and some skill in expressing them, it is usually safe for him to use as many words as he thinks necessary. Any advertising matter that is interesting will be read—and the experienced writer makes it interesting. If it is clearly expressed in two hundred words the reader gets through it more quickly than if it were cramped into half as many. The longest way round is frequently the shortest way home.

The soul of advertising is not brevity, but interest. Advertising is not altogether the art of saying things in the minimum number of words, but of saying them in forceful words, and as many as are needful for the purpose. Sentences may be filed down to the fine point, but the point must not be filed away. In certain cases three sentences are more effective than three words of epigram. The ad. writer must exercise judgment, looking to his matter rather than to the economy of words in presenting it.

(To be Continued)

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.
Backing 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.

February 2, 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
Found 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	.....	\$3 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	5lb.	10 40
1 doz.	5lb.	19 50
JERSEY CREAM BAKING POWDER.		
Size, 5 doz. in case	.....	\$0 40
" " " "	.....	0 75
" " " "	.....	1 25
" " " "	.....	2 25
OCEAN MILLS.		
Ocean Baking Powder, 1 lb., 4 doz.	.....	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	.....	90
Ocean Baking Powder, 1 lb., 3 doz.	.....	1 25
Ocean Borax, 1-lb. packages, 4 doz.	.....	40
Ocean Cornstarch, 40 pks. in a case	.....	78
Freight paid, 5 p.c. 30 days.		

MAGIC BAKING POWDER.		
Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
2 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 20
3 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.		
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
"VIENNA" BAKING POWDER.		
1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	75
BEE BAKING POWDER.		
1-lb. tins, cases 4 doz. per doz.	.....	\$3 25
HOME BAKING POWDER, CO., MONTREAL.		
2 doz. case 1 lb.	.....	\$3 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	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25



JAMES DOME BLACK LEAD.	
6a size	Per gross \$6 40
2a size	Per gross 2 50

"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	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes	0 02
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	..... per lb. 16c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.	..... 12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

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

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	..... \$0 45
" 5-doz. 10c. " "	..... 0 90
Bosch's Brooms.	
Bamboo Handles, A, 4 strings	..... \$4 50
" " B, 4 " "	..... 4 30
" " 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 13c
Chocolates and Cocoas.	
THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	..... per doz. \$6 75
" 1/2-lb. tins	..... 3 50
" fancy tins	..... 2 00
" 5-lb. tins, for soda water fountains, restaurants, etc.	..... per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	..... 2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	..... 2 55

When selling syrup why not sell the Best?

"CROWN"
BRAND



Table Syrup

has every quality ensuring satisfaction
to retailer and consumer—

It is CLEAR,
CLEAN,
DELICIOUS,
HEALTHFUL,
INVIGORATING,
AND
PROFITABLE TO HANDLE.

Put up in Tins—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2-Brils.,
5 " " "	1 "	Kegs and Pails.
10 " " "	1/2 "	
20 " " "	1/4 "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY EVERY JOBBER.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

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

	Un-bered.	Covers and num numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in case, per case..... \$0 82
doz. packages (12 to a case)..... 0 75
doz. packages (12 to a case)..... 0 98

Cleaner.

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

Wholesale Agent:
The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" "	1-lb. tins	2 25
" "	5 doz., at	\$ 1 40
" "	1 doz., at	1 45

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 50 to 1 75
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12 oz. glass jars, 2 doz. in case, per doz.	\$0 95
2-lb. tins, 2 doz. in case	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06
7 and 14-lb. wood pails	per lb. 0 06
30-lb. wood pails	0 06
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06
30-lb. wood pails	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 42
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$ 3 50
3 cases "	3 50
5 cases or more	3 40

Matches.
UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case, 5 cases.
Imperial	\$5 75 \$5 50
Best	3 75 3 50
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur—	
Club	3 90 3 75

Mince Meat.
Wether's condensed, per gross net..... \$12 00
per case of doz. net..... 3 00

Mustard.
COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 60
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	0 25
1-lb. tins	0 22
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Meat.

Cases, 36 15c.	packages	\$4.50
5 case lots	4.40	(Freight paid.)
Cases, 20 25c.	packages	4.00
5 case lots	4.00	(Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	per doz. \$1 50
" quart glass jars	2 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.
STEPHENS.

A. F. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$ 2 20
Corked	1 90

Soda.
COW BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 40 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	per case. \$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	\$2 75

Soap and Soap Powders.
A. F. TIPPETT & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 20
Oriole soap	" 10 20
Gloriola soap	" 10 20
Straw hat polish	" 10 20

RABBITT'S.

Babbitt's "1776"	
6-oz. pkgs \$3.50 per box.	5 boxes a
freight paid and half box free.	
Babbitt's "Best soap, 100 bars	
\$4 10 per box.	
Potash or Lye, box	

each doz., \$3 per box.
WM. E. DUNN AGENT.

CHASER SOAP
Does the Work



Quebec and Maritime Merchants

Interested in High-Grade

Coffees and Spices

Will please note that we have not made any change in our travelling staff. Our Mr. W. J. WILSON will call on you as heretofore.

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal

Cor. LaGauchetiere St.

CHABER SOAP.

1 case \$2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton. \$ 0 05
No. 1 " " " 3-lb. " " 0 05
Canada laundry " " " " 0 04
Silver gloss, 6-lb. draw-lid boxes. 0 07
Silver gloss, 6-lb. tin canisters. " 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal. " 0 07
Benson's satin, 1-lb. cartons " " 0 07
No. 1 white, bbla. and kegs. " " 0 05
Canada White Gloss, 1-lb. pkgs. " " 0 05
Benson's enamel. " per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn. " 0 06
Canada Pure Corn " " 0 06

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. " " 0 08

"Bee" brand starch—
laundry, 64-12 oz. pkg. per case \$5 00
" " " 32-12 " " " 2 50
" corn starch 40-16 oz. pkg. " " 3 00
" Sun" borated starch, 40-16 oz. pk. " " " " 3 00
" " " per case. " " " " 3 00
" borated starch, 50 box, 100 lb. keg 0 06
" laundry " 50 " " 0 05
" Gem " " 100 & 200 lb. kegs 0 05

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. " 0 05
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb. " 0 05
Barrels, 200 lb. " " 0 05
Kegs, 100 lb. " " 0 05

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
6-lb. toy trunks, 8 in case. " 0 07
6-lb. enameled tin canisters, 8 in case. " 0 07
Kegs, ex. crystals, 100 lb. " 0 06

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. " 0 07
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case " 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. " 0 05
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. " 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb. " 0 07

W. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb. " 0 07
Durham corn starch, 40 lb. " 0 06

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. " 0 06
" " " 1-lb. cartons, 36 lb. " 0 06
" " " 30-lb. bbl. " " 0 05
" " " 100-lb. kegs. " " 0 05
Canada Laundry, 40 to 48 lb. " 0 05
Ivory Gloss, 2-4 family pkgs., 48 lb. " 0 07
" " " 1-lb. fancy, 30 lb. " 0 07
" " " large lumps, 100-lb kegs " 0 06
Patent starch, 1-lb. fancy, 36 lb. " 0 07
Abram Glass, 1-lb. packages, 40-lb. " 0 05



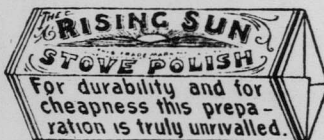
OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
" " " " " " " " 0 20
Blue Label, retail at 30c. " 0 22
Green Label. " 40c. " 0 28
Red Label. " 50c. " 0 35
Orange Label, " 60c. " 0 42
Gold Label, " 80c. " 0 55

SAN TOY STARCH.
10c. pkgs., cases 5 doz., per case. 4 75
Stove Polish.



For durability and for cheapness this preparation is truly unrivalled.



ENAMELINE
pr. dz
Enameline No. 4, bxs. ea. 3 dz. 0 38
Enameline No. 6, bxs. ea. 3 dz. 0 65
Enameline Liquid, bxs. ea. 3 doz. " 0 80
Blackens, 6-lb. cans, per lb. 0 10
Enameline stove dressing, per doz. " 0 70

Syrup.
"OROWN" BRAND PERFECTION SYRUP.
Per case.
Enamelled tins, 3 doz. in case " 3 40
Plain tins, with label—
2 lb. tins, 3 doz. in case " 1 90
5 " " " " " " " 2 35
10 " " " " " " " 3 25
20 " " " " " " " 3 10
(10 and 20 lb. tins have wire handles.)
"BEAVER" BRAND. Per case.
1 gal. tins, square, 6 in case " 4 40
1/2 gal. tins, round, 12 in case " 4 50
1/2 gal. tins, round, 24 in case " 4 60
"SMALL" BRAND—Standard. Per case.
1 gal. tins, square, 6 in case " 4 70
1/2 gal. tins, round, 12 in case " 4 80
1/2 gal. tins, round, 24 in case " 5 30



TEAS.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1-lb. " 0 20 0 25
" " " " " " " " 0 21 0 26
Green Label, 1-lb. " 0 23 0 30
Blue Label, 1-lb. " 0 23 0 30
Red Label, 1-lb. " 0 26 0 33
Gold Label, 1-lb. " 0 44 0 50



Cases, each 60 1-lb. " 0 35
" " " " " " " " 60 1-lb. " 0 35
" " " " " " " " 50 1-lb. " 0 35
" " " " " " " " 120 1-lb. " 0 36



LUDDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1-lb. " 0 18 0 25
" " " " " " " " 0 19 0 25
Orange Label, 1-lb. and 1/2-lb. " 0 21 0 30
Brown Label, 1-lb. and 1/2-lb. " 0 28 0 40
Brown Label, 1-lb. " 0 30 0 40
Green Label, 1-lb. and 1/2-lb. " 0 35 0 50
Red Label, 1-lb. " 0 40 0 60

"OROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2-lb. " 0 25 0 50
Blue Label, 1-lb. and 1/2-lb. " 0 28 0 40
Green Label, 1-lb. " 0 19 0 25
Green Label, 1/2-lb. " 0 20 0 25
Japan, 1-lb. " 0 19 0 25

E. D. MARONAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes " 0 42
" " " " " " " " 0 40
" " " " " " " " 0 36
EMD AAA Japan, 40 lb " at. " 0 32
" AA " " " " " " 0 30
Blue Jay, basket fired Japan, 70 lbs. " 0 27
"Condor" IV 80-lb. " 0 32
" " " " " " " " 0 27
" " " " " " " " 0 27
" XXXX 80-lb. boxes " 0 35
" " " " " " " " 0 34
" XXX 80-lb. " " 0 21
" XXX 30-lb. " " 0 22
" " " " " " " " 0 19
" " " " " " " " 0 20
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 2 1/2

Black Teas—"Nectar" in lead packets
Green Label " " " " " " 0 26 at 0 20
Chocolate Label " " " " " " 0 25 at 0 25
Blue Label " " " " " " 0 50 at 0 35
Maroon Label " " " " " " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. " 0 33
" " " " " " " " 0 43
" " " " " " " " 0 50
" " " " " " " " 1 50
"Condor" Ceylon black tea in lead packets

Green Label, 1/2, 1/2 and 1/2, 60-lb. cases " " " " 0 25 at 0 20
Grey Label, 1/2, 1/2 and 1/2, 60-lb. cases " " " " 0 30 at 0 25
Yellow Label, 1/2 and 1/2, 60-lb. cases " " " " 0 35 at 0 26
Blue Label, 1/2, 1/2 and 1/2, 60-lb. cases " " " " 0 40 at 0 30
Red Label, 1/2, 1/2 and 1/2, 60-lb. cases " " " " 0 50 at 0 34
White Label, 1/2, 1/2 and 1/2, 60-lb. cases " " " " 0 55 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 " " " " per lb. 0 35
No. 2 " " " " " " 0 32
No. 3 " " " " " " 0 30
No. 4 " " " " " " 0 30
No. 5 " " " " " " 0 17 1/2

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4, 5/8 and 10c. " 0 20
" Amber, 5/8 and 3c. " " 0 20
Chewing—Stag, bars, 10c. " " 0 45
" Bobs, 5/8 and 1/2 " " 0 44
" " 10c. oz. bars, 5c. " " 0 44
" Currency, 12 oz. bars, 12c. " " 0 47
" " 6c. and 1 1/2c. " " 0 47
" Old Fox, narrow, 12c. " " 0 47
" Snowflake, 14c. oz. bars, 10c. " " 0 47
" Pay Roll, 1/2 and 6c. " " 0 45
" Fair Play, 5c. and 1 1/2c. " " 0 45

Vinegars.
E. D. MARONAU, Montreal. Per gal.
EMD, pure distilled, highest quality. " 0 20
Condor, pure distilled. " " 0 25
Old Crow " " " " 0 20
Special prices to buyers of large quantities

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. " 0 45 0 10 05
" " " " " " " " 100 10c. " 10 25 22 40
Bottles, cases, 3 doz. " 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. " 0 4 65
100 10c. " " " " 7 20
100 5c. " " " " 3 50
1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor. " 1 20
" Crown. " 1 35
" Improved Globe. " 1 50
" Standard Globe. " 1 00
" Original Solid Globe. " 1 50
" Superior Std. Bk. Globe. " 1 95
" Jubilee. " 1 90
" Pony. " 0 90
Diamond King (glass). " 11 25
Tubs, No. 0. " 9 00
" " " " " " " " 9 00
" " " " " " " " 8 00
" " " " " " " " 7 00
Pails, No. 1, 3 hoops. " 1 25
" No. 3, " " " " 3 00

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case. \$1 05
Gillett's cream yeast, 3 doz. " 1 05
Jersey cream yeast cake, 3 doz. 5c. " 1 00
Victoria " 3 doz. 5c. " 1 00
" " " 3 doz. 10c. " 1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

If you want the best.

Ask for it.

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EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS
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"Butterfly Brands"

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

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

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

SAMPLES FREE ON APPLICATION.

ECONOMIZE

Time. When you can get all ready made **100 Good Ads.** for a **Grocery Store** for \$1.00, why trouble to think out how to say things? Price \$1.00. Sent on approval. No questions asked if you return it.

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10 FRONT ST. E., TORONTO, ONT.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIR:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.



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