

**PAGES
MISSING**

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

Allied Trades in Canada.

**PUBLISHED
EVERY FRIDAY**

**CIRCULATES IN
EVERY PROVINCE**



The season for Laundry Blue is now at its best and orders for **KEEN'S OXFORD BLUE**

are being placed all over Canada. It is the Best Blue in the world.

Keen's Oxford Blue



A Thin Layer of Raspberry Jam

between two biscuits makes Jam-Jams, one of our many varieties of fancy biscuits. It has a subtle and pleasant flavor, and will please your customers.

CHRISTIE, BROWN & CO., Limited
TORONTO and MONTREAL

LIMITED

The Wallaceburg Sugar Company

is the best and it is all Canadian.

Crystal Granulated

Don't be misled by any false notions, or old-fashioned ideas.

CANADIAN BEET SUGAR.

The makers of the best lines of Jams, Jellies and Preserved Fruits on the Canadian market are using

Something to Think About.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New styles. Lower prices.

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

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

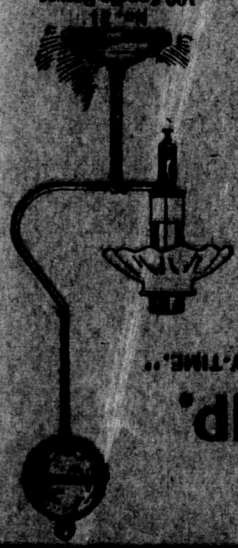
Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

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

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1685 NOTRE DAME ST., MONTREAL.



ADOLPHE E. SMYLYE, President
H. W. PETREBRIDGE, Secy and Treasurer

NATIONAL LICORICE CO.

YOUNG & SMYLYE'S
PURE
STICK LICORICE

Successors to
YOUNG & SMYLYE
BROOKLYN, N. Y.

S. V. & P. SOUDER
BROOKLYN, N. Y.

MELTON & RITTENHOUSE CO.
CAMDEN, N. J.

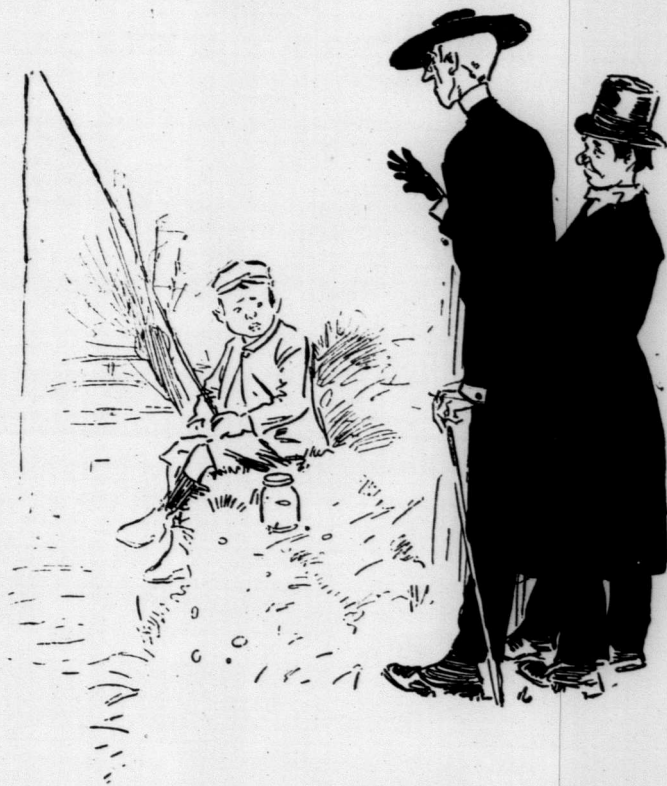
H. W. PETREBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S. SOUDER, and H. & E. Brands of PURE STICK LICORICE, Acme Licorice Factory, N. & E. 23rd Street in New York, and a full line of Licorice specialties, including the celebrated soft Licorice lines sold under the Company's brand as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE MASTIC LICORICE.

OFFICE-108 JOHN ST.
106-116 John St., } Brooklyn, N.Y.
227-237 Plymouth St.

Illustrated Catalogue on request.



Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

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

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

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

**Highest Quality
Always.**

ARTHUR P. TIPPET & CO.,

8 Place Royale,
Montreal.

Sole Agents.

20 1/2 Front Street,
Toronto.

Human Nature's concern about itself is your opportunity. It demands a healthful food. All you need to do is to recommend fish as preferable to meat, and particularly to recommend

**"HALIFAX," "ACADIA" AND
"BLUENOSE" BRANDS** OF PREPARED
CODFISH

as being the best KIND of fish. The best flavored codfish in the world are caught in the waters adjacent to Nova Scotia, and it is from those fish that these brands are made.

Put up by

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



Representatives in Quebec and Ontario;

A. H. BRITTAIN & CO.
Board of Trade Building, MONTREAL.

"Sterling" Brand Specials

The grocer can never go astray with any line of pickles or relishes marked "Sterling." But a word to-day of several lines that he should be sure to add to his stock:—

CANADIAN RELISH—our newest, and bringing repeat orders wherever sold.

SOUTH AFRICA RELISH—always popular.

CHILI SAUCE—new and a great seller.

ROYAL CLUB SAUCE—should always be kept in stock.

SWEET PICKLES—sales large.

These are done up in glass, 2 dozen in case. Write your jobber or direct.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.
LIMITED

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

VINEGARS

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

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

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

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

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

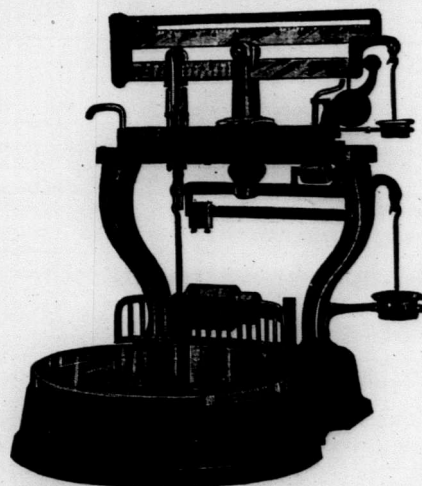
High-Grade COFFEES

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

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



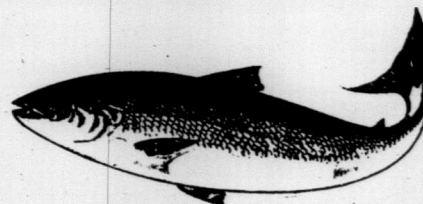
The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

**DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.**

SOCKEYE SALMON



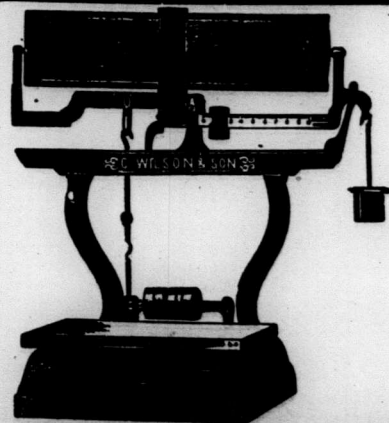
"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.



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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

JAPAN TEAS

Volumes might be written on the subject of the superiority of the teas of **JAPAN** over those of other lands.

You, as busy merchants, would not have the time to wade through them, but you **do** have time to try them in the cup.

If you have trade you wish to please, send them a sample of **Japan Tea**. It will please them and pay you.



EASY

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

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

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

Smith Bros., The Fly Felt Men.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

| | | | |
|---------------------------|-------|-------|-------|
| | 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.

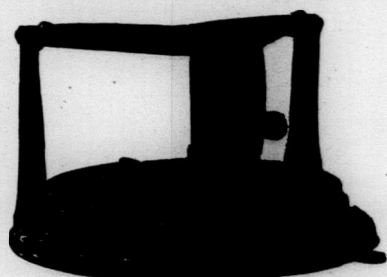
CORKS—

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

S. H. EWING & SONS Toronto Branch, 29 Front St. West
 96 KING ST., MONTREAL, TELEPHONE MAIN 2059

Telephone Bell Main 65.
 " Merchants 522.

Telephone orders receive prompt attention.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
 SAVES FROM WASTE**

**EASY TO OPERATE
 PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

TEA ROSE DRIPS

If Your Idea

is not merely to "make a sale," as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods—sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to-day—without exception.

ROSE & LAFLAMME, Agents,
 MONTREAL.

OBSERVE THE LABEL.



If the name on the bottle spells . . .

"PATERSON'S WORCESTER SAUCE"

you have the standard brand and the very best value for the money on the market. Be sure not to "run out" of "Paterson's."

ROSE & LAFLAMME,
 Agents, - - MONTREAL.

The **QUEEN**
of Teas
For
The **KING**
of Lands.

Ceylon Tea

FOR CANADA

Ceylon Green Tea is incomparable.

Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most fastidious customer, and gives you a fine margin of profit.

April 29, 1904

THE CANADIAN GROCER

TEA.

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

"COMMISSIONER,"

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

"Royal" Salad Dressing

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

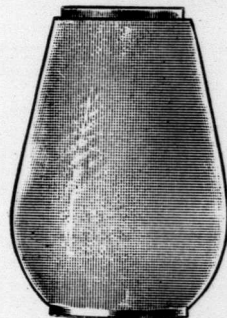
A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "nib" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



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.



ROW'S
GUM

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

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

"ACME" TABLE SALT

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



IF

FLIES CARRY
DISEASE

AS YOUR CUSTOMERS
WELL KNOW

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

WASTE.

Skin, Seeds and Fibre in Tomatoes are waste. We remove this waste by our process. We give about 3 times the value in our tomato pulp that others give in their goods.

Our price is \$1.00 doz. F.O.B. Burlington.
Have we had your order?

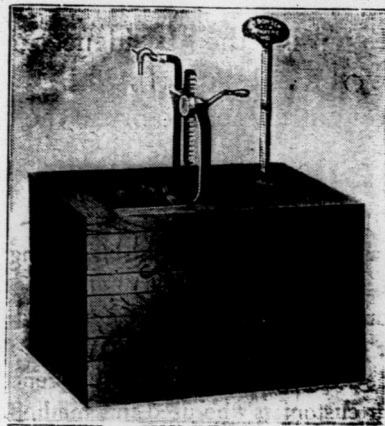
The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

ECONOMY IS CLEAR GAIN



FIRST FLOOR OUTFIT.

So Stop Wasting
Time and Oil

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

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

It Saves Oil

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

It Saves Time and Labor

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

Bowser Outfits ARE BUILT TO LAST.

THEY HAVE ...

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

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

SAVES OIL TIME LABOR MONEY.

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

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

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

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

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

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

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

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

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

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

DON'T WORRY

your customers by selling them inferior goods. You will lose trade by it. Take no chances. Always give them the best—

JAMES' DOME BLACK LEAD

None better. Over sixty years on the market.

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

Three Items of Good Cheer :

Bromley's Coffee Essences
Dr. Laing's Cream Sauce
Cerebos Salt

We cater to the very best class of grocery trade. The lines of specialties we handle are unexcelled.

The retail grocery trade is asked to correspond with us—to call when possible—to find out how good are the three lines above named. To sell these goods gives prestige to any grocer.

W. G. PATRICK & CO.,

Sole Canadian Agents - 29 MELINDA ST., TORONTO.



MORE DOING

When you please a purchaser on CONDENSED MILK more will follow.

REINDEER BRAND

has proved this by the ever-increasing demand.



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

AURORA CORN SYRUP

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

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

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

Freight paid on 5-case lots.

Price subject to change without notice.

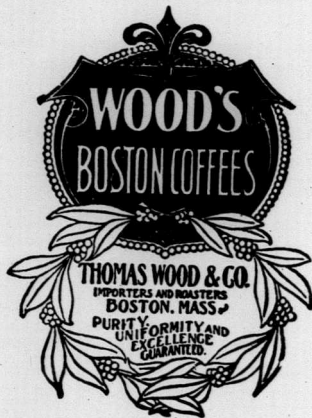
Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.



LIKE BEGETS LIKE

Every Grocer is anxious to command the best trade in his own neighborhood.

The patronage of the most respectable citizens is the very best advertisement.

Sell the best, and you attract the best; "Like Begets Like," in this case.

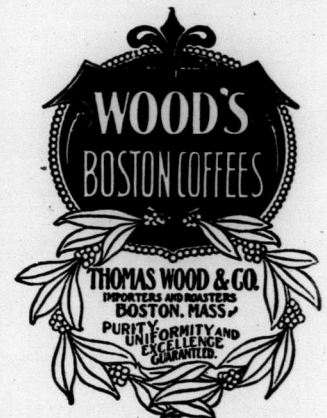
You have a loadstone in **WOOD'S COFFEES**, with their high standing of 25 years, to begin with.

They draw trade, and they hold it.

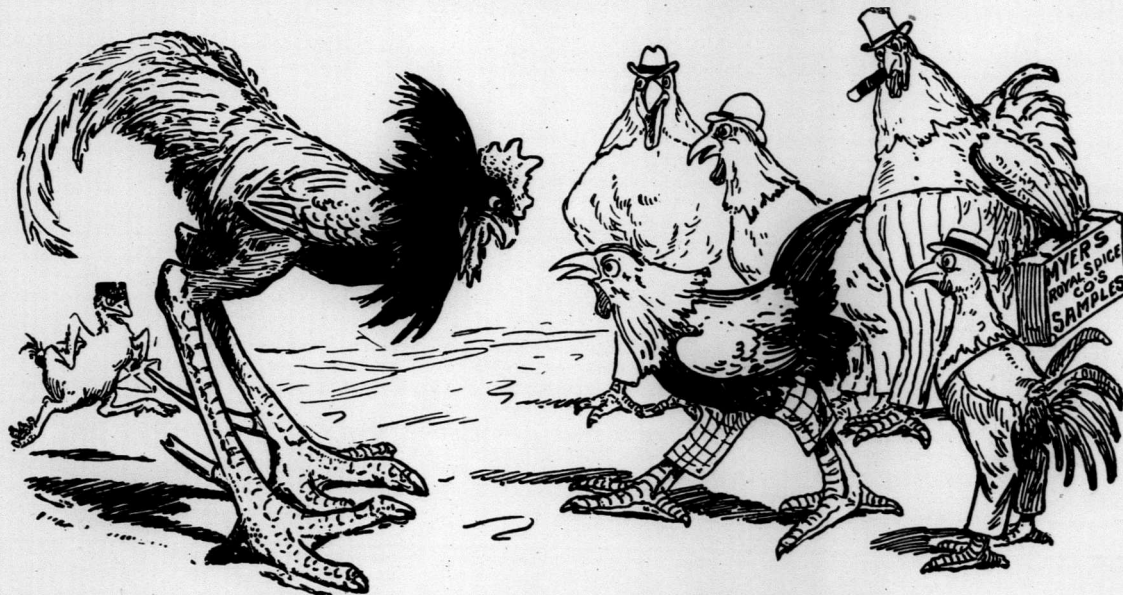
Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



DONT BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write **MYERS ROYAL SPICE CO., Niagara Falls, Ont.,** for further particulars.

CO-OPERATIVE TRADING IN EUROPE

IN an address delivered in England in 1874 Prof. Goldwin Smith said that when negotiations were once going on between Napoleon Bonaparte and the Austrian Government, before the treaty of Campo Formio, the Austrian Government offered as a concession that they would acknowledge the French Republic. "The Austrian Government might as well offer to acknowledge the sun in heaven," was young Bonaparte's answer. And an attempt to defend co-operative stores, continued Professor Smith, to attempt to show that co-operative stores might be successful and beneficial would be like offering to acknowledge the sun in heaven.

Since that time the co-operative movement in England has made enormous strides and in the twenty-six years preceding 1890 the sales made through the societies amounted to the almost incredible sum of £471,200,000, and the profits for the same period amounted to nearly £40,000,000. In 1890 there existed in Great Britain one thousand five hundred and fifteen societies with over a million members and a capital exceeding £11,000,000. Their annual business at that time amounted to upwards of £40,000,000 and their yearly profits to £3,755,646. Of the number of members of the societies Lord Rosebery said: "We have an army as great again as the army Napoleon led into Russia, and the capital of the movement is as great as the national debt of England in the reign of Queen Anne; and the co-operative annual income is as great as the income of England during the reign of William III."

Mr. Gladstone speaking at West Calder in 1890, remarked that co-operation in the distribution of commodities was attended with immense economy. "Most heartily," he said, "wherever it can be had, in manufacture or in agriculture, I for one cordially wish it well."

The co-operative societies in England are chiefly trading concerns, but they also carry on numerous mills and factories and many of them own a large number of houses and other properties which have been acquired for the use and benefit of their members. Mr. Holyoake, author of the "History of Co-operation in England," and other economic works, says: "The reader who has proceeded thus far will understand what are the

signs of the co-operator and will almost know him at sight. You may know one in the streets of Yorkshire—the men are better fed and the women better dressed, the children are healthy and plump. In the face of a co-operative workman there is more satisfaction, his face has fewer furrows of care." The same author further says: "No store ever fails that pays a fair dividend and no store ever fails to pay a fair dividend whose members buy at it."

At the British Co-operative Congress held in 1902, reports were received from 1648 societies doing business in the United Kingdom, with a membership of 1,919,555, a share capital of £24,595,706, and profits of £9,000,000, or nearly 37 per cent. on the share capital. The annual sales reported for 1901 were £81,782,949.

Prominent among the English co-operative societies are the wholesale concerns, which are really the purchasing organizations for the retail stores throughout the country. The Economic Review for April, 1903, speaking of the annual report of the co-operative wholesale societies says:

"The Wholesale Annual, as it is popularly called, never appears but it has a tale to tell of growing business and strength which thoroughly astonishes outsiders. For what is related must appear to them truly fabulous. The Manchester society alone has in the latest instance in the report for 1901 £17,642,082 of sales to record, as compared with only £8,766,430 ten years previous, and £3,574,095 in 1881, and only £758,764 in 1871. That society began business in 1864. Up to 1901, inclusive, it sold in all £208,163,058 worth of goods, netting £3,073,251 of profits, which means that the latter sum has been paid back through this society into the pockets of the purchasers. From year to year the society has gone on extending its business, perfecting its methods, widening its sway like a great empire; laying new provinces under contribution, unceasingly conquering, annexing, absorbing, consolidating. It has its branches and depots now established all over the world, in Australia, in Ceylon, in France, in Denmark. It runs its own flotilla of steamers backwards and forwards to interconnect them. It grows its own tea out in China on its own plantation. It manufactures its

own boots and shoes, every description of clothing, its own furniture, its own soap, cocoa and other provisions.

"The Scottish wholesale co-operative society, which is smaller and newer, but really more abreast with the times, comes in to swell the total by £5,700,743 of sales in the year, with £251,686 profit."

IN GERMANY, AUSTRIA AND FRANCE.

Complete statistics concerning the co-operative societies of Germany are not available. The principal sources of detailed information about them are the reports published by the Central Union. The union, however, only furnishes statistics for those societies which accept its rules and make regular reports to its central office. The co-operative movement in Germany appears to have originated near the middle of the last century and in 1888 a statement compiled by the union gave the names of 5,950 societies with two million members and an annual business of about \$700,000,000. The German societies carry on various lines of business, including banking and manufacturing and the supplying of machines and other goods to farmers.

In the Austrian Empire and the Kingdom of Hungary statistics gathered in 1883 show a total of 1,872 societies. Eight years later when a convention was held in Prague it was estimated that considerable progress had been made but no statistics were available, there being no central bureau for the gathering of information of any kind.

In France it is probable that in the case of co-operative societies, as in the case of other institutions, the Government keeps complete statistics from year to year, but up to the present time I have not been able to get any satisfactory statement. The farmers of France, however, supply themselves very extensively through co-operative societies with their agricultural implements and other articles required on the farm, and to such an extent is this the case that the large American implement companies find it necessary there to set aside their ordinary methods of doing business and place goods to a considerable extent through the farmers' organizations.

"The Syndicats Agricoles," says M. Fougere in an article in Le Co-oper-

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

IN **CAKES** WELL KNOWN AND RELIABLE.

IN TINS GUARANTEED TO THE TRADE

DURABLE ECONOMICAL
3000 TONS SOLD YEARLY

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.

ateur Francais, in January, 1888, "formed originally to obtain for their members the articles necessary for their business, such as manures, implements, &c., show in their development one of the most surprising social facts ever witnessed in France or elsewhere. They date from the law of March, 1884, which permitted such bodies to be formed, and already they number seven hundred. They have done what they professed in securing to their members the increase and amelioration of their produce by buying cheaply and under protection against fraud what constitutes the elements of good agricultural produce."

In Italy the co-operative movement is making remarkable progress. Until within the last few years it had to meet with the determined opposition of the Government, who feared its political power. In Turin there is a society which owns seventeen general stores and two chemist stores, and in other parts of the country the movement is gaining a firm foothold.

CO-OPERATION IN DENMARK.

In no other part of the world has co-operation among the agricultural classes reached so complete a development as in the Kingdom of Denmark. The total population of Denmark is about 2,000,000, the adult male population is estimated at 580,000. There are 900 co-operative stores with a membership of about 140,000, and annual sales amounting to \$7,000,000.

In addition to these stores there are 1,057 co-operative dairies with a membership about equal to the store membership. The extent of the co-operative dairying societies may be imagined when it is stated that over eight-tenths of all the cattle in Denmark are owned by the co-operative societies. It was estimated last October that in the whole country there was about one million cattle of which the co-operative dairying societies owned 850,000. The co-operative

dairies in Denmark did not come into existence until 1882, and it will therefore be readily seen that their growth has been simply marvellous. In the year 1901 the co-operative dairies of Denmark sent to England 162,110,000 pounds of butter, or 42.2 per cent. of all the butter imported by England, and so great an effect has the co-operative movement had upon the quality of dairy products that the butter sent to England from Denmark brought an average of 1½ pence per pound higher price than other butter sold in England. At the last World's Fair held in Paris, the first prize for dairy products was taken by Denmark, notwithstanding the fact that the butter sent from that country had been made several days before the date set for the judging, while it had to compete with fresh butter brought in by French peasants immediately before the test.

So marvellous had been the success of other co-operative enterprises that in 1888 the Danes set to work to establish co-operative slaughter houses. Their growth may be gauged by the fact that in 1888 the one co-operative slaughter house then existing did a business valued at about \$250,000, while in 1901 their annual business had reached a total of nearly \$10,000,000.

Another co-operative society in Denmark is the Danish Co-operative Egg Export Company, which last year sent to England alone nearly a million dollars worth of eggs.

The total membership of the co-operative societies of Denmark is estimated at 400,000, or within 180,000 of the total male adult population of the kingdom. Their total sales amount annually to nearly \$50,000,000.

CO-OPERATION IN BELGIUM.

The growth of the co-operative movement in Belgium during the last twenty years has been very rapid. Two great

trading concerns, the "Vooruit" of Ghent, and the "Maison du Peuple" of Brussels, had their beginning with a few hundred francs and in a cellar. To-day, less than twenty years after, these two co-operatives each possess real estate to the amount of more than \$300,000. So poor were the people who started them that the membership fee of ten francs (1.93) was paid during a term of years, the candidates for membership not being able to pay it all down. It seems incredible that from such small beginnings such great enterprises should be built up but the dominant factor in co-operation is not the capital contributed by the members but their purchases.

On the 1st of January, 1901, there were in Belgium more than 1,800 co-operative societies of all classes. Unfortunately there are no complete statistics for these societies, but Mr. Louis Bertrand, who represents Brussels in the Belgian Chamber of Deputies, in a magazine article written in 1901, estimated their membership at 200,000, which on a basis of five persons to a family would represent a total of a million consumers or more than a seventh of the population of the country.

The same writer, speaking of the co-operative movement in his own country, says: "To-day the movement is indestructible; it has roots too deep for any crisis to overturn them. It makes an integral part of our national life, it has entered into our customs and nothing henceforth can arrest its forward march."

The widespread character of the co-operative movement in Belgium is shown by the divergent channels into which its energies are directed. Of the new societies founded during the three years ending with 1900 there were 116 savings and loan societies, 210 creameries, 191 trading societies, 65 breweries and distilleries, 48 manufactories, 31 insurance societies and 45 miscellaneous organizations.

A. J.

Some new lines to hand.

Marvelli Macaroni, 1-lb. pkts.

Carolina Rice, in 1-lb. bags.

Togo Japan Rice.

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

At 7½c. 5 Boxes, 7¼c. A Bargain.

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

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

Give us a trial order and be convinced.

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

James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

YOU MUST NEED

CANNED FRUITS

and the finest pack is the "TARTAN Brand," a delicious flavor and high standard quality, just like home preserves and put down.

OUR LIST—Peaches, Pears, Plums, Grapes, Strawberries, Raspberries, Red Currants, Black Currants, Lawton Berries, Cherries, 2s, 3s, and Gallon Tins.

Send us a sample order and you will never be without these goods.

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIAHYSONCEYLONJAPAN

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

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

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

CHEESE

It is easy enough to "stock up" on cheese, especially if you go by the outside of the package in judging the quality. It's another thing to be sure of a satisfactory sale for every pound you buy.

MacLAREN'S IMPERIAL

never disappoints you. It keeps fresh and sweet while you have it on your shelf, and it always goes out before long, because your customers know it.

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

CHEESE

Business Changes

ONTARIO.

PEERLESS VENDING CO., Ottawa, have disposed of their grocery business to S. Daniels.

W. J. Lang, grocer, Toronto, has sold out to Smith & Co.

W. R. Doctor, grocer, Ottawa, has retired from business.

Watson Bros., grocers, Toronto, have sold out to H. Paar.

W. J. Warne, grocer, Aurora, has gone out of business.

The Dominion Canning Co., Toronto, have obtained a charter.

J. Edwards, grocer, Kingston, has sold out to D. B. Gage.

J. O. Robertson, grocer, London, has sold out to E. Armstrong.

L. H. Avery, cigar dealer, Toronto, has sustained a loss by fire.

C. H. Cochrane & Co, coffee roasters, Ottawa, have dissolved partnership.

A. H. Erb, of the firm of Weber & Erb, general merchants, Elmira, is dead.

J. T. Robinson, general merchant, Bobcaygeon, is offering to compromise.

The premises of J. Brown, fruit and fish merchant, Toronto, have been damaged by fire.

Elliott, Marr & Co., wholesale grocers, London, have been succeeded by the Elliott, Marr Co.

A meeting of the creditors of M. P. McColl, general merchant, Lion's Head, is announced for May 30.

The premises of Akriy Bros., fruit dealers, Toronto, have been damaged by fire; loss covered by insurance.

The Thompson Co., grocers, Toronto, have been granted a winding-up order.

April 29, 1904

liabilities stated at \$10,000; liquidator, E. R. C. Clarkson.

J. W. Roseburg, general merchant, Rutherford, has sold out to E. Watson.

Daze & Daek, grocers, Arnprior, have been succeeded by J. Daek.

QUEBEC.

L. Lionais, grocer, Montreal, is dead. E. E. St. Jean & Co., grocers, Hull, have assigned.

Payette Freres, grocers, Montreal, have registered.

T. Simard, general merchant, Beaupre, has compromised.

THE CANADIAN GROCER

D. D. Girard, general merchant, Bedford, is dead.

The stock of Scott Bros., grocers, Montreal, is under seizure.

J. Magor & Son, flour dealers, Montreal, have dissolved partnership.

A. Tremblay, grocer, etc., Montreal, has sold out to Groves & Fregeau.

U. Phoenix, grocer, Windsor Mills, has assigned to Lamarche & Benoit.

W. D. Stroud & Sons, tea merchants, Montreal, have dissolved partnership.

W. D. Stroud & Son, wholesale tea merchants, Montreal, have registered.

D. Gagne & Co., grocers, Montreal, have been succeeded by Long & Corsin.

H. Lamarre has been appointed curator to J. Samson, grocer, Ville Marie.

Hudon & Gingras, general merchants, Waterloo, have dissolved partnership.

P. Bernard, general merchant, Notre Dame Des Anges, has been burned out.

The assets of C. Gareau, general merchant, St. Barnabe, have been sold.

F. X. Bilodeau has been appointed curator to C. St. Onge, grocer, Montreal.

F. Martin has registered as partner of the firm of Martin & Rabeau, grocers, Montreal.

The assignment of P. Ouellet & Co., general merchants, Hebertville, has been demanded.

The incorporation of Hodgson Bros., cheese exporters, Montreal, has been registered.

J. Seiden, general merchant, Rigaud, has been burned out; loss partially covered by insurance.

H. Lamarre has been appointed curator to Z. Forget, general merchant, North Temiscamingue.

G. O. Tonsignant, general merchant, Chicoutimi, has assigned to V. E. Paradis. A meeting to appoint a curator has been called for May 2.

NEW BRUNSWICK.

J. Piercy, fish dealer, etc., McAdam Junction, has been burned out.

C. Moffat, general merchant, McAdam Junction, has been burned out; insurance \$5,000.

NOVA SCOTIA.

R. Rafuse, general merchant, Pleasantville, has registered consent for his wife, H. M. Rafuse, to do business in her own name.

MANITOBA AND N.W.T.

E. Mathews, grocer, Calgary, is retiring from business.

J. Pritchard, general merchant, Swan Lake, has been granted an extension.

J. A. H. Bonnett, general merchant, St. Laurent, is offering 50c on the dollar.

Hunter & Moore, general merchants, Cartwright, have sold out to Moore & Hills.

Chester & Roberts, general merchants, Dewington, have sold out to Smith & Wilson.

Davis, Morrison & McLellan, general merchants, Coleman, have been succeeded by the Coleman Mercantile Co.

BRITISH COLUMBIA.

A. Sarautis, fruit dealer, Vancouver, has gone out of business.

CANNED

Salmon

Stocks of good fish are getting into small compass.

Those who replenish their stocks now will have the choice of preferred brands that will very shortly be off the market.

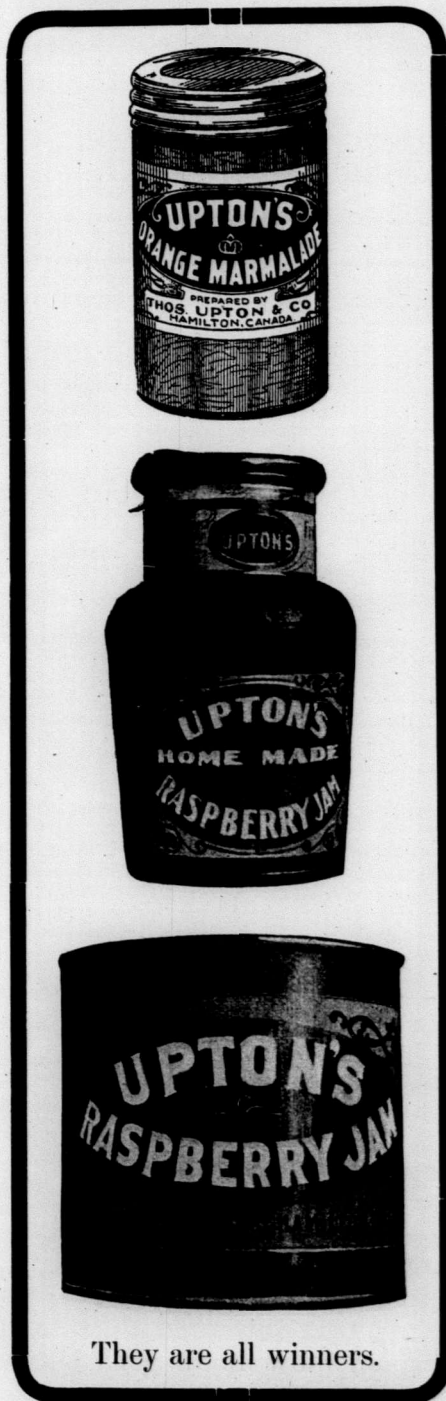
BUY NOW

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,
TORONTO.



They are all winners.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

English Butter Imports.

IMPORTATIONS of butter into England for 1903 totalled 4,061,044 cwts., of the value of £20,768,706, and Canada contributed to this amount 185,464 cwts., of the value of £866,249, while in 1902 Canada shipped to the value of £1,347,345. The following statistics, taken from the Trade and Navigation Returns of Great Britain for the years 1902-3, show the quantity and value of importations of butter to England for 1902 and 1903 respectively from the various producing countries:

| Country. | Quantity. | | Value. | |
|------------------------|----------------|----------------|-----------|------------|
| | 1902. Cwts. | 1903. Cwts. | 1902 £ | 1903. £ |
| Russia | 490,691 | 484,328 | 2,196,234 | 2,190,560 |
| Sweden | 191,591 | 212,232 | 900,838 | 1,108,980 |
| Denmark | 1,703,632 | 1,771,654 | 9,392,392 | 9,372,439 |
| Germany | 26,375 | 12,506 | 143,309 | 65,165 |
| Holland | 393,261 | 343,725 | 1,573,930 | 1,718,662 |
| France | 414,249 | 454,088 | 2,233,122 | 2,351,491 |
| U. S. of America | 54,458 | 42,405 | 252,874 | 190,678 |
| Victoria | 62,519 | 98,177 | 312,578 | 469,168 |
| New South Wales | 17,621 | 20,731 | 88,256 | 69,929 |
| Queensland | 20 | 786 | 104 | 3,725 |
| New Zealand | 157,993 | 249,879 | 781,872 | 1,245,922 |
| Canada | 285,765 | 185,464 | 1,347,345 | 866,249 |
| Other Countries | 177,967 | 85,069 | 806,776 | 916,998 |

The export of butter from Canada for 1903 shows a remarkably large falling off, principally due to the high price cheese commanded throughout the season, inducing the farmers to send their milk to the cheese factories, as well as the high price obtained for butter at the creamery doors, being higher than offerings for export.

Canadian Butter Satisfactory.

According to one of the Canadian Government's agents residing in Great Britain the quality of Canadian butter on the whole has been satisfactory, and it should continue to be made with the utmost care and shipped as fresh as possible. The great competitor in this market is Danish, which realises 10s. per cwt. and sometimes 15s. higher than the average price of Canadian. The proximity of Denmark to this market for fresh made creameries, gives it an advantage over the Canadian production, but this may to a great extent be counteracted by the super excellence of Canadian butter. As a proof of the fine quality of Canadian butter some dealers rather unscrupulously sell it as Danish to customers who prefer the latter.

New Zealand Butter.

New Zealand butter is advancing to a prominent place as to quality, and it endeavors to conserve such a position by a thorough system of grading, so that a buyer cannot be deceived as to the quality he is obtaining.

Russian Butter.

The import of Russian butter into Great Britain has increased very materially in the past few years, and the utmost attention and large sums of money have been expended to bring it to the highest state of perfection. It is, therefore, of the utmost importance that no effort should be spared by the Canadian creamery managers to bring their products up to the very acme of excellence so that this immense market may be conserved to them, not through any friendly, cousinly feeling, which is rather a slender reed to rely on in business relations, but solely upon the superior quality of the article, stimulated not only by a desire for the trade of England, but from patriotic pride in the productions of the glorious land of the maple leaf.

Butter Market in England.

THE latest market report from Manchester, Eng., says that the price of Danish butter has not been so low in April for fifteen years as it is to-day. On April 9 it was within one kroner of the lowest point reached last year, which did not occur till the end of May, in the full flush of the grass season. This low price so early in the season can only be accounted for by the heavy shrinkage in wages in Lancashire, and the receipt of an increase of 8,000 tons of butter for first three months of 1904 as compared with the corresponding period of last year. The indications are for cheap prices this Summer, but much will depend on the weather. The increase is mainly from Australia, where the growth of grass has been phenomenal, after years of repeated droughts. Imports of Australasian will now cease, but their place will be taken by Irish and Dutch creameries. It is probable that the lowest point for

butter this season will be as low as any touched for the past twenty-five years.

Another New Industry.

An English firm are looking about Western Ontario for a suitable location for a factory which will be devoted to the manufacture of powdered or dry milk and condensed milk. It is likely that Stratford will get the new industry.

Dairy Farmers' Trouble.

F. W. HODSON, Dominion Live Stock Commissioner, in his report on the dairy prospects in Ontario, says the great difficulty is to secure proper help on dairy farms. The Northwest is attracting many good hands and comparatively little competent help is arriving from England. As a result, several Ontario dairy farms are practically out of business. Even the Government dairy farm was afraid for a time that it would have to shut down.

Mr. Hodson expects to receive very shortly from Kennedy's, the famous Scotch makers of dairy appliances, some machinery on trial, which it is said very greatly economizes labor in dairies.

It is just possible, he thinks, that the retirement of the cattle commissioners of the St. Louis Exposition and the appointment of new men may mean that Canadians will yet exhibit at the Exposition.

Argentine Shipments to England.

A new freight and refrigerated meat service has been inaugurated between Manchester, England, and the River Plate. Three big vessels have been put on the line, and the first has arrived at Manchester with a full cargo of tallow, wool, grain and miscellaneous produce. These vessels are not yet equipped with refrigerating apparatus for the care of dressed meats, but this will be effected soon.

The Victoria Creamery, of Victoria, B.C., has started operations for the season in its new building.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



NOW IS THE TIME TO BUY

BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

PORK

HEAVY MESS,
LIGHT MESS,
PRIME MESS,
SHORT CUT BACKS,
FANCY CLEAR,
BEAN,
RUMP,
EXTRA FAMILY,
LUMBERMEN'S PRIME,
" " SHORT CUT,
HOCKS AND JOWLS.

BEEF

EXTRA PLATE,
PLATE,
FAMILY PLATE,
EXTRA MESS,
MESS,
ROLLED BONELESS.

We can fill your require-
ments promptly from our
warehouses in Halifax,
Sydney, Pictou or Charlot-
tewtown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

BOLOGNAS

We want you to compare
the quality of the Beef
Bolognas made and sold
by us with any other
on the market. We use
good fresh beef, pure spices,
and put them up with the
greatest care. The price we
ask for Bolognas may be
higher, but the quality is
there.

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

WE ARE HAVING GREAT
DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable
is what your trade requires.

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

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

LONG CLEAR BACON

Bright, new cured small sides, particularly suitable for cutting out over your counter.

SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

GILLETT'S

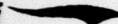
HIGH  GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.
Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market continues steady with last week's prices unchanged. The demand for smoked meats continues fair. There are no further advances to report in live hogs notwithstanding the fact that the English bacon market continues to improve slowly. Latest London reports not an advance of 1 to 2s on Canadian goods. The fresh meat market is active. We quote the following prices:

| | | |
|--|-------|-------|
| Long clear bacon, per lb. | 0 08½ | 0 08½ |
| Smoked breakfast bacon, per lb. | 0 12½ | 0 13 |
| Roll bacon, per lb. | 0 09 | 0 10 |
| Small hams, per lb. | 0 12½ | 0 13½ |
| Medium hams, per lb. | 0 12 | 0 13 |
| Large hams, per lb. | 0 11½ | 0 12 |
| Shoulder hams, per lb. | 0 09 | 0 09½ |
| Bacon, per lb. | 0 13½ | 0 14 |
| Heavy mess pork, per bbl. | 16 50 | 17 00 |
| Short out, per bbl. | 18 00 | 18 50 |
| Shoulder mess pork, per bbl. | 14 50 | 15 00 |
| Lard, tierces, per lb. | 0 07½ | 0 08 |
| tubs | 0 08 | 0 08½ |
| pails | 0 08½ | 0 09 |
| compounds, per lb. | 0 07½ | 0 07½ |
| Dressed hogs, light weights, per 100 lb. | 6 00 | 6 25 |
| heavy | 5 50 | 5 75 |
| Plate beef, per 200-lb. bbl. | | 11 00 |
| Beef, hind quarters | 6 50 | 8 75 |
| front quarters | 4 50 | 5 50 |
| chole carcasses | 6 50 | 7 25 |
| medium | 5 50 | 6 50 |
| common | 5 50 | 5 75 |
| Mutton | 7 00 | 9 00 |
| Lamb | 11 00 | 12 00 |
| Veal | 6 00 | 8 50 |

Butter—Supplies of butter are arriving very freely, particularly dairy rolls, and as a result stocks are already beginning to accumulate with prices declining considerably. The easiness ruling in dairy rolls is reflected in creamery butter, in which the market is a little off for the week. A number of creameries have begun operations which also has a tendency to make the market easier. Dairy tubs, best quality, are out of the market. Creamery prints and solids are each 1c easier, and dairy rolls and prints 1c easier respectively. Dairy tubs under qualities have a range of prices smaller by 1c. We quote the following prices:

| | | |
|--------------------------|------|------|
| Creamery prints | 0 20 | 0 21 |
| solids, fresh | 0 18 | 0 19 |
| Dairy rolls, large | 0 13 | 0 14 |
| prints | 0 14 | 0 15 |
| in tubs, under qualities | 0 12 | 0 13 |

Cheese—The cheese market continues quiet, with supplies of new cheese beginning to arrive. Prices rule easier than last week. New fodder cheese is quoted at 81-2 to 91-2c, although one dealer says 9c is the outside price. Old twins are from 1 to 2c easier, with no new twins offering as yet. Our quotations are as follows:

| | | |
|---------------|-------|-------|
| Cheese, large | 0 09½ | 0 10½ |
| new fodder | 0 08½ | 0 09½ |
| twins | 0 09 | 0 10½ |

Montreal.

Provisions—The generally strong feeling that dominated the pork market the last day or two is a notable feature. The arrivals of provisions have been large, yet, owing to the competition among buyers, prices have advanced. This applies to hogs alone and the advance reached \$5.40 to \$5.50 per 100 lbs. Following this, in sympathy, came the advance in fresh killed abattoir dressed stock which advanced 25 cents

per 100 lbs. Demand was good yesterday and sales were made at \$7.50 to \$7.75. A fair demand has been noticed for hams and bacon from local and country buyers. We quote:

| | | |
|--|---------|---------|
| Canadian short cut mess pork | \$17 50 | \$18 00 |
| American short cut clear | 16 50 | 17 00 |
| American fat back | | 17 50 |
| Bacon, per lb. | 0 12½ | 0 13½ |
| Hams, plate beef, per bbl. | 0 11 | 0 13 |
| Extra plate beef, per bbl. | 11 50 | 12 00 |
| Lard—"Boar's Head" brand, tierce basis | 0 07½ | |
| Carloads, less | | 0 00½ |
| 20-lb. tin pails, tierce basis | | 0 00½ |
| Half-bbls., over tierce | | 0 00½ |
| 60-lb. tubs | | 0 00½ |
| 20-lb. wood pails | | 0 00½ |
| 10-lb. tins | | 0 00½ |
| 5-lb. tins | | 0 00½ |
| 3-lb. tins | | 0 01 |

| | | |
|-----------------------------|--|------------|
| Wood net, tin gross weight— | | Wood. Tin. |
| Pure lard, pails | | 1 77½ |
| tubs | | 0 08½ |
| cases (6 10-lb. tins) | | 0 09½ |
| cases (12 5-lb. tins) | | 0 09½ |
| cases (24 3-lb. tins) | | 0 09½ |

Butter—The butter market is exceptionally quiet and prices have not been so low for years. This can be well understood when we quote fine fresh creamery at 15 3-4 f.o.b. country points or 16 cents spot. We quote:

| | | |
|------------------|-------|------|
| Fancy creamery | 0 15½ | 0 16 |
| Summer goods | 0 15 | 0 17 |
| Dairy rolls | 0 15 | 0 16 |
| tubs | 0 15 | 0 16 |
| Finest Fall made | | 0 19 |
| fresh prints | 0 18 | 0 19 |

Cheese—This market is featureless too and business is dull. Full cheese quotations as to shipments are given elsewhere. At present the price current is down to 7 1-2 cents.

St. John, N. B.

Provisions—Pork is dull and easier. Beef, while unchanged, is a small business. In pure lard, prices are still low. The stock held here is large. The low price of pure lard has affected the sale of refined and compound lard. Smoked meats are unchanged and show a fair sale. In fresh meats there is a fair supply of beef and prices are unchanged, but quite firm. Veal is low and freely offered. Mutton is rather higher. It is early for lamb. Pork shows a fair sale at even prices.

| | | |
|------------------------|---------|---------|
| Mess pork, per bbl. | \$18 00 | \$19 00 |
| Clear pork | | 20 00 |
| Plate beef | 13 50 | 14 00 |
| Mess beef | 10 00 | 12 00 |
| Domestic beef, per lb. | 0 08 | 0 07 |
| Western beef | 0 08 | 0 09 |
| Mutton | 0 08 | 0 10 |
| Veal | 0 05 | 0 09 |
| Lamb | | |
| Pork | 0 07 | 0 07½ |
| Hams | 0 12 | 0 14 |
| Rolls | 0 10 | 0 11 |
| Lard, pure, tubs | 0 09 | 0 09½ |
| pails | 0 09½ | 0 09½ |
| Refined lard, tubs | 0 08½ | 0 08½ |
| pails | 0 08½ | 0 09 |

Butter—There is a wide range in price. For best stock there is a good demand.

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

Eggs—Prices are quite easy, being much lower. Quality is good.

| | | |
|--------------|------|------|
| Eggs, henery | 0 23 | 0 25 |
| case stock | 0 16 | 0 18 |

Cheese—We quote:

| | | |
|-----------------|------|------|
| Cheese, per lb. | 0 12 | 0 13 |
|-----------------|------|------|

Poultry Stations for the West.

As the result of an appeal from the Winnipeg Poultry Association, the Do-

WANTED.

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

JOHN HOPKINS,

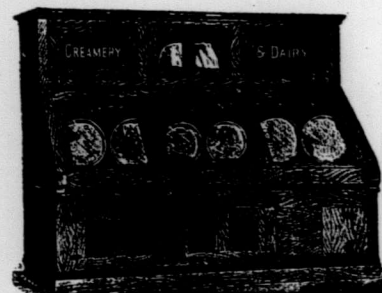
Mnfr. of Pork and Beef Products, ST. JOHN, N. B.

Canadian-Made
Macaroni is
NAPOLI MACARONI

Better, cleaner, cheaper,
more attractive than
the imported article

Send for Samples.

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



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.



When a Grocer Sells his Customers

Clark's Lunch Tongue

he gives them the Best Obtainable and Perfect Satisfaction.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

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

MAPLE LEAF

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



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

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





MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

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

minion Government have decided to establish poultry stations in Manitoba similar to those in operation in Eastern Canada.

Egyptian Onions.

One of the largest cargoes of Egyptian onions ever brought to New York at this time of year reached that port on Monday, April 18, by steamer August Victoria, and comprised 9,000 crates. This should tend to an easier market right away.

Cheap Meat for Dawson City.

The new road from White Horse to the capital of the Golden North, which affords excellent facilities for rushing live stock, will be largely used for this purpose during the coming Summer. The prospects are for cheaper beef in Dawson during the Summer and Winter of 1904.

New Potato.

L. Burbank, of San Francisco, Cal., who produced the potato which bears his name, has produced an entirely new potato, which may supplant all others. Some time ago he secured from a remote part of South America some potato seed, which he planted and watched carefully. He crossed and recrossed the plants in his mode of hybridization and now says he has produced something new. The potato is sweeter than the old. Its pulp is almost a carrot hue and very palatable. Mr. Burbank declared the new potato would revolutionize the new potato industry of the world.

Irish Bacon Trade.

A writer in the Irish Times attributes the falling off in the Irish bacon trade to the competition of Canada, where 30,000 pigs are killed weekly, to Ireland's 5,000. He suggests, as a remedy, that on all foreign bacon be branded the country of origin.

Provision Notes.

The Tecumseh Canning Company, Tecumseh, Ont., is reported to have been sold to a Detroit capitalist.

The new cream and butter company which was formed a few weeks ago to take over the Cannington creamery, at Cannington, Ont., is to be known as the Brock Creamery Company.

The plant of the Palmerston Co-operative Pork Packing Company is reported to have been sold for \$8,000, the purchaser assuming liabilities of \$23,000 in addition to the purchase price.



VINEGAR FROM APPLES.

Glencoe, April 21, 1904.

Editor Canadian Grocer—

Dear Sir,—During my travels in Nova Scotia last Fall I called at the town of Bridgetown, N.S. This is a very pretty town of about 1,000, situated on the Dominion Atlantic Railway. Here I found two cider vinegar works, one operated by Messrs. Beeler & Peters, who were grinding up such class of apples as were unfit for shipment into cider vinegar. They had at that time four large tanks of a capacity from 20,000 to 22,000 gallons of cider. They were busy getting stock for a fifth tank giving them a total capacity of something like 100,000 gallons. This, as soon as converted into vinegar, is put into barrels and sold in quantities to suit the buyers. Whether such concerns are in operation in the apple districts of Ontario or not I am unable to say, but I have never come across one, and I think the field is large for the manufacture of pure cider vinegar both for home consumption and for export, as we have thousands of bushels of apples going to waste fit for this purpose. The machinery was imported from the United States.

JOHN T. CLARKE.

AUSTRALIAN SALT FOR BRITISH COLUMBIA.

Some time ago trial shipments of South Australian salt were made to British Columbia, but the heavy freight charges from Adelaide to Vancouver resulted in the venture being a financial loss. There is now a prospect of another shipment being made to try the Canadian market.

TAPIOCA STILL SCARCE.

THERE must be some reason for the report that some business men are circulating to the effect that there is no scarcity of tapioca. Tapioca is scarce and The Grocer has it from a direct source that in Penang and Singapore only the very largest factories are continuing the manufacture of tapioca. Several smaller ones have had to give up, and even the managers of those factories still working believe that it is a losing proposition to continue, owing to the extremely low prices prevailing. Some force is at work according to trade history, to make tapioca sell better, or at least for a better price.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

All First-Class Grocers

Carry First-Class Goods—and to please your customers you should carry genuine

INDIAN CHUTNEY

"SETNA" BRAND—Quarts, - \$4.75 doz.

Pints, - 3.25 "

Mango Sauce—Pints, - 2.00 "

Guava Jelly—2 lb. Glass Bottles, 3.50 "



Spring Arrived at Last.

So has Hires' Root Beer.

Now is the time for Jobbers to stock up.

Cases, 6 dozen, at \$2.00 per dozen

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

Two Wrongs Won't Make a Right!

The inexperienced man is wrong twice to the skilled man's nil; that is the benefit of experience. We have had 46 years experience in Vinegar. We can place this experience on your shelves in two lines of bottled goods, **White Wine** and **Malt**, or in your cellar in 18 different lines bulk vinegars at all prices, and in all sizes of barrels and demijohns.

Our vinegars are always pure, pungent and uniform.

Lists and special trade discounts promptly sent on request.

Manufactured under government control and sold under a positive guarantee.

THE OZO CO., Limited
MONTREAL.

Mrs. Dooley's

LAUNDRY SOAP

is steadily winning ground.

First of all, the soap itself is right—there is nothing better. Apart from the Borax it contains the Soap ranks high.

Then there is the grocer's appreciation of the extra profit this Soap yields. The grocery trade protest against the cutting down of their profits in order that costly advertising and premium schemes may be maintained.

GET MRS. DOOLEY'S LAUNDRY SOAP
FROM YOUR WHOLESALE GROCER.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

A Honey-Flavored Breakfast Food

Such is ORANGE MEAT.

A ready-to-serve cereal.

—Flakes are large and crisp. By comparison it excels any other food of the sort.

—It is handsomely packaged—a package that tempts the appetite.

—The Coupon feature increases the sale of ORANGE MEAT.

Single Cases, - \$4.50
5-10 Cases, - - 4.40

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

AMERICAN CAPITAL TO DEVELOP FISHERIES OF NEWFOUNDLAND.

A bill has just been passed by the Legislative Assembly of Newfoundland which is full of significance for the future of the fishing industry of the island colony, and possibly of the Maritime Provinces as well.

The bill, as recounted by a special representative of the Toronto Globe, now in Newfoundland, provides for the granting of assistance to a United States company which proposes to go into the cold-storage business on a large scale. The company is guaranteed for twenty years a dividend of 5 per cent. per annum on a capital of half a million dollars on condition that \$250,000 is spent on a cold-storage plant and \$200,000 expended yearly in the purchase of fish in the island for export. The company also undertakes to preserve bait in cold-storage, and distribute the same at a reasonable price wherever it is needed by Newfoundland fishermen, an undertaking that will undoubtedly be a great boon to the fishermen, enabling them, as it will, to overcome the difficulty they have hitherto labored under, of frequently being unable to obtain bait in localities where fishing is good.

Ship Fish Into United States Free.

The company, as has been said, intends to go into the business on a very large scale, and instead of being capitalized at half a million it will probably issue stock to the extent of two or three millions, and instead of spending \$250,000 on plant, a million will be nearer the mark. It proposes to establish a central cold-storage station, and a number of sub-stations in various parts of the island. At these sub-stations fish will be purchased, shipped to the central depot and thence to the United States.

The American duty on fish, both fresh and dried, averages about three-quarters of a cent per pound. The Bond-Hay treaty looks to the removal of the duty on dried fish, the Washington authorities refusing absolutely to consider any change in respect to fresh fish.

The Newfoundland Cold-storage Company, the concern which has been given assistance by the island Government, will be able to ship fish, both fresh and dried, into the United States free of duty, and this is how it can be done:

The law department at Washington has given an incontrovertible opinion that, under an Anglo-American treaty signed in 1818, any American citizen may fish in certain waters of Newfoundland, and that the fish so caught in such waters are not liable to duty in the United States. On representations from the Newfoundland Cold-storage Company that certain disabilities exist preventing Americans from deriving full benefit from the treaty concessions, and

that it proposes to remove those disabilities by employing Newfoundland fishermen to assist in supplying the company with fish, the Washington authorities have declared that there is nothing to prevent all the fish shipped in American bottoms by the company to the United States from entering free of duty, even though not entirely caught by American fishermen.

In other words, the company referred to can apparently take into its employ, if it chooses, all the Newfoundland fishermen, and ship the product of their labors into the United States free of duty.

Newfoundland Now Helpless.

The leverage the Newfoundland Government has hitherto used in its endeavor to obtain concessions from the United States has been that at any time it could enforce a bait act against American fishermen, such as that now in operation against the French, or raise considerably the license fee now imposed. But the Newfoundland Government by its guarantee has connected itself financially with the Cold-storage Company and cannot place any disabilities in its way without materially affecting its own interests. It has guaranteed this company 5 per cent. interest on its half-million capital for twenty years, and cannot restrict its operations. The bill providing for the guarantee was a special bill, and, therefore, practically grants a monopoly to the company, and hands over to it, to all intents and purposes, the control of the bait supply.

Enormous Saving in Duty.

An idea of the concession which has been granted to the company may be gathered from the fact that, should it confine its operations to storing and shipping 50 tons of fish per day, the saving in the American duty at three-quarters of a cent per pound will alone amount to \$225,000 yearly. The company proposes, however, to operate a line of steamers, and the probability is that its output will be from 100 to 150 tons per day.

The company originally proposed to export the fish to the United States in bond via Sydney, Cape Breton, establishing at that point a cold-storage warehouse, but the severity of the past Winter having proven that Sydney is not a Winter port, it is most probable that this idea will be abandoned and Boston made the receiving port.

All the advantages of the agreement will not by any means be on the side of the company. The island fishermen will undoubtedly benefit very considerably. They will obtain not only all the advantages of the Bond-Hay treaty, but their fresh fish will be admitted into the United States free; they will have the benefits of a great modern cold-storage system, and in addition will be enabled to obtain frozen bait in localities where bait is scarce.

So valuable is the concession to the company, however, that there is very little likelihood of the Government being called upon to make up any deficiency in the profits.

It won't pay you— to let your stocks run short just because the season is a little late. The weather has retarded the demand, but with the advent of warmer weather, you will find a very active demand for

Salad Dressings—

We carry a full stock of all the principal brands on the market, and can give you "inside figures" on nearly all of the following—

**IT
WILL
PAY
YOU**

TO GET OUR QUOTATIONS.

"ALPHA" SALAD CREAM—KNOWN BY THE BEST TRADE—each bottle in separate carton—cases 1 doz.

"COLUMBIA" SOLD BY THE BEST TRADE—hl.-pints only, to retail at 30c.

"DURKEE'S" HIGH PRICED BUT A SELLER—Pints and half-pints.

FLORENCE CREAM "C & B" for epicures—Fancy half-pint bottles.

"GOLD MEDAL" A GOOD DRESSING AT A MODERATE PRICE—Pints and half-pints, cases 1 and 2 doz.

"OLD VIRGINIA" (MCMECHIN'S) A QUICK SELLER AND SATISFACTORY—Half-pints and pints, to retail at 15 and 30c.

"ROYAL" KNOWN AND SOLD EVERYWHERE—Pints, hf.-pints and picnic size.

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

SMALL OYSTER CROPS.

MARYLAND is facing a serious diminution in her oyster crop, and the once famous fisheries of that State are being rapidly depleted. A writer in Collier's devotes some space to a discussion of the question. He says: "A recently published table of statistics shows that in the last 17 years the number of bushels of steamed and raw oysters purchased and marketed in Baltimore, has decreased from 7,500,000 approximately to 2,800,000. Throughout the State the same ratio of reduction of output has held, and now arguments, flippant and serious, are being hurled at the Maryland lawmakers to prove that legislation is necessary to recover the prosperity lost through the exhaustion of the natural beds.

"The former flourishing oyster trade of Baltimore is said to be almost extinct. Many packing houses are closed and 10,000 employes have been thrown out of employment. The oyster fund of the State Treasury is bankrupt. Packers and the boatmen themselves are suffering from the prevailing famine. The price of this food is so high as to make it prohibitory to the average consumer. It is to repair the shattered state of the trade that a measure, known as the 'Haman Bill' is before the Legislature of Maryland. This bill has had the indorsement of practical men in the trade, and has also been approved by experts appointed by the United States Fish Commission. Its object is to stimulate an increase in the supply of oysters by opening the now unproductive parts of the bivalve beds."

THE COMING CROP OF FILBERTS.

Latest reports from the filbert-growing districts in Sicily state that owing to recent hailstorms it is feared the new crop, which is already expected to turn out small, has been seriously damaged. Under this impression sellers, both of old and new crop, have completely withdrawn from the market, although buyers are not pressing forward, and prefer to await further developments.

You never saw

a
grocer
who
regretted
buying
a

RETURNED

MAY 3 1904

Aut Book
Page 46



**"NATIONAL"
COFFEE MILL.**

Don't you think

there must be a good reason for this?

Let us tell you all about them.

Your name on a postal will bring you full information.

WRITE US FOR SPECIAL SELLING PROPOSITION.

THE **EBY, BLAIN CO., LIMITED**
SOLE AGENTS IN CANADA. **TORONTO.**

Fresh and Cured Fish

Trap Fishing.

SINCE the announcement from Ottawa that the taking of salmon in traps is to be permitted, it is interesting to note the opinions of cannery men as to the probable effect upon the industry of the new regulations. Men prominent in the business on the mainland of British Columbia predict a great revival on the Fraser River. Others say those who experiment with traps will be heavy losers, for the reason that traps cannot be successfully operated along the shores of Vancouver Island. They hold that strong tides and heavy storms will frustrate any attempts to plant such paraphernalia as is used with marked success by the cannery operators on Puget Sound.

It is to be supposed that the people who have been agitating for permission to do business upon identical lines with their rivals in the United States have calculated all the advantages and disadvantages and are agreed that there is at least some prospect of success. In any case they are willing to enter upon the experiment. If they do not succeed, a controversy that has caused a good deal of ill-feeling amongst the men and between the sections interested in an important industry on this coast will be permanently disposed of. If they are successful, Canadians will have within their grasp a possible means of solving the greatest problem confronting the salmon industry at the present time.

B. C. Cannerymen Fix Salmon Rates.

THE Fraser River Cannerymen's Association have anticipated the annual threats of strike by the salmon fishermen, and fixed the rate to be paid for sockeyes at 20 cents per fish. This will apply from the commencement of the season early in July to its close the latter part of August. Last year the cannerymen offered the fishermen the choice of a flat rate of 12 cents per fish or a sliding scale, the latter being accepted by the fishermen. The rate now offered is the highest paid for four years.

While the cannerymen have been busy discussing the price of fish, the Chinese contractors have not been idle in looking after their interests. They have de-

clined not to make contracts for packing fish unless the cannerymen guarantee 75 per cent. of their contracts. These contractors provide the labor for packing the salmon inside the cannerymen, and claim to have lost money through the poor catches of recent years.

An advance in the price of packing salmon has also been demanded by the Chinese contractors. They ask 50 cents per finished case instead of 48 cents, and the difference, if granted, will amount to \$10,000 in the course of the season.

The Chinese who make a business of contracting with the cannerymen claim to have put up the price because of the scarcity of labor this year as compared with past seasons. They announce that the increase in the head tax on Chinese entering the country has cut off all immigration and that Chinese labor is becoming very scarce. They state that since January between 1,500 and 2,000 Chinese have gone from this coast to points in the Northwest and to Eastern Canada. British Columbia contractors are therefore going to take every advantage of the exclusion of their countrymen from Canada.

Fishing Crews.

The aggressive policy of the United States fish concerns in Boston and Gloucester in giving added inducements to Canadian fishermen to ship with them, with the object of crippling the chances of the fish houses of northern Nova Scotia in finding a crew, is causing grave apprehension this Spring. The majority of Canadian fishing vessels are owned by fish concerns who pay the men a monthly salary or ship on shares. The United States vessels pay on shares only and as a result of the increased price received for their catch the fishermen receive almost double what can be earned in Canadian vessels. This will tend to force Nova Scotia dealers to pay higher for the catch, if good crews are to be had. A large number of Canadian fishermen have already shipped on American vessels and the class left are those who prefer the life of American tourists to the strenuous task of fishing. The practical result is seen in many Canadian vessels lying idle a good part

of the season. All natural advantages lie with Canadian dealers, the three-mile law keeping the Americans out of good ground. In export trade Canadians at present can lay down salt fish at almost half the Americans' figures. However, the fish dealers of Boston and Gloucester by buying any quantity and paying a higher price than Canadian dealers are tending to gradually minimize the available supply in Northern Nova Scotia. Canadian dealers must pay higher wages to their crews in order to avoid disastrous results.

Fresh Spring Salmon for B. C. Markets.

The institution of trap fishing in British Columbia will mean among other things the supplying of fresh Spring salmon for the local market in quantity that will ensure to British Columbians, a plentifulness of this kind of diet the year round. Formerly there has been a scarcity except during the immediate fishing season. This will now be remedied and the fresh fish business will be developed along the entire British Columbia coast.

Alaskan Hatcheries.

British Columbia cannerymen will be interested in learning there is a likelihood that the present session of the United States Congress will end without any action looking toward the establishment of salmon hatcheries in Alaska, or the enactment of any other important legislation to protect the fisheries in the territory. The proposition to establish hatcheries is a Government measure, pure and simple. Some of the cannerymen would like to have the measure carried through and all of them are more or less interested in the matter because they would probably be relieved of the legal provision which requires them to plant a lot of salmon fry in the Alaska streams every season. This provision is, however, almost a dead letter; at least it is physically impossible for the cannerymen to comply with the letter of the law.

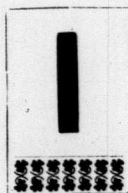
Bass and Lunge Season.

A change in the close season for black bass and maskinonge has been announced. This will now extend from January 1 to June 30, instead of from April 15 to June 15.

Fish Notes.

A. N. Whitman & Son, Canso, N.S., are busy preparing a wharf and building for the Scottish herring curers who are expected to arrive early in May.

5,861 PARTNERS.



LIKE to think of my customers as business partners and to treat them as such. I do that by giving them teas they can sell to their own advantage, and to the satisfaction of their customers.

I depend for my success on selling—GOOD TEA—put on the market in proper shape so it will please and retain these business partners of mine whether times are good or dull.

In 1903 I had 5,861 BUSINESS PARTNERS—Firms to whom I sold tea. I expect to have a good many more in 1904.

It has taken good teas and I suppose fairly good business management to accomplish this result—a result of which I am very proud

If you are not already a business partner of mine, I would much like to have the opportunity of corresponding with you.

RED ROSE TEA "is good tea." Good for everyone who handles or uses it.

T. H. Estabrooks,

Branches :  TORONTO, WINNIPEG  ST. JOHN, N.B.

The bulk of the coffee you sell is used at the breakfast table, the most trying meal of the day.

You can help things out by recommending

Chase & Sanborn's

brands.

A cup of this coffee puts folks in good humor for the rest of the day.

CHASE & SANBORN MONTREAL



You are always sure of a sale and a profit if you stock **ENAMELINE** Stove Polish (Paste and Liquid).



There are other stove polishes, most of them look like Enameline, but the likeness stops with the looks.

WM. H. DUNN, General Agent, Montreal.

TWO TRADE HELPS.



There are just a few things in a grocery store which help to sell other goods. One of these things is **BORDEN'S EAGLE BRAND MILK**; another is **BORDEN'S PEERLESS BRAND CREAM**.



They are trade helps because people **come back** for them.

SELLING AGENTS IN CANADA:

WM. H. DUNN, - Montreal and 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.

Ammonia.
Harvey, John G., Todmorden Ont.

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

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Niagara Falls, N.Y.

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

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery Limited, Hamilton.
Gardiner & Co., Vancouver, B.C.
Hudson, Hebert & Cie., Montreal.
Ingersoll Canning and Preserving Co., Ingersoll, Ont.
Simpson, R. & J. H., Co., Guelph.

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

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

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

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Eric Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.

McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B., & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocunut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocosa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHouten's—J. L. Watt & Scott, Toronto.

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

Commission Merchants and Brokers.
Canada Brokerage Co., Toronto.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.

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

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

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

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

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

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

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

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Kinneer, T. & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.

Fly Paper.
Smith Bros., Beachville, Ont.
Thum, O. & W., Co., Grand Rapids, Mich.

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

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

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.

Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Hudson, Hebert & Cie., Montreal.
Kinneer, T. & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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

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

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Nonpareil Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton's A. F. MacLaren Imperial Cheese Co., Toronto.

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

Matches.
Walkerville Match Co., Walkerville, Ont.

Meat.
Wetley, J. H., St. Catharines.

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

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

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

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

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

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

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

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, N.Y.

Refrigerators.
Fabien, C. P., Montreal.

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

Soap.
Metropolitan Soap Co., Toronto.

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

Soda—Baking.
Dwight, John, & Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

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

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

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eckardt, H. P., & Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H., & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinneer, T. & Co., Toronto.
Lipton, Thomas J., New York.
"Ozo" Co., Montreal.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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

Warehousing.
Cameron, Gordon & Co., Winnipeg.

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

Wines and Liquors.
Laporte, Martin & Cie., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
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The Blue Ribbon Tea Co. wish to inform their customers that they were fortunately outside the Zone of Fire in the recent great conflagration, and are doing business as usual, and are prepared to fill all orders promptly for the celebrated

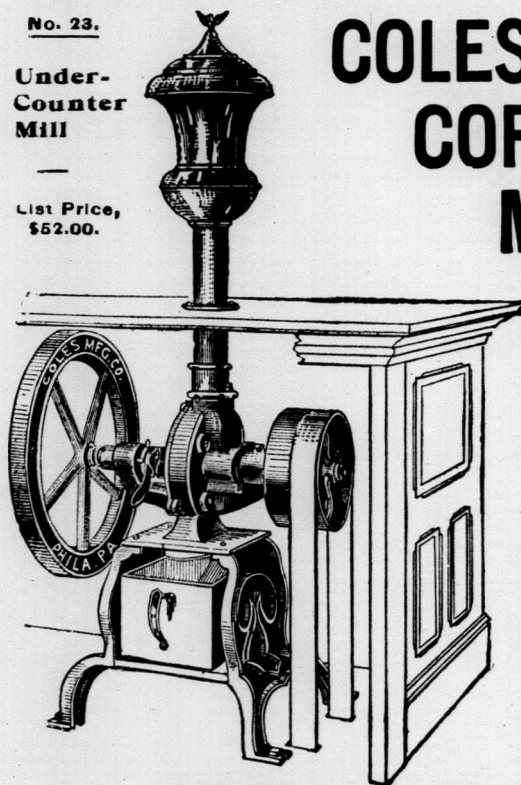
Blue Ribbon Ceylon Tea

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BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
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Montreal.

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CANADA'S UNDERPAID. JUDICIARY.

PROOF of the interest taken in the agitation for more adequate salaries for the judges of the Supreme Court has been furnished The Grocer in a remarkable manner since the publication of the article on the subject in last week's issue.

Several letters have been received on the subject from men well qualified to speak on it and whose views are well worthy of attention. These will be given in due time. It is manifest that Canadian business men realize that this subject is not one of moment merely to the legal fraternity. It is one that is intimately connected with so many transactions which affect industrial and commercial conditions in such a material degree that all business men whose operations or interests are of any considerable magnitude are keenly sensible of its importance and timeliness.

There is general recognition that it is of the utmost moment to the average litigant who cannot afford to pay the excessive fees which wealthy corpora-

tions are called upon to pay, that the ultimate court where the law is settled for all Canada, and the court which all the provincial courts must look to for their guidance, should be composed only of members whose judicial strength is such that no matter who the member of the bar may be who appears before them the court is not overawed by his presence and does not feel that the bar is superior in knowledge to the bench, the result being that the poorest litigant represented by counsel, who perhaps is appearing for the first time, is sure that whether his counsel takes all the points in his favor or not, the bench will be astute enough to appreciate every consideration and not be misled by the sophistry of the abler counsel.

This matter has been before the Dominion Parliament several times but in each case decision regarding the matter has been deferred. The interests of the business community, apart altogether from the injustice to the judges at present in office, demand attention to this matter. It is, moreover, imperative that attention to it be given at this session. Vacancies may occur at any time and the salary attached to the office should be at once raised to a level that would attract the most brilliant members of the bar. It should ever be the ambition, the great desire, of each member of the bar throughout Canada to attain, as a crowning end to his career, to a seat upon the Supreme Court bench.

The matter is of such magnitude that to refer to the financial aspect of it seems trivial. If the salaries of the Supreme Court judges were placed at a minimum of \$12,000 per year for the puisne judges and \$12,500 for the chief justice, it would only mean an increase of \$30,000 a year, which is a mere bagatelle as compared with the importance to the country of having a court the decisions of which would command respect and confidence throughout the whole Dominion.

When one considers that the Government reports issued a few days ago showed a revenue of over \$52,000,000

and a surplus over all charges of over \$12,000,000 in the first nine months of the fiscal year, the expenditure of \$30,000 to ensure the maintenance of the highest possible standard of judicial strength in the Supreme Court of Canada is seen to be such a small consideration that the expense entailed will hardly be put up as an objection to the proposal by even the least reasonable of its opponents.

Nor should it be necessary to consider the other objection which has been raised in the past, the necessity entailed of re-arranging the salaries of the judges in the other courts. The Supreme Court is essentially in a class by itself. It is not in a position similar to any provincial court since it is laying foundations for law throughout the whole of Canada, and since, as the country is growing by leaps and bounds at the present time this work is likely to be of the greatest importance within the next few years.

WILL TRADING STAMPS GO?

IT is with great expectancy that the Retail Grocers' Association of Montreal are waiting for the coming May Day, that being the time appointed for the law to take its course in regard to trading stamps.

It is recognized that the manufacture of anything in the form of money without special license and Government authorization is against the law. Trading stamps have been pronounced by one of the best legal authorities in the Dominion to be illegal because they come under the category of selling money. Very few of the grocers who handle the stamps ever stop to think who is producing them and why. That is the vital question. What living merchant in the world can give a bed, a Morris chair or a baby carriage for the face value of a lot of green or red stamps that have been given out with groceries? Who naturally is paying for these things? Simply the retail grocer and his customers.

In Montreal the stamps have been given a certain status by the fact that a time proven establishment has cham-

pioned them, used them and is going to fight the law regarding them.

There is another point worthy of attention. This money that goes to the trading stamp man is being diverted out of the regular channels of the grocery business. One grocer uses the stamps because his neighbor does and so on. The grocers themselves in and out of the association can stop the trouble if they want to, simply by refusing to use them.

POTATOES AND EGGS SCARCE.

THE Toronto market witnessed a slump in potatoes some three weeks ago, following upon which American buyers entered the market and bought wherever they could lay their hands on available stocks. Several cars intended for Southwestern Ontario were taken up by Detroit buyers, notwithstanding the duty of 25c. per bushel. The result is a comparative scarcity in the local market this week, aggravated by the fact that Ontario farmers have begun seeding operations, and cannot afford the time to bring potatoes to market. One dealer tried half a dozen potato-growers who are in the habit of supplying him with large lots, but was unsuccessful in procuring a potato. It is said that only mixed stock is available in Ontario and a report from Quebec states that potatoes are already in small compass in that province.

So far Toronto dealers have not been seriously inconvenienced as they were fortunate enough to put in plentiful stocks at the time of the slump, and they expect to be able to supply all demands in spite of the fact that stocks in outlying districts are difficult to obtain and reported to be frost-bitten.

The egg market in Toronto begins to show signs of bullish operations. Whether owing to the lateness of the Spring season or to an exhibition of stubbornness on the part of the kindly hen, certain dealers say there is going to be a scarcity of eggs, and are backing up their statement by sending agents through the country to buy eggs at a higher price than is ruling in the market at present. One provision dealer goes so far as to

say there will be no eggs for exportation this year.

JAPAN TEA MARKET OPENED.

THE GROCER is in receipt of a message from C. M. Bernard, of Chicago, to the effect that the new Japan tea market has opened about ten per cent. lower than last year.

This news has been awaited with interest by Canadian tea brokers and the trade generally, who have been in the dark as to the prospects for Japan tea. It has been known for some time that stocks of Japans were getting gradually into very small compass, and notwithstanding the fact that Canada's consumption of Japan tea is not as yet an overwhelmingly large item, it has been apprehended that the war in the East, if prolonged, might have the effect of materially reducing the world's supply of Japan teas, which would ultimately mean firmer prices for Indians and Ceylons since they would have to take the place of Japans to a large extent.

Among the reasons responsible for the lowering of the Japan market, is the fact that the early crop is much larger this year than last, more having been planted. Another reason is because Japans had a very large run in the United States last year; people bought recklessly and had to unload at a loss. It goes without saying that they will not allow themselves to be caught needlessly again.

It is not thought that lower prices for the early Japan crop will affect prices in Canada since we use very little of the early Japan tea. In Canada the trade thinks twice before buying early Japan at 30 or 35c, when another article which answers the purpose equally as well is to be had for almost half that price. The later Summer market is where Canada is concerned, and it is much too early to prophesy about it with any degree of certainty.

LET US HAVE BETTER FISH.

THE bargain just consummated between the Government of Newfoundland and the Newfoundland Cold Storage Company, particulars of which are given elsewhere in this issue, means more for the fish trade of the island

colony and the Maritime Provinces than perhaps appears on the surface.

For years The Canadian Grocer has pointed out the splendid market afforded by the inland provinces of Canada for the products of our eastern coast fisheries. The chief difficulties in the way of building up a trade in fish of very great importance have been first the lack of proper cold storage and transportation facilities for placing the fish on the inland market in first-class condition, and second the crude and unattractive condition in which fish have been heretofore offered to the public.

The new company, it is understood, comprises a number of Canadians, and it is their intention to exploit the fisheries not of Newfoundland waters alone but also of our Maritime Provinces. Cold storage warehouses will be built and arrangements made with the transportation companies to supply the markets of the United States and inland Canada with fish in first-class condition.

This is what has long been needed. True, the consumption of fish, which is a wholesome and desirable food, has increased in Ontario and Quebec, but not to the extent that might have been expected, nor to which it will doubtless yet attain. The market needs to be further developed. It is capable of absorbing a large quantity of fish if properly managed.

It rests with the producers first to deliver their fish at western centres in first-class condition; after that the dealer must be prepared to offer them to his customers in an attractive shape. The cleaning and preparing of fish is distasteful to many people; in the United States dealers generally have overcome this obstacle by cleaning and preparing the fish themselves. A housewife receives her fish order cleaned, boned, and ready for cooking.

Similar attention to the demands of customers will build up an equally important fish trade in Canada, and give the people a chance to enjoy the luxury of first-class fresh fish at prices satisfactory to all. Acting upon a suggestion which appeared some time ago in The Grocer several Canadian firms have already undertaken to clean and prepare fish for the immediate use of their customers, and the results to their trade have proved most gratifying.

TORONTO GROCERS VISIT CHRISTIE, BROWN & CO.

ON April 27 members of the Toronto Retail Grocers' Association to the number of 75 or upwards, assembled at the invitation of the Christie-Brown Company to be shown through their large biscuit factory. This is the second visit to be paid to leading city industries by the Toronto association, and marks the beginning of a new era in the guild of grocers.

The tour through what is acknowledged to be the largest biscuit factory in Canada was personally conducted by Mr. Christie, the president of the company, and Mr. Edmonds, the secretary-treasurer, to whose neverfailing courtesy and overcareful attention on the part of everyone present the success of the afternoon was largely due.

It was nothing short of a revelation to every member of the association to see 500 men, women, boys and girls at work with as much precision as a body of regular soldiers. The writer was impressed with a sense of the magnitude of the industry by observing that the stairs used by the employes were worn down in the centre. He was told that stairs have to be built once a year.

The factory itself is a neverending source of interest. No less than 480 different kinds of cakes and biscuits are manufactured; one cannot appreciate the full significance of this fact, however, until he sees the almost endless variety of ovens and processes of manufacture in actual operation. One new oven which is the curiosity and delight of all who saw it, is in the shape of an immense cylinder with a revolving paddle-wheel fitted with swinging shelves on which are placed pans of biscuit-dough already cut. From the time a pan is placed on the shelf until the wheel makes a complete revolution and the pan of dough comes back thoroughly baked is about eight minutes. This particular oven is said to be the largest in Canada, and has a capacity for 20 barrels a day more than an ordinary oven. Equally wonderful are the other ovens and machinery in operation in the factory. The rolled dough is started in at one end of a machine; then it is spread with fruit, cut, stamped and sent by carriers right into the oven whence it comes some ten minutes later in the form of fruit biscuits. By a most ingenious process of carrying machinery the cakes and biscuits from the ovens are carried and distributed to the various sorting and packing departments. Another in-

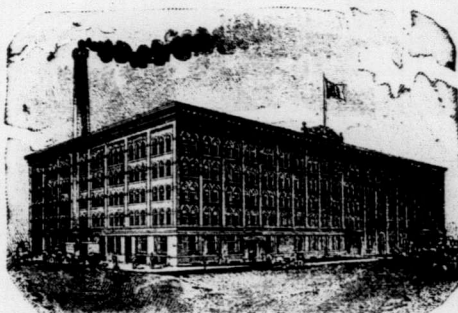
teresting process is the manufacture of marshmallows. A single machine which is self-regulating drops paste and fruit in exactly the required proportion on the cake. A similar machine spreads icing on the cakes, as they pass along on carriers and are topped by girls standing on either side.

One might ramble on and on before he would have finished describing all the interesting things the grocers saw, suffice it to say that they were afforded a delightful surprise as well as a means of acquiring valuable information, and will never regret having availed themselves of the special privilege of being shown through a large up-to-date biscuit industry.

Incidental.

President Johnson, tipping the scales at 275—"Why, I only weigh 240."

"But look at the biscuits you have eaten," said one of his fellow tradesmen.



Christie, Brown & Co.'s Factory.

Mr. Edmonds—"Well, Will, shall we go down and inspect the place where they fire up?"

Will—"No thanks; that'll come soon enough."

BUSINESS IN CAPE BRETON.

IN the Port Hood, C.B., Siftings of recent date the business outlook in that section of Canada was sized up thus:

After a comparatively severe Winter, an early Spring would be a welcome visitor. As this is a matter which rests with Providence people must submit and take these dispensations as they come.

No one that we are aware of suffered for the necessities of life; we are cognizant of the fact, however, that the steady Winter weather has caused a scarcity of cattle feed in many sections of the country. Owing to the heavy snowstorms lumbermen were prevented from prosecuting their industry as vigorously as during the preceding three years. Railway transportation facili-

ties were also hampered, causing a general stagnation in the coal trade so far as the County of Inverness is concerned. A dulness in trade of every description has been the inevitable consequence.

Almost every person one meets asks "What kind of Summer are we going to have?" Without taking a gloomy aspect of the future, we are inclined to put a conservative estimate on the success of the different undertakings for the remainder of the year. There will of course be considerable activity at the mining centres; but there is nothing in sight to warrant the belief that there will be a boom. If the prosperity which has been enjoyed for some years can be maintained at its normal condition, people will have reason to be thankful. The indications, however, point rather to a shrinkage than an overplus. Whether due to the war in the East or "a corner in wheat" breadstuff has advanced about 25 per cent, which will increase the cost of living without any corresponding increase in wages or better prices for commodities which farmers may wish to dispose of for cash or in exchange for manufactured goods.

As "after a storm there is always a calm," so it is that after a boom there is always a reaction. While there is nothing discouraging in sight we think it is better to realize that there is more or less stringency in every industry, and the only way of successfully combatting these conditions is by exercising the strictest economy. "Earn more and spend less" should be the motto.

A VISITOR FROM OTTAWA.

Mr. A. McNeill, senior inspector of the Fruit Division, Ottawa, called at the Toronto offices of The Grocer this week. Mr. McNeill was on his way to Orillia and vicinity, where he expects to hold a series of fruit meetings.

A CORRECTION.

ON page 29 of the last issue of The Canadian Grocer, it was stated that the paper supply houses of Toronto were completely wiped out in the fire of April 19. This statement was hardly correct. One firm, at least, Douglas & Ratcliff, Limited, were uninjured and both their warehouses, at 30 West Market street and 7 Cott street, can be utilized to supply the needs of those requiring all kinds of paper

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AGENCIES

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Jacksonville
Rochester
Norfolk, Va.
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San Francisco
St. Louis
Minneapolis



Listen to this!

"SALADA" Ceylon Tea is winning favors everywhere, new branches and agencies are being constantly established to meet the growing demand.

To the observant one the reason is not far to seek, as **"SALADA"** is run by live, hustling, resourceful business men, who have always worked (and are still at it) with the fixed belief that "Quality," backed by a faithful adherence to every claim and offer made, is absolutely essential to a lasting success. Our past experience in this connection has only tended to strengthen these views.

**"Salada" is never sold in Bulk Form }
Sealed Lead Packets Only. }**

**BLACK, MIXED, or
NATURAL GREEN.**

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The Famous

**"Blue Label" TOMATO
KETCHUP**

ASK YOUR JOBBER FOR IT.

"Blue Label" Tomato Ketchup is made from whole, Ripe Tomatoes, and pure spices, carefully prepared. Put up in our patented, metallic screw top, corrugated bottles.

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Order a case, 40 pkgs., \$2.50.

St. Lawrence Starch Co.

LIMITED,

PORT CREDIT, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 28, 1904.

TRADE in groceries has only been fair for the week under review, with collections dull in the country and slow if anything in town. The dullness is to be attributed largely to the bad condition of the country roads, but it is confidently expected that as soon as there is an improvement in this respect, business will brighten accordingly. The sugar market is much stronger than it was last week, and prices have advanced 5c all round. Canned goods continue to be in brisk demand at firm prices, an advance being recorded in sockeye salmon. Trade in syrup and molasses has been unsatisfactory, with prospects for firmer prices. The tea market is showing increased signs of activity. Prices rule firm and there has been an increased demand for low-priced Indians and Ceylons. Advices from Yokohama state that the Japan market has opened 10 per cent. lower than last year. Coffees continue firm with a fair market and very little doing in Rios. Rice and tapioca and spices are without special feature. Sultana raisins are firmer in price, also currants. Only a fair trade is doing in foreign dried fruits as usual at this season.

CANNED GOODS.

Canned goods are very active this week at firm prices, the demand for corn and peas being particularly active. Stocks in these lines are already beginning to run low, and it is not improbable that they will be exhausted before the season is over. On account of the lateness of the new season all stocks are likely to become depleted. Sock-eye salmon is scarce and advancing in price. Horseshoe salmon is out of the market. Our quotations are:

| | |
|--------------------------------|------|
| Apples, 3s..... | 0 90 |
| " gallons..... | 2 20 |
| Asparagus..... | 3 50 |
| Beets, 2s..... | 0 90 |
| Beets, 3s..... | 1 00 |
| Blackberries, 2s..... | 1 50 |
| Beans, 2s..... | 0 90 |
| Corn, 2s..... | 1 20 |
| Cherries, red, pitted, 2s..... | 2 20 |
| " white..... | 2 40 |
| Peas, 2s..... | 0 90 |
| Pears, 2s..... | 1 45 |
| " 3s..... | 1 90 |
| Pineapples, 1 1/2s..... | 1 50 |
| " 2s..... | 1 80 |
| " 3s..... | 2 25 |
| Peaches, 2s..... | 1 55 |
| " 3s..... | 2 45 |
| Plums, green gages, 2s..... | 1 10 |
| " Lombard..... | 1 00 |
| " Damson, blue..... | 0 95 |
| Pumpkins, 3s..... | 0 95 |
| " gallon..... | 2 50 |
| Rhubarb, 3s..... | 1 50 |
| Raspberries, 2s..... | 1 40 |
| Strawberries, 2s..... | 1 40 |
| Succotash, 2s..... | 1 00 |
| Tomatoes, 3s..... | 1 12 |
| Lobster, talls..... | 3 35 |
| " 1-lb. flats..... | 3 50 |
| " 1-lb. flats..... | 1 90 |
| Mackerel..... | 1 00 |
| Salmon, sockeye, Fraser..... | 1 75 |
| " Cohoes Northern..... | 1 65 |
| " Cohoes..... | 1 15 |

| | | |
|--|------|------|
| Chums..... | 0 95 | 1 00 |
| Sardines, Sportsman 1/2s..... | 0 15 | 0 23 |
| " Portuguese 1/2s..... | 0 08 | 0 10 |
| " P. & C. 1/2s..... | 0 25 | 0 27 |
| " P. & C. 1/2s..... | 0 35 | 0 38 |
| " Domestic 1/2s..... | 0 03 | 0 04 |
| " Mustard, 1/2 size, cases 50 tins, per 100..... | 8 00 | 9 00 |
| Haddies..... | 1 00 | 1 00 |
| Kipperd herrings, domestic..... | 1 45 | 1 55 |
| Herrings in tomato sauce, domestic..... | 1 00 | 1 10 |
| " imported..... | 1 45 | 1 55 |

SUGAR

The weakness reported in last advice has at last spent itself and we are now able to report a return to healthier conditions with large sales of raws at prices establishing 1-16 to 1-8 advance. It is reported that on Friday, 22nd inst., the American Sugar Refining Company purchased quietly 40,000 bags of Cubans for May shipment at 25-16c e. and f. for basis 96. It was understood that they were willing buyers of further quantities on the same prices, but that sellers were disposed to hold on although on Monday, 25th inst., refiners secured a further lot of 15,000 bags at 25-16. Later in the day they advanced their bid to 23-8 and secured 180,000 bags for April-May shipment. This is equivalent to \$3.73 duty paid, or fully 1-16 above former highest quotations, and establishes an entirely new level of values. Indications are favorable to the maintenance of present basis and it may be that in order to secure further supplies in view of prospective heavy meltings, refiners will advance ideas further. The prime reason for the change in buyers' ideas is evidently the unfavorable weather reports emanating from Cuba, indications being that much of the cane still standing in the fields will not be cut for this campaign, and that it may be necessary to reduce estimates of the final outrun from 100,000 to 200,000 tons.

We hear of the sale of 14,000 bags San Domingo sugar about due to arrive at 2c. e. and f., which is equivalent to \$3.68 duty paid, and establishes an advance of 3-32 on nearby sugars. The Cuban campaign is rapidly drawing to a close, and at latest advices there were only 59 central factories grinding, as compared with a maximum of 171 during the height of the season. At the same time last year there were 162 factories working.

Stocks at Cuban shipping ports are 94,000 tons less than at the same time last year, and it appears that planters have already sold 700,000 tons of the season's crop, from which it may be inferred that from now on they will be in a position to take full advantage of the situation, as with moderate supplies coming forward they will be able to retain holdings for better prices.

Combined stocks in United States and Cuba are 416,678 tons, a decrease of

146,342 tons from last year. Receipts at United States Atlantic ports for the week ending April 20, were 49,030 tons of which the bulk was to refiners, meltings remaining unchanged at 39,000 tons.

Total stocks in all hands are 160,678 tons. It is interesting to note that total stocks and receipts from January 1 to April 20 were only 29,600 tons more than for the corresponding period of 1903, while refiners' meltings for the same period show an increase of 90,000 tons.

Europe has fluctuated within a narrow margin during the week and we have to record a further advance in 88 per cent. of 3-4d per cwt. the price now being 8s 8 1/4d basis, f.o.b. Hamburg, for April-May shipment, which is equivalent to New York parity of \$3.84 for 96 test centrifugals.

Although there are no changes to record in American refined sugar quotations, the tone of the market has greatly improved in sympathy with raws and we are advised that Arbuckle has at last discontinued all shadings and now quotes same net price as other refiners.

The bill of the Provincial Premier to aid the beet sugar industry in Ontario has received its third reading in the Ontario House. The bill provides for an extension of the bounty to a period of five years from the inception of the industry, the grant being \$75,000 per year or an additional payment from the treasury of \$150,000 to aid the industry.

We have to record an advance of 5c in domestic quotations, which went into effect on the morning of 27th inst. The outlook is much more hopeful than for some time past and the immediate indications point to steadiness. We revise quotations below as follows:

| | |
|---|------|
| Paris lumps, in 50-lb. boxes..... | 4 93 |
| " " in 100-lb. "..... | 4 83 |
| St. Lawrence granulated..... | 4 28 |
| Redpath's granulated..... | 4 28 |
| Acadia granulated..... | 4 18 |
| Berlin granulated..... | 4 18 |
| Domestic beet, granulated, 1902..... | 4 05 |
| Phoenix..... | 4 18 |
| Bright coffee..... | 4 08 |
| Bright yellow..... | 4 03 |
| No. 3 yellow..... | 3 98 |
| No. 2 "..... | 3 78 |
| No. 1 "..... | 3 68 |
| Granulated and yellow, 100-lb. bags, 10c. less than bbls. | |

SYRUPS AND MOLASSES.

The syrup and molasses trade may be characterized as unsatisfactory, with prices still holding firm and prospects pointing to a further rise. New Orleans molasses is still advancing, although the price reached is not yet prohibitive. The quantity of New Orleans stocks on the market is comparatively small. Stocks of Barbadoes arriving are fine quality and will undoubtedly find a ready and permanent market in this country. Porto Rico and West Indian are also meeting with fair sales. Our quotations are as follows:

| | |
|-------------|------|
| Syrups— | |
| Dark..... | 0 30 |
| Medium..... | 0 32 |

| | | |
|-------------------------------------|------|------|
| Bright | 0 35 | 0 37 |
| Corn syrup, bbl, per lb. | 0 02 | 0 02 |
| " " " " " " | 0 02 | 0 02 |
| " " " " " " | 0 03 | 0 03 |
| " " " " " " | 1 30 | 1 30 |
| " " " " " " | 0 90 | 0 90 |
| " " " " " " | 1 90 | 1 90 |
| " " " " " " | 2 35 | 2 35 |
| " " " " " " | 2 25 | 2 25 |
| " " " " " " | 2 10 | 2 10 |
| Molasses— | | |
| New Orleans, medium | 0 25 | 0 30 |
| " " " " " " | 0 27 | 0 32 |
| " " " " " " | 0 45 | 0 50 |
| Barbadoes | 0 35 | 0 40 |
| Porto Rico | 0 35 | 0 40 |
| West Indian | 0 32 | 0 35 |
| Maple syrup | | |
| Imperial qts | 0 27 | 0 27 |
| 1 gal cans | 0 95 | 1 00 |
| 5-gal cans, per gal | | 1 00 |
| Barrels, per gal | | 0 75 |
| 5 gal imp. brand, per can | | 4 50 |
| 1 gal. " " " " " " | | 5 10 |
| 1/2 gal. " " " " " " | | 5 60 |
| Qts. " " " " " " | | 6 00 |

TEAS.

The tea market is active this week with prices ruling firm and steady. The demand for low-priced Ceylons and Indians has been particularly good. Japans are becoming more scarce and as yet nothing has been heard of the new Japan market. The quality of Ceylon tea on the London, Eng., market is very much improved, which fact has stimulated buying on this side of the water. Heretofore considerable difficulty had been experienced in obtaining good flavory teas.

The slight decline noticeable in Indian teas previous to the holidays in the London market has recovered. There is a smaller selection of high-grade tea, and where the quality both in appearance and cup was not fully maintained, quotations eased accordingly. The statistical position has developed considerable strength with stocks of all tea standing on March 31 at 2 1/2 and 10 3/4 million lbs. less than at a similar date the two previous years, respectively. It is noted that in spite of the large increase in imports the stock is only some 1 1/2 millions over that of last year, and the excess has already been practically absorbed.

In Ceylons competition has been active and the general tendency in favor of sellers, the more attractive quality of many of the recent arrivals often accounting for an appreciable advance in quotations for higher grades. Medium Pekoes were in special request for both home and export, while common kinds were steady and very little Pekoe Souchong was obtained under 6 1/2 d. per lb. The demand for Java was strong at hardening values. Cables from Yokohama state that the Japan market has opened about ten per cent. lower than last year. We quote the following prices:

| | | |
|--|------|------|
| Congou—half chests, Kaisow Moning | 0 12 | 0 60 |
| " " " " " " | 0 19 | 0 50 |
| Indian—Darjeelings | 0 35 | 0 55 |
| " " " " " " | 0 20 | 0 40 |
| Assam Pekoes | 0 17 | 0 25 |
| Pekoe Souchongs | 0 36 | 0 42 |
| Ceylon—Broken Pekoes | 0 22 | 0 30 |
| " " " " " " | 0 18 | 0 25 |
| " " " " " " | 0 42 | 0 50 |
| China Greens—Gunpowder, cases, extra first | 0 22 | 0 28 |
| " " " " " " | 0 42 | 0 50 |
| " " " " " " | 0 35 | 0 40 |
| " " " " " " | 0 28 | 0 38 |
| " " " " " " | 0 23 | 0 23 |
| " " " " " " | 0 16 | 0 18 |
| " " " " " " | 0 15 | 0 15 |
| Pingsueys—Young Hyson, 1/2 chests, firsts | 0 28 | 0 32 |
| " " " " " " | 0 18 | 0 19 |
| " " " " " " | 0 28 | 0 32 |
| " " " " " " | 0 38 | 0 40 |
| " " " " " " | 0 33 | 0 37 |
| " " " " " " | 0 30 | 0 32 |
| " " " " " " | 0 27 | 0 30 |
| " " " " " " | 0 25 | 0 28 |
| " " " " " " | 0 21 | 0 23 |
| " " " " " " | 0 20 | 0 20 |
| " " " " " " | 0 19 | 0 19 |

COFFEES.

The condition of the coffee market continues unchanged. Prices remain

firm and very little trade is doing in Rios. Latest European cables state that the coffee markets are flat. This, together with the fact that the Brazil crop movement has been running fairly full, has tended to make the market sag. Locally the movement on milder coffees is free at firm prices. Our quotations are:

| | | |
|----------------------------|---------|------|
| Green Rios, No 7 | Per lb. | 0 08 |
| " " " " " " | 0 08 | 0 08 |
| " " " " " " | 0 08 | 0 08 |
| " " " " " " | 0 09 | 0 09 |
| " " " " " " | 0 21 | 0 25 |
| " " " " " " | 0 22 | 0 35 |
| " " " " " " | 0 10 | 0 12 |
| " " " " " " | 0 26 | 0 35 |
| " " " " " " | 0 22 | 0 25 |
| " " " " " " | 0 15 | 0 20 |
| " " " " " " | 0 16 | 0 23 |

RICE AND TAPIOCA.

The rice and tapioca market continues steady at last week's quotation prices, and is without special feature to record. We quote the following prices:

| | | | | | | |
|-----------------|----------|----------|----------------------------|---------|----------|----------|
| Rice, stand. B. | Per lb. | 0 03 1/2 | Tapioca, staple | Per lb. | 0 03 1/2 | 0 03 1/2 |
| Patna | 0 05 | 0 05 1/2 | " " " " " " | 0 04 | 0 04 | 0 04 |
| Japan | 0 06 | 0 07 | Carolina rice | 0 10 | 0 10 | 0 10 |
| ago | 0 03 1/2 | 0 04 | | | | |

SPICES.

The demand for spices of all kinds is fair and the market quiet as usual at this season. Last week's prices continue unchanged. Our quotations are as follows:

| | | | | | |
|----------------------------|------|------|-----------------|------|------|
| Peppers, blk | 0 18 | 0 19 | Cloves, whole | 0 25 | 0 35 |
| " " " " " " | 0 23 | 0 27 | Cream of tartar | 0 25 | 0 30 |
| Ginger | 0 18 | 0 25 | Allspice | 0 14 | 0 17 |

Foreign Dried Fruits.

There is a fair movement of dried fruit this week at quotation prices. The demand for prunes continues fair. It is believed the increased demand this season is due to the comparatively high prices ruling in apricots. Currants are firmer and Sultana raisins higher in price. It is the general opinion that the crop of Sultana raisins will be smaller than it was last year and some growers in Smyrna go so far as to say the vines will not yield more than half of last year's crop. Our quotations are as follows:

| | | | | | | | |
|----------|----------|----------|----------|----------|----------|----------|------|
| 100-110s | Per lb. | 0 04 | 0 04 1/2 | 60-70s | Per lb. | 0 06 1/2 | 0 07 |
| 90-100s | 0 05 | 0 05 1/2 | 50-60s | 0 07 | 0 07 1/2 | | |
| 80-90s | 0 05 1/2 | 0 05 1/2 | 40-50s | 0 07 1/2 | 0 08 | | |
| 70-80s | 0 06 | 0 06 1/2 | 30-40s | 0 08 1/2 | 0 08 1/2 | | |

CANDIED PEELS.

| | | | | | | | |
|--------|---------|------|----------|--------|---------|------|------|
| Lemon | Per lb. | 0 10 | 0 12 1/2 | Citron | Per lb. | 0 15 | 0 18 |
| Orange | 0 11 | 0 13 | | | | | |

FIGS.

| | | | | | | |
|----------|----------|----------|--------|---------|------|------|
| Tapnets | Per lb. | 0 03 1/2 | Elemes | Per lb. | 0 09 | 0 20 |
| Naturals | 0 06 1/2 | 0 09 1/2 | | | | |

APRICOTS.

| | | | |
|------------------------|---------|----------|------|
| Californian evaporated | Per lb. | 0 12 1/2 | 0 15 |
|------------------------|---------|----------|------|

PEACHES.

| | | | |
|------------------------|---------|----------|------|
| Californian evaporated | Per lb. | 0 08 1/2 | 0 12 |
|------------------------|---------|----------|------|

CURRANTS.

| | | | | | | | |
|----------------|---------|----------|----|-----------|---------|------|----------|
| Fine Filiatras | Per lb. | 0 04 1/2 | up | Vostizzas | Per lb. | 0 07 | 0 07 1/2 |
| Patras | 0 06 | 0 06 1/2 | | | | | |

RAISINS.

| | | | |
|----------------------------|----------|----------|----------|
| Valencia, fine off-stalk | Per lb. | 0 06 1/2 | 0 06 1/2 |
| " " " " " " | 0 07 | 0 07 1/2 | 0 07 1/2 |
| " " " " " " | 0 07 1/2 | 0 09 | 0 09 |
| Sultana | 0 06 1/2 | 0 10 | 0 10 |

| | | |
|----------------------------|----------|----------|
| Californian seeded, 12-oz. | 0 08 1/2 | 0 09 |
| " " " " " " | 0 10 1/2 | 0 11 |
| " " " " " " | 0 07 1/2 | 0 07 1/2 |
| " " " " " " | 0 08 | 0 08 1/2 |
| " " " " " " | 0 09 | 0 10 |

DATES.

| | | | | | | | |
|-----------|----------|----------|------|-------|---------|----------|------|
| Hallowees | Per lb. | 0 03 1/2 | 0 04 | Fards | Per lb. | 0 08 1/2 | 0 09 |
| Sairs | 0 03 1/2 | 0 03 1/2 | | | | | |

Country Produce.

EGGS.

Supplies of eggs are not coming as brisk as last week, and in some quarters the market is bullish, the fear having been expressed that there is likely to be a scarcity of eggs. One dealer gives quotations at 13 to 13 1/2 c. Another says 14c is the lowest price at the present time. The demand for eggs is brisk. We quote the following prices:

| | |
|---------------------------|------|
| Eggs, fresh laid, per doz | 0 14 |
|---------------------------|------|

POULTRY.

The poultry trade is dull with scarcely a nominal trade doing at quotation prices. Our quotations are as follows:

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

APPLES.

Trade in evaporated apples continues fair within narrow limits. A brisk demand cannot be expected as long as stocks of green apples remain in the market. We quote the following prices:

| | |
|---------------------------|----------|
| Evaporated apples, per lb | 0 06 1/2 |
|---------------------------|----------|

MAPLE SUGAR AND SYRUP.

The season for maple sugar and syrup has been very short and unsatisfactory. Trade has only been fair and the season is practically over. Our quotations are as follows:

| | | |
|----------------------------|----------|----------|
| Maple sugar, 30-lb. boxes | Per lb. | 0 08 |
| " " " " " " | 0 07 1/2 | 0 07 1/2 |
| " " " " " " | 0 30 | 0 30 |

BEANS.

The bean market is dull this week, although there has been a fair movement in Lima beans. We quote the following prices:

| | | |
|----------------------------|----------|----------|
| Beans, mixed, per bush | 1 40 | |
| " " " " " " | 1 50 | |
| " " " " " " | 1 65 | 1 75 |
| " " " " " " | 1 00 | 1 00 |
| " " " " " " | 0 65 1/2 | 0 66 1/2 |

HONEY.

Trade in honey is quiet with last week's quotations unchanged. Provision dealers are beginning to stock up for next season. Our quotations are as follows:

| | | |
|---------------------------------|----------|----------|
| Honey, extracted clover, per lb | 0 06 1/2 | 0 07 1/2 |
| " " " " " " | 1 50 | 2 00 |

Fish.

Frozen fish are now off the market and fresh fish are beginning to arrive and are meeting with good demand. The catch so far is mostly from Lake Erie and Ontario. There are no fresh caught trout on the market as yet. We quote this week for the first time:

| | |
|---------------------------------------|------|
| Whitefish, fresh caught, per lb | 0 12 |
| Haddock " " " " " " | 0 07 |
| Cod, steak " " " " " " | 0 08 |
| Perch " " " " " " | 0 06 |

Green Fruits.

The green fruit market is very active this week, with a growing demand for

pineapples and bananas the feature of the market. Bananas are firm in price for this season of the year and pines are 50c easier than last week. The range of prices in lemons, 300's, is wider than last week's, best qualities selling at prices firmer by 25c. Valencia oranges are slightly firmer in price. California navel are firm and steady. Grape fruit is practically out of the market, although a few fancy are selling at high prices. Apples are a little firmer. Greenhouse tomatoes are off the market. Limes have advanced 20c. Mississippi and North Carolina strawberries have practically taken the place of Florida and Louisiana fruit, and are in good demand at quotation prices. Only a few bitter oranges remain on the market. Florida tomatoes are 25 to 50c easier and selling freely. We quote the following prices:

Table listing prices for various fruits including California navels, Mexican oranges, Bitter oranges, Messina lemons, Valencia oranges, Havana pineapples, Jamaica grape fruit, Bananas, Apples, Almeria grapes, Florida tomatoes, Tomatoes, Cranberries, Limes, and Strawberries.

Vegetables.

There is a brisk demand for vegetables of all kinds and a corresponding scarcity, particularly of potatoes and home-grown green stuff; the former of which has advanced in price. Potatoes are likely to advance further within the next few days. Valencia onions are nearly out of the market and have been largely replaced by stocks of Egyptians which are preferable at this time of year on account of their superior keeping qualities and comparative freedom from waste. Bermuda onions are quoted for the first time this season. New cabbage and green beans are seen on the market this week. Canadian celery is practically out of the market and final shipments of California celery have already arrived. Green onions are easier in price, outdoor stuff having begun to arrive. Green cucumbers are easier in price. Our quotations are as follows:

Table listing prices for various vegetables including Cabbage, Potatoes, Sweet potatoes, Onions, Egyptian onions, Spanish onions, Bunch lettuce, Radishes, Mushrooms, Parsley, Sage, Savoury, Beets, Carrots, Parsnips, Artichokes, Yellow turnips, Leeks, California celery, Celery, Rhubarb, Green onions, Green house water cress, Green cucumbers, Asparagus, Florida spinach, Florida spinach, Bermuda new potatoes, Green peas, and Beans.

Seeds.

Trade in seeds is steady at prices quoted below. Notwithstanding the backwardness of the season, Ontario farmers have at last begun seeding in some localities. Supplies of finer grades of all seeds are becoming lower. We quote the following prices:

Table listing prices for seeds: Red clover, Alsike, Timothy, and Nail threshed.

Grain, Flour and Breakfast Foods.

GRAIN.

The market is quiet and prices not particularly strong. Manitoba wheat, No. 1 hard, has dropped 2 to 3c; Manitoba wheat, Northern, No. 1, has dropped 3 to 3 1/2c; Manitoba wheat, Northern No. 2, has declined 3c, while red and white wheat have dropped off 2c. Oats are down in price 1/2 to 1c. We quote:

Table listing prices for grain: Manitoba wheat (No. 1 hard, Northern No. 1, Northern No. 2), Red, White, Barley, Oats, Peas, Buckwheat, and Rye.

FLOUR.

The flour market is dull this week, the only change being a drop of 25c in Manitoba flour which occurred April 26. We quote the following prices:

Table listing prices for flour: Manitoba wheat patents, Strong bakers, Ontario wheat patents, and Straight roller.

BREAKFAST FOODS.

The demand for breakfast foods continues active and steady with last week's prices unchanged. Our quotations are as follows:

Table listing prices for breakfast foods: Oatmeal, Rolled oats, Rolled wheat, Cornmeal, Split peas, Pot barley, Swiss food, and Aunt Sally's Pancake Flour.

Hides, Skins and Wool.

The market is active and prices firm. Veal skins have advanced 1c per lb. on all grades. No other changes are noted this week. We quote the following prices:

Table listing prices for hides and skins: No. 1 green, No. 2, No. 1 steers, No. 2, Cured, and Calfskins.

CALFSKINS.

Table listing prices for calfskins: Veal skins, Deacons, Sheepskins, and Lamb skins.

WOOL.

Table listing prices for wool: Unwashed wool, Fleece wool, Pulled wools, and extra.

Special Announcement!

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

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Rutherford, Marshall & Co.

Wholesale Produce Merchants, TORONTO.

QUEBEC MARKETS.

Groceries.

Montreal, April 28, 1904.

THE dulness of the local market was given a slight stir on Tuesday morning by sugar taking a jump up of five cents ruling in Ontario and Quebec and ten cents for the Maritime Provinces. Generally trade is quiet and collections from the country are reported poor. Spices are ruling strong and with good demand. The five per cent. advance which came into force on the 25th inst. for canned fruits has been noticed in the trade, but no marked demand has been observed. The provision market is strong. In dried fruits considerable interest is taken in Sultana raisins and certainly they are firmly held. Advices, direct from the country of production, show that the crop will be smaller even than was anticipated. Tea is just about the same, but there is quite a cleaning out of old stocks. The new pack is anxiously watched for, especially in the Japanese trade. Coffee has not even fluctuated but some indications point to an advance. Green fruits are active and vegetables are firm. Celery, for instance, rose another dollar and was selling at \$7.50. All kinds of Canadian apples are firm with good demand. In evaporated apples there is a stringency and they are quoted f.o.b. at 6 1-4 to 6 1-2 cents. Business men are optimistic and a good feeling is current.

SUGAR.

The stiffening of raw sugars and the brisk demand has sent granulated up five cents in Ontario and Quebec and a rise of ten cents has been reported for the Maritime Provinces. We quote:

| | |
|-----------------------------|--------|
| Granulated, bbls. | \$4 20 |
| " " " " " " | 4 35 |
| " " " " " " | 4 05 |
| " " " " " " | 4 10 |
| Paris lump, boxes and bbls. | 4 70 |
| " " " " " " | 4 80 |
| Extra ground, bbls. | 4 55 |
| " " " " " " | 4 75 |
| " " " " " " | 4 80 |
| " " " " " " | 4 30 |
| Powdered, bbls. | 4 50 |
| " " " " " " | 4 05 |
| Phoenix | 3 95 |
| Bright coffee | 3 95 |
| " " " " " " | 3 95 |
| " " " " " " | 3 85 |
| " " " " " " | 3 65 |
| " " " " " " | 3 55 |
| " " " " " " | 3 45 |
| Raw Trinidad | 3 20 |
| Trinidad crystals | 3 30 |

SYRUPS AND MOLASSES.

The decline in molasses has been maintained although reports from the Indies point to a slight advance of a quarter of a cent. This cannot be maintained long for all things point to a falling off in price even more than it has. The report that Barbadoes molasses have been offered here at 22 to 22 1-2c seems to have been a premature one, as latest indications from the islands would show that nothing could be laid down here under 24 1-2 to 25c and these figures are really what seem to be the offerings of brokers and import agents. We quote:

| | |
|----------------------------|------|
| Barbadoes, in puncheons | 0 27 |
| " " " " " " | 0 29 |
| " " " " " " | 0 30 |
| New Orleans | 0 22 |
| Antigua | 0 37 |
| Porto Rico | 0 45 |

| | |
|-------------------------------------|------|
| Corn, syrups, bbls. | 0 02 |
| " " " " " " | 0 02 |
| " " " " " " | 0 03 |
| " " " " " " | 1 30 |
| " " " " " " | 0 90 |
| " " " " " " | 2 75 |
| Bbls., per 100 lb. | 2 75 |
| " " " " " " | 3 00 |
| Kegs | 3 00 |
| Cases, 2-lb. tins, 2 doz. per case. | 1 90 |
| " " " " " " | 2 35 |
| " " " " " " | 2 25 |
| " " " " " " | 2 10 |

COFFEE.

Coffee is firm. We quote:

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

TEA.

The tea market is quiet. Movements from first hands seem small. Ceylons and Indias are in good demand. English buyers of Indian teas show very little keenness. The ordinary and medium grades have shown slight improvements at times on ruling prices. Common fannings have been neglected. Medium teas are steady and a general improvement in the market is likely. Japans are firm. We quote:

| | | |
|--------------------------------|------|------|
| Good to med'um Japans | 0 18 | 0 24 |
| Fine to choice Japans | 0 25 | 0 35 |
| Ceylon greens | 0 16 | 0 20 |
| Indian greens | 0 18 | 0 30 |
| Japan style China congoes | 0 10 | 0 10 |
| Pealeaf and Pinhead Gunpowders | 0 23 | 0 40 |
| Coarse to good Gunpowders | 0 13 | 0 22 |
| Ceylon blacks | 0 14 | 0 30 |
| Indian | 0 12 | 0 20 |

CANNED GOODS.

The five per cent. advance in canned fruits has had its effect already and has made the demand limited. The market is steady and salmon is holding its strong position with every likelihood of lasting. A well-known cannery man insisted upon the correctness of the report from Niagara and Erie, re the prospects of a poor fruit crop. He said that those who thought it was a business dodge would be sorry if they did not take precautionary measures. Fruit of all kinds, he claims, will be a short crop. We quote:

| | |
|----------------------------|------|
| Tomatoes | 1 15 |
| Corn | 1 15 |
| Peas | 0 87 |
| String beans | 0 85 |
| Strawberries, preserved | 1 40 |
| Succotash | 1 00 |
| Blueberries | 1 15 |
| Raspberries | 1 40 |
| Lawtenberries, 2s. | 1 50 |
| Raspberries, black | 1 40 |
| Gooseberries | 1 63 |
| Pears, 2s. | 1 45 |
| " " " " " " | 2 20 |
| " " " " " " | 1 63 |
| " " " " " " | 2 51 |
| " " " " " " | 1 36 |
| " " " " " " | 1 46 |
| " " " " " " | 2 31 |
| " " " " " " | 1 03 |
| " " " " " " | 0 90 |
| " " " " " " | 2 00 |
| " " " " " " | 2 40 |
| " " " " " " | 2 40 |
| " " " " " " | 0 95 |
| " " " " " " | 1 00 |
| " " " " " " | 0 90 |
| " " " " " " | 1 40 |
| " " " " " " | 1 50 |
| " " " " " " | 1 50 |
| " " " " " " | 1 70 |
| " " " " " " | 3 45 |
| " " " " " " | 4 00 |
| " " " " " " | 2 25 |
| Canadian Sardines, 1s. | 3 65 |
| California asparagus | 4 50 |
| Asparagustips | 3 50 |

Foreign Dried Fruits.

Messrs. Watt, Scott & Goodacre in their report state: Currants—Conditions in Patras have for some time been favorable to an advance, and in Greek currency prices have been actually high-

er, notwithstanding lack of demand from consuming countries. So far, however, fluctuations in exchange have offset these gains, until now buying has set in, with a result of an advance in sterling quotations. Raisins—There appears to be sufficient stock in the country, both of Muscatels and Valencias, to prohibit any interest for import, although jobbers report fair buying consumption is evident. In Sultana raisins considerably better business is doing and this fruit is very firmly held. The stimulus has come from unfavorable weather reports from Smyrna, where it is the general opinion that even if everything goes well henceforward, that the crop will be smaller than that of last year. From this non-committal view of the position there is a range of opinion up to that held by some growers, who say that the vines will not yield more than half of last year's quantity. Figs—The market is entirely in favor of buyers, notwithstanding that spot stocks, with the exception possibly of layer figs, are considerably less than those of last year at this time. What demand does obtain is from manufacturers. Walnuts—Little interest is being shown in nuts in shell and not much more in "Cerneaux." Efforts made earlier in the season to corner the market have only been maintained spasmodically and may now be looked upon as abandoned. The serious drop in the market, of recent weeks, is attributable to this. A favorable point as to prices and weather conditions has now been reached for acquiring cold storage stock to cover October and November requirements. Valencia Almonds—Stocks in Malaga are practically lacking, but up-country dealers still have supplies which they are holding back, in expectation of higher prices, based on the calculation that the crop of 1904 will be 20 to 25 per cent. less than last year, owing to a great deal of unusual cold and wet weather experienced throughout the vicinity of Malaga in March. Filberts—Messrs. Ferd. Baller & Co. advise: Reports from the growing districts of Sicily state that on April 1, severe hailstorms occurred in those sections of our island, and as the young fruit is just now forming, fears are expressed that the new crop, already expected to turn out small, has been seriously damaged. Under this impression, sellers both of old crop, prompt, and new crop, October, have completely withdrawn from the market, but buyers are not pressing forward, and prefer to await further developments.

VALENCIA RAISINS.

| | | |
|--------------------------------|------|------|
| New, finest off-stalk, per lb. | 0 06 | 0 06 |
| Selected, per lb. | 0 07 | |
| Layers | 0 07 | 0 07 |

FIGS.

| | | |
|----------------------|------|------|
| Comadres, per tapnet | 1 00 | 1 10 |
| Elemes, per box, new | | 0 90 |

DATES.

| | | |
|---------------------------|------|------|
| Dates, Hallowees, per lb. | 0 03 | 0 03 |
|---------------------------|------|------|

CALIFORNIAN EVAPORATED FRUITS.

| | |
|-------------------|------|
| Apricots, per lb. | 0 12 |
| Peaches | 0 09 |
| Pears | 0 12 |

PUMPKIN.



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

700 CASES ONLY TO SELL.

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

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

Save Money by Writing for our Samples

Ceylon and Indian Greens, at 12c. to 18½c.—Special value.
Try a sample lot.

Special values now in **Japans**, all grades, from 15c. to 35c.

Also Japan Siftings and Fannings, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Pleased to send you samples. Say what grade and price you want.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacramento St.

● Teas
● and
● Coffees

MONTREAL.

Pickles



ROWAT'S

are now constantly arriving and the trade being rapidly supplied with the **best selling Pickles** ever placed on the Canadian market. Grocers who have handled them repeat their orders; those who have never handled them have missed a **profitable seller.**

ROWAT'S PICKLES always sell, they do not hang about the shelves.

Order through your wholesale house.

SNOWDON, FORBES & CO., Montreal,

For ONTARIO, QUEBEC, MANITOBA and N. W. T.

F. H. TIPPET,
St. John, N.B.

H. WARREN,
Halifax, N.S.

C. E. JARVIS & CO.,
Vancouver, B.C.

| | |
|---|------|
| Marshall's kippered herring, per doz. | 1 40 |
| Canadian kippered, per doz. | 1 00 |
| Canadian 1/2 sardines, per 100. | 3 75 |
| Canned cove oysters, No. 1 size, per doz. | 1 30 |
| Canned cove oysters, No. 2 size, per doz. | 1 25 |
| Standard bulk oysters, per gal. | 1 50 |
| Selects | 1 75 |

Country Produce.

EGGS.

The market remains strong in tone and interesting. The arrivals have not been quite so large this week; 846 cases arrived in the city on Saturday. On Monday 753 cases came in. There is a splendid demand but prices still hold at 14 1-2 to 15 cents per dozen.

BEANS.

The market is dull. In a jobbing way sales of choice primes were made at \$1.45 to \$1.50, and primes at \$1.40 per bushel, while car lots of choice primes were quoted at \$1.40 and \$1.35 a bushel.

HONEY.

Quietness rules over the honey market and the demand is very limited. White clover is still scarce at 13 1-2 and 14c. Extracted white clover was quoted at 8 1-2 to 9c in 10-lb tins, and 7 to 7 1-2c in 300-lb kegs. Buckwheat still remains 6 and 7c.

POTATOES.

Potatoes are very strong just now and with a brisk demand are selling at firm prices of 80 to 85c per bag ex-track.

MAPLE PRODUCTS.

A reasonably large volume of business was done in new maple products this week and there was a good demand for small lots at fair prices. We quote:

| | | |
|-------------------------------|----------|----------|
| Maple syrup, in wood, per lb. | 0 05 1/2 | 0 06 |
| Maple syrup, in large tins | 0 80 | 0 85 |
| Pure sugar, per lb. | 0 07 | 0 07 1/2 |
| Pure Beauce sugar, per lb. | 0 08 1/2 | 0 09 |

Flour and Feed.

FLOUR.

There was a little flutter in flour this week but after a slight advance it dropped again to normal conditions. The demand is good and steadiness marks the whole field here. We quote:

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

FEED.

Inactivity marks the feed market and no change in prices has taken place. We quote:

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

OATMEAL.

Steadiness characterized the market all this week and good demand attracted considerable attention. We quote:

| | |
|------------------------|------|
| Fine oatmeal, bags | 2 06 |
| Standard oatmeal, bags | 2 90 |
| Granulated | 2 90 |
| Rolled oats, bags | 2 55 |
| bls. | 5 30 |

HIDES.

There has been no change in hides. We quote:

| | | |
|------------------|------|----------|
| No. 1 beef hides | 0 08 | 0 08 1/2 |
| No. 2 " | 0 07 | 0 07 1/2 |
| No. 3 " | 0 06 | 0 06 1/2 |
| Lambskins | 0 75 | |
| No. 1 calfskins | 0 11 | |

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 21.

EXTREME activity in salmon canning operations is likely to mark the present season. The canners have already offered the fishermen of the Fraser River 20 cents per fish during the coming sockeye season, which begins on or about July 1st, or whenever the sockeyes begin to run in the gulf. This price is considered liberal under present conditions. It is the highest paid for some years, and is the rate which the canners offered the fishermen in 1900 in the season when the fishermen struck and later accepted 19 cents per fish.

As the likelihood is that there will be a state of war in the Far East for many months yet, and as the Japanese Government is altogether likely to buy up all the canned salmon they can get hold of, the canners here are laying plants to put up all sorts of salmon this year. The humpback or dog salmon is not generally bothered with in ordinary trade, but a few canners have been putting up a small pack. They have disposed of all of it, and all do-overs and other heldover stock has been sold for the Japanese commissariat, so that the market here is bare of canned salmon. The possibilities are very great of a large demand from Japan and the intention of the trade here is to take hold of the openings.

It is to be noted that the Chinese cannery operatives who usually take under contract the work of handling the fish through all the processes from cutting up to packing into the tins and soldering, are this year advancing the rates they demand. Formerly they were paid 48 cents per case for this work. Now they ask 50 cents. In addition, the Chinese contractors who have been losing money in the last few seasons by reason of the light pack, demand that they shall be guaranteed the pay for at least 75 per cent. of the fish they contract to put up, whether the fish are forthcoming or not. The reason for this is that they have been under big expense getting their crews of men together and have paid them various sums, in many cases more than they realized from the work of the individuals receiving the advances. The matter has not yet reached a settlement. The Chinese are naturally independent, for by reason of the high head tax amounting to practical exclusion, the number of the Orientals available is limited, and they have formed a close union, embracing the control of practically all the Chinese cannery operatives, who are all skilled men.

The Japanese market is to be exploited by a new firm which is being organized by Mr. R. W. Clark, a Victoria commission merchant, and Mr. A. R. Tufts, a well known tea man, who has spent the past year in the Orient. Mr. Tufts says that a company will be organized to handle general mercantile lines, es-

pecially of Canadian manufactured goods and other Canadian products for sale in Japan and China. As the trade becomes established it is likely subsidiary companies will have to be formed to take over individual lines, as fast as they become important enough to demand it.

Some material reductions in freight rates are offered by the White Pass Co. this year. These reductions are available from July 1 to August 15th and are made especially to stimulate the movement of goods in the early season so that there will be no congestion. The rates quoted as special commodity rates for that time are: Oats and feed, \$2.37 instead of \$2.56 per cwt.; hay, \$2.62 1-2; coal oil, \$2.37 1-2; candles, \$2.75; nails, bolts, etc., \$2.37 1-2; sugar, \$2.60; canned cream and milk, \$2.60. These prices are per cwt. in car lots, except hay, which is in seven car lots.

Groceries—Staples are firm and stocks have not changed much, as receipts and shipments have been at the very lowest owing to the blockade. Edwardsburg starch is up a 1-4c in some grades, notably No. 1 white or blue, and Canada laundry, also in culinary. Canada pure corn starch is up 1-4c, according to latest quotations received by the trade. Importations of rice by the steamer Empress of China which arrived on Tuesday were heavier than expected, there being over 14,000 packages, about half of it being mats of China rice, the remainder being sacks of Japanese rice. Tea was very lightly represented, there being barely 2,200 packages, much of which was China tea. The heavy shipments of new season's Indian tea have not come forward yet. One hundred cases of refined camphor and 20 cases sublimed camphor were items of the cargo of the Empress, indicating that the fear of prohibition by the Japanese Government of exports from Formosa have not any foundation.

Produce—Non-arrival of shipments of butter from the east and continued small receipts of local, keep the market bare. The lot of 300 boxes of Australian received by the Aorangi was soon absorbed. Small consignments from Washington are received by some dealers. It is expected local supply will come forward more freely soon. The egg market is still bare and prices fancy.

Fruit—Australian grapes, a variety much like the Malaga, a green grape, and packed in familiar cork sawdust to heighten the illusion, appeared on the market this week as a new importation from the Antipodes. They come in oblong boxes about the size of 20-lb crates for tomatoes. The fruit was in good shape and is very fine quality. The price is high, \$4.50 per crate. Oranges are still plentiful and cheap, apples scarcer and nearly done. Prices are about 25c higher for choice apples. Bananas are coming in freely, in car lots, but the price is not any lower.

Vegetables—Potatoes are stiffening in price. Victoria quotes retail at \$1.50

CANNERS

have advanced their prices on Canned Fruits, but WE HAVE NOT YET.

BARGAINS IN CANNED GOODS

HICKMOTT'S GOLDEN CROWN Asparagus, 2½-lb. Square

Tins, Cases 2 doz..... \$4.00 per doz.

LOGGIE'S EAGLE BRAND Blueberries, 2-lb. Tins, Cases

2 doz..... 1.00 "

SIMCOE LYNN VALLEY BRAND.

| | | Canners' net prices to the Wholesale trade. | Our prices to the Retail trade. |
|----------------------------------|----------------------|---|---------------------------------------|
| Preserved Apples | 3 lb., Cases 2 doz. | \$1.32¾ | \$1.25 per doz. |
| Preserved Grapes | 2 lb., Cases 2 doz. | 1.32¾ | 1.25 " |
| Preserved Grapes | 2½ lb., Cases 2 doz. | 1.66½ | 1.57½ " |
| Yellow Peaches | 3 lb., Cases 2 doz. | 2.45¼ | 2.35 " |
| Bartlett Pears..... | 2½ lb., Cases 2 doz. | 1.84½ | 1.75 " |
| Bartlett Pears..... | 3 lb., Cases 2 doz. | 1.98 | 1.90 " |
| Standard Pears | Gall., Cases ½ doz. | 3.30¾ | 3.15 " |
| Pine Apples, Sliced | 2 lb., Cases 2 doz. | 2.11½ | 2.00 " |
| Pine Apples, Whole | 3 lb., Cases 2 doz. | 2.47½ | 2.35 " |
| Pine Apples, Grated | 2 lb., Cases 2 doz. | 2.36¼ | 2.25 " |
| Lombard Plums, Heavy Syrup... | 2 lb., Cases 2 doz. | 1.21½ | 1.15 " |
| Lombard Plums, Heavy Syrup... | 2½ lb., Cases 2 doz. | 1.46¼ | 1.35 " |
| Rhubarb, Preserved | 3 lb., Cases 2 doz. | 1.71 | 1.60 " |
| Strawberries in Heavy Syrup | 2 lb., Cases 2 doz. | 1.32¾ | 1.25 " |
| Strawberries, Preserved | 2 lb., Cases 2 doz. | 1.50¾ | 1.40 " |
| Standard Strawberries | Gall., Cases ½ doz. | 4.72½ | 4.50 " |
| Beets, Sliced | 2 lb., Cases 2 doz. | .81 | .60 " |
| Beets, Whole..... | 2 lb., Cases 2 doz. | .81 | .60 " |
| Beets, Whole..... | 3 lb., Cases 2 doz. | .90 | .70 " |
| Onions, Select Table..... | 2 lb., Cases 2 doz. | 1.25 | 1.25 " |
| Parsnips, Select Table | 2 lb., Cases 2 doz. | .81 | .75 " |
| Spinach, Select Table..... | 2 lb., Cases 2 doz. | 1.26 | 1.25 " |
| Turnips, Select Table..... | 3 lb., Cases 2 doz. | .90 | .75 " |
| Succotash, Log Cabin..... | 2 lb., Cases 2 doz. | 1.12½ | 1.00 " |

TERMS: F.O.B. Montreal, Net 30 days or 1% 10 days.

Hudon, Hebert & Cie.

MONTREAL.

per sack, and wholesale at over \$25 per ton, while Vancouver quotation is still at \$24 per ton for Asherofts but firm at that figure. Other varieties are still lower, but may advance at any time. California new potatoes are too high to buy yet. Australian onions which arrived so freely by the Aorangi are a little easier, possibly 1-2c lower per lb at 31-2 to 4c. In fresh vegetables cucumbers are scarce and dear. Asparagus is also scarce and quoted a little higher. Rhubarb is beginning to come in from local sources, and also radishes and green onions, as well as spinach and other

NOVA SCOTIA MARKETS.

Halifax, April 25th, 1904.

TRADE is still somewhat backward in the Maritime Provinces, a circumstance largely due to the late season. The eastern harbors are filled with ice at the present writing, but probably a few days now will witness a change in this respect. Fishing has improved and the outlook is bright for those portions of the province which depend upon this important industry. Travelling is now quite bad and commercial men have difficulty in reaching country stores. Collections appear to have improved somewhat in the last few days.

The molasses war has assumed a new phase. The chief Halifax importing interest has cut the price of new crop Porto Rico four and a half cents a gallon since last report. Early in the season a firm of St. John importers cut the price from 42 to 37 cents and contracted for a large quantity of the present season's crop. The Halifax interest has now retaliated by a further drop to 33 cents. What the end will be it is difficult to say, but this unbusiness like procedure has greatly unsettled the market and has brought considerable loss and annoyance to all branches of the trade. The decline is not at all warranted by the cost of molasses at the islands of production and is due entirely to ill-feeling between the two chief importing interests.

Flour is easier but quotations have not dropped more than ten cents from the top notch of last month. Oats are weaker by about two cents a bushel. Holders of Prince Edward Island oats, who two weeks ago were indifferent sellers at 48 cents, are now running after buyers and offering for considerably less money. Middlings and bran are easier and so is domestic pork and lard. Potatoes are easier owing to a slump in the Boston market, to which large quantities are being forwarded.

Dairy produce is dull and the outlook unsatisfactory. Cheese factories have started up but are making the mistake of asking too high a price for their product, with the result that dealers are supplying their wants with western goods. Consequently the local factories, unless they drop their prices, will have a lot of early cheese on hand to influence the market later on. The first shipment of dairy tub butter from Ontario was received by dealers here today. Eggs are still holding firm at 18 cents.

MANITOBA MARKETS.

Winnipeg, April 29, 1904.

FOR the past week business has been a little quiet, owing to the fact that the farmers throughout Manitoba and the Northwest Territories have been practically stalled up, owing to the numerous bodies of water that cover the prairies for miles, making it quite impossible for them to reach the nearby towns.

Sugars—The market remains firm with no change in price recorded since the 14th of March. Montreal granulated is quoted at \$4.90 in barrels and \$4.70 in sacks, and yellows at \$4.25.

Canned Vegetables—The market is firm with the exception of corn, which is high and is quoted at \$2.50 to \$2.65 a case, and is likely to advance to \$2.75.

Eggs—The market is a little easier and the demand is strong. Fresh gathered are jobbing at 14c.

Butter—There is a heavy demand for choice butter and the market quotes fresh pound prints at 22c and rolls and tub butter from 18 to 20c.

Canned Fruits—The market quotes canned fruits, all around, much higher, they having advanced on the 25th inst. 5 to 10 per cent.

Evaporated and Dried Fruits—All lines are firm with the exception of evaporated apples, which the market quotes at 71-2c a pound, and currants, which are much higher and have advanced 6 to 9 shillings per hundred-weight. Oregon prunes are cheap in the large sizes, 70 to 80 at 51-4c; 60 to 70 at 6c; 50 to 60 at 61-4c; 40 to 50 at 63-4c.

Corn Meal—The market quotes corn meal as having advanced 90c per half sack, and \$1.75 per sack.

Flour—The market remains strong and practically unchanged. No. 1 patent is still quoted at \$2.75.

Cured Meats—The market is firm. Hams are quoted at 133-4c; picnic hams at 131-4c; shoulders, 83-4c; breakfast backs, 111-2c; long spice rolls, 111-4c; short rolls, 103-4c; long dry clear, 9c; and dry salt backs, 10c.

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

A HUSTLING CONCERN.

MUCH favorable comment has been caused by the enterprise and pluck shown by many of the Toronto firms, whose places of business were destroyed in the terrible conflagration of April 19th. In no single instance was this more marked than in the case of E. W. Gillett Company, manufacturers of Royal yeast, Gillett's lye, Magic baking powder, etc., whose large factory and fine offices, together with contents, office furniture, machinery and stock, were totally consumed. In less

than an hour after the walls had fallen in, Mr. Dobic, general manager of the company, had telegraphed for the necessary materials to permit manufacturing operations to be started with as little delay as possible. By noon of the following day, offices had been secured at 15 Wellington street east and completely furnished, and next morning at nine o'clock, the office staff were all at work. Factory premises had also been secured and a small army of men were busy at work installing the duplicate set of machinery, which the company had in reserve in another part of the city. This was complete with the exception of one machine, which was brought from Chicago by express, and is undoubtedly the heaviest express parcel that ever arrived in Toronto, as it weighed over four tons. A full carload of supplies and material arrived in the same way.

By the untiring energy and enterprise displayed by the management and large staff of employes, the company have been enabled to commence filling orders within six days after their old premises were destroyed. This is a record that any company might well be proud of, and will be a source of great satisfaction to stockholders of the company and a relief to the thousands of grocers in all parts of the Dominion handling the various articles manufactured by the Gillett Company, many of whom evinced their interest by letter and telegraph enquiries as to when they might expect further supplies. Factories will be run day and night and every effort made to fill all orders as promptly as possible. The company will at once proceed to erect an extensive, up-to-date factory, which will enable them to keep pace with the ever increasing demand for their goods.

PERSONAL MENTION.

Mr. D. L. Lockerby, of Lockerby Bros., Montreal, who has been laid up for some weeks with a severe attack of lagrippe, is able to be about and at business again.

Mr. J. Craven, who represents Chase & Sanborn in the Maritime Provinces, has been spending a few days in Montreal. He leaves for his territory again at the end of the week.

Mr. G. Hatley, Brantford, secretary of the Western Dairymen's Association, has resigned. He will be succeeded by Mr. G. H. Barr, director of the Western Dairy School at Strathroy.

Mr. F. W. Thompson, managing director of the Ogilvie Flour Milling Co., has just returned from a three months' trip to Europe where he was not only pleasure seeking but quietly observing trade conditions which interest exporters at all times.

Mr. Richard Nash has joined the staff of Messrs. Lockerby Bros., Montreal, and will represent them in that city. Mr. Nash who is an experienced London tea man will make a specialty of teas and coffees, lines which Lockerby Bros. have always made interesting leaders.

GROCCERS!

With your kind assistance we will be able to keep the consumer supplied with

ROYAL YEAST, GILLETT'S LYE, MAGIC BAKING POWDER.

This can be done by handling stocks of these goods with utmost care and making them go as far as possible.

OLD BUILDING WAS NOT SUITABLE.

Our former factory at 32 and 34 Front Street West was not suitable or large enough for the enormous business that was being done. Intention was to begin building operations in the Spring of 1905. Now this will be done much sooner, and later this Company will have one of the finest modern factories on the continent.

ROYAL YEAST

is now being shipped from one of our factories (we have two). To do this it was necessary to bring in a carload of Yeast Cakes from the U. S. by express and pay the duty (6c. per pound). We will lose an enormous sum of money, but that does not amount to anything under the circumstances, as the people need the goods. The carload by express will be followed by **10 Carloads of Yeast Cakes by freight.** This will keep us going until goods which are being made in our two temporary factories are ready to ship.

DUPLICATE SET OF MACHINERY.

The fact of our having a duplicate set of machinery for just such an emergency is the reason that goods made in Toronto can be ready so soon.

A YEAR TO BUILD.

Had we not taken the precaution of having a duplicate set of machinery, goods could not have been turned out in less than a year from the time our factory was destroyed by fire. As it is, we are making shipments in one week.

SPECIAL MACHINERY.

All machinery used in the manufacture of **Gillett's Goods** is of a special character and has to be made to order, entirely from our own patterns.

MAGIC BAKING POWDER AND GILLETT'S PERFUMED LYE.

In a few days shipments of these goods will be made promptly as heretofore.

KEEP YOUR EYE ON US.

Gillett's goods will be made and sold in larger quantities than ever before.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We take this means of thanking our friends who have wired and written their condolences, and to others in similar lines of business to ours who have kindly offered us the use of space in their factories and offices in which to carry on our work. Owing to the congested state of office work, it is impossible to thank each individually.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., April 26.

ST. JOHN merchants extend sincere sympathy to the business men of Toronto, who suffered so severely in last week's fire. They know what the loss means, having passed through a trial, which for them, was quite as serious in its consequences as the Toronto fire.

The Grocer notes the retirement of Mr. G. Wetmore Merritt from the wholesale grocery business. Mr. Merritt has for many years been a prominent figure in the trade as one of the firm of Messrs. Turnbull & Co., and later of Messrs. Merritt Bros. & Co. Mr. Merritt has also served as president of the Board of Trade. He has now received the appointment of general agent for New Brunswick of the New York Life Insurance Co. The company are to be congratulated on the appointment. It is understood Mr. J. F. Merritt will continue the business.

In general lines of trade there is a fair movement but the season is backward.

The merchants of St. John are taking considerable interest in an advance made in fire insurance rates here. If they took more interest in the municipal elections those conditions which led to the advance might not have arisen. If they will neither be aldermen themselves nor see that right men are nominated nor even go to the polls themselves they cannot but expect misgovernment. The wonder is St. John has been so well governed, few cities having as good a record.

In markets, rice is still offered low. Ginger and nutmegs are cheap. Cream of tartar is firm at rather higher prices.

Oil.

Burning oil is a quiet line at this season but the dealers are busy attending to shipments of lubricating and paint oils. There is very keen competition in lubricating oils. Prices are firmly held. In linseeds the low prices are still quoted. Turpentine is high.

Salt.

In Liverpool coarse salt there is a full stock here. Arrivals will be more regular this Summer than before, as the Manchester Line intend to run regular trips here during the Summer. Quite a shipment of Liverpool factory filled was received this week so that the market is now well supplied. In Canadian fine salt receipts are larger than for some time. This salt is used largely by our cheese and butter factories and this is the season of demand.

Canned Goods.

There is a firm feeling in all lines. While vegetables are a fair stock here, prices are firmly held at the advance, as the supply cannot be renewed. Fruits are quite scarce. Some futures are being offered such as peas and strawberries. These are outside the association. It is said more buyers will be in the

"MONTSERRAT"

LIME FRUIT JUICE

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

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

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto



**CAPSTAN BRAND
High-grade Tomato Catsup**

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

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

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

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

EPPS'S

**GRATEFUL.
COMFORTING.**

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

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

**THE MOST
NUTRITIOUS.**

COCOA

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

| | |
|--|--|
| <p>TRADE MARK</p> <p>This design a guarantee of quality.</p> | <p>RED-BROWN WRAPPING</p> <p>All Weights FOR FURNITURE PACKING All Sizes</p> <p>Strong, Tough and Stiff. A Sure Protection to Destination</p> |
| | <p>Samples and prices with pleasure.</p> |
| | <p>CANADA PAPER CO.</p> <p>TORONTO LIMITED MONTREAL</p> |
| | |

guild than last season, but some large dealers are still outside. Oysters are rather higher and firm. Salmon is tending higher. Domestic fish are firm with light stocks held.

Green Fruits.

Bananas, which are the big Summer fruit, are keeping quite high this year. Apples are beginning to be out of season. Oranges are a large stock with

prices low. There is now quite a variety. Californias are still low. Lemons are plentiful and cheap. Little is being done in small fruits. Strawberries, rhubarb and tomatoes are only seen in a retail way. Pineapples show light sales.

Dried Fruits.

Prunes are having a fair sale. Apricots and peaches are in light demand.

The Roof

Gets the Worst of it

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

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

Eastlake

Steel

Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE
Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

"I Want Brock's."

BIRD TREAT

A treat, indeed, for the pretty songster. A cake in every package.

SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

Currants are higher. In raisins the market is well supplied. Seeded have chief demand. Dates are low this year. In evaporated apples there is a fair business with prices higher. Onions are being freely received, Valenciens, Egyptian and Bermudas are offered. Cocoanuts are scarce.

Sugar.

There continue to be quite large receipts of foreign sugars. Dealers have bought freely, expecting higher prices. Values are quite firm, but no changes have been reported.

Molasses.

The situation here cannot be called satisfactory. Quite a large stock is held but in few hands. At least this is true of Porto Rico molasses. In Barbadoes prices are low this season, and this grade is selling freely.

Fish.

This is still a line in which full prices rule. Fresh fish are scarce. A fair quantity of Gaspereaux are being caught. This is a very large business here. In dry cod and pollock high prices rule. The demand is not large. Pickled herring and smoked herring are in light supply. There is, however, no large sale at this season.

Flour, Feed and Meal.

Flour is easier. Manitoba grades are off twenty-five cents since last report. There is a good demand for feed. In oats and oatmeal firm prices are asked. At this season, there is a large sale for seed oats. Many use regular Ontario re-cleaned stock rather than special brands. Corn meal is selling freely. Beans are easy and dull. In seeds, prices this season are low, so there is no excuse to use poor seed. The season is backward and sales so far have been light.

GATES RICE COMBINE SEEMS ASSURED.

THE proposition of John W. Gates for the consolidation of the rice mills and canal companies of the Texas and Louisiana rice belt seems to have culminated in success at the third session of the rice men having in view the acceptance of Mr. Gates' offer to subscribe one-half of the stock of a rice company to be capitalized at \$1,500,000, provided the rice men subscribe the remaining amount.

The authorized capital of the company, to be known as the National Rice Distributing Company, is placed at \$1,500,000, and the required amount has been subscribed with which to commence business. All that now remains to complete the organization is the preparation of the charter and other legal formalities.

The rice interests of New Orleans are vigorously opposing the proposed combine of the country millers, rice growers and brokers, and they are devising ways and means whereby New Orleans may hold the control of the crop which is likely to be wrested away from her.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

BUSINESS CHANCES.

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

FOR SALE—Good grocery business—clean stock. Apply Jos. Tull, Strathroy. (f)

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

SITUATIONS VACANT.

FIRST-CLASS grocery clerk—manager; accurate, quick worker; recommends. Box 283, North Bay. (f)

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

WANTED—A grocery clerk; one with experience; state wages and send references; permanent situation to right man. Robinson Bros., Ingersoll. (f)

WANTED—Clerk; grocery store; experienced man; reference; at once. J. T. Macdonald, Calgary, Alberta. (1)

WANTED—Salesman with a thorough knowledge of dry goods, groceries and shoes; only first-class men need apply; state salary and inclose references to J. D. Abaham, Galt, Ont. (f)

TRAVELLER WANTED.

TRAVELLER for Main line Grand Trunk, Montreal to Toronto; Main line Canadian Pacific, Montreal to Sudbury; for coffee and spices and an important side line; state experience and terms. "Traveller," CANADIAN GROCER, Montreal. (18)

AGENT WANTED.

HENRY THORNE & CO., Ltd., The Cocoa Works, Leeds, England, sole manufacturers and proprietors of "Health" Cocoa, desire to enter into negotiations respecting sole agency of their specialties in Canada. (18)

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—Harvey's Domestic Ammonia is full strength and chemically pure always.

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

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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



**Profit in Business is Not Everything
Satisfaction Counts for a Lot**

a combination of the two is preferable and obtained by handling **MOTT'S CHOCOLATES AND COCOAS**

2 Leaders

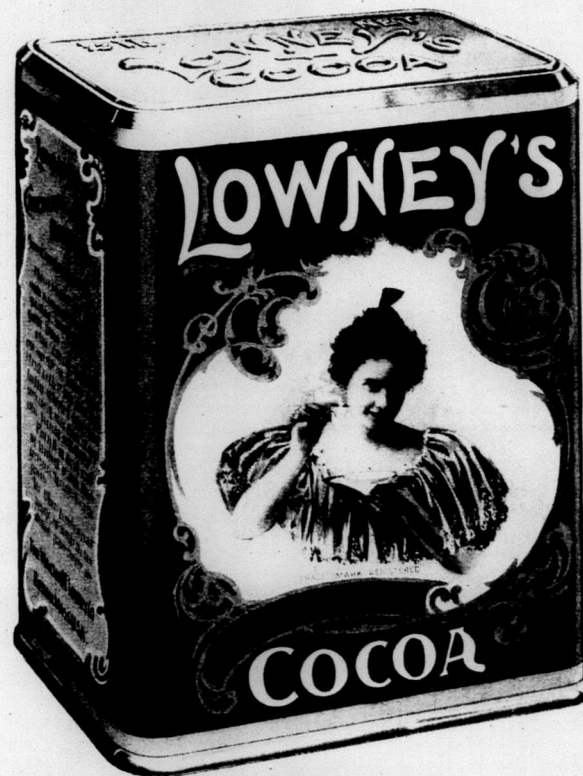
Mott's "Diamond" The Standard eating Chocolate.

Mott's "Elite" The finest cooking Chocolate "made in Canada" or elsewhere.

Try a box when ordering from your jobber.

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

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



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

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

TOMATO CATSUP.

| | | |
|------------------------------------|---------|-----------------|
| 2-lb. Tins, Wellington Brand, | - - - - | \$0 52 1/2 doz. |
| Pint Bottles, "Square Face" Brand, | - - - - | .47 1/2 " |
| Pint Bottles, High-grade Bordeaux, | - - - - | 1.35 " |
| Gallon Jars, Berkshire Brand, | - - - - | 8.00 " |

WARREN BROS. & CO.,
35 and 37 Front Street East, TORONTO.

Biscuits And Confectionery

Chocolate Maker's Industrial Village.

CADBURY, the chocolate manufacturer, was the prime mover in establishing the model village of Bournville, which is about five miles from Birmingham, England.

The following is from a description of this ideal village by F. H. Stead in the April Review of Reviews:

"Through a rustic wicket, along a winding path, amid overhanging tree and shrub and flower, the visitor makes his way to the chief offices—a range of beautiful rooms, two storeys high, built in the chalet style and in the Summer time running over with flowers inside and out. The wonder grows as the entrance is found to be a fair sample of the interior. The dining halls are spacious, well-lighted, and decorated with pictures and flowering plants. Across the massive mahogany counter only the best food is served at cost price. The work-rooms keep up the glamour. They seem designed to make a pleasure of toil and to idealize it.

TEMPERATURE EVEN.

"The thermometer of the workrooms is carefully consulted, and even in July coolness is maintained. The organization of the work, like the structure, has for its end human well-being not less than industrial efficiency. The eight-hour day has long been established. There are 2,300 women employed at Bournville, and the Cadburys have arranged that this great army of women shall be officered entirely by women.

"For the men there are play-grounds, open-air bathing places, baths, gymnasium and refreshment bar in a highly ornate pavilion. The old mansion to which the park belonged has been turned into a residence for some fifty work girls, who are orphans or too far away from home to reside there. The old vineyard attached is carefully cultivated, and the grapes grown there are taken to the sick among the workers. For visiting invalid employes two trained nurses are regularly engaged. The grounds of the hall form the women's playground, with special facilities for gymnastic development. They have a rustic pavilion

of their own and a picturesque cycle house.

"Mr. Cadbury believes strongly in organized labor. He has again and again intervened in industrial disputes with substantial help for the workers.

A VILLAGE PARADISE.

"Bournville is a village paradise. It covers 850 acres, and the beautiful cottages that line the winding road house nearly 2,000 souls. Scarcely two houses are outwardly the same. Each workman's cottage has been designed and developed with as much care as a rich man usually lavishes on his own mansion.

"The land, with houses and shops valued at \$900,000, has been made over by Mr. Cadbury to a trust at present composed of Cadburys, but to be filled up as they drop out by nominees of the Society of Friends, the Birmingham corporation, and certain district councils. The trust is both ground landlord and house landlord to the village. It gathers in rents (generally about \$1.50 a week) now equal to \$26,330 a year. After paying expenses the balance is devoted to building new cottages and beautifying the estates.

"This work has been going on for several years, and the founder did not intend to call public attention to it for several years more, but the large housing schemes of the London County Council and other municipalities compelled him to give the world the benefit of his experiment."

Changed Hands.

W. D. Brown's candy factory and store, Galt, Ont., which has been established for 22 years, will in future be known as the Candy Kitchen. The new proprietors, E. Little and J. Campbell, are taking immediate possession.

Confectionery Notes.

The annual convention of the Canadian Association of Master Bakers will be held in Hamilton in August, 1904. One of the important matters to be discussed by the convention will be the adoption of a standard price which will apply to all bread manufactured for shipment.

YANKEELAND doesn't get Soda Biscuits equal to . . .

PERFECTION CREAM SODAS

The praises of American visitors to Canada of **Perfection Sodas** are instant and emphatic. The man denied good things is the quickest to appreciate them. All Canadians should know the esteem in which **Perfection Cream Sodas** are held.

3-lb. Cards
or Tins.

THE Mooney Biscuit & Candy Company

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG
Manitoba

and

HAMILTON
Ontario

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

Sell Flower Pots

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Biscuit Prices Advanced.

American manufacturers have advanced the price of biscuits and crackers to the wholesale trade 10 per cent. They say that the advance is forced by the higher cost of labor and the increased expense of materials entering into the manufacture of such goods. The jobbers say the advance does not benefit them, and retailers, too, are complaining.

New Bakery.

The Nasmith Baking Company, Toronto, will erect a large brick factory at the corner of Sherborne street and Moss Park place. The building will be three storeys at present, but the foundations will be laid to permit of three additional storeys being added. The cost is estimated at \$90,000, but the extra storeys will increase the cost to about \$160,000.

STATISTICS OF BUSINESS FAILURES.

"Bradstreet's" has compiled a table of the business failures of the first quarter of 1904, which shows that in respect of the aggregate liabilities involved they have been more important than in the corresponding period of any year since 1897. In the past quarter the total liabilities of failures was \$47,300,000, against \$28,000,000 a year ago and \$34,600,000 two years ago. This amount has been exceeded but three times in the past 23 years, namely, \$52,000,000 in 1897, \$62,500,000 in 1896 and \$49,000,000 in 1894. The average for the past ten years has been \$40,800,000.

"Bradstreet's" attributes the expansion of embarrassments to the increased tension shown in the suspensions of banks and other financial institutions, the failures of the insurance companies caused by the Baltimore conflagration, and the troubles of a number of manufacturing enterprises, notably in machinery, brick and paper. Of eighty failures in which liabilities aggregated \$100,000 or over, fully one-fourth were of banks and trust companies, which contributed one-fifth of the liability.

NEW PICKLE FACTORY.

T. A. Lytle, of T. A. Lytle & Company, manufacturers of pickles and vinegar, Toronto, has purchased a large tract of land on Dundas street, on which the firm will erect a factory to cost about \$20,000.

Two Good Reasons

**Why
You
Should
Sell**



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED.

P. O. Box 292.

**The Duncan Company
of Montreal.**

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

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.

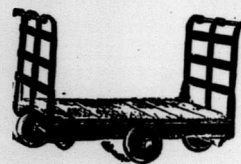
Established 1780.

Dorchester, Mass.

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

TRUCKS

for **Warehouse
and Factory.**



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,
Ontario Street,

Temple Building,
MONTREAL.

BUY

Star Brand

**COTTON
CLOTHES
LINES**

— AND —

**COTTON
TWINE**

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

For sale by all Wholesale Dealer
See that you get them.

CANNED SALMON — Popular brands. We are overstocked and will sell at reduced prices for the next thirty days. If interested let us have your enquiry.

CANNED CORN, PEAS AND TOMATOES — Standard brands. At prices that will satisfy close buyers.

MOLASSES — Finest quality of New Orleans, half-barrels and barrels. Although molasses is worth 3 to 4c. per gallon more than a couple of months ago we are selling at the same price as before the advance.

CURRENTS — Cleaned. Half-cases and cases. Get our price if you want to save money.

TAP FIGS — Choice quality, 2c. per pound.

We can give you close prices on all lines of groceries, and it will pay you to favor us with your valued orders. Telephone at our expense if in a hurry for goods.

The R. & J. H. Simpson Co.,

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.

"But Gel-O jells quicker"

The reason is that it is a better jelly powder. Indeed, it is the best jelly powder.

Why not sell it ?

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



Gives
Eating
Chocolate
a New
Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MOLASSES

**New Crop 1904
Barbados.**

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

**EAGLE
BAKING
POWDER**

(See Prices in Current Market Quotations)

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

To read this ad. will pay you.

Molasses - - **1903 Crop**—very fine and quality guaranteed **Pure Barbadoes**. Special prices for delivery by boat before May 15th. Ask our travellers for prices and samples, or write direct to us. There's money saved in buying now.

Evaporated Apples These goods are much higher than some weeks ago. We can and will sell you right stock at right prices.

Canned Apples in 3 lb. tins and gallon tins, are offered by us at below market prices. The quality is guaranteed. These goods are good sellers now.

Tomatoes - - The heavy demand lately for these goods has made market much firmer. The Syndicate have advanced prices but our large stock of leading brands permits us to give buyers another chance for a few days at satisfactory prices. **Write at once** if you are open to buy. Don't delay.

Tapioca - - Write for our prices on **Medium Pearl Tapioca**, the prices we feel sure will tempt you.

GIN

Pollen & Zoon's famous gins are winning friends every day. These gins are of the best quality sold in Canada to-day, and the style of bottle makes them very attractive window and shelf goods. Try a case, we guarantee the sale, or return of goods **at our expense**. You run no risk and increase your trade.

LAPORTE, MARTIN & CIE.

Wholesale Grocers and Wine and Spirit Merchants,

MONTREAL.

PORK AND BEANS

WHY NOT GET THE BEST?

“RED CROSS”

“LITTLE CHIEF”

“AYLMER”

“LOG CABIN”

“DELHI”

“SIMCOE”

ARE THE BEST.

PRICE LOWEST.

QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands.
They will interest you.

We have a shipment just landed of

GRAY'S SCOTCH MARMALADE

This is the finest grade packed in Scotland—which means that it cannot be surpassed anywhere.

To introduce the goods and for **Quick Sale** we offer in **case** lots

1-lb. pots, 4 doz. in case, at **\$1.40** per doz.

2-lb. pots, 2 doz “ “ **2.40** “

Freight will be paid also on lots of 5 cases or over to any point east of Sudbury.

IT WON'T LAST LONG AT THESE FIGURES.

For the grinding and packing of

SPICES CREAM OF TARTAR COCOANUT, ETC.

there is no finer equipment in Canada than the Spice and Coconut Departments of our **White Swan Mills.**

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the whole cost of our business.

GIVE US A CHANCE TO QUOTE YOU.

THE ROBERT GREIG COMPANY, Limited,
WHITE SWAN MILLS.
TORONTO.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

WE'LL SPEAK!

about vegetables this week—the supply in this line has been more or less irregular, but we're glad to say that now we are receiving daily shipments, and they're good—just as nice stock as you could wish for, especially in

CABBAGE
SPINACH
CUKES
ASPARAGUS
WAX BEANS.

See our price list.

The _____
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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

WE BUY 

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

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

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, \$3.00
Lemons, Extra Fancy, 360's, \$2.75 ; 300's,
\$3.00.

You can make no mistake in ordering bananas now

HUSBAND Bros. &
Co.

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

GREEN FRUITS

Advice to Apple Shippers.

THE following letter has been received by The Grocer from the Association of Liverpool Fruit Brokers, Liverpool, England: Editor Canadian Grocer—

Attention having been called, at a meeting of this association, to an article in your esteemed issue of March 4th, 1904, headed "Advice to Apple Shippers," I have been asked to write you in reference thereto and as it may be of interest to your readers to request you to give my letter the same publicity as was given to the article in question.

The "advice" ostensibly seems to bear the stamp of official authority, but whether it is entitled to do so is not so clear, as it is not usual for any such advice to bear such an impress unless of value to a particular trade as a whole, rather than to any individual shippers who are not entitled to be "piloted" at government expense.

The opinion of those best qualified to speak is that the "advice" is bad and that it is a distinct advantage to the trade to have it centralised as it is largely at present in Liverpool, where the competition of buyers coming from all parts of the kingdom and even from the continent is consequently focussed, necessarily giving more regular and satisfactory results than could otherwise possibly be hoped for.

It is evident that of whatever advantage it might upon occasion be to individual shippers to get more closely in touch with consumers, such decentralisation as is recommended in the "advice" must lead to the loss here of attendance and orders of buyers who find consignments sent to their door. Under the most favorable circumstances the prices in the different towns over which the consignments were "spread" would be largely governed by the immediate requirements of the more limited area, or fixed by the much more easily controlled local competition, whereas those of the Liverpool auction sales represent the actual state of trade in the country, and at the same time from the publicity of all operations, and the high standing of the firms engaged, afford shippers the assurance that results are returned to them, to the last penny, in their account sales.

R. MACFEE, Secretary.

1 Temple Court, Liverpool, April 15, 1904.

Wants Canadian Apples.

An English wholesale fruit dealer, writes the fruit division, Ottawa, that

he is desirous of importing Canadian apples next Fall, and asks to be put in communication with reliable shippers who would make consignments against prearranged advances. He would prefer to do business only with those who export their selected fruit in layer boxes. His address and further information may be had on application to W. A. MacKimmie, chief of fruit division.

Pineapple Culture in Florida.

FROM 28 degrees north latitude southward, the pineapple belt of Florida stretches, chiefly where spruce pine lands formerly existed. For years this grey sandy waste was tabooed by fruit growers and farmers, but when a knowledge was gained of the action of fertilizers upon free soil, attention was turned to improving this huge sand bed. Now several train loads of splendid pines are sent away daily during the shipping season, and huge fortunes have been made in the business.

The selection of the land is the most important problem connected with successful pineapple growing, for the pineapple cannot endure wet feet. Here along the pine barrens the land has proved to be ideal. The soil looks like pure sand and as a matter of fact some of it contains nearly 99 1-2 per cent. of substances which are quite insoluble even in strong acids. Fancy raising a crop of fruit from soil only one two-hundredth part of which is soluble in water! Yet it is done, and last year Florida produced about 4,000,000 pines for market from these once barren lands. The mystery is easily explained. They have an ideal base for the cultivation, viz., free drainage, and the art of fertilizers is thoroughly understood.

A complete fertilizer would be about as follows: To a hundred pounds of dried blood, two hundred and fifty pounds of low grade sulphate of potash, and one hundred and fifty pounds of bone meal. This is about the right quantity for the first application to an acre of twelve thousand plants. The fertilizer is sprinkled between the rows and then worked in with a scuffle hoe. The first application may be made eight or

ten weeks after the field has been planted, and the next about January or February. After the field begins to bear, applications of the above mixture should be made immediately after the crop is marketed and again about January or February.

Planting Out the Suckers.

About twelve thousand plants of the Red Spanish variety are set out to the acre, and in the course of eighteen months 50 to 75 per cent. of plants will produce fruit. Under very favorable circumstances, by selecting the finest suckers, and planting out at the earliest opportunity, a larger percentage of the plants will fruit. The plants which have fruited usually produce from one to four new plants. All but two of these to each plant are removed for setting out. The suckers which are left on the parent plant produce the second crop a year later, so that for a second crop it is not unusual to harvest fifteen thousand or more fruits from the acre which has been set out to twelve thousand plants.

In the pine woods and the spruce-pine land, the favorite method of planting pineapples at the present time is to lay the ground off in beds of about six rows, the rows being planted about twenty inches apart, the plants about twenty inches apart in the row. Fields, laid off into these narrow beds are much more cheaply worked and fertilized than when laid off in a solid block.

Shed System of Cultivation.

One of the greatest factors in the success attained in Florida has been the introduction of the shed system of cultivation and now over hundreds of acres stretch low shedding, equalizing the temperature greatly the whole year round. The best pines are raised under these sheds—which cost something like \$700 per acre to build. The pineapple "shed" is a modified form of greenhouse, the roof of which has as much space open as covered, it is about seven feet high and built of hardwood and pinelaths. The object of the shed is to reduce the temperature in Summer, and increase it during the Winter. The advantage of shedding are these: (1) An increased amount of nitrogen is developed in the soil; (2) the texture of the fruit is improved; (3) the size of the fruit is increased about twenty-five per cent.; (4) temperature is reduced in Summer and increased in Winter.

Methods of the Florida Keys.

The Florida Keys are famous for pineapples. Here the growers set out their

No Interruption to Business.

We are pleased to be able to state that we were not in the fire zone and business is going on as usual.

We call special attention this week to our complete stock of **ORANGES.**

CALIFORNIA NAVELS VALENCIA ORANGES
JAMAICA ORANGES

We pride ourselves in keeping our stock fresh and well assorted. Your orders will be carefully filled with best goods if entrusted to us.

WHITE & CO., Wholesale
Fruit and Produce.
64 FRONT ST. EAST,
TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

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

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

Hugh Walker & Son, - Guelph, Ont.

plants in a mass of rubble, equalled only by the refuse from the rock-quarry. Sometimes there is no leaf mould left after cleaning and it becomes necessary to brace the newly set plant on all four sides with rocks to keep it from falling over. No cultivation is given as it is impossible to use a plow or even a hoe. Young plants are usually set out within a few weeks after the crop on the old field has ripened, and are allowed to have their own way for several months, when laborers are employed, who use large knives to cut out the weeds that may have sprung up or whatever shrubbery may not have been killed by burning over in clearing. It may be necessary to go over the field again before the first crop comes in, but ordinarily one weeding is sufficient. In this section it is impossible to plant in rows, as the plants have to be set out wherever possible at convenient distances from each other. By the time the second crop is ripening, the foliage will be so dense that the ground is completely shaded. Fertilizing is not practised in this section.

A pineapple plantation on the Keys produces crops for from five to ten years, when the field is said to be "run out." Then Nature is allowed to claim her own, and the sturdy "Coneh," moves on to a new field. Unfortunately, the ambitious from other sections of the country have entered the field, and the end of this comfortable system is practically in sight.—Agricultural Journal.

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

Heavy Frost in Baltimore.

A heavy frost in Baltimore on April 19 is reported to have seriously damaged fruit, particularly the peach orchards.

Compliment to Fruit Division.

The London Market Growers' Gazette of April 4 has the following appreciative reference to the work of the Government Fruit Division, Ottawa. It says: "An object lesson is afforded England in the constant attention given to the fruit growing industry in Canada by the Dominion Government." The English publication also expresses the hope that they may have a similar agency some day in England for aiding English fruit growers.

W. C. Allen, general merchant, Canara, has been succeeded by Hope & Bailey.

TRADE SHOWS IMPROVEMENT.

CANADA'S aggregate foreign trade for the nine months ended March 31st amounted to the enormous total of \$345,307,651, or \$14,832,238 more than for the same period of the year previous. This is on the basis of imports for consumption and exports, and includes coin and bullion. The figures for March show a decided improvement in the exports, evidently caused by the improvement in the train service, due to the raising of the snow blockade. The details of imports and exports for the nine months are as follows:

| Imports for consumption— | | 1903. | 1904. |
|--------------------------------|----|-------------|---------------|
| Dutiable goods..... | \$ | 96,988,705 | \$108,169,879 |
| Free goods..... | | 58,451,331 | 67,353,833 |
| Totals..... | \$ | 155,440,036 | \$175,523,712 |
| Exports, domestic only— | | | |
| The mine..... | \$ | 24,451,569 | \$ 26,054,731 |
| The fisheries..... | | 8,959,829 | 8,266,436 |
| The forest..... | | 26,855,868 | 24,682,645 |
| Animals and their produce..... | | 56,175,403 | 52,421,918 |
| Agriculture..... | | 31,290,130 | 29,316,622 |
| Manufactures..... | | 14,614,844 | 14,296,808 |
| Miscellaneous..... | | 73,120 | 397,508 |
| Totals..... | \$ | 162,420,763 | \$155,064,155 |

CONCERNING AUSTRALIAN TRADE

THE market of Australia in proportion to its population is a large one, the imports amounting to nearly eighty dollars per head or double that of Canada, but the trade is made up of a large variety of articles rather than a large trade in one article. This fact conduces to a misunderstanding in Canada of the conditions prevailing there. The population is scattered over a great extent of country and the cost of travel is considerable. It is necessary, therefore, that a traveller should carry a larger line of goods in Australia than is deemed necessary in Canada. As far as expenses are concerned this applies only to wholesale houses.

With much enterprise Canadian firms have sent out travellers selling only single lines. Canadian manufacturers would find it difficult to sell enough of any one line to maintain representatives although there is no reason why one man could not combine single lines and make it pay, especially when the combination can be sold to the same houses. There are only a few instances of effective combination on the part of Canadian exporters, and Canadian trade with Australia suffers in consequence of the lack.

The bulk of United States goods exported to Australia is sold by six United States agencies, who represent very large industries in one instance or a combin-

ation of several industries in the others. In many cases the trade has been opened by a specialist who devotes himself to the one line until he has secured a market and then the business is transferred to less expensive machinery. The firms doing the general trade are branches of New York firms who can look closely after each branch of the export trade, buying, shipping, finance and selling. There are as yet no such aids to Canadian trade, but with the development now going on and the increase of capital there is no reason why Canada should not have them.

HIGHER TAXES ON TEA AND INCOME.

In his presentation of the Budget before the English House of Commons on April 19, the Chancellor of the Exchequer, Austen Chamberlain, estimated the expenditure for 1904-05 at \$714,400,000 and the revenue on the basis of existing taxation at \$695,300,000, a deficit of \$19,100,000 to be made up.

He proposed, therefore, to increase the income tax by 2 cents, to put an additional tax of 4 cents per pound on tea, and to readjust the tobacco duties, imposing a duty of 81 cents on tobacco stripped before imported; also an additional duty of 12 cents on cigars, and an additional 25 cents on foreign cigarettes.

SORGHUM INDUSTRY FOR STRATHROY.

IT is reported that D. R. McKinnon, who has a sorghum industry at Komoka, Ont., is anxious to move to Strathroy and enlarge his business if sufficient acreage can be obtained. Prior to the year 1896 he was located in Iowa, where for years he followed cane growing and syrup manufacture.

He believes sorghum to be the most profitable crop in the agricultural line, the result of his first tests in Ontario, in 1900, being most gratifying. Nine acres were cultivated next season with even better success, the yield being average and the syrup of excellent quality; 1,125 gallons of syrup from nine acres was realised. In addition to the syrup 180 bushels of cane seed were threshed, which by analysis, are worth one-sixth more than oats for stock food. Eight tons of silage per acre were also obtained from the yield, and by test the silage is found to be better than corn. It is claimed that any land suitable for corn or potatoes will grow sorghum,

sandy and clay lands yielding the finest quality. Land producing 40 bushels of corn per acre will yield 140 gallons of syrup, and the crop is not hard on the soil, as sugar comes from the air and sun. From 110 to 120 days will mature a crop of cane, and cultivation is easy.

MEATS KEPT FRESH BY STEAM.

THIS is the method now in vogue on many of the big steamers which carry meats from America and Australia to Europe," says the St. Louis Globe-Democrat. Meat placed in refrigerators where the atmosphere is kept continually at an average temperature of from 36 to 40 degrees will remain fresh, but not entirely untainted for an indefinite period.

The Australians are given credit for having solved the problem first. They tried experiment after experiment, but all without avail, until some one thought of using steam to volatilize the gases which cause meat to disintegrate and to draw them off. A steam pipe was placed in a wooden duct at the bottom of a refrigerator chamber stored with meat; the gases of this kind are low lying, and the duct led directly to the brine tanks. This experiment occurred at Sydney, and for 89 days the refrigerator compartment was kept closed, at the end of which time it was opened, the meat drawn forth, and every piece thoroughly tested. It was as fresh and pure, without the slightest suggestion of bone odor or mold, as on the day it was packed. The gases had been volatilized by the steam, carried off by the wooden duct, and the entire noxious condition purified by the brine tanks. With this aid to the refrigerator process, provided care be taken that the temperature does not fall below freezing point, meat may now be kept for years, and be perfectly fresh when taken forth for consumption.

BEEF TRUST INVESTIGATION.

Prompted by complaints of ranchmen in the Northwestern States that it was their belief that a beef trust existed among the western packers to the restraint of trade and to the detriment of producers and consumers, the Government of the United States has begun an investigation. Representatives of the Departments of Commerce and Labor and Agriculture are in Chicago at the present time examining the stock yards and cattle markets, and similar operations are being carried on throughout the western markets.

Flett's

PICKLE CERTAINTY

Buying pickles with the name "Flett" on the bottle is not a game of blind man's buff. It is pickle certainty. "High quality is assured."

ROSE & LAFLAMME
Agents, MONTREAL

MHS

Nonpareil Jellies.

WILL NOT NECESSARILY MAKE YOU

A MILLIONAIRE

IN A YEAR
BUT
THEY WILL
DO

WONDERS

IN THE WAY OF
BUILDING UP
A GOOD
RELIABLE
JELLY BUSINESS.

Agents,
ROSE & LAFLAMME,
MONTREAL.

**PERPLEXED?
YES? WHY?**

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

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

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

"Machinery makes no mistakes"

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

National Cash Register Co.
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

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

Name _____

Address _____

FLOUR AND CEREAL FOODS

Our Canadian Wheat Fields.

A WRITER in the Review of Reviews this month asks this question: "Who can estimate, with any approach to accuracy, the wheat growing acreage of the Canadian provinces and territories?"

The question is rather difficult to answer, especially at the present time. Just now the total number of acres suitable for cultivation is 171,000,000, but beyond the boundaries of Manitoba and the Territories, where these acres lie, are the vast northern territories of Athabasca and Mackenzie, comprising as many million acres more. True at the present time, but a small proportion of this land is in cultivation. And yet if the number of acres under cultivation were not compared with those that are suitable for cultivation, the quantity would seem large, for it has already reached the dimension of over four million acres. From the present small comparative acreage 27,336,000 bushels of wheat and flour were shipped to Great Britain in 1903. When the time comes that one-quarter of the land suitable for cultivation in Manitoba and the three provisional Territories is seeded the total crop will be sufficient to supply the home demand and more than meet the present requirements of Great Britain.

More Elevators Needed.

A STUDY of the table of grain shipments from Canada to Liverpool shows an average at the present time of from 3,000,000 to 6,000,000 bushels weekly.

In order for the best results from the export grain trade of Canada to be obtained for Canadian shippers, it ought to be practicable to hold back cargoes of grain to the point of origin when desirable, qualified, however, by the imperative necessity of keeping a sufficient volume near enough to the seaports for feeding out as it is required. The inadequacy of elevator capacity in the West is the principal reason why it has been out of the question to try to hold back the volume of wheat at the place

of production until required for shipment. The Western farmer is thus placed in the predicament of not having adequate storing facilities for holding his grain, and of having to sustain an inevitable loss if he puts his crop on the market wholly as soon as threshed.

It is not difficult to see why the grain producers of Western Canada are vigorously advocating both an enormous increase of elevator facilities at every little station west of Winnipeg, and equally increased transportation facilities which will permit their grain products to go through to the consumer with more speed when it is offered.

Looking for Record Crop.

While the long and severe Winter has brought its evils the Prince Albert district, N.W.T., has already reason to believe that it will be instrumental towards a record wheat crop this year. A report from Prince Albert says the conditions prevailing are exactly similar to those of the year in which a record grain crop was produced, and that farmers are looking forward to a phenomenal yield.

Ontario Grain Prospects Unfavorable.

A CCORDING to S. Rennie, a well-known Ontario agriculturist, the situation throughout the province in respect to the Fall wheat crop is discouraging. All the southern counties have suffered severely. In the County of Wellington the damage promises to be slight, but this is an exceptional case. Essex, Kent, Norfolk, Oxford, Lambton, Waterloo and all the counties bordering on Lake Erie are a unit relative to the great losses likely to accrue through the failure of the wheat to withstand successfully the rigors of the Winter. In the east the conditions are little, if any, better. The conditions in East York are probably as bad or worse than in any of the above-named counties. While almost every other section of the country was, in the early portion of the Winter season, visited with a generous snowfall, through York County there was little, if any, the consequence being that wheat

suffered serious injury in the very outset. Up in Grey and Bruce the outlook is more promising, but even there conditions are not such as to excite lively hope. Floods in the southern portion of the province have undoubtedly caused immense loss while the great covering of ice which for so long a time remained over the fields has contributed in some sections to the damage. In summary Mr. Rennie states that from 60 to 65 per cent. is a fair estimate of the wheat which so far has passed through the Winter safely.

The War Influence.

The Russian Government has taken occasion during the month to officially deny a report which has gained currency in Europe and America to the effect that Russia was forbidding the exportation of grain from the empire.

It is thought in some quarters that the war in the East has proceeded far enough to exercise its full force on the grain markets of the world as far as distributing trade and creating unusual demand is concerned. Unless Russia decides to keep her grain at home, there is no legitimate reason why it should constitute a serious factor in making prices henceforth. However, if Russia should change her mind in this respect, a substantial advance would undoubtedly be recorded in American markets.

B. C. Flour Mill Secures Order From Japan.

The Columbia Flouring Mills Company, Enderby, B. C., have secured a large order from Japan as a direct result of their exhibit at the Industrial Exhibition held at Osaka, Japan, a year ago.

Bread Back to Five Cents in Ottawa.

There has been little or no decrease in bread being sold for five cents per small loaf, and 10 cents for a large one.

There has been little or no decrease in the price of flour. The reversion back to the old prices is the result of competition. A few bakers started cutting rates and selling for 10 cents instead of 12, and now all are doing so. The difference in price means about \$1,000 a day to the general public.



“Force-thoughts”

BY SUNNY JIM

V.

I BELIEVE breakfast is important but not solemn. It is the stepping-stone to what happiness or success the day holds for you.

‘ A day of sunniness and the power to do things is as directly related to a dish of “FORCE” as is a horse-power of steam to a ton of coal.

‘ It is wonderful how quickly the body swings in line just as soon as it begins to get the food it ought to have. Almost at once you feel its effects. Tangles untangle. Difficulties dissolve before you get to them.

‘ I don’t see how you can hope to finish a day right if you begin it wrong—and the most important part of the beginning is breakfast—which really begins the night before, when you come to think about it. I’ll tell you why. In the meantime,

Be Sunny.

Sunny Jim

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

“BE SUNNY.”

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, “The Gentle Art of Using Force.” Free for the asking.

SHREDDED
WHOLE WHEAT
BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

“Once Upon a
Time _____”

PLEASE DON'T!

The public doesn't want a long story.

Advertise in the 1904 style—short, bright, direct.

100 GOOD ADS.

—a book of ready-made advertisements, suggestive, catchy—ads. that sell goods.

SENT, POSTAGE PAID, FOR \$1.00.

THE CANADIAN GROCER,
TORONTO.

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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



Cutting Off Your Support.

Your profits support you. Don't cut them off.

Are you satisfied with the profits in the costly advertised cereals—advertising which robs you and the customer.

We believe in advertising—the proof is before you—but we advertise to the GROCER and provide in his sales of **SWISS FOOD** a good profit for him, and good value for his customer.

SELL SWISS FOOD—A GOOD Food.

P. McINTOSH & SON,

Millers and Manufacturers, TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

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Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET. QUEBEC.

VICTORIA, B.C.

JAPAN, CHINA, AUSTRALIA

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

Address correspondence to us.

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

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

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

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

Increase your trade.

Appoint us your Representatives.

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

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

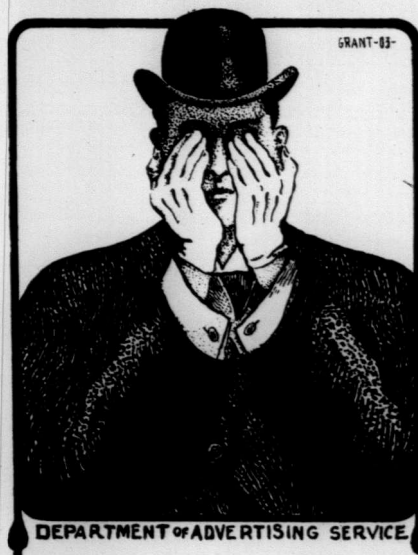
If you have any snaps let us hear from you.

To Manufacturers' Agents

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

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

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



None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocers and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL.

10 Front St. E., TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Culture in Turkestan and the Transcaucasus.

THE following is taken from a report of the British Consul at Batoum:

The cultivation of the tobacco plant in Kahetia is principally concentrated at two points, viz., near the town of Signah and in the flat country lying about Lagodeh and the fields of the villages adjacent thereto. Of recent years the production of tobacco in the Signah region has developed and thrived to so great an extent that the crops have yielded better returns than the plantations in and around Lagodeh. It would appear that plantations on an extensive scale in Kahetia are few and far between, and the largest single areas under the cultivation of tobacco do not exceed 27 acres, the bulk of the tobacco being grown on plantations not exceeding from one to five acres. The quality of the tobacco grown in the district, having any commercial value, appears to be exclusively that known under the name of Trebizond tobacco; other qualities, as, for instance, Samsoun and Dubek, are cultivated in exceedingly insignificant quantities, and therefore are of no commercial value; the latter-mentioned tobacco is sold at the same rates as the Trebizond quality. Trebizond tobacco is subdivided into two qualities, locally known under the names of Lagodeh-Trebizond and Trebizond-Platana. The first-mentioned quality has been grown for a great number of years; on the other hand, owing to the distribution of the seed among planters by the Department of Agriculture, the Platana quality was only introduced into the district at a comparatively recent date.

The difference in the two qualities spoken of above consists in the following: The Lagodeh-Trebizond is considerably superior to the Platana. The plant contains a considerable number of leaves, the size of which are larger than those of the Platana plant. They are of a round shape, whereas the leaf of the Platana is oblong. The so-called Lagodeh-Trebizond, being superior in quality and color, as a rule yields a heavier crop; planters therefore give this quality of tobacco the preference.

There are but few plantations on which Platana tobacco is cultivated but this tobacco is frequently to be seen intermingled with the Lagodeh-Trebizond plant. The Platana quality, however, is gradually acquiring the favor of tobacco planters, and the demand for the seed is annually increasing. Tobacco grown in the district of Signah is considered to be of greater quality than the Lagodeh tobacco, but the manipulation of the leaf is carried out with greater care in the Lagodeh district, where cultivators of tobacco are in general better acquainted with the industry than their brother planters in the Signah region. The difference of the price of the two tobaccos is not very great.

Prices of tobacco fluctuate very considerably and are entirely dependent on the nature of the crops, the yield, and its quality. In the year 1900 the better qualities of tobacco were sold at 5 rubles 50 kopecks, and medium qualities at 3 rubles per pood (11s to 15s per pood of 36 pounds avoirdupois weight); whereas in the year 1901, 9 rubles to 10 rubles 50 kopecks for the better qualities,

and 4 rubles to 5 rubles 50 kopecks for the inferior qualities were paid (18s to £1 1s and 8s to 11s per 36 pounds). The rule, however, is that prices of tobacco fluctuate in the following proportions. For the superior qualities from 5 rubles 50 kopecks to 8 rubles, and seldom as much as 10 rubles per pood are paid, the medium qualities ruling at 4 to 5 rubles per pood.

Sales are principally effected during the Winter months, but the better qualities of tobacco are generally purchased

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

(At the Summer Resort)

"I want some Cigars, what have you got?"

"We don't keep Cigars."

An experience repeated 20 times a day. Good sales missed. These men on holidays are big smokers. Don't wake up in September to the fact that you should have stocked Cigars.

Our Offer—1,000 Cigars, assorted as desired. Express prepaid, on usual terms. Money back for unsold stock at the end of three months.

Specify "**Pebble**" (a 5-center), and "**Pharaoh**" (a 10-center) for a portion of the order.

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



Life is a race.

A genuine prize, sought for and found generally, is **T&B** Tobacco (Smoking). It is the *duty*—so we view it—of every grocer to supply his customers with the prized tobacco. The 10-cent size is right.

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

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

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

Begin Pipe Selling Now.

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



The Erie Tobacco Company
WINDSOR, ONTARIO.

Be Sure

and stock

The

RONTO

5c. Cigar.

Makes friends fast and fast friends.

Manufactured by

T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

SLAVES.

Certain Tobacco manufacturers take the grocer by the throat, shake him, and tell him they own him body and soul so far as his liberty in tobacco selling is concerned. They don't care a fig whether the retailer makes a cent or not. Their tobaccos pay the dealer no profit. We make just as good tobaccos, perhaps better, and we provide for the grocer's profit, liberally.

BRANDS

Smoking—

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

Chewing—

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

UNION MADE

McAlpin Consumers Tobacco Co.,
LIMITED,
TORONTO.

in the month of November before they are sorted. Unsold tobacco is forwarded from the plantations to the principal towns, where it is placed in depots and is there retailed to wholesale dealers.

Tobacco is also largely grown in many localities of the Government of Kutais, the Province of Batoum, in which the Mourgoul River Valley is most celebrated for the high qualities of tobacco which it yields, and again in the district of Soukhoun and throughout the government of Tchenomoria.

The general outlook of the tobacco crop this year has been very promising, and, according to reports, the yield is both good and abundant.

Increase in Sales of Cigarettes.

THE sale of cigarettes in Sydney, Cape Breton, has been increasing within the last year or two at an extremely rapid rate, and what is true of Sydney is no doubt true of other places in Nova Scotia, says an Eastern exchange. Last year the consumption amounted to the enormous quantity of 290,000 packages or 2,900,000 cigarettes. Up to the 31st day of March this year the consumption had amounted to 84,000 packages and taking these figures as a basis, the consumption for 1904 will reach the vicinity of 3,650,000 cigarettes or an increase over last year of about three-quarters of a million. These figures appear astoundingly large, but they are as near accurate as they can possibly be had, being based on estimates furnished by local dealers and wholesale houses.

It is significant that while the sale of cigarettes is increasing at this exceeding great rate that of cigars is decreasing almost proportionately. Scarcely half the quantity of cigars and smoking tobaccos was sold last year as the year previous, and the sale for this year shows a marked falling off. Hundreds of people are giving up the use of the latter almost exclusively for the former. One dealer in Sydney figuring out the consumption for the city estimates that fully 60,000 cigarettes of one brand alone are being sold in the city each week, and taking with these the various other kinds that are being used, some of them very extensively, he estimates that the consumption for this year will reach a grand total of 3,900,000, which would be a round million over last year, when the population was much greater than it is at present. There is no doubt if the neighboring towns of Glace Bay,

North Sydney and Sydney Mines were included the consumption at the former estimates would be found soaring in the vicinity of seven millions and at the latter considerably more, perhaps nearly eight millions!

Want More Wages.

On April 21 the cigarmakers of Hamilton made a demand for higher wages, which was sanctioned by the international union. They want \$1 a thousand more for making cigars, both by hand and mold, 25c. a thousand more for packing cigars in boxes of fifty, and 15c. a thousand more for packing them in boxes containing one hundred. The manufacturers are given till May 2 to give an answer.

Already the trouble has reached an acute stage. On April 23 the Tuckett Company's cigar factory was closed down temporarily, when the stock that was in process of manufacture was finished up, and the men were paid off. About two hundred hands are affected by the shut down in Hamilton.

Tobacco Growing in Burma.

The experiments made in Burma during the year ending June 30, 1903, in the cultivation of the Havana and Virginia varieties of tobacco, were on the whole unsuccessful, though in most cases the failure was due to climatic causes. Some sixty pounds of seed, imported by the Provincial Agricultural Department were distributed between fifteen districts of Lower and Upper Burma. The only striking success was in the Thongwa district, where Havana seed was not only most successful, but its cultivation has gone beyond the experimental stage. The people have not been slow to appreciate the new introduction, with the result that a large trade in Darubyn cheroots has sprung up, the cheroot being prepared from Havana or Virginia leaf thoroughly cured and well rolled.

U. S. Tobacco Prospects for 1904.

The following reports have been received from correspondents in the various tobacco growing states of the American Union concerning the prospects for the coming tobacco crop:

In Kentucky the crop will be late on account of the backwardness of the season and the prospects are for a small output except in the eastern counties where the yield is likely to be large. In Tennessee conditions are favorable, while in Virginia the weather has inter-

GROCERS!



JUST IN
LAST WEEK

OUR NEW
UNION BRAND ECHO 5 CENTS
EACH.

Equal to most so-called 10c. Cigars.

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

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

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

ferred to a considerable extent and the crop will be late. In North Carolina the season is backward as well as in South Carolina and the acreage will be considerably less this year than last.

U. S. Tobacco Statistics.

The amount of tobacco, cigars, small cigars, cigarettes and snuff, manufactured in the United States during March, 1904, is estimated at 49,111,319 pounds, as against 41,088,212 pounds during March, 1903, an increase of 8,023,107 pounds.

Cigarette Dealers Hard Hit.

At a recent meeting of the Market, License and Health Committee in Winnipeg, Man., it was moved that a special license fee of \$500 for the sale of cigarettes be issued. The motion is calculated to restrict and ultimately to prohibit, if possible, the sale of cigarettes and cigarette tobaccos in the city of Winnipeg.

Tobacco Notes.

T. J. Horrocks, Toronto, reports a large increase in the sale of the Ronto cigar to the grocery trade. Merit will tell.

W. H. Steele & Company, Toronto, are placing a new cigar on the market this week, known as the "Echo" brand. For particulars note their advertisement in this week's issue of Grocer.

UNITED STATES PEANUT CROP.

THE scarcity of peanuts during the present season has directed a good deal of attention to the various countries of growth.

The United States produces about 100,000,000 pounds of peanuts annually, which is one-sixth of the entire crop of the world. Virginia is the banner peanut growing state, although Tennessee and the Carolinas are rapidly assuming considerable importance as peanut producers. In the Smithfield section of Virginia where the culture of peanuts has proved most successful, many large farms, sometimes running up to 100 acres, are devoted exclusively to peanut growing. One of the largest peanut factories in the world is located in this district, its yearly output being 350,000 bags, valued at \$1,500,000.

The largest peanut fields in the world are supposed to be in Guiana on the north coast of Africa. There they are grown by hundreds of tons. The quality is inferior, however, and the bulk is shipped to Marseilles, France, where it is made into oil, a considerable proportion of which is used in adulterating the cheaper grades of both French and Italian olive oil. When refined and purified it is a desirable article of food, but of course not as good as the pure olive oil.

The shortage in Virginia this season has overturned the usual practices of the trade in the States. While many low grade peanuts are shipped from there to Marseilles in ordinary seasons, this year considerable quantities will be imported to make good any possible shortage in those particular grades. The first arrivals are already due and will be distributed among consumers of low grade Spanish shelled nuts. They can be imported from Marseilles for about five cents a pound, which is below the cost of the same class of nut produced in Virginia.

SALT AREAS OF CANADA.

IT may interest the trade to learn that Ontario supplies nearly all the salt used in the Dominion of Canada. The salt deposits in the lands bordering on the eastern shore of Lake Huron and the River and Lake St. Clair were known as far back as 1646, when the records of Jesuit explorers mention the existence of salt springs. It was not until 1855, however, that the Canadian springs were exploited. The discovery—or re-discovery—was made accident-

ally, near the town of Goderich, in a bore-hole which was being made in search of petroleum. At a depth of 964 feet, the drill struck rock salt. The boring was continued 1,010 feet, and in that distance passed through a solid, thirty-foot bed of rock salt.

It is probable that the greater part of that section of the Western Peninsula comprising the counties of Kent and Essex is underlain by salt-fields. The whole land portion of the salt basin is estimated to measure an extreme length of one hundred and fifty miles, from Kincardine to Lake Erie, with a maximum width of about forty miles at the centre.

The Western Ontario product is said to be considerably purer than that of Cheshire. It is used nearly altogether for domestic uses in the central and western provinces. In Nova Scotia and New Brunswick, however, the salt consumed by the sea and gulf fisheries is all imported. This enters Canada, when used in the curing of fish, duty free, and the trans-Atlantic freights are considerably lower than those from Ontario's salt fields. In all, Western Ontario produced during the last fiscal year nearly three hundred thousand dollars' worth of the article. Nearly four hundred thousand dollars' worth of duty free salt was used by Canadian fisheries along the Atlantic coast.

SHORTNESS IN BRAZIL CROP.

THE danger of shortness in the Brazil coffee crop has been accentuated by news from Havre, dated March 25, which states that the Santos "O' Cafe" reports as follows on the future crop and the damage done by drouth and excessive heat:

"The rains only commenced in December instead of in October; therefore they harmed the vegetation of the shrubs very much during the period of their development, which extends from October to March. In January the rains were not as abundant as they should have been. During eighteen days we have examined the different districts of the state, and have only had two days of rain. It is well to take note that the rains were in spots and only fell in limited districts.

"In February the western district continued to be the victim of the drouth, as the rains were not general. The level of the rivers and brooks continued to be very low.

"Let us now compare the observations made by Mr. Edouard Lemasson on the plantation de Monte Alegre, property of Mr. Francisco Schmidt: December, 1903, 215m-m; January, 1904, 174.5 m-m; February, 1904 (up to 22d), 203.2 m-m; December, 1902, 310 m-m; January, 1903, 114 m-m; February, 1903, 280 m-m; from July, 1901, to August, 1902, 1,565 m-m of rain fell, against 1,285 m-m from July, 1902, to August, 1903.

"By these figures, which represent observations made daily on the plantation of Mr. Schmidt, one can see clearly that less rain has fallen during the past Summer and that it is noticeable that the drouth in August, September and October has already done great harm to the plantation. The dearth of water continues to make itself felt throughout the whole western district, which is the most productive.

"One finds the plantations throughout the districts of Sorocabana in a much better shape, but this good appearance does not amount to anything, as the 'raingauge' does not give us any better figures.

"The flowering in September and August has been remarkable, perhaps the finest that has ever been seen in the entire province. But what remains of the flowering? To-day in travelling over hundreds of thousands of feet of coffee area it is hardly worth while to pick the scanty and meagre beans which have so far appeared. This flowering is a failure, and rather indicates a poor state of the shrubs, caused by the bad weather.

"At the moment we do not see anything to justify the prognostications of an abundant crop for 1905-1906, as all the plants are still weakened, and the rains have not been sufficient to meet the necessities of vegetation.

"Formerly the rains lasted fifteen to twenty days, sometimes even one month in succession. They began often in October and continued until March. During these three or four months of rain the plants improved, multiplying in branches and spreading same considerably. This was during the period of great production. To-day on account of the scarcity of rain the production seems to diminish from year to year.

"In some rocky districts this calamity has burned up a great number of berries which were ripening, and now from the general advices from Santos it seems difficult that the crop of the province will reach seven and a half million.

"On the other hand, the reports from Rio are unanimous in confirming a crop of two and a quarter million."

2 lines as good as gold:

Edwardsburg Silver Gloss Starch Benson's Corn Starch

Merchants in Canada for nearly *half-a-hundred years* have sold these lines—live merchants of to-day are selling them—your successors will do the same. There is only one reason for this support—*Quality all the time.* The best product makes the best trade, the *best trade* asks for

EDWARDSBURGH SILVER GLOSS, and
BENSON'S CORN STARCH.

EDWARDSBURGH STARCH CO'Y, Limited ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Allison's Coupon Pass Book.

| | |
|----------------------|--------------|
| \$1.00 to 3.00 books | 3 cents each |
| 3.00 books | 4 " |
| 4.00 " | 5 " |
| 5.00 " | 6 " |
| 6.00 " | 7 " |
| 7.00 " | 8 " |
| 8.00 " | 9 " |
| 9.00 " | 10 " |
| 10.00 " | 11 " |
| 11.00 " | 12 " |

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.

| | |
|--|--------|
| Clothes pins (full count), 5 gross in case, per case | \$0.92 |
| 4 doz. packages (12 to a case) | 0.75 |
| 6 doz. packages (12 to a case) | 0.95 |

Cleaner.

| | |
|------------|---------|
| 4-oz. cans | \$ 0.90 |
| 6-oz. " | 1.35 |
| 10-oz. " | 1.85 |
| Quart " | 3.75 |
| Gallon " | 10.00 |

Wholesale Agents,
Le Davidson & Hay, Limited, Toronto.

Extracts.

| | |
|---|---------|
| HENRI JONAS & CO. Per gross. | |
| 1/2 oz. London extracts | \$ 6.00 |
| 2 oz. " (no corkscrews) | 5.50 |
| 2 oz. " " | 9.00 |
| 2 oz. Spruce essence | 6.00 |
| 2 oz. " " | 9.00 |
| 2 oz. Anchor extracts | 12.00 |
| 1/2 oz. " " | 21.00 |
| 1 oz. " " | 36.00 |
| 1 lb. " " | 70.00 |
| 1/2 oz. flat | 9.00 |
| 1/2 oz. flat bottle extracts | 18.00 |
| 1/2 oz. square bottle | 21.00 |
| 1/2 oz. " (corked) | 36.00 |
| 1/2 oz. " " | 72.00 |
| Per doz. | |
| 1/2 oz. glass stop extracts | \$3.50 |
| 1/2 oz. " " | 7.00 |
| 2 1/2 oz. round quint essence extracts | 2.00 |
| 1/2 oz. jockey decanters | 3.50 |

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 |

Ge'atine.

| | |
|---------------------|------------------------------|
| Box No. 1 sparkling | Per gross \$15.00 |
| " " " " | Per doz. \$1.50 |
| " " " " | 6 doz., at. \$1.30z. |
| " " " " | No. 3 acidulated, at. \$1.50 |

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 " " | 1.65 |
| Other jams | \$1.55 |
| Red currant jelly | 2.75 |

T. UPTON & CO.

| | |
|---|--------|
| Pure Fruit Jams— | |
| 1-lb. glass jars, 2 doz. in case, per doz. | \$0.95 |
| 2-lb. tin pail, 2 doz. in crate, per lb. | 0.06z |
| 5 and 7-lb. tin pails, 8 and 9 pails to crate | 0.06 |
| 7, 14 and 30-lb. wood pails, | 0.06 |
| Pure Fruit Jellies— | |
| 1-lb. glass jars, 2 doz. in case, per doz. | 0.95 |
| 7, 14 and 30-lb. wood pails, per lb. | 0.06 |
| Home Made Jams— | |
| 1-lb. glass jars (16-oz. gem.) 1 doz. in case | 1.50 |
| 5 and 7-lb. tin pails per lb. | 0.09 |
| 7, 14 and 30-lb. wood pails | 0.09 |

BRAND & CO.

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

Licorice.

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

Lye (Concentrated).

| | |
|---------------------------|-----------------|
| GILLET'S PERFUMED. | |
| 1 case of 4 doz. | Per case \$3.60 |
| 3 cases | 3.50 |
| 5 cases or more | 3.40 |

Matches.

| | |
|-----------------------------------|-----------------|
| UNITED FACTORIES, LIMITED. | |
| Surelight (Parlor) | Per case \$3.50 |
| Flashlight (Parlor) | 3.75 |
| Kodak (Sulphur) | 3.80 |

Mince Meat.

| | |
|-----------------------------------|---------|
| Wetley's condensed, per gross net | \$12.00 |
| per case of doz. net | 3.00 |

Mustard.

| | |
|----------------------------|----------------|
| COLMAN'S OR KEEN'S. | |
| D.S.F., 1-lb. tins | per doz \$1.40 |
| " " 1-lb. tins | 2.50 |
| " " 1-lb. tins | 5.00 |
| Durham 4-lb. jar | per jar. 0.75 |
| " " 1-lb. jar | 0.25 |
| F. D., 1-lb. tins | per doz. 0.85 |
| " " 1-lb. tins | 1.45 |

HENRI JONAS & CO.

| | |
|-------------------|---------|
| Per gross. | |
| Pony size | \$ 7.50 |
| Imperial, medium | 9.00 |
| Imperial, large | 12.00 |
| Tumblers | 12.00 |
| Mugs | 13.20 |
| Pint jars | 18.00 |
| Quart jars | 4 |

E. D. MARCEAU, Montreal.

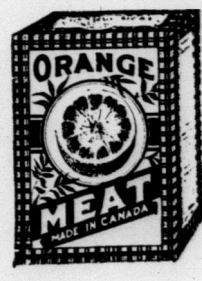
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|--------------------------------|--------------|
| "Condor," 12-lb. boxes— | |
| 1-lb. tins | per lb. \$ 0 |
| 1-lb. tins | 0.35 |
| 1-lb. tins | 0.32z |
| 4-lb. jars | per jar 1.20 |
| 1-lb. jars | 0.35 |
| Old Crow, 12-lb. boxes— | |
| 1-lb. tins | per lb. 0.25 |
| 1-lb. tins | 6.23 |
| 1-lb. tins | 0.22z |
| 4-lb. jars | per jar 0.70 |
| 1-lb. jars | 0.25 |

Orange Marmalade.

| | |
|-------------------------------------|----------------|
| THE EBY, BLAIN CO., LIMITED. | |
| "Anchor" brand 1-lb. glass | per jar \$1.50 |
| quart gem jars | 3.40 |

T. UPTON & CO.

| | |
|--|-----------------|
| 1-lb. glass jars, 2 doz. case | per doz. \$0.95 |
| Home-made, in 1-lb. glass jars | 1.50 |
| In 5 and 7-lb. tins and 7-lb. pails, per lb. | 0.06 |



Orange Meat.

| | |
|-------------------------|--------|
| Cases, 36 15c. packages | \$4.50 |
| 5 case lots | 4.40 |
| (Freight paid.) | |
| Cases, 21 25c. packages | 4.60 |
| 5 case lots | 4.00 |
| (Freight paid.) | |

Pickles.

| | |
|-----------------------------|------------------|
| STEPHENS. | |
| A. P. Tippet & Co., Agents. | |
| Cement stoppers (pints) | per doz. \$ 2.30 |
| Corked | 1.90 |

Soda.

| | |
|--|--------|
| COW BRAND. | |
| DWIGHT'S BAKING SODA | |
| Case of 1-lb. containing 60 pkgs., per box | \$3.00 |
| Case of 1/2-lb. containing 120 pkgs., per box | \$3.00 |
| Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box | \$3.00 |
| Case of 5c. pkgs. (containing 96 pkgs.) per box | \$3.00 |

EMPIRE

| | |
|--|--------|
| "EMPIRE" BRAND. | |
| Brunner, Mond & Co. | |
| Case 120 1/2-lb. pkts. (60 lb.) per case | \$2.70 |
| Case 96 10-oz. pkts. (60 lb.) per case | \$2.80 |

"MAGIC" BRAND.

| | |
|--|--------|
| Per case. | |
| No. 1, cases, 60 1-lb. packages | \$2.75 |
| No. 2, " 120 1/2-lb. " | 2.75 |
| No. 3, " { 30 1-lb. } " | 2.75 |
| " { 60 1/2-lb. } | |
| No. 5 Magic soda—cases 100—10-oz. pkgs. | |
| 1 case | 2.85 |
| 5 cases | 2.75 |

"BEE" BRAND.

| | |
|--------------------------------------|-----------------|
| "Bee" brand, 8 oz., cases, 120 pkgs. | Per case \$2.75 |
| " " 10 oz., cases, 96 pkgs. | |
| " " 16 oz., cases, 60 pkgs. | \$2.75 |

Soap and Soap Powders.

| | |
|--|-------------------|
| A. P. TIPPET & CO., Agents. | |
| Maypole soap, colors | per gross \$10.20 |
| " black | 15.30 |
| Oriole soap | 10.20 |
| Gloriola soap | 12.00 |
| Straw hat polish | 10.20 |

ENTERPRISE on an article is a
Guarantee of QUALITY

Bone, Shell & Corn Mill



No. 750, \$9.50.

Meat Juice Extractor



No. 21, \$2.50

New York Branch,
10 Warren Street

ENTERPRISE

FOOD CHOPPERS

Four Knives with each Machine

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

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue **FREE** Order through your Jobber

Cherry Slicers
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills
4 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2, \$4.75

San Francisco Branch,
105 Front Street

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

COX'S GELATINE ALWAYS TRUST-WORTHY
 Established 1728.

Agents for Canada:
 C. E. COLSON & SON, Montreal.
 D. MARSON & CO., Montreal.
 ARTHUR P. TIPPET & CO.,
 Toronto, St. John, N.B., and Montreal.

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. O. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawberry Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

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

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

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

| |
|------------------------------|
| Terms-100 Clippings, \$ 5.00 |
| 250 " " 12.00 |
| 500 " " 22.00 |
| 1,000 " " 42.00 |

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professional club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
 222 McGIN Street, MONTREAL, QUE.
 Telephone Main 123.
 26 Front St. E., Toronto. Telephone Main 201.

McLAREN'S



is Honest Goods and Just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED

MAY 8 1904



White Granite

BEST QUALITY

In assorted crates ready for shipment
or your own assortment
for IMPORT.

WRITE FOR LISTS.

GOWANS, KENT & CO.,
TORONTO and WINNIPEG.
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THE CANADIAN GROCER

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