

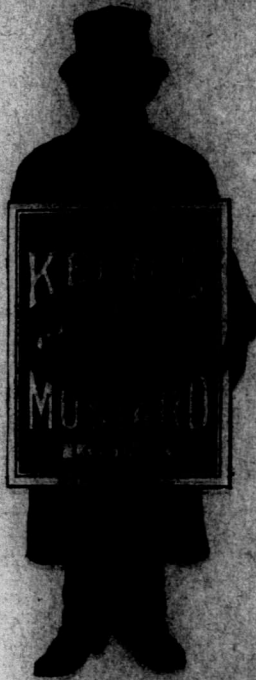
THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

PUBLISHED
EVERY FRIDAY

Allied Trades in Canada.

CIRCULATES IN
EVERY PROVINCE



MUSTARD

that IS MUSTARD

KEEN'S D.S.F. Mustard

IN SQUARE TINS.

Keen's Mustard Aids Digestion—Therefore
Lengthens Life.

CHRISTIE'S SODAS

Good
in
Sickness.

"A well-known professional nurse, who at one time attended King Edward during an illness, recently used Christie's Sodas for a typhoid fever patient in Canada. "I have long," she said, "tried to get a soda biscuit that, when crushed into powder, would give satisfactory results in soups. I failed until I tried Christie's Sodas."

Good
in
Health.

THIS FACT MAY BE USEFUL TO THE MERCHANT WHO RETAILS CHRISTIE'S SODAS.

Christie, Brown & Co., Limited

TORONTO and MONTREAL.

ADOLPHE E. SMYLIE President HENRY ROWLEY Vice-Pres't H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.



Successors to
YOUNG & SMYLIE
 BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
 BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
 CAMDEN, N. J.
H. W. PETHERBRIDGE
 BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
 TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
 OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC
 RAPID GRINDING
 AND PULVERIZING **Mill**

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

25 to 50 lbs. of Coffee

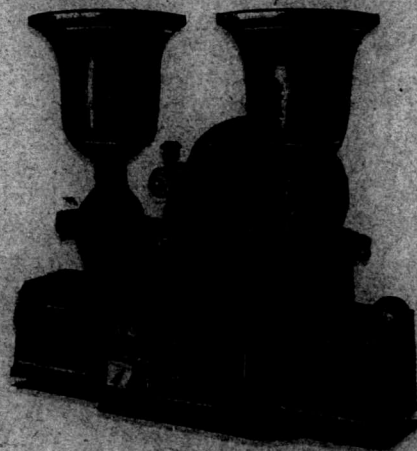
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
 I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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

GRANULATOR PULVERIZER



No. 08712

Height 21 inches; Width 20 inches;
 Length 26 inches; Weight 220 pounds

PRICE ON APPLICATION

Grinding Capacity
 Granulating, 2 pounds per minute
 Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
 Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "



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.

20½ Front Street,
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 21 malt, concentrated and distilled.

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

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

**Sterling
Brand
Catsups**

win approval.

The people who appreciate very fine differences in quality are very pleased with these Catsups. The quality is always kept up to a very high standard. Grocers who handle this brand of Catsups are building up for themselves a reputation for handling the highest-grade goods. The market demand that is already created by these goods is invaluable to the grocer who is known as always having them in stock.

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

124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

Are you in business to make a reasonable profit?



Then buy goods that will produce the desired result.

Stretton's Prize Medal Sauce gives you a Liberal Profit.

Dear Mr. Grocer:

One of these days you are likely to be asked for Stretton's Prize Medal Sauce. If you have none in stock it may be the means of sending your best customer around the corner to do her trading.

Get a case of pints and half-pints from your wholesale house and you won't be "locking the door after the horse is stolen."

Manufactured by

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

GOOD COFFEE.

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

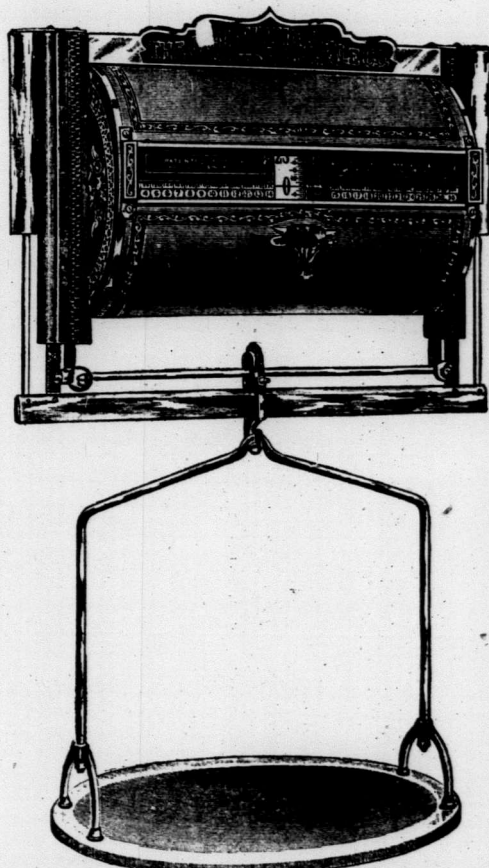
S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

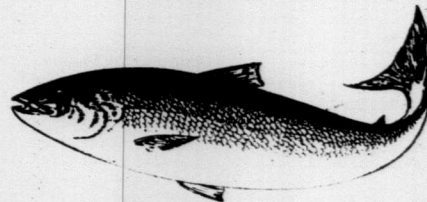
A MONEY SAVER.



SOON PAYS FOR ITSELF.

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

SOCKEYE SALMON



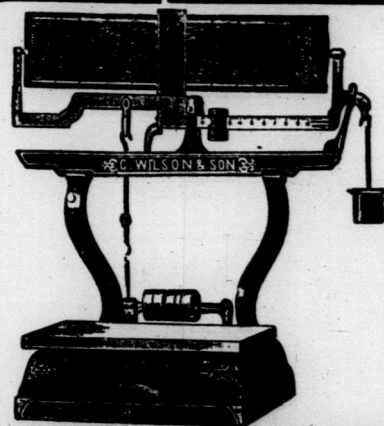
"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk**, **Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream**, unsweetened, can be obtained through our local representatives.



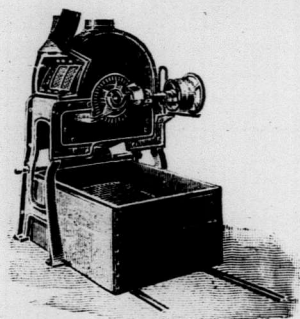
BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

Selling representatives in Canada: W. H. Dunn, Montreal and Toronto. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallicross, Macaulay & Co., Victoria and Vancouver, B.C.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



Quick Gas-Heated Coffee Roaster, with internal flame and Automatic Sampler.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING** and **PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.

Gas-Heated Roaster—Internal Flame and Automatic Sampler.

Coke, Wood, Etc., Roasters.

Sample and Window Roasters.

Grinding Mills, Plain or Ornamental.

Patent Chicory Nibber.

Air Propellers. Air Compressors.

Dressing Machinery.

Patent Fruit Washers.

Dry Fruit Cleaners.

Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.

COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

you might as well try to grow roses on
thistles as to imitate

Japan Teas

---it cannot be done---

---imitations may **look** like the teas

---of Japan, but when in the cup it

---is a poor judge of teas that is

---taken in---**Japan Teas** are in a

---class by themselves and **ALWAYS**

---**WILL BE**---

They please your customers
because they are **pure, clean, and**
healthful—

and that is why you should sell

JAPAN TEAS

How is Your Coffee Trade ?

Good, Eh !!

Then you must sell our famous

CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

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

Cold
is Water

STARCH IVORINE

ASK
TRAVELLERS
THE PRICE

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

TEA ROSE DRIPS

**PAY
YOU
WELL**

not only in profit, but in satisfaction. Your customers are always please and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.



WHY WORK OVERTIME ?

trying to push poor articles
—sell

**Paterson's
Camp Coffee
Essence,**

please your customers and
put money in the bank.

ROSE & LAFLAMME,
Agents, Montreal.

Your stability depends upon your reputation.

Your reputation depends upon the quality of your goods.

Therefore sell only

Pure CEYLON TEA

Black and Green

It will give you an unassailable reputation.

The large amount of essential oil preserved in the manufacture of CEYLON TEA makes it at once the most refreshing and invigorating tea on the market, and one that gives universal satisfaction.

Therefore buy only

Pure CEYLON TEA

Black and Green

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.

Use Live Bait.

R-O-Y-A-L

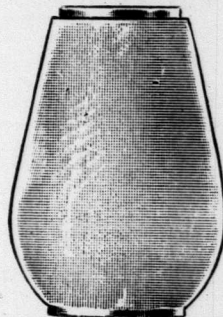
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend
the BEST.

It will make you money.
ROYAL SALAD DRESSING is making
new friends every day.

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A GOLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

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



Soup for Saturday

"The Burlington Way" of treating tomatoes removes skin, seeds and fibre, yet does not increase cost. Tomato Pulp for Tomato Soup. Sell it.

\$1.00 per doz. f.o.b. Burlington.

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.



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

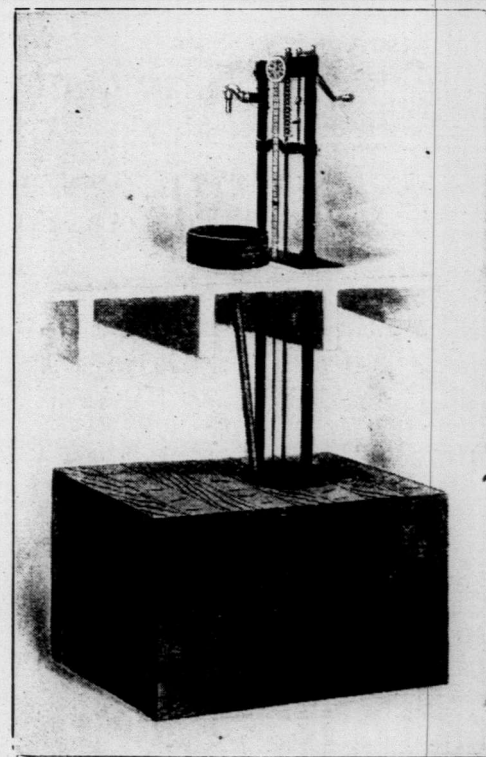
In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.
Limited

Toronto, Montreal and Windsor Mills Que.

Waste Means Loss of Profits



BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING OIL OR GASOLINE IN THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE
--SELF--
MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE.

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

DURING LENT and AFTER.

During Lent people consume larger quantities of FISH than at any other season of the year.

The reason for this is, as everyone knows, that church regulations prescribe a large percentage of fish diet. The practice of eating fish is a beneficial one, and it is GOOD, NOT ONLY FOR LENT, BUT ALL THE TIME.

Perhaps one reason why people have not been more in the habit of eating fish has been the fact that the supply in many places has not been regular, and not always of dependable quality, while a great many people do not know much about the preparation of fish for the table, and fish is frequently not a desirable article to work with in the kitchen. But

"Halifax," "Acadia" and Bluenose" Brands of Prepared Codfish.

Reverse the order completely. They are put up in attractive packages, they are convenient and clean to work with, the little book of receipts which goes with them shows how to prepare nice dishes for the table, and you can always depend upon the supply.

BLACK BROS. & CO., Limited,

OFFICE, Halifax, N.S.

FACTORY, LaHave, N.S.

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

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.

BUY RIGHT

and you have half sold your goods.

JAMES' DOME BLACK LEAD

has been on the market for 64 years and still keeps first place.

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

Dr. Laing's Cream Sauce

No other Sauce to compare with it for flavor, richness, or worth. Grocers on the lookout for good things will find Dr. Laing's Cream Sauce.

Bromley's Coffee Essences

It's English. It satisfies the English. It is peerless among Coffee Essences. In Canada it should find another triumph. Grocers with an eye to good trade will sell it.

Cerebos Salt

The finest of Table Salts. Also English. Used in the Royal Household and in the homes of the nobility. A Salt with peculiar and highly desirable properties that make for better health. Attractively packaged. For fine Canadian trade.

SOLE AGENTS FOR CANADA **W. G. PATRICK & CO.,** MERCHANTS, 29 MELINDA ST., TORONTO.

HAVE YOU

told your customers that they can get Condensed Milk that contains no sugar.

Jersey Evaporated Cream

has no sugar in it, and many housekeepers don't know this.

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.

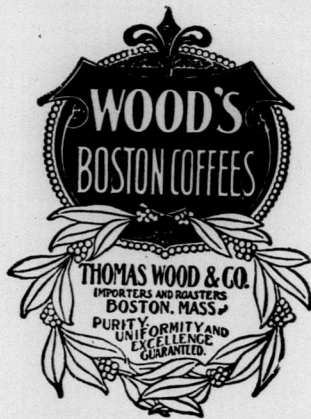


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

WARMING UP



The only argument available with an east wind, says a sufferer, is to put on your overcoat.

"You cannot argue with the inevitable."

When your Coffee trade is chilled, and customers few, just warm things up with **WOOD'S COFFEES.**

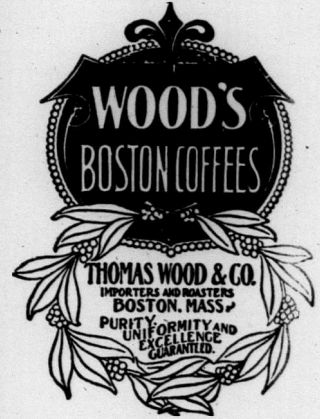
The warmer fabrics are spoken of as "all wool and a yard wide."

Precisely the idea to apply to **WOOD'S COFFEES.**

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



Keep your  on



"BLUEOL"

COMPETITION!

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

J. M. DOUGLAS & CO.,

Manufacturers,

MONTREAL.

Established 1857

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 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 & Cie., and all wholesale grocers.

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

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

PEPPER AND ITS CULTIVATION*

ONE of the necessities for conducting a successful merchandising business, where the products are bought in a manufacturing state, is an absolute knowledge of the crude materials which enter into the manufactured article, and the cost of manufacturing; this being essential in order that the buyer may have some accurate knowledge as to what is really the cost of the finished material.

If this is true in the purchase of manufactured products, it is certainly true in matters pertaining to nature; and in order that a merchant may successfully buy his crude products so that he may manufacture them at a profit, he must know when to buy, what to buy and what to pay for them. This knowledge he will not have unless he is well posted as to crop seasons, usual rainfall, labor questions, exchange values, and all other incidentals which go to make up the cost of growing an article.

To grinders of spices, this is almost an insurmountable barrier. The seat of operations is so far away, and the avenues of information are so beset with difficulties and deceit, owing to the nature of the people with whom the merchant comes into contact. The lack of reputation of the Arabs and the Chinese for veracity place the average buyer in a position where he cannot form a just appreciation of what it costs to "grow."

Series of years, however, have demonstrated to the European resident in the tropics, that at certain prices the natives of those various countries do not grow certain articles; but when prices advance, they immediately commence to cultivate; and this has been true of pepper, which subject is under discussion at the moment. Although it is impossible to state at the moment what the cost of growing pepper is (even the Chinamen who grow the stock, owing to their method of cultivation, hardly know this), it is a well-known fact that when the price of pepper was around 6 1-2c. plantations were pulled up, tracts of land were neglected, and the article came

into disfavor generally; whereas now that the price has advanced to around 14c. every Chinaman is planting a small tract, and pepper appears to be more plentiful. So to the ordinary inquirer as to the cost of producing pepper, one would say that at 7c. expenses were paid and anything over this was clean profit.

I said just now that the Chinamen knew absolutely nothing about the cost of growing pepper; and this is true in both a general and literal sense, for he has learned the law of averages and knows full well the uncertainties of life, and the impossibility of forecasting with certainty what nature will do in the matter of developing his crops. So he, with great ingenuity, arranges his plantation so that out of a large tract of say 100 or 200 acres, he will have at least 15 varieties of produce—which include coffee, tapioca, gambier, pepper, nutmegs, etc. etc.

His experience tells him that out of a line of 12 or 14 articles, at least three or four will probably go wrong; some may be troubled with blight, others with need of rain, while those which require a dry period for growth may receive too much rain; he knows, however, that the average of his assortment, year by year, will net him a profitable return on his investment, so that even the owner could not figure exactly the annual cost of his individual products.

Those who have studied the question seem to agree that at 7c. pepper just pays the grower, while any profit he may receive over and above this figure must go towards paying the deficiency of one or the other of his unprofitable products.

Where Pepper is Grown.

Practically no pepper is grown on the Island of Singapore; the stock is gathered from the adjacent islands and the mainland of the Malay Peninsula, where, unlike the Sumatra peppers, it is cultivated in small plantations owned by Chinamen, who seem to have pushed the native Malay back and farther back into the forests, and while still strangers in a strange land, to have dominated the entire business and social policy of both Malays and Europeans. The result is

that to-day no European house can do business in Singapore except through their Chinese comprador or go-between. These wear the finest clothes, live in the best houses, drive the best horses, and generally speaking, represent the wealth and power of the port.

Singapore pepper is grown on plantations. It is a tall climbing vine of the nature of hops, and is planted and cared for in the same way as our fields of Lima beans or other tall vines of that variety, in rows of two or three feet apart, supported by poles.

Cultivation.

Fertilization is unnecessary for nature has endowed that country with such means of production that the native has only to scratch the ground and she will reproduce herself. Plowing is almost unknown; scraping is the rule of the day. Inasmuch as the thermometer never changes more than five degrees a year at the very most, averaging between 115 and 120, it is always seed time and always harvest. The husbandman can plant his seed at any time or day of the year, and count on perfect development in the allotted time of growth; and were it not for the indolence of the natives and lack of desire to do any real work, three to four crops of almost every tropical product could be produced each year.

The rainy season, however, interferes very largely with the comfort of the native so that he does as little work as he can, and certainly no work which necessitates out-of-door life. During that period rank vegetation flourishes apace and chokes off or kills much vegetable life. The pepper vine takes at least six years to grow before it arrives at maturity, and bears for seven years afterward, giving at first three or four pounds of berries to the vine, and then going up as high as eight or nine pounds and back again to three or four pounds, when the plant dies after 13 or 14 years of life. It has few enemies so far as parasites are concerned. Strange to say, it has no odor while growing, and the workers in the fields which surround the planta-

*Paper by E. L. Prior, New York, read at the annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association, March 4, at Montreal.

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

tions derives no ill effects from their contiguity to such a pungent article.

When the pepper is half ripe, it is green, and as the period of perfection approaches it turns red, and ultimately the sun's rays turn it jet black. It is then stripped by hand, the bunches being very like currants, hanging in clusters. It is next placed over screens where it is dried, partly by the heat of the sun, and partly by gambier fires, which article is grown side by side with pepper. The novice, on inhaling a bag of new pepper, cannot help noticing that smoky odor which is found alone in Singapore kinds; this is due to the fires by which it is dried. The stock is then sifted and made clean from dirt and stones, packed into bags and sent by steamer to the shipping port, Singapore.

All the trading is done with Chinamen, although they are alien to the country. Their frugality, keenness, and general business methods, however, place them so far ahead of the native that they have taken from him almost all business and profitable enterprise. Pepper plants are much the same wherever found, and since they require more or less the same treatment when grown in plantation form, it will be needless to further discuss their growth.

Dangers Beset the Pepper Trader.

The method of collection and growth of the Singapore varieties is not in vogue in such a wild country as Sumatra, whose people are in the real sense of the word, savage, for in the northern parts from whence come the Acheen (also called Penang) grades, travellers never go, and danger, which there generally means death, awaits those who attempt to penetrate the mountains lining the coast on all sides. To-day even steamers trading along the coasts carry armed soldiers for protection against

piracy, and the trader captain usually wears under his shirt a chain coat for protection against the dagger thrusts of the disappointed or perhaps deceived dealer.

Sumatra, Penang or Acheen peppers all being different terms for the same grade of pepper is mainly of jungle growth, plantations are much the exception, and if cultivated at all, this pepper is found only in patches of less than an acre.

Political Conditions in Sumatra.

The politics of the island are a powerful feature in the rise or decline of pepper prices, consequently European buyers must have at all times an intimate acquaintance of ruling conditions. The method of Government all over the Island of Sumatra, which belongs to the Dutch, is more or less of a paternal nature. The Rajah of the district is held responsible by both his people and the new owners, the Dutch, for all that transpires either way, and has to make restitution to both ends, when difficulties arise.

The Rajah, in his turn, exercises considerable influence over the natives, and takes tribute from them in the shape of pepper and other commodities, besides being the business man of the district; so that a trader sailing around the Island of Sumatra, in search of its products, is only able to trade with the various Malay Rajahs, the system of exchange and barter being still the only method of settlement, though the more enlightened ones prefer silver dollars, at their value per pound, and not at so much each.

At present it is estimated that at least 50,000 bags of Acheen pepper are held in the island and owned by the Rajah of Acheen, the Dutch Government having levied on him a tax of \$1 per

bag, Mexican, in order to defray claims held by shipholders against the Dutch Government for acts of piracy which are still a common and everyday occurrence. The old man stubbornly refuses to pay the claims.

The result is that the northern end of the island is patrolled by gunboats, and nothing of any moment, except what small amount can be smuggled out on the small prows, can be exported from that island, and until the Rajah needs money to celebrate a wedding of a new wife, or the birth of a child, or until there is a death in the family, this stock will be bottled up, and be held as a menace to the entire market of the world.

Hence, as to foretelling the future values on Acheen qualities, it is one of grave doubt and great uncertainty, for until the old man is brought to terms, his huge holdings will continue to be a menace to the market and prices generally.

Sumatra, Penang or Acheen Pepper.

The Acheen crop (called "Acheen," because this is the chief shipping port), is collected en masse, without separation, usually by beating the pepper down from the vines and sweeping up what falls.

This pepper is taken by small sailing vessels, in its mixed state, large and small, light and heavy, from Acheen to Penang, the main shipping port on the Malay Peninsula, where it is graded by means of floating in huge tubs of water; two grades are then made. The large size, or that which sinks in the water, sometimes called "shot," is used for the manufacture of Penang white pepper, and what little is not required for that is mixed off in various proportions with the light shelly stuff which floats, in order to make class A, class B, class C,

JUST TO HAND

Cases Gallon "Corn on the Cob," 1/2-do. each,
very choice.

Quintals choice **Dry Codfish.**

Army and Navy Molasses.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

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

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

James Turner & Co.

Branch, Canada Grocers, Limited.

 HAMILTON, ONT.

You can save money

by asking for our sample when open to buy—

TRY US.

We have a large stock of all kinds always on hand

JAPAN FANNINGS, - - - - -	6 1/2c. up.		JAPANS, - - - - -	15c. up.
CEYLON AND INDIAN GREENS, - -	12 1/2c. up.		CEYLON AND INDIAN BLACKS, - -	14c. up.

Special values now in Japans to retail at 25c., 30c. and 35c. Write for Samples—They'll Please You.

James Rutherford & Co.

27 St. Sacramento St.

IMPORTERS

MONTREAL.

or class D Penang pepper, which vary according to the weight per Imperial gallon. Class A pepper weighs 4 lbs. 13 ounces to the Imperial gallon; class B pepper weighs 4 lbs. 5 ounces; class C pepper weighs 3 lbs. 13 ounces; class D pepper weighs 3 lbs. 5 ounces. Penang pepper is one of the important things which manufacturers of spices have to give consideration to, especially when the pure food laws are such as to necessitate an exact amount of piperine or ash. Nature does not provide the same amount of rainfall very year, and her seasons of heat and cold are not regular. Consequently the woody part, or that portion, which surrounds the outside of the peppers will vary from year to year, and the percentage of ash or woody fibre will change according to weather conditions.

Tellicherry Pepper.

Another pepper of interest to manufacturers, is the Tellicherry pepper, grown on the West Coast of India, which finds its way to France in large quantities on account of the preferential rates of duty offered by her on this grade. Thus it happens in years of scarcity that Tellicherry pepper, owing to the demand from France, will rule cents per pound higher value than Singapore kinds. It is grown on plantations generally under European supervision, properly cleaned, collected and dried, and affords the most aromatic and pungent pepper there is in the market. It is almost certain that it was the Tellicherry pepper, or pepper along the Western Coast of India, which was priceless in the time of Solomon, and used as the barter for princes and a ransom for kings.

It was to that coast that the ships of Tarsish went, on account of the allurements of its flavor, the British East India Company was originally formed, whose vessels had for a time a complete monopoly of the East Indian trade; and who shall say that it was not the desire for Indian spices that finally gave England this important possession; of all products of the world, not excepting the gold and diamond mines of the Transvaal, pepper has exerted the most influence on the people of the world and the geography of nations.

To the Indian are we indebted for our knowledge of spice, and the education which he has given to the white man in culinary arts has been of vast profit and recompense to him.

White Peppers.

White peppers are the products of the same vines as the black pepper for the

Singapore white pepper is nothing more or less than the unripened berry of the black pepper vines. The pepper is gathered in its green state before the outside skin has had time to become red, or rains have had a chance to swell the outer skin and make it thick, or the sun has had an opportunity to turn the exterior black. It is then dried in the shade and the green skin rubbed off, leaving the hard kernel of the berry.

It would seem that white pepper of this variety could not have the aromatic pungency of the ripe fruit, and were it not for its color, which is desirable in some instances, the white pepper would appear to be like a hard peach, lacking flavor, and all the qualities of the ripened fruit.

White pepper is never used by natives. In fact they do not use pepper at all in the way Europeans do. The article is used chiefly in making curries, and in order that the heat of the black pepper may be lost, the berry is steeped in water and finally boiled so that nothing but the aromatic part of the fruit remains; this becoming soft, is then rolled into their curry pastes, and the heat that is necessary for a successful dish, is supplied by the addition of red pepper, and not the result of the usual heat found in the pepper berry.

Penang white pepper is quite a different article, and is made from the ripened berry of the Penang, or what are commonly termed the Acheen peppers. The original pepper is thrown into large tubs of water; that which has a hard body, falls to the bottom, and is called "shot" pepper. This is then placed in huge troughs, which contain ammonia and water. Here it is allowed to soak for weeks, and when the water has penetrated sufficiently far into the skin of the pepper, the natives tread the pepper with their naked feet, rubbing the outside black skin off, which by this time has become decomposed. The troughs are then flooded with fresh water, the light skin floating over the top of the trough and eventually away to the ground, while the heavy pepper still remains at the bottom. This heavy pepper is taken out, dried, covered with clay, and becomes the Penang white pepper of commerce.

HE WAS UP-TO-DATE.

"How many ounces in a pound?" asked the teacher.

"Troy, avoirdupois or grocers' weight?" inquired the boy who had seen a little of the world outside the schoolroom.

MYERS ROYAL SPICE CO., NIAGARA FALLS.

IN a recent issue The Grocer stated in error that the Myers Royal Spice Co. had only recently begun operations in Canada.

This firm was established thirty-five years ago in York, England, and as business increased they started a mill at Hull for their export trade and finally made London the centre for their European trade. About ten years ago the prominence of Canada as a cattle raising country was attracting a good deal of attention in England and Messrs. Myers thought the Dominion would prove a good market for their spices, so a branch was forthwith established at Toronto and Thomas Myers at once became a prominent figure in agricultural circles and exhibitions where the liberality of the firm in donating cups and prizes was much appreciated. It only took this enterprising firm a few years to secure a grip on the Canadian trade, so looking for other worlds to conquer they entered the United States like many others by the Suspension Bridge, and built a plain brick factory on the edge of the river Niagara, where from their office window they could keep one eye on Canada. Their factory has no architectural frills, no plate glass doors nor bronze trimmings, but Mr. Myers' private office contains twelve original paintings by Hogarth, which are valued at one hundred thousand dollars. Other valuable paintings and sketches around the office disclose the artistic tastes of the head of the firm.

The Royal Cattle Spice is used for preparing cattle for prize competitions as well as for keeping them in good conditions at all times. It is not a cheap food by any means, but a condiment for improving ordinary feed equally beneficial for horses, cattle, sheep, pigs and poultry. Messrs. Myers' system of doing business is to appoint exclusive local agents and those agents get a profit on all orders from their district, consequently one of their agencies is very profitable and much sought after in agricultural districts by storekeepers and young farmers.

Messrs. Myers have in their possession testimonials from the representatives of King Edward, five or six continental royalties, the Prince of Wales and his brothers, besides fifteen dukes and lesser nobles by the hundred. In Canada the business has attained very large proportions, and the wholesale grocery establishments are handling their goods to considerable advantage.

Anyone interested in cattle or horses should drop a card to Myers & Co., Suspension Bridge, Niagara Falls, N. Y., asking for circulars and testimonials.

A DOUBLE PROFIT

Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

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

BEAUCE

COUNTY

MAPLE SYRUP

Put up as follows:

Pint tins, cases	2 doz.	\$ 1.25	per doz.
Quart " " "	2 " "	2.40	" "
½ gal. " " "	1 " "	4.80	" "
1-gal. " " "	½ " "	4.50	" case
5-gal. " Imperial measur.		4.00	each
Quart bottles, cases	1 doz.	2.40	per doz.
Kegs, 10 gals. each		6½	" lb.
½-bbls., containing 20 gal.		6	" "

Delivered, freight prepaid, in lots of three cases and over to all railway points in Ontario, as far north as Owen Sound and Gravenhurst, and on the main line of the C.P.R. (only) as far west as North Bay. To all points beyond these limits east of Winnipeg a freight allowance of 25c. per 100 lbs.

**This is something that will
please your trade.**

WE GUARANTEE EVERY TIN.

To be had of all jobbers, or from

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

Business Changes

ONTARIO.

THE F. Long & Bro. Co., general merchants, wholesale grocers, etc., Collingwood, have been burnt out; loss is fully covered by insurance.

The Dresden Sugar Co. are removing from Dresden.

Downs & Hinnegan, tobacconists, Wallaceburg, have sold out.

G. Pirie, general merchant, Langton, has sold out to J. Pirie.

A. Hotte, grocer, Alfred, has succeeded I. Lanthier in business.

E. J. Dunn, grocer, Chatham, has assigned to J. R. Gemmill.

The assets of E. Lanue, general merchant, St. Onge, have been sold.

T. Keys, general merchant, Wolfe Island, has sold out to R. J. Spoor.

G. Hutchinson, general merchant, Alliston, is asking for an extension.

The assets of the German Canadian Provision Co., Toronto, have been sold.

R. Curtis, general merchant, Mongolia, has advertised his business for sale.

G. A. Galbraith, general merchant, Croydon, has assigned to M. A. Williams.

Matthews and Rehder, general merchants, Paris, have dissolved partnership.

F. A. Allingham, grocer and crockery dealer, Oil Springs, has assigned to J. Marshall.

J. A. Bennet & Co., general merchants, Moose Creek, have sold out to L. A. Guerin.

The assets of the estate of A. E. Lee, fruit dealer, etc., Strathroy, have been sold to J. White.

C. Biddle, general merchant, Port Rowan, has sold his stock to J. E. Biddle, and is trying to compromise.

C. E. Weldon, general merchant, Sault Ste. Marie, has assigned to W. R. Cun-

THE CANADIAN GROCER

ningham. A meeting of creditors is to be held on the 21st inst.

QUEBEC.

F. X. St. Denis, grocer, Montreal, is dead.

J. Laroche, general merchant, St. Agapit, has registered.

The Diamond Starch Co., Montreal, al, have been burnt out.

The assets of A. Gagnon, grocer, Quebec, have dissolved partnership.

A. Jean & Cie, tobacconists, Montreal, were sold on the 15th inst.

The Colonial Specialty Co., jam manufacturers, Montreal, have registered.

The assets of J. I. Bissonette, general merchant, La Prairie, are advertised for sale.

Houle & Frere, cheese manufacturers, La Presentation, have dissolved partnership.

E. Senecal, general merchants, St. Eugene De Grantham, has succeeded A. Lemoine.

F. Galipeau, general merchant, Weed-on Station, has assigned to V. E. Paradis.

The assets of A. G. McBean & Co., produce dealers, Montreal, were sold on the 9th inst.

The stock of J. M. Sirois, general merchant, Cacouna, has been sold at 61c on the dollar.

J. Parent & Co., general merchants, Rimouski are offering to compromise at 60c on the dollar.

C. Leblanc, grocer, Valleyfield, has been burnt out; the loss is partially covered by insurance.

A meeting of the creditors of Charbonneau & Co., grocers, Lachine Locks, was held on March 14.

R. Ness, general merchant, Vaudreuil Station, has been burnt out; loss partially covered by insurance.

La Societe de Fabrication de Beurre de Fromage de la Paroisse de St. Joseph de Chambly, have registered.

H. Pepin, general merchant, Stanfold, has assigned; Lefavre and Tachereau have been appointed provisional guardians.

J. E. Robichaud, grocer, etc., Montreal, has assigned. A meeting of creditors was to be held on the 15th inst.

Petition for winding-up order has been granted La Compagnie de Cigars, de Montreal and N. St. Amour has been appointed provisional guardian.

The premises of Genin, Trudeau & Cie, wholesale importers of tobacconists' sundries, Montreal, have been damaged by smoke and water; loss covered by insurance.

A winding-up order has been granted the Greig Manufacturing Co., manufacturers of essences, etc., Montreal; J. McD. Hains has been appointed provisional liquidator, and a meeting of creditors and shareholders announced for March 18.

NOVA SCOTIA.

H. Betts, general merchant, Wallace, has assigned for the benefit of his creditors.

The premises of J. P. Mott & Co., spice manufacturers, Halifax, have been damaged by fire.

MANITOBA AND N.W.T.

C. J. Graham, confectioner, Baldur, is dead.

P. McIntosh, confectioner, Manitou, has sold out.

P. W. Martin, general merchant, MacGregor, has sold out to S. Rourke.

The stock of C. Tomlin, general merchant, Ashville, has been seized by the bailiff.

Ross & Moeckel, confectioners, MacGregor, have dissolved partnership. J. Ross continues in business.

A. B. Grant, general merchant, Swan River, has succeeded W. S. Grant & Co.

W. H. Harvard, general merchant, Fort Qu' Appelle, is dead.

BRITISH COLUMBIA.

C. Richards & Co., general merchants, Fernie, have assigned to F. W. Ferguson.

**Evaporated
PEACHES**

**Special price
on choice
fruit in
bags.**


THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.



It will pay you to try

Upton's

**HOME-MADE
JAMS and
ORANGE
MARMALADE**

They are guaranteed finest quality.

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

LONDON'S FOOD LUXURIES.

THE cosmopolitan character of London and its grocery stores has impressed itself upon a correspondent of the Grocery World, who has been going London.

There is in London one of the greatest grocery stores, he writes, I have ever seen. It is not the greatest in point of amount of business done, for I suppose there are several retail grocery stores in the United States which do as much business or more. The store of Fortnum, Mason & Co., of this city, is great because there is not a food luxury produced in any part of the world which sooner or later does not find its way there.

I noticed in strolling through there several articles that bear this statement out, although I know it is true from other sources. An example is the edible sea-slug from the west coast of Australia. This is a gelatinous animal on the order of a snail and comes packed in cans. It is known as the Beche de Mer and retails here at from 75 cents to \$1 per tin.

Another curiosity noticed was mountain cabbage, which is grown in the West India Islands. This comes shredded in cans, something like sauer kraut, and sells for 50 cents a tin.

Bombay duck is another novelty. This is not a fowl, as its name implies, but a fish caught at Bombay, India. It is dried and packed in cans and then brought to England to retail at about 50 cents.

Bamboo shoots in jars are another article of the same class. These are the tender shoots of the bamboo plant, and come from the West and East Indies and Ceylon. They are packed in pickle and are very tender and succulent. The retail price is 50 cents a jar.

Bird's-nests from Shanghai and Hong Kong, China, constitute another instance. These are the edible bird's-nests so prized by the Chinese. They are not as unsavory as the name would imply, but are very delicious and appetizing. These nests are built by a bird which never occupies it. The raw material is a gelatinous seaweed, which is said to be much stronger and purer than the manufactured gelatine of this country.

Chinese bird's-nests are imported into England packed in small individual boxes retailing at 50 cents each. They make a very rich soup stock. The stock is made and the nest cleaned and then allowed to float about in the liquid. Its substance gradually dissolves, resulting in an extremely rich soup.

Another curiosity noticed in this store was not for sale. It was plaited tea

from China, from gardens tended exclusively by priests. The leaves of this tea are picked only by virgins. This is considered the finest tea in the world and is not sold. It is simply exhibited under glass in Fortnum, Mason & Co.'s as a curiosity.

As is easily understood, there is no very large demand for these things. They are mostly bought by returned colonials who have become accustomed to foreign dishes while abroad and like to be able to get them when at home. There is a small but steady trade on them all the time, but besides that the store achieves its ambition of being a source of supply for all the recognized foods of the world.

DEVELOPING CATTLE TRADE.

A RESOLUTION has been adopted by the National Stock Breeders' Convention at Ottawa last week calling on the Dominion Government to take immediate steps to encourage a live stock trade with the South American republics, Mexico, Newfoundland, and the West Indies.

The general impression prevailing in trade circles seems to be that a great opportunity presents itself for Canada to build up a large export trade in live stock with these countries, notwithstanding the difficulties of distance and stringent quarantine regulations with which she is confronted in several instances. In addition to the possibility of developing a live stock trade with the Argentine Republic there are large openings there for trade in manufactured products, fish, etc., and for extensive trade on the Pacific Coast with Chili and Peru.

A FRIENDLY CALL.

J. A. STEWART, general merchant, Exeter, was in Toronto recently in business, and paid his regular visit to The Grocer. Mr. Stewart was good enough to say that The Grocer has become indispensable to him in his business, and that in fact he could no more afford to be without it than he could his grocery staples.

Mr. Stewart is carrying on the only cash business in Exeter, thanks to a suggestion thrown out by The Grocer some eight years ago. It is reported that Mr. Stewart has been very successful, and even if he was too modest to go into particulars, he acknowledged that he made no mistake in dispensing with the primeval methods of a combined cash and credit business. "I tell you," remarked Mr. Stewart, "the only thing nowadays is a cash business through and

through, with one straight cash price for every commodity in stock."

FROZEN RABBIT INDUSTRY.

In his January report the Consul-General of Melbourne, Australia, says that exports of frozen rabbits show considerable expansion. The figures are as follows:

	Pairs.
1900	2,839,112
1901	2,092,727
1902	3,274,210
1903	3,650,000

The industry has become an important one in Victoria. Over 20,000,000 rabbits were utilized during the year for export purposes. Of these, 7,300,000 were exported frozen in the fur and from 10,000,000 to 12,000,000 skins were shipped and a large number of these animals tinned and disposed of.

A LETTER FROM CHINA.

THE following is a letter received by J. L. Watt & Scott, importers, Toronto, from one of the leading tea firms of Shanghai, China.

Shanghai, Feb. 13th, 1904.
Messrs. J. L. Watt & Scott,
Toronto.

Dear Sirs:

Exchange has risen to £2 10s. 1/2d. for 4's Bank Credits, and a further advance might at any moment be recorded; this fact, coupled with the uncertainty relative to the production of tea in China and Japan next season, should ensure strong markets with you. As far as China teas of all descriptions from Hankow and Shanghai go we are of the opinion that should war be prolonged 2 months, the crops will be appreciably curtailed; should 3 months elapse and hostilities continue, a distinct shortage would be noticeable which would tend to increase with the prolonging of unrest. The cause of this shortage would be the state of uncertainty which must always exist in China, under the present regime, as to how far trouble may spread when it is once on foot, and also a great lack of monetary facilities with the producers. Should actual warfare be confined to the North for the greater part of our season it is possible, however, that ample supplies of common blacks and of Pingsueys would be available, as such are produced in districts in comparative proximity to the ports of shipment.

We are, yours faithfully,

WISNER & CO.

In explanation of the above it may be added that the rate of exchange at which most tea invoices were settled during the past season, was about 1 tael for 2s. 5 1/2d., or 60c. The rate now quoted per tael is 2s. 10 1/2d. or 70c. Therefore, assuming no change in the market (tael price) of tea, the cost laid down in Canada would be enhanced by one-sixth.

LARGEST IMPORTS OF TEA EVER MADE BY A CANADIAN FIRM.

Last week I quoted figures obtained from the Customs Department, Ottawa, showing the importance of St. John as a tea importing port. *I now give* you figures and particulars of my *imports into Canada for two months—JANUARY and FEBRUARY, 1904.*

I believe this is a *much larger quantity* of Tea than *has ever been imported by any Canadian firm in a like period of two months*, and I know there are very few firms in Canada who sell that much Tea in a year.

January	3	SS. Clan Mackenzie	166	chests	16,345	lbs.
			60 $\frac{1}{2}$	"		
	5	" City of Venice.....	285	"	26,426	"
	14	" Marienfels.....	2,005	"		
			423 $\frac{1}{2}$	"	229,349	"
	18	" Manica	473	"		
			14 $\frac{1}{2}$	"	44,553	"
	20	" Dalton Hall.....	30	"	5,318	"
	20	" Florence	38 $\frac{1}{2}$	"	12,438	"
			89	"	7,120	"
	20	" Athenian	225 $\frac{1}{2}$	"	14,500	"
	23	" Gulf of Venice.....	122	"	12,758	"
			270	boxes	4,320	"
	25	" Clan Manchester	441	chests		
			30 $\frac{1}{2}$	"	45,225	"
	25	" Empress of Japan	160 $\frac{1}{2}$	"	11,300	"
February	1	" Provon.....	1,645	"	149,669	"
	2	" Clan Sparta.....	245	"	22,480	"
	8	" Schwarfenfels	917	"		
			181 $\frac{1}{2}$	"	96,093	"
	3	" Clan Stuart	161 $\frac{1}{2}$	"		
			127	"	21,397	"
	5	" Haitan & Ingrades.....	557 $\frac{1}{2}$	"	28,576	"
	10	" Inkum	511	"		
			113 $\frac{1}{2}$	"	55,707	"
	15	" Shimosa	150 $\frac{1}{2}$	"	12,000	"
	15	" City of Benares	507	"		
			30 $\frac{1}{2}$	"	49,900	"
	22	" Kurdistan	109 $\frac{1}{2}$	"		
			10	boxes	5,600	"
	24	" St. Croix	115 $\frac{1}{2}$	chests		
			100	boxes	6,815	"
	23	" Clan Cumming.....	66	chests		
			57 $\frac{1}{2}$	"	9,066	"
	23	" Gulf of Ancud	53	"	5,459	"
	24	" Florence.....	85 $\frac{1}{2}$	"	5,610	"
			10,570	pkgs.	885,586	"

T. H. ETSABROOKS,

TEA IMPORTER AND BLENDER,

ST. JOHN, N. B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Egg Trade, 1903.

A W. GRINDLEY, agent of the Department of Agriculture in Great Britain, reports as follows concerning this important branch of the Canadian export trade in provisions as follows:

The Canadian egg trade is in a prosperous condition, best brands selling as high as fresh or Danish selected. Eggs are chiefly shipped in the "Canadian box" with "fillers" holding 30 dozen, a style of package that is very popular. A limited number of eggs are shipped in the "Foreign box" which holds twelve long hundreds (1,440 eggs). The eggs in these large cases are packed in straw or excelsior at the request of importers. "Continental" and "Irish" eggs are always packed thus.

Both "fresh" and "glycerines" have come forward late in the year in large quantities; the quality was good, but the total shipments have not been so large owing to scarcity of eggs in Canada.

According to a book recently published in Russia, that country boasts of having left Denmark behind as regards exportations of eggs. Russian competition in butter, eggs and poultry is becoming very serious by reason of its having adopted up-to-date methods, and Russian products are becoming much more popular on the British markets, owing to the improved quality. Russia, Denmark and other foreign countries are now taking greater care in selecting, grading and packing eggs, as well as in getting them marketed as freshly as possible.

These foreign eggs now arrive regularly several days every week, as well as regularly every week of the year. Their bulk is perfectly clean, and is graded into as many as six sizes, so that to-day the British importer is not inclined to speculate as in former years, and will have little if anything to do with stocks which have been held in cold storage. Since Canadian exporters have to meet this competition great care must be taken in selecting and sending forward only eggs which are perfectly fresh, clean and graded into sizes.

During 1903 the United Kingdom imported 19,848,897 great hundreds (120) of eggs, valued at £6,617,619. Canada's share of this large trade amounted to only 557,080 great hundreds valued at £218,571. The imports from Russia amounted to £1,866,421, and from Denmark to £1,648,367. Germany, Belgium and France are the other leading exporters of eggs to Britain, each of these

countries sending from three to four times as many as Canada.

Bacon and Ham Trade, 1903.

Mr. Grindley also reports as follows concerning the bacon and ham trade:

Canadian mild-cured bacon and hams are becoming very popular in Great Britain and are preferred to those imported from the United States, as they are leaner and there is always a demand for lean cuts. Canadian packing houses should make a close study of the various British markets and supply them with the cuts which are in demand by the consumer.

There is still room for improvement as regards packing cases—these are often of knotty lumber, badly nailed without battens at ends (same as American packers use) which give double nail bearings. Heavy split wood hoops should be used to bind round each end of the case, and for extra large cases an extra binder should be placed round the centre.

Shippers of mild-cured meats must take advantage of the best means of transportation which are now provided. Goods should be shipped as little as possible to be sold on commission, and then only to reliable firms who will see that they are warehoused under proper conditions as regards cleanliness and temperature.

Canadian Trade in Canned Goods.

THE Canadian export trade in canned and evaporated goods is a comparatively new one, but it is steadily increasing and promises to develop into one of large volume in the near future says Mr. A. W. Grindley in his annual report to the Dominion Department of Agriculture.

British merchants have little or no idea of the large assortment of preserved meats, fish, fruits and vegetables which are packed by Canadian firms. In the past they have bought canned goods largely from France, Germany and Italy, but owing to the friendly feeling between the "Mother Country" and her "Colonies" Canadian firms may expect a large increase in orders providing their goods give satisfaction as regards quality and price. It might pay Canadian exporters to examine the methods of certain large American houses who have representatives of their own in Great Britain to push their goods; or if they consign to British firms to sell on commission, fix the price at which their goods are to be sold, allowing a good commission, but not allowing prices

to be cut in order to effect sales. In addition to this they enclose handsome embossed cards in each case of goods upon which is plainly marked the retail price in English money. The goods themselves have attractive labels making a nice window ornament and the embossed card with reasonable price in plain figures attracts customers and sales are made where Canadian goods of equally good quality, but not having such an attractive label, and having no fixed price are "side-tracked."

It has been found that large quantities of tinned and bottled peas, beans and spinach have been "greened" by a treatment with salts of copper. The public have been warned against the consumption of these goods by leading medical and food journals and it only remains for Canadian packers to show that they put up goods of a reliable quality as the British merchant has been getting from other countries (but which are entirely free from adulteration) in order to create a large demand for Canadian brands. The British consumer prefers a smaller sized pea than is usually packed in Canada. French peas are generally colored by using six tenths grain copper per pound of peas.

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

Butter Making in the Northwest.

One of the most interesting features of the town of Moose Jaw, Assa., is the large number of creameries under the supervision of the Government located in the immediate vicinity. Cream is brought in by team and by railway within a radius of 150 miles. There is one factory south of Moose Jaw where 800 cows are kept, and large quantities of butter produced for exportation to British Columbia and Great Britain.

Provision Notes.

The annual meeting of the New Glasgow Dairying Company, Nova Scotia, was held March 8, when the old board of directors were all re-elected for 1904.

The Lipton packing plant at Chicago has been sold to Armour & Company. It is said that the price paid was in the neighborhood of \$250,000. The Lipton concern has been idle and closed for four months, and Sir Thos. Lipton has gradually closed out his Chicago packing interests.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control the product of

**"The Charlottetown
Preserving Co."**

**Pure Fruit Jams,
Canned Fruits, etc.**

TO THE TRADE

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

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

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

Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.

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

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

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

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

Kidney Stew,

Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

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

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

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

Easter 1904

THIS year the Easter Season comes with the opening of the first Spring month, and after the long and continued cold weather, will be doubly welcome.

So will be your orders for "Star Brand" Sugar Cured Hams and Fearman's English Breakfast Bacon.

NONE FINER. NO OTHER QUITE SO GOOD.

Order Your Easter Requirements Early.

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

Our Hams and . . Breakfast Bacon

**are Sugar-Cured,
Full-Flavored,**

**Delicious and
Appetising.**

Just the quality your trade demands.

Prepared from selected Pea-Fed Hogs only.

**WE ARE BOOKING EASTER
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

SLICING HAMS FOR EASTER

The "Rose Brand," with its mild, sweet cure, and its bright, fresh-smoked appearance, makes the ideal ham for your fancy Easter trade.

Absolute reliability and highest quality are guaranteed in every ham bearing the name of Matthews.

ORDER NOW FOR EASTER

The George Matthews Company, Limited.

Established 1868.

GILLETT'S ABSOLUTELY PURE CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

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—Receipts are still light on account of the demoralization of traffic on the railroads. As soon as the roads north and south are opened a decided improvement in the condition of the provision market is expected, although at present trade from the east and west is brightening. The demand for lard continues good. Long clear bacon is 1-4c. firmer. Medium hams have advanced 1-2c. Mutton and lamb are scarce; lamb has advanced from 1 to 2c., and mutton shows a range of prices 1-2c. less than those quoted last week. Veal remains unchanged. Our quotations are as follows:

Long clear bacon, per lb.	\$ 0 08½	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13½
Medium hams, per lb.	0 12½	0 13
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	16 50	17 50
Short cut, per bbl.	18 50	19 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 75	6 75
" heavy	6 50	6 50
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	8 50
Lamb	10 00	11 00
Veal	6 00	9 00

Butter—Receipts of dairy have increased during the past week and shipments which have been on the way for the past month are now being delivered. With increased supplies, prices will probably decline. Not much creamery butter is coming forward. Choicest grades are in good demand, but most of the butter being received is only medium quality. It is thought much stale stock will be unloaded shortly by country merchants. Supplies of butter on hand are equal to demand. Dairy rolls are 1c. firmer, and dairy prints from 1 to 2c. firmer. We quote as follows:

Creamery prints	Per lb.	0 21	0 22
" solids, fresh	0 20	0 20½	
Dairy rolls, large	0 16	0 17	
" prints	0 17	0 19	
" in tubs, best	0 15	0 16	
Under qualities	0 12	0 14	

Cheese—The cheese market is dull this week, very little moving either locally or for export. Last week's prices continue unchanged. We quote as follows:

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

Montreal.

Provisions—Business remains comparatively quiet and prices are generally without change. The tone of the market is considered steady. There is a notice-

able demand for cured meats as Easter approaches. There is some probability of bacon increasing in price, which no doubt would please the cheese men as if the working man both here and in England cannot afford to buy bacon, he naturally eats more cheese. There has been an increased demand for dressed hogs, although the prices remain about \$7.25 to \$7.50 for fresh killed stock. Light country killed are the same as last week, \$6.75 to \$7.25. There has been no change in the price of lard. 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	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	
20-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 09	
" cases (12 5-lb. tins)	0 09½	
" cases (24 3-lb. tins)	0 09½	

Butter—Butter of the finest quality is very scarce. The demand is excellent. Very little fresh goods are arriving, and what does come in, does not in any way equal the best held-over Fall goods. In the Old Country there is a very much better feeling. There is practically no quantity of Summer goods available. Dairy rolls and dairy tubs remain the same as last week. Fancy creamery still brings 20 to 21c, that means for well kept Fall goods. Winter creamery is bringing 19 to 20c. We quote:

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

Cheese—A very decided improvement has taken place in the cheese market, while the quantity on hand is limited, cheese sells half a cent better than two weeks ago. The report that a Winter shipment had come to Montreal from Kingston, Ont., has not been verified here; further, no importance is attached to it by big exporters. A good demand has been noticed for second grade cheese at 9.5-8c, this having been paid instead of 9c of a month ago.

Stocks are small, and for very good cheese 12c per lb could be obtained. Not a pound of it can be got. Generally speaking, the price is 1-2 to 3-4c better than a month ago. A well-known dealer has just returned from a visit through the country districts, and he stated that owing to the tremendous snowfall and the bad condition of the country roads, the season will be a month or a fortnight late. One of the largest holders of cheese here seems to be expecting a big increase in price. This is not generally anticipated. It is believed that there are not more than from 40,000 to 50,000 boxes available at this port.

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.

YOU WHO BUY IN CARLOADS,

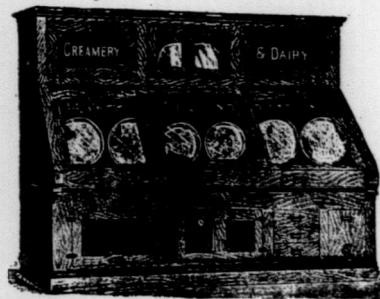
take up with us the subject of

MACARONI

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

Send for samples and price list.

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



REFRIGERATORS 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. Dime St., Montreal, Can.

Write for Illustrated Catalogue.

Rooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden
are
Willow
are

Walter
Woods
& Co.

Hamilton and Winnipeg.

Mrs. Dooley

reports "all's well." Putting a new soap on the market is a giant task—a task that some would shun. If

Mrs. Dooley's Laundry Soap

—the borax soap—

was not better than other soaps it would be foolish to try to push it.

No splurge about Mrs. Dooley—nothing but quiet persistence.

The soap is good.

1 cent cash for every 4 wrappers is better than premiums.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

ORANGE MEAT

It is strictly Canadian in every particular.

It is prepared with the utmost care.

It is treated generously with pure honey, to add flavor.

It is a large flaked cereal.

It has qualities that will never let its sale diminish.

PRICES AS FOLLOWS

Single cases, \$4.50
5 and 10 cases, 4.40

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

Fresh and Cured Fish

To Protect Lake Fish.

AT the fisheries conference held in Detroit last week the following resolutions to regulate the fisheries of the great lakes were passed:

"That all fishing be prohibited in Lake Erie between November 15 and March 15, in Lake Huron between October 31 and December 15, in Lake Superior between October 15 and November 15;

"That the netting, sale and export of black bass, maskinonge and speckled trout be prohibited;

"That a close season be established for black bass from January 1 to June 15, except in the vicinity of Pelee Island, where it shall be from May 25 to July 15, for maskinonge between January 1 and June 15, for wall-eyed pike between January 1 and May 15, dates inclusive; a close season for blue pickerel was not considered necessary, these fish being very destructive to the finer qualities;

"That the taking of sturgeon in the great lakes and waters connecting the same be prohibited for a period of five years from June 1, 1905;

"That a size or weight limit be established for the following fish, under which none shall be retained: Bass, 12 inches; maskinonge, 30 inches; yellow pickerel (Dore), 15 inches; blue pickerel and saugers, 10 inches; yellow perch, 9 inches; whitefish and lake trout, 2 pounds (dressed), measurements to be from tip of snout to centre of fork of tail."

To Exterminate the Dog Fish.

M. NICKERSON, an authority on Atlantic fisheries, and at the same time a member of the Legislature of Nova Scotia, has moved a resolution in the local house requesting the appointment of a commission to investigate the dog fish problem.

For some years the presence of dog fish on the coasts of the Maritime Provinces has been a great source of annoyance and loss to fishermen, and the situation is becoming more aggravated every year. Two years ago the fishery intelligence officer for Lunenburg, N. S., reported as follows: "If the dog fish are not soon checked, the fisheries will be ruined. They are already a great hindrance to the successful operation of the fisheries, especially in our coastal waters. They were also reported by the

bankers on Western, Middle, Quero, Bradley and Grand Banks, this being the first year fishermen found them on the Grand Banks.

"It has been suggested that the Government offer a bonus for the destruction of dog fish. Municipal authorities pay for the destruction of certain wild animals, and it is felt that the value of the fisheries is such that the administration might well adopt some method to prevent the increase of dog fish and the consequent depletion of our food fishes on which they prey."

Whaling in Eastern Canadian Waters.

As a result of repeated applications from fishermen in the Maritime Provinces for the exclusive privileges of taking whales in Eastern waters, legislation may be adopted next session to regulate the whaling industry from which Americans are reaping a handsome profit at the present time. Parliament will be asked to sanction the adoption of measures such as to enable Canadian fishermen to profit by the industry, and at the same time save the species from extinction.

Millions of Young Fish.

1903 was a record year in fish propagation carried on under the direction of the Commissioner of Fisheries. A total of 314,511,500 young fish were put out, being an increase of 40,000,000 over the previous year. For the first time the department reared a number of salmon up to the fingerling stage in the hatchery at Campbelltown, and placed them in the Restigouche River to the number of a hundred thousand.

Fish Notes.

Commodore J. U. Gregory, agent for the Department of Marine and Fisheries, in Quebec, has had the Imperial Service Order conferred upon him by His Majesty King Edward.

The Dominion Government have appointed Captain Bernier to go to Germany for the steamer Gauss, which has just been purchased by the Government for service in Hudson's Bay. He will be accompanied by six pupils of the local school of marine.

An application of the State of Michigan for fish eggs from the Dominion Government hatchery has been refused on recommendation of the Canadian Fisheries Inspector, because the United States authorities have not shown themselves willing to enforce regulative measures for the protection of the fisheries on the great lakes except under threat of retaliation by Canada.

Three Opportunities—

"HE WHO HESITATES IS LOST" IS PARTICULARLY TRUE OF THESE OPPORTUNITIES AS THEY DEMAND QUICK DECISION.

RICE—We made our contracts when the markets were at the lowest, consequently are able to give you the benefit of our purchases.

JAPANS—POLISHED and UNPOLISHED—BAGS 100 lbs., due March 20th.
NEW CROP—Also sacks 224 lbs., due April 15th.

PATNAS - NEW CROP—FANCY sacks 224 lbs.—due April 15th.

RANGOONS—NEW CROP—DUE end of April.—Our quotations are especially low.
Also for immediate shipment FANCY RANGOONS—PRICES LOW.

Pickles—**ROWAT'S PICKLES**—ALL SIZES—Our quotations for immediate shipment will command your orders.

Maple Syrup—A PINT TIN TO RETAIL AT 10 CENTS
— The only 10c. package of Maple Syrup on the market.
ONLY A LIMITED QUANTITY TO BE HAD ORDER AT ONCE.

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

CLOVES ON THE MOVE.

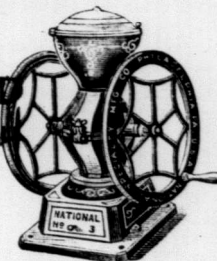
A SUBJECT which has recently been receiving the close attention not only of spice importers and brokers, but also of merchants in other lines, is the advancing tendency in prices for cloves, due to the decreased production and the increased consumption.

•Cloves are probably the greatest speculative article in the spice trade, and have been so for many hundreds of years, because they have always come from small and restricted areas of cultivation, and have been used as tribute, almost taking the place of money in ancient times. They have been mostly grown on the two small islands of Zanzibar and Pemba, on the east coast of Africa. The production has been steady for years at an average of 90,000 to 100,000 bales per annum, while the consumption has steadily increased until now it is 120,000 to 130,000 bales a year. This augmentation in the consumptive demand is due to the increased use of pure ground cloves, to the greater demand for oil of cloves in medicine and to its increased use in the manufacture of vanillin during the last three years.

The clove crop of 1902-3 was fairly full, being 100,000 to 110,000 bales. The crop of 1903-4 so far is 27,000 bales, and possibly 30,000 bales, altogether. As a rule a good crop is always succeeded by a moderately short crop the next year. The Bombay operators this year bought the entire crop and shipped it to Bombay. Last Fall they had already taken up all future deliveries offered by European bear operators, and later on had purchased a large proportion of the London and Holland stocks, which were already very small.

Sure
Information

RETURNED
MAY 3 1904



In Coffee Mills

The "National"

EXCELS
ALL
OTHERS
FOR
RUNNING EASE,
LONG LIFE
AND
EXCELLENCE

RETURNED

OF RESULTS. MAY 3 1904

cut Bo

THE EBY, BLAIN CO., LIMITED

SOLE AGENTS
IN CANADA.

TORONTO.



TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the retail grocers of Toronto was held on March 14, when the Assessment Act and other matters were discussed, F. W. Johnson, president, occupying the chair.

Satisfaction was expressed at the rating of the business tax on retailers at 25 per cent., as compared with 50 per cent. in departmental stores, which was considered much better than the original proposal.

Hugh Blain, of the Eby, Blain Co., delivered the first of a series of addresses to be given by members of the Wholesalers' Association. He said they had many things in common, standing together as guardians of the public health. Pure food was of the first importance and a heavy responsibility rested upon wholesalers and retailers which should be assumed by the associations. Individual responsibility was fast disappearing and co-operation and united effort was taking its place.

The wholesale trade was responsible for the creation of Toronto as a great distributing centre. The retailers should form a Dominion association so that the same influence could be brought to bear on outside wholesalers as on those in Toronto. There was no doubt but that the wholesalers sold many goods that the retailers should sell, but if they did not do it, others at outside points would.

Mr. Blain then spoke on insurance, of which every merchant should carry sufficient to protect himself and family. The advantages of good bookkeeping, on the detrimental effects of the long credit system and bankrupt stocks. Although the trade was now in a healthy condition there was no other branch of trade in which industry and intelligence received so small a recompense.

LONDON TEA MERCHANT VISITS MONTREAL.

H. R. HUNT, of the firm of Hunt & Co., of London, Eng., and Yokohama, one of the biggest Japan tea dealers in the world, was in town this week visiting the firm's Montreal offices. Mr. Hunt is a young man who is thoroughly conversant with his business. Regarding the tea trade, he speaks as most Britishers do, in a calm deliberate manner, and gave some interesting facts. Incidentally he stated that he was on his way to attend the annual market, which opened towards the end of April in Yokohama.

As King Charles' head was always getting in the story that Mr. Dick (in David Copperfield, was writing, so it is impossible to interview anyone on their way to Japan without taking into account the war between Russia and Japan. Mr. Hunt, however, does not take the war very seriously as a trade issue, especially in the tea trade, principally because the tea picking is done by women and children, and in preparing the tea at Yokohama his firm do most of the work by machinery. There is another fact that may bear upon the situation, and that is that up country where there is not much machinery, plenty of stalwart men will be called to the war, and this will cause a large percentage of the second crop, which is due here in about four months, to be of a much coarser quality than it would be otherwise. He does not anticipate a large increase in the price. Notwithstanding this fact, the probabilities are that high insurance and scarcity of labor may raise the price. This will not affect the consumer in Canada, however, as the price usually paid to the retailer is 25c for Japan tea; to go higher would mean to lose that constituency, and normal conditions will have to be awaited. Tea wholesalers are pretty well cleaned out of the old stock which was the custom, and not caused by the war at all.

Mr. Hunt has just arrived from London and at their New York office the consumption of first quality Japan tea is reported still strong everywhere. The information that might be gathered by newspaper reports, that it would be a wise thing to buy all the Japan tea now that could be obtained is valueless, because no one except the big dealers in Yokohama can estimate how much tea the Japs have in reserve, and as stated before, the consumer in Canada will not pay more than the price quoted, 25c. Mr. Hunt will be in Canada for some time prior to sailing for Japan, and he will visit different branches of the big house in the Dominion.

ALL-CANADIAN GRAIN ROUTE

IT is reported that the Dominion Government will be asked to erect a grain elevator at Port Colborne, with a view to making it one of the leading grain ports on the lakes. They will also be asked to keep Canadian canals free of tolls, to keep them open every day through the season of navigation, to make the national port of Montreal free

of ordinary freight charges, and to construct a second grain elevator at the latter port. All this looks as if Canada was beginning to wake up to the importance of controlling grain traffic from the great West en route to the Atlantic seaboard.

AN OTTAWA CASE.

On March 14 Chief Justice Falconbridge dismissed the action of J. Castle, wholesale tea merchant of Ottawa, against Chaput & Company, wholesale grocers of Montreal, and their commercial traveller, J. C. Campbell. The action was tried at Ottawa in January and was brought by Mr. Castle for damages for non-delivery of goods alleged to have been sold to him by Chaput Co. through Campbell, or in the alternative claiming damages against Mr. Campbell personally.

A RECENT LEGAL DECISION.

A RECENT decision of Judge Newlands of Moose Jaw, Assa., on a case in court between a local landlord and his tenant, may prove interesting to readers of The Grocer. The judgment, which explains the case, is as follows:

The plaintiff was a leaseholder of the defendant for one year at a monthly rental. After the expiration of the lease, the defendant remained in possession, and paid two months' rent. During this time the plaintiff gave the defendant one month's notice to quit and refused to accept further rent. Considerable correspondence took place between the interested parties both before and after the termination of the lease, and one letter in particular in which the plaintiff refused to lease the building for a year as his tenant had requested, but agreed to keep the latter as a monthly tenant. By the mere posting of such a letter the landlord claimed he had rebutted the implication of the law which is that by remaining in possession of property after the expiration of a lease, a yearly tenancy is established on the condition of payment of rent to a landlord. The judge's decision was to the effect that under the circumstances a new proposition from the tenant or an acceptance of the same would have invalidated the claim of the tenant to yearly tenancy; no new tenancy could be created by an offer which was intended only as a further confirmation of rights which the law already afforded the tenant.

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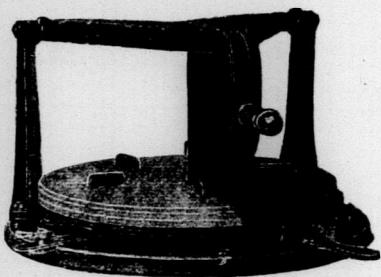
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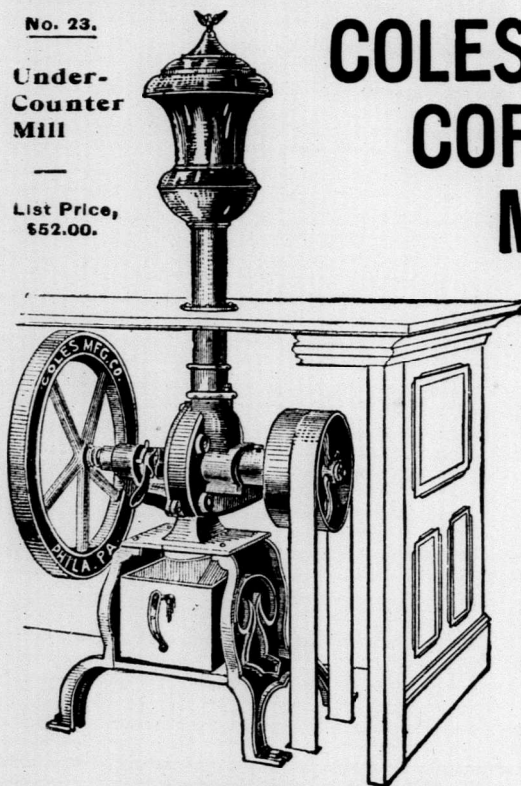
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Adscript, Canada.

MAPLE SUGAR FRAUDS.

It is apropos for the grocer to exhibit the sign "Fresh Maple Sugar" at this time of year, indeed there are many proper things much more difficult to do. The nearness of the sugar season prompts the suggestion, and even now the sign may be seen all over the city. The regular markets will shortly be flooded with what is called "Pure Maple Sugar," too often made up of granulated sugar that has never seen the fresh sap of the maple tree.

Adulteration has been written about in The Grocer for years, especially in view of the continued prevalence of the evil in the Province of Quebec. It is not, however, because there is no law to protect either wholesaler or retailer that the fraud arises; it is because the laws in this particular are not carried out. In the middle of March there is no real maple sugar; still there are two classes of individuals to be considered; one which has lived in the country, and the

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other which knows nothing of country life. The former class cannot be fooled by the plausible "Pure Maple Sugar"; they know it. In fact the genuine sugar has left such a strong impress on their memory that it is linked with the big black pot, of running sap, and perchance pleasant memories of merry-making. It has the flavor of the tree and cannot be mistaken for the mixture of white and granulated sugar which may have been dipped in the wood of the maple to give it the requisite flavor. Glucose is often used to give fraudulent stuff the necessary firmness. There is another sort of sugar, made from old brown stock which is melted and made to acquire a smooth appearance and the significant dark brown color, granulated sugar being sprinkled over the cakes. This delusion is offered by the deceiver to the indiscriminating public without the least compunction.

Montreal confectioners receive from time to time circulars from certain American firms, offering to sell a "maple" essence at \$12 a gallon, which in every way they claim carries out the "just as good" absurdity. About a year ago a well-known sugar firm in Quebec failed, owing to having filled orders extensively with the spurious article. Their fate has been chronicled before; it serves, however, as a reminder that Canadians as a rule know maple sugar. The amazing quantities shipped to the English market where the consumer has a reputation for being hypercritical if anything, is somewhat reassuring and goes to show that the fraud of adulterating and substitution is the exception in Canada.

There is another side of the story; it must be admitted that many a dealer thinks he is selling the genuine article, when he is not, which fact increases the difficulty of procuring the real thing. It is to be hoped that Canadian firms will be warned of the peril they run in attempting to adulterate such a food product as maple sugar. There should be enough native pride in the Canadian producer to make him scorn such a proceeding or at least to enable him to get along without resorting thereto.

The Canadian Grocer

A MONTREAL EXHIBITION.

THERE seems every reason to expect that Montreal will again have an annual exhibition, and if such turns out to be the case every effort will be expended to make it one that will surpass any yet held. It is some years now since the last one took place, but ever since, a few indomitable spirits have year after year brought the subject up, and at last their efforts bid fair to be realized in the Summer or Fall of 1905. The Business Men's League—an association which is never behind when Montreal's interests are concerned—have taken the matter up with characteristic energy, and at a meeting on March 9, at which their president, Mr. Henry Miles, took the chair, the plan was outlined. Men representing all important interests, agriculturists, capitalists, manufacturers, merchants and railway men were present, and were plainly thoroughly interested in the project.

In many ways the Toronto Exhibition is taken as a model. Mr. Miles in his address to the meeting, pointed out that that exhibition had been run for some years before it paid, but that the advertising gained meanwhile by Toronto had been recognized by the people of the Queen City to be of great value to them, whether a profit was obtained direct from the exhibition or not.

The number of tourists, American and English, who visit Montreal now every year is immense, and constantly growing, though there is next to nothing in the way of advertising done for the city. Its historical associations are alone the attraction. With a yearly exhibition, of sufficient merit, another drawing card would be added which would doubtless greatly lengthen the roll of visitors. All these visitors are good customers. Montreal merchants in almost all lines of trade fully appreciate that fact, and the great majority of them are showing their appreciation by the hearty support they are giving to the proposed exhibition.

A permanent board of directors has been elected as follows: H. Laporte, Mayor of Montreal; S. D. Vallieres,

chairman Finance Committee, Montreal; L. A. Lapointe, L. Payette, H. A. Ekers, C. B. Carter, D. L. Lockerby, R. Wilson-Smith, Col. Labelle, Hon. F. L. Beique, C. H. Catelli, J. X. Perreault, Hon. J. D. Rolland, James Cochrane, Hon. G. A. Drummond, Henry Miles, T. Gauthier, Hon. W. C. Edwards, W. E. Davis, A. H. Harris and Dr. Lalonde, representing the agriculturists.

At the meeting of the directors the following officers were chosen:

Hon. Presidents—Hon. Sidney Fisher and Hon. Mr. Tourgeon.

President—Senator Drummond.

Vice-Presidents—Senator Beique and Mayor Laporte.

Sec.-Treas.—Mr. Henry Miles.

CANNED GOODS.

THERE is a queer notion extant in the grocery trade, that has a political flavor. But leaving political prejudice out of the question, it is certain that Canadian canners are not making the best use of the Old Country market, especially canners of fruit. One paper says that if the canners were not under the "narcotic" of high duties they would be better off. Another says, that protection or politics has nothing to do with the situation in canned fruits. The daily newspaper suggestion of the nature quoted, smack of combine. As a matter of fact protection has about as little to do with the absence of goods of Canadian packers in the British market, as it could possibly have.

Judging from English trade papers, in many lines of canned fruits, it is like bringing coals to Newcastle to send Canadian goods to the old land. There is a scarcity of English fruits this year, however, and the attractive prices of California and other fruits is likely to create an increased demand, which should help Canadian packers.

In canned meats there is a tendency towards the continuance of present high prices. The salmon market for instance, has been firm throughout Lent and the demand from the country during the past week has been surprisingly poor.

For special lines of Canadian preserved vegetables there is a demand.

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It might just as well be understood now as at any time, that the Britisher is more of an exporter than an importer of this line of goods. Anyone who uses jams or pickles will confess this without argument, as the British manufacturer in these articles has never been surpassed. In connection with sardines it might be mentioned that unsatisfactory reports have come from the fishery centres, and the stocks held are said to be small. Another fact too which is worth noting, is that some packers of meat expect an advance in price early next month.

THE SPRING TRADE OUTLOOK.

DESPITE the exceptionally unfavorable weather of the Winter months and notwithstanding the pessimism which was expressed in some quarters early in the Winter, the Spring of 1904 opens with business prospects in Canada as favorable as has been the case for many years.

It is probably true that considerable

NOTICE TO OUR SUBSCRIBERS.

A man signing himself F. B. Kenneth has been collecting and soliciting subscriptions for our publications in Ontario, but has not remitted to us the money so obtained.

Our readers are warned against paying this man any money as he is not authorized by us to transact business for us in any way. He is not and never was in our employ, and we cannot hold ourselves responsible for his actions.

Mr. Alex. Wales is our authorized agent in Ontario.

trade has been lost as a result of the heavy snow storms and the severe weather.

It may still be argued by some, as was done a few months ago by many, that Canada is in imminent danger of the "dumping" of American goods on this market. But there is little indication that any movement of this nature will attain serious proportions. The general verdict is that the danger of it is less serious than six or nine months ago.

On the other hand there are many factors which give reason for confidence in and satisfaction with the prospects.

The past six or seven years have constituted an era of development unprecedented in the country's history. This development has reached a stage that ensures, always barring a severe crop

failure, admittedly a remote possibility, an era of exceptional constructive activity in all parts of the Dominion.

The building of the Grand Trunk Pacific and hundreds, if not thousands, of miles of branch lines on other railways; a record volume of immigration to the farm lands of Manitoba and the Northwest Territories; a continued expansion of the mineral and industrial developments of Ontario, Nova Scotia, Quebec and British Columbia, steady activity in the lumbering districts of Quebec, New Brunswick, Ontario and British Columbia, all combine to increase the demand for the necessities of life, and to keep the factories in all parts of Canada working at full time and to ensure for the employes a continuance of the high scale of wages of recent years.

"DON'T BE JUST OUT."

THE past Winter has taught the majority of Canadian grocers the wisdom and necessity of laying up supplies for a stormy day. With conditions of traffic in such a demoralized state throughout the country that for a time merchandise could not be distributed except by express, village after village was reduced to the ridiculous extremity of moulding its own candles for illuminating purposes as in the old pioneer days. In certain towns, supplies of sugar became practically exhausted, and the citizens had to content themselves with comparatively plain living for a considerable period.

The rub comes nearer home, however. A grocer ought not to allow himself to "be just out of" any article belonging to the category of a grocery stock, even supposing he had never received his recent warning to be always prepared for a big emergency.

The successful grocer has established a reputation for himself, and the lesser lights in the trade are emulating his example. His customers have some idea or another that their grocer is infallible and that he can supply their wants better than any one else living. Unfortunate man, if he allows such customers to go a-hunting for any article of which they are in need. His sin is one which is fertile in practical results. First, he endangers his reputation, second, he loses his grip on his customers, and third, he sacrifices trade. The farsighted grocer will see to it that he is never "just out of" anything. If such chances to happen, he does not rest until he has sent out for the article in question. Come what may, he realizes the importance of always being ne plus ultra in the eyes of his customers.

GRAIN SECTION MEETS.

THE annual meeting of the grain section of the Board of Trade, Toronto, was held March 15, J. C. McKeggie, the chairman, presiding. In his annual report Mr. McKeggie commented upon the fact that, although representations had been made to the Dominion Government urging the appointment of official weighers and also the fixing of flour standards, nothing had been done in either of these matters.

The following were appointed officers for the ensuing year:

- Chairman, Hedley Shaw.
- Vice-Chairman, D. Plewes, Jr.
- Executive, F. W. Hay, W. D. Matthews, C. B. Watts, John Carrick, John Fisher, C. W. Band and A. N. Pearce.
- Complaint Committee, C. Goode, D. O. Ellis, J. C. McKeggie, Hedley Shaw.
- Membership Committee, D. O. Ellis, J. L. Fisher, W. Ross, M.P., D. Plewes, Jr., Thomas Martin, F. W. Hay.

PERSONAL MENTION.

Mr. W. Wilson, president of the Wilson, Lytle & Badgerow Co., vinegar manufacturers, Toronto, died on March 11th.

A. S. Bowman is now representing the Tillson Company. "Tillson" stands for quality and commands the highest market prices.

Mr. F. P. Sawyer, president of the Great Western Cereal Co., Chicago, has been in Canada this week looking into the oatmeal situation.

Mr. Henria Jonas, of Henri Jonas & Co., Montreal, who has been confined to his home with an attack of rheumatism for the past few weeks, is able to get around again to his offices.

Mr. J. M. Agnew, who has been connected with the Hanbury Manufacturing Co., Brandon, Man., for the past nine years, left on March 15 to assume control of the North Star Lumber Company, Cranbrook, B. C.

Mr. H. T. Connolly, manager of Barker's White Store, Moncton, N. B., has severed his connection with this firm and accepted a position with Bryant & Macdonald, tea importers, Halifax, as traveller for New Brunswick.

Mr. W. Dobie returned to Toronto on Saturday, having been in Chicago since the 5th inst., where he went to attend the funeral of the late Mr. E. W. Gillett, president of E. W. Gillett Company, Limited, Toronto.

Mr. B. O. Beland, Montreal, has secured the services, with interests, of Mr. R. Carignan, for many years travelling representative of D. Masson &

Co. Mr. Carignan enjoys a good connection with the trade of Montreal and district.

C. L. Farnworth, representing the F. F. Dalley Co., Hamilton, Ont., between Ottawa and Quebec, was in Montreal this week. He reports business good and though weather conditions have in a measure made it harder to interest buyers, the feeling on his ground is that the current year will be a good one.

Mr. W. A. Winterstein, the manager of the Montreal branch of the Canada Flour Mills Co., Chatham, Ont., has made many friends since he came to the city, and it may be mentioned that he is known as one of the most capable men in the business, notwithstanding the fact that he is one of the youngest in the trade.

J. Reed, representing J. E. Baillie, produce and commission merchant, Toronto, passed through Montreal this week on his way to the Maritime Provinces. Mr. Reed also covers Eastern Ontario and Quebec, and reports business satisfactory despite the hard weather and worse roads.

Mr. W. Calvert, of Myers' Royal Spice Company, Niagara Falls, N. Y., is on his way to Calgary, Alta., to introduce Myers' Royal Spices to the customers of J. Turner & Co., Calgary. Mr. Calvert is one of the oldest representatives of Myers' Royal Spice Co., and as he has won an enviable reputation as a salesman, it is not unlikely that large sales of this firm's goods will be made in the West.

Mr. E. N. Smith, of Smith, Baker & Co., New York and Yokohama, was in the city recently looking for orders. Mr. Smith called on Mr. Marceau, one of our local dealers, and spoke of the ever present war. He, however, said that it had not affected his business very much here, in as much as orders were generous and business seemed good in Canada.

Mr. J. A. Courtemanche, a well-known Montreal traveller, is leaving for Winnipeg and the West, where he will represent the Ocean Mills, Montreal, the famed originators of Chinese starch. The other products of the mills also will be in his capable hands, and it is expected that they will all become as much appreciated in the West as in the East.

Mr. H. J. Colville, one of the biggest grocers in Winnipeg, was in Montreal for a few days recently, and was welcomed by a large number of old friends here. He was on 'Change and very much appreciated the development in the grocery trade in Montreal, where some of the finest wholesale houses in the Dominion are located.

Mr. F. M. Beamish, grain merchant, Winnipeg, is dead. The late Mr. Beamish moved to Manitoba sixteen years ago from Port Hope, Ont., where he had been interested in milling, grain buying and farming. On taking up his residence in Manitoba he went into wheat raising on a large scale. Two years ago he gave up active farming operations, and engaged in grain trading in Winnipeg, in which business he continued until the time of his death.

PURE FOOD BILL BEFORE U. S. CONGRESS.

"NO bill now pending in Congress could be of more importance to the people of the United States than the Pure Food Bill now before Congress, should it become law," says H. D. Perky, president of the Natural Food Company, Niagara Falls, N.Y., in his letter to influence United States Senators.

Mr. Perky is one of the men who are working earnestly for the passage of the Pure Food Bill, and an enthusiastic advocate of pure foodstuffs. As he has devoted his life to the study of foods there is perhaps no American better qualified to speak with authority on the subject. At the present time there are pure food laws in force in most of the states of the Union but these are not serving the purpose even in a measure. Mr. Perky is emphatic in urging the enforcement of a common pure food law all over the United States as absolutely necessary if the best interests of the nation are to be conserved.

AGENCY FOR ONTARIO SUGAR REFINERY.

W. H. Millman & Sons have recently been appointed agents for Toronto and outside tributary points for the Ontario Sugar Refinery, Berlin, and report large sales with good prospects.

CANADIAN AGENT FOR AMERICAN GRAPE JUICE.

J. H. Maiden, Youville square, Montreal, has secured the agency for Montreal and the Province of Quebec for the Gleason Grape Juice Company's (Fredonia, N. Y.) products. These goods, which have secured a reputation for absolute purity in the United States, should meet with ready acceptance by the grocery trade. Certainly if Government analytical reports may be relied on Gleason's grape juices cannot be excelled. Grape fruit juices have of late years secured a prominent place among the necessities, not only for the sick room but as table beverages, and the grocery trade is the true channel through which the consuming public is becoming acquainted with these delicious beverages. They are put up in bottles to retail at 25c and 50c.

**"Be not the first by whom the new are tried,
Nor yet the last to lay the old aside."**



**BRANCHES and
AGENCIES**

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
Minneapolis.

The foregoing by "Pope" can be aptly applied to the position of affairs created by the introduction of "SALADA" Natural Green Teas in competition with Japans.

Before these new Teas were known as being meritorious, cautious hesitancy on the part of the trade was not unnatural, but now that they are an established and unqualified success, there can be no further excuse for delay in handling.

Japan Tea imports have declined 60% since meeting this competition—what is left continues to dwindle.

"SALADA" Green Teas are packed in Sealed Lead packets only, same form, style and price as the celebrated Black Teas of "SALADA" Brand.

Are you Sharing in this Profitable Trade?

Manufacturers

**We can take on one more
good line.**

Up-to-date Representation.

We create a demand on all the markets of Great Britain for your goods, through our branches.

Dominion Brokerage Co.

43 SCOTT STREET.

TORONTO, - CANADA

Branches: New York, London, Liverpool and Cape Town, South Africa.

We also wish a corresponding broker on all markets of Canada to offer our American Specialties in conjunction with us.

Domestic Sardines

BRUNSWICK BRAND are reliable, because guaranteed. Specify them in a future order. "BRUNSWICK" branded on Canned Fish is a sure mark of good quality. We pack **SARDINES**, in Oil $\frac{1}{4}$ s, Mustard $\frac{1}{4}$ s, Tomato $\frac{1}{4}$ s, Mustard $\frac{3}{4}$ s; **HERRINGS**, in Tomato Sauce, Kipperd; **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—We offer in season **Fresh Herring and Codfish.**

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

—Send for prices.

Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

plete absence of Ceylon teas possessing a full desirable flavor is noted in the London market. If the import tax on Indian and Ceylon teas is abolished it will have the effect of booming the London market. The war in the East is keeping people guessing re Japans and Chinas; the views of local holders of Japans are strengthening and some shippers of Japans are holding aside and will not discuss business. Ceylons, Indias and greens are strong, and the demand for them is brisk with prices unchanged. A large shipment of China tea was sent down from Canada to New York last week, to take advantage of the relatively higher prices prevailing there. Clearances of all teas from London warehouses for the month of February were 18,763,919 lbs. and for the same month last year 17,205,128 lbs. Demand for Indias was well maintained at slightly advanced prices, mediums were fully firm to dearer, while any Autumn flavored invoices continued to attract active competition, extremely high prices being paid for a shipment from Okayti. Deliveries for the month were satisfactory, being nearly quarter million lbs in excess of last February. Stocks have been reduced by four million pounds during the month. Brisk competition was experienced in Ceylons, the improvement noticed in last report being further accentuated. Common kinds ruled strong to a fractional advance, and medium descriptions continued to grow in favor with buyers, particularly Pekoes and Orange Pekoes with good cup. Colombo telegrams estimate March shipments to Great Britain at seven and a quarter million pounds, as against seven and a half millions last year. English imports of Java for the year have been 1,066,000 lbs, as against 509,000 lbs in 1903. We quote as follows:

Congou—half chests, Kwisow Moning.....	0 12	0 60
caddies, Pakling.....	0 19	0 50
Indian—Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchongs.....	0 19	0 25
Ceylon—Broken Pekoes.....	0 36	0 42
Pekoes.....	0 27	0 30
Pekoe Souchong.....	0 18	0 35
China Greens—Gunpowder, cases, extra first.....	0 42	0 50
Half chests, ordinary firsts.....	0 22	0 28
Young Hyson, cases, sifted, extra firsts.....	0 42	0 50
cases, small leaf, firsts.....	0 35	0 40
half chests, ordinary firsts.....	0 28	0 38
seconds.....	0 23	
thirds.....	0 16	0 18
common.....	0 15	
Pingsneys—Young Hyson, ½ chests, firsts.....	0 28	0 32
seconds.....	0 18	0 19
half boxes, firsts.....	0 28	0 32
Japan—½ chests, finest May pickings.....	0 33	0 37
Choice.....	0 30	0 32
Finest.....	0 27	0 30
Fine.....	0 25	0 28
Good medium.....	0 21	0 23
Medium.....	0 20	0 20
Good common.....	0 19	0 19
Common.....	0 19	0 19

COFFEES.

The coffee market continues firm but quiet this week, very little trading having been done. The demand for Rios is improved; other brands are quiet. Any change in prices of coffees is unlikely at least for some weeks. The coffee crop is being picked in Brazil at the present time, and nothing is certain yet as to the extent of this season's coffee crop. Latest reports advise that the coffee berry this year is particularly good quality and hint at a lighter coffee crop than usual. Any idea as to the exact

extent of the crop, or an intelligent forecast of prices will not be possible for several weeks yet, meanwhile the market is uncertain. Last week's prices continue unchanged. Our quotations are as follows:

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

SPICES.

The markets are holding firm and business is quieter than usual this week. The prospects for most spices are fair. Our quotations are as follows:

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

RICE AND TAPIOCA.

Rice is in good demand this well at full prices; the same remark applies to tapioca and sago. Stocks of Japan rices are exhausted and new stocks have not yet arrived; the markets in the country of growth are high which would seem to mean high prices here for Japan rice. Rogoon rices, contrary to usual experience, are easier. The rice market is advancing right along, although it is not likely to hold thus. Our quotations are as follows:

Rice, stand. B.....	Per lb.	0 03	Sago.....	Per lb.	0 03	0 04
Patna.....	0 05	0 05	Tapioca.....	0 03	0 03	
Japan.....	0 06	0 07	Carolina rice.....	0 10	0 10	

Foreign Dried Fruits.

Trade in dried fruits is fair but quiet with firm prices of last week unchanged. Letters from Spain say stocks of raisins are steadily reducing without any appreciable change in prices. Currants are also in fair demand with no changes in prices; no particular inquiries from jobbers in Canada having been received during the week. Prunes are becoming active in the market. There is a small demand for apricots and peaches at firm prices. Evaporated apples are reported quiet. We quote as follows:

PRUNES.

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

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

Californian evaporated.....	Per lb.	0 12	0 15
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PEACHES.

Californian evaporated.....	Per lb.	0 08	0 12
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CURRANTS.

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

RAISINS.

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

DATES.

Hallowees.....	Per lb.	0 03	0 04	Fards.....	Per lb.	0 08	0 09
Sairs.....	0 03	0 03					

Cured Fish.

The demand for cured fish is still brisk. Stocks are holding out well. Last week's prices continue unchanged. We quote as follows:

Herring, No. 1, Labrador, in bbls.....	5 50	5 75
" " split shore, ½ bbls.....	3 00	2 25
Large dried cod in quintals.....	2 75	3 00
Skinned cod, in 100-lb. cases.....	6 06	6 50
Cod steak, 1-lb. blocks.....	5 50	6 00
Boneless fish, 1-lb. blocks.....	0 06	0 05
25-lb. boxes, per lb.....	0 05	0 04
Scaled herring, per box.....	0 16	0 18

Country Produce.

EGGS.

The egg market is firmer than it was last week and stocks are barely sufficient to supply the demand even with shipments from local sources gradually increasing. One provision firm had to resort to an importation of 150 cases from Chicago, on which they paid a duty of 3c per dozen. As The Grocer predicted the price of eggs dropped to 20c; it is, however slightly firmer this week, and a wider range of prices is recorded. We quote as follows:

Eggs, fresh laid, per doz.....	0 21	0 24
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POULTRY.

The poultry market continues steady and quiet with very little coming forward. Last week's prices continue unchanged. 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

BEANS.

The demand for beans continues fair at last week's quotation prices. A good general quality of bean is selling better than hand-picked. Our quotations are as follows:

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

HONEY.

Honey continues quiet this week and the market is featureless. Last week's quotations continue unchanged. We quote as follows:

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

Fish.

The fish market continues active this week. Present indications are that there will be a scarcity in whitefish and trout. Sea herring and bloaters are out of the market, otherwise stocks are holding out all right. Fresh herrings are 2 1-2c easier, and oysters 55c easier. Finnan

spectively. Red and white wheat are 2c easier. Barley is 1c firmer and oats ½c easier. Peas are 2c firmer. Buckwheat and rye continue unchanged. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 08½	1 09
" " Northern No. 1 "	1 07	1 07½
" " No. 2 "	1 01½	1 02
Red, per bushel, on track Toronto	0 99	1 00
White " " " "	0 99	1 00
Barley " " " "	0 50	0 52
Oats " " " "	0 38	0 38½
Peas " " " "	0 73	0 74
Buckwheat " " " "	0 59	0 59
Rye, per bushel, " " " "	0 69	0 70

FLOUR.

The demand for flour is fair with prices firm, but the market continues uncertain owing to the manipulations of grain speculators. Until the grain market becomes steadier a forecast of the flour market is out of the question. Very little wheat is coming in from local sources, although grain from the West has begun to move more freely. Last week's quotations are unchanged. We quote as follows:

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

BREAKFAST FOODS.

The market in breakfast foods continues brisk this week with raw materials very firm in price. Indications point to a further advance in prices if anything. Last week's quotations remain unchanged. We quote the following prices:

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

Hides, Skins and Wool.

Trade in these lines continues fair. No changes in prices are noted. We quote as follows:

HIDES.

No. 1 green, per lb.	0 07
" 2 " " "	0 06
" 1 " steers, per lb.	0 07½
" 2 " " "	0 06½
Cured, per lb.	0 08

CALFSKINS.

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

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool, " "	0 17	0 18
Pulled wools, super, per lb.	0 18	0 21
" " extra " "	0 20	0 22
Tallow, per lb.	0 04½	0 05

QUEBEC MARKETS.

Montreal, March 17th, 1904.

Groceries.

ONCE more the sinning of the weather has proven a foe to trade. The long looked for thaw lasted only a couple of days and the country roads are in serious shape. No doubt there will be a rush shortly and things will be humming in all branches of

trade. The feature of the market was sugar again this week, which advanced another 5c per hundred, no doubt in sympathy with the strong New York markets, that is, for both raw and refined. This marks an advance of 10c per hundred within a week. Syrups and molasses are featureless although the market is strong, no change in prices is recorded. Some rather noticeable features in connection with the war have cropped up. One is the price of sulphur which has risen from 1¼ to 2c per lb. Camphor has jumped up from 75c to \$1 a lb. When it is known, however, that most of the camphor comes from Japan, this is not surprising. For tapioca the demand has been first-rate, while sago is firm but slower. There seems to be a sympathetic movement prevailing for all lines of breakfast cereals. Low grades of rice have declined 10c, effecting only grocers in the Quebec Guild. Grenoble walnuts have become much firmer and are quoted at 12c and 13c, according to size and quantity. Brazil nuts are much easier, being quoted at 10c and 11c, according to size and quantity. Dried fruits are still dead, and the demand is limited. For green fruit there is a good demand for fine sound California stock. Florida grape fruit has jumped up \$1.50. In fish there are some noticeable changes as quotations will show. Oysters have dropped a little and Tom Cods have dropped away down, in some cases as low as \$1. Fish is very scarce. Japan teas have advanced a penny in London and Ceylons and other teas are expected to follow.

SUGAR.

Yesterday sugar again advanced, showing 10c per hundred rise within a week. This takes effect in Ontario, Quebec and Manitoba, and strange to say a half an hour after a similar advance was quoted for the Maritime Provinces. On the local market there is a marked firmness, and a very decided probability of an increased demand keeping right up.

We quote:

Granulated, bbls.	\$4 15
" ½-bbls.	4 25
" bags	4 02½
Paris lump, boxes and bbls.	4 05
" " ½-boxes and ¼-bbls.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls.	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls.	4 55
" ½-boxes and ¼-bbls.	4 65
Phoenix " "	4 05
Bright coffee " "	3 95
" yellow " "	3 85
No. 3 yellow " "	3 85
No. 2 " "	3 65
No. 1 " bbls.	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

Dullness marked syrup and molasses this week, and while the markets are strong the demand is good from day to day, and a decided increase in strength is expected. There is no doubt about the statement already made, that there is an abundance of old molasses in Newfoundland and other places, and that Barbadoes will be low. We quote as follows:

Barbadoes, in puncheons	0 30
" " in barrels	0 32
" " in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" " ½-bbls.	0 02
" " 1-bbls.	0 03
" " 3½-lb. pails	1 30
" " 25-lb. pails	0 90

2 bbls., per 100 lb.	2 75
½-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 25
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The demand for Coffee is increasing, and it is expected prices will steadily harden, as the receipts are reported to be smaller than usual. However, no marked advance has been quoted locally, although in New York there have been some wild quotations during the week. The big dealers report that the longer buyers hold off, the greater must be the demand later on. We quote as follows:

Good cucutias	0 10	0 10½
Choice " "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

Tea has dominated the interest locally by noticeable advances in Japans and Ceylons. One large dealer stated that he had disposed of 5,000 half chest packages of Japan tea, since Feb. 8th. There has been an active demand and the market has developed a strong tendency for all descriptions of tea. There is every prospect that the recent advances will be maintained. The medium qualities have noticeably hardened up, especially Japan style China Congous, which advanced from 8 to 10c, and to 10 and 10½c. An interview with Mr. Hunt, the well-known tea dealer, elsewhere in this issue, tells tersely the Japanese situation. However, there is another important feature in teas, inasmuch as the Ceylon and India tea is expected to advance. The tea market will no doubt be very interesting right along. Our quotations are as follows:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congous	0 10	0 10½
Pealeaf and Pinhead Gunpowders	0 23	0 40
Course to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian " "	0 12	0 20

CANNED GOODS

The condition of the market remains about the same as last week, except that the old stocks are getting low, as they usually do at this time of the year, and there is very little change in prices. The probabilities are that some lines of canned goods will be very low before the new pack, as the trader calls it, comes in. We quote:

Tomatoes	1 12½
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s.	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67
" 3s	2 40
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 85
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, 1s.	3 65 4 00

THE MARKETS

The Canadian Grocer

Foreign Dried Fruits.

The demand for dried fruits is limited but improvements in currants has been maintained, and even accentuated. From abroad it is learned that holders show every disposition to meet buyers, and business may be expected to continue and develop in activity. An improvement is also reported from abroad in the demand for Sultanas. Holders in this line as not so friendly, as they seem to think that the excessive yield of Smyrna fruit this season will be averaged by the corresponding diminution in the ensuing one. Dates have shown a remarkably good demand, but the price has changed to 3½ to 3¾c per lb. Our quotations are as follows:

VALENCIA RAISINS.

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

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 03½	0 03½
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 12½	
Peaches	0 09½	
Pears	0 12½	

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters," ½-boxes		4 25
		1 25

CALIFORNIAN RAISINS.

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

PRUNES.

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

CURRANTS.

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

SULTANA RAISINS.

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

Green Fruits.

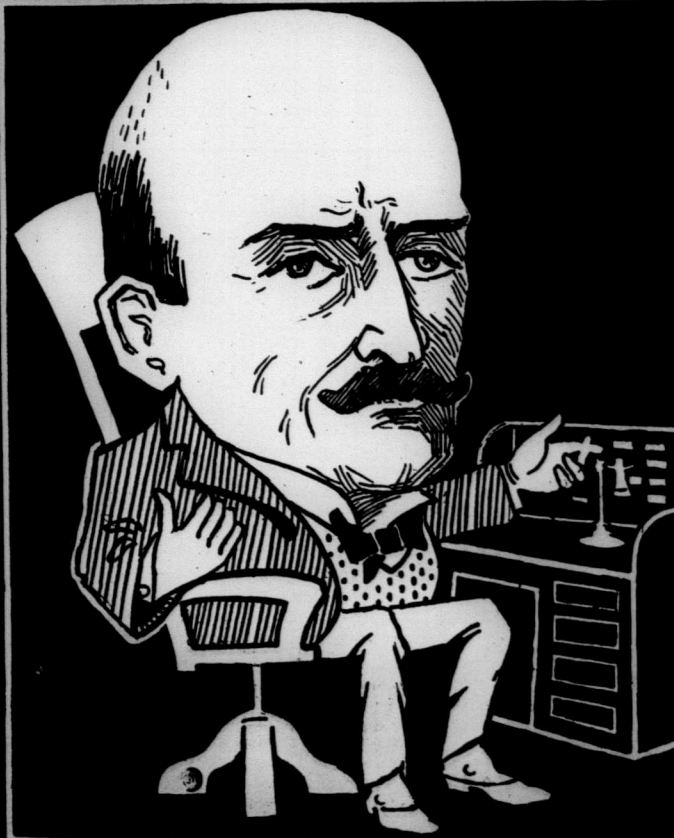
Things are awakening in the green fruit trade, and that lot of frozen oranges referred to last week is still clogging the market, some of them selling as low as \$1.50 to \$2. Good stock, however, is bringing good prices, and Florida oranges have advanced from \$4.75 to \$5.25 a box. Valencia oranges, 420s, have dropped 25c and are selling freely at \$3.75. Florida grape fruit advanced from \$5.50 to \$7. Lemons have a good demand, \$2.50 to \$3. There has been a noticeable drop in Florida tomatoes of \$1 per crate, and a drop also in

California cauliflowers owing to the poor quality of the goods on the market. Apples are selling freely at full prices. The risk in handling naturally increases as the season advances, and retailers should buy from hand to mouth. Boston lettuce is selling well at \$1 a dozen. Cucumbers at \$2.75 a dozen, and watercress at 60c a dozen. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 50	4 00
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714s		4 50
" " 420s		3 75
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases		3 25
French onions, 110-lb. cases		3 00
New Messina lemons 300s		2 75
" " 340s		2 50
Florida oranges, per box		5 25
California navels	2 50	3 00
Florida tomatoes, per crate		4 00
California celery		5 00
Californian cauliflower, case		3 25
Florida grape fruit		7 00
Jamaica oranges		2 50
Jamaica grape fruit		6 50
Florida tangerines		2 00

Fish.

With the sanity of nature, fish grows less interesting as Lent fades. Fresh fish is easier in price owing to the better supply. Salt fish continues in good demand, and frozen herring are practically finished for the season. Prices for other lines are slightly higher. Apart from this the fish market is in good shape, and stocks are very light. A slight error was made in the drop in salmon last issue, which was quoted as



Suppose you yourself had a valuable horse taken suddenly sick or had a fine lot of hogs being destroyed by cholera, or a herd of dairy cows ailing, or poultry dying—and immediate relief was imperative to save you from serious loss—would you hesitate about deciding to have the best and surest remedy? Would it pay you to take an indifferent article? Would you think your dealer was doing the square thing by you not to give you the best so as to insure relief and prevent loss and trouble for you? Surely not.

In Pratts Food you have just such an article with over 30 years of the hardest kind of test behind it, and the assurance of quick and certain results. In Pratts Food you have more than a commercial article, you have a business maker that will not only insure you future sales, but also gratitude from stock owners and increased patronage. You have also the conviction that you are selling the oldest and best Stock and Poultry Food in America.

We have some attractive literature showing how we advertise the goods in connection with your own business. A postal card will fetch it.

THE ROBT. GREIG CO., LIMITED
TORONTO

\$1 instead of 50c. Oysters have the prevailing price of \$1.10 for standards and \$1.60 for selects. Fish, however, of all kinds is very scarce. We quote:

Frozen herring, medium, per 100 fish.....	1 40	1 50
Haddies.....	0 08	0 16
Smoked herring, per box.....	0 04	0 05
Fresh haddock, per lb.....	0 07	0 08
Dore, per lb., frozen, fancy Winter.....	0 07	0 08
Pike, " round.....	0 05	0 05 1/2
Halibut, frozen, per lb.....	0 09	0 10
Gaspé salmon, frozen, per lb.....	0 14	0 14
Frozen B.C. salmon, per lb.....	0 08 1/2	0 09
Smelts.....	0 08	0 09
Steak cod.....	0 05	0 05
Choice round trout.....	0 06 1/2	0 07
Whitefish, small.....	1 00	1 50
Tommy cois.....	0 85	0 85
No. 1 Labrador herring in 20-lb. pails.....	5 00	5 00
No. 1 Herring, Labrador, per bbl.....	2 75	3 00
No. 1 Holland herring, per half bbl.....	6 50	6 50
No. 1 Scotch herring, per keg.....	0 95	0 95
Holland herring, per keg.....	0 65	0 75
No. 1 green codfish, new, per 200 lb.....	7 00	7 00
No. 2 green cod, bbls, 200.....	5 00	5 00
No. 1 green haddock, bbls, 200.....	5 50	5 50
No. 1 large green codfish, new, per 200 lb.....	7 50	7 50
Green pollock, bbls, 200.....	4 00	4 00
Salt eels, bbls, 200 lb.....	0 6 1/2	1 00
Salt mackerel, pail of 20 lbs.....	1 00	1 00
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06 1/2	0 07
fish, loose, in 25 lb. boxes.....	0 05	0 04 1/2
Boneless fish, in crates, 12 1/2-lb. boxes.....	0 05	0 05
Skinless cod, cases 100 lb.....	4 75	4 75
B. C. salmon, choice red, per bbl.....	14 00	14 00
B. C. salmon, 1-bbl.....	7 00	8 00
Marshall's kippered herring, per doz.....	1 40	1 40
Canadian kippered, per doz.....	1 00	1 00
Canadian sardines, per 100.....	3 75	4 00
Canned cove oysters, No. 1 size, per doz.....	1 30	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25	2 25
Shell oysters, No. 1 Malpeques.....	6 00	8 00
common.....	3 00	4 50
Standard bulk oysters, per gal.....	1 75	1 75
Selects.....	0 07	0 07
Qualla salmon, frozen, cases.....	0 07	0 07

Country Produce.

EGGS.

The fresh egg which has been almost extinct for the past few months, except for millionaires, has been discovered, and the conditions are improving. There is no immediate likelihood however of there being any sharp break in the market, and retailers are advised to be careful and to adjust their prices from one to two cents from day to day. Report from the country indicates that the roads are still bad and large supplies are not expected until there is some improvement in the means of getting about. The market has again weakened, however, and for single cases 26c is quoted, with sales of fair sized lots at 25c. As Easter nears the price of eggs will diminish.

BEANS.

The bean market is still stronger, and Western dealers are blamed for this, in fact one wholesaler stated yesterday that he could not understand the bean market. Primes sold at \$1.40 to \$1.50 per bushel in car lots. Smaller lots at \$1.55 to \$1.65, and lots of one to five barrels \$1.60 to \$1.65.

HONEY.

Honey is very scarce, and there is a decided advance in price. White clover comb honey is bringing from 14c to 16c. There is not a bit of buckwheat on the market. The price if available remaining the same, 6c to 7c. Extracted white clover remains unchanged at 8 1/2c to 9c.

POTATOES.

Americans have been after our potatoes this last week, and an advance in price has been the result. Shipments have been made to Boston and New York, and other New England points. Dealers have been compelled to pay higher prices for first-class stock. Stocks are very light here, and 75c to

THE MARKETS

80c was quoted in car lots on track, being a decided advance of nearly 10c, and 85c to 90c per bag was quoted. Offerings are fair.

MAPLE PRODUCTS.

The season is at hand for new maple products of all kinds, and great care should be taken in avoiding fraudulent goods. It is all very well for the dealer to say he has pure maple syrup, but there is really no new maple syrup on the market now. If the dealer is sufficiently honest to leave out the word "pure" and is willing to confess that the maple sugar he is selling you is mixed with granulated or any pure product, he could not be subject to criticism. Prices remain about the same. Sugar was quoted very scarce. We quote:

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

Flour and Feed.

FLOUR.

Flour remains firm and very similar to the market of last week. A weakening is anticipated in Manitoba grades should the same tendency continue in wheat, meantime prices remain steady. We quote:

Manitoba spring wheat patents.....	5 40	5 40
strong bakers.....	5 10	5 10
Winter wheat patents.....	5 10	5 25
Straight rollers.....	4 85	5 00
Extra.....	3 80	3 90
Straight rollers, bags.....	2 30	2 35

FEED.

There is a better demand for feed, and trade is much better every way. The advance in Ontario brand has been maintained, and shorts also remain strong. We quote:

Ontario bran, in bulk.....	19 00	21 00
shorts.....	19 00	20 00
Manitoba bran, in bags.....	19 00	20 00
shorts.....	21 00	21 00
Mouillie.....	26 00	28 00

OATMEAL.

Oatmeal has kept firm and rolled oats has held steadily to the advance made. There is a good demand everywhere. Plenty of jobbing is done on the basis of \$2.50 a bag and \$5.15 to \$5.20 a barrel. Oatmeals are quoted by the wholesale houses as follows:

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

HIDES.

Prices in hides remain the same. There are plenty of receipts but the quality is not considered of the finest. We quote as follows:

No. 1 beef hides.....	0 08	0 08 1/2
No. 2 ".....	0 07	0 07 1/2
No. 3 ".....	0 04	0 04 1/2
Lambskins.....	0 75	0 75
No. 1 calfskins.....	0 11	0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Mar. 11, 1904.

MUTTON from the pulp of sugar beets is certainly a novel "by-product" of the beet sugar industry. That, however, is one of the results of the commencement of the beet sugar industry at Raymond, Alberta. The big beet sugar refinery there built by the Mormon settlement, and now in operation, has been finishing off between three and four thousand muttons on the pulp, and as the cost of the pulp for the

purpose is but 50c per ton it is a very cheap feed. The pulp is not good as an exclusive ration, having to be combined with hay and grain, but it has turned out most satisfactorily.

A proof that the mutton is all right is that P. Burns, the millionaire cattleman and butcher, has purchased the lot. It has always been urged as the great fault of Western feeding of all butcher's stock that it is not "finished" as the same stock would be in the East. In this one instance that difficulty is removed. Following the establishment of the sugar refinery at Raymond, there is to be a consequent extension of the area in beets this season. The Winter has been favorable for the preparation of the land and in addition to the ground last year several thousand acres of new territory have been contracted for. It is largely owing to the prospects of this industry that such a large influx of Mormon settlers to the district now occupied in Southern Alberta is expected. The report is that three thousand families are expected to come in this year. The town of Raymond, the centre of the Mormon settlement, now has a population of 2,000. This trade, like all that of Western Alberta, is largely tributary to the Vancouver wholesale trade.

* * *

The results of the recent provincial mining convention in Victoria are making themselves felt in Vancouver. There have been some meetings held here to accentuate the effects of the convention in the way of increasing the interest taken by the business community generally in the welfare of the mining industry. Many wholesale merchants not directly interested or engaged in mining enterprises have taken hold of the movement to establish a flourishing branch of the mining association here, and it is likely to be a big success.

The wholesale trade is deeply interested in the welfare of mining in the province, and they recognize the fact. It is a well understood thing that the trade sends a large number of travellers to the Kootenays and receives a large patronage from the mining centres there. The value of coast mining to the business of the coast cities is not so well understood because not so prominent. There has been wonderful development, however, in the trade with up-coast points, and large quantities of supplies for many prospectors and miners are shipped from here, especially in the Spring, Summer and Fall seasons. In order to meet this rapidly growing interest and aid it in every possible way, the wholesale and other business men of the city are taking hold of the mining association.

* * *

Some very encouraging reports from White Horse received by the steamer

SITUATION VACANT.

WANTED.—A Processor for a Canning Factory with the latest up-to-date machinery, having a capacity of three million cans, consisting of Corn, Peas, Tomatoes and Beans, all kinds of Fruits and Tomato Pulps and Ketchups. Applicants must understand Pipe Fitting and Can Making. No one need apply without the highest references as to his capability to handle such machinery and to pack the above line of goods. A rare chance for a first class man. Married man preferred. Address The Old Homestead Canning Co., Picton, Ont. Can. (14)

BARGAINS IN CANNED GOODS

Hickmott's Golden Crown Asparagus, 2½-lb. Square Tins,
Cases 2 doz. \$3.50 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.	\$1.25	\$1.25 per doz.
Preserved Grapes.	3 lb. Cases 2 doz.	1.26	1.25 "
Preserved Grapes.	2½ lb. Cases 2 doz.	1.57½	1.57½ "
Yellow Peaches	3 lb. Cases 2 doz.	2.34	2.35 "
Bartlett Pears	2½ lb. Cases 2 doz.	1.75½	1.75 "
Bartlett Pears	3 lb. Cases 2 doz.	1.89	1.90 "
Standard Pears	Gall. Cases ½ doz.	3.15	3.15 "
Pine Apples, Sliced.	2 lb. Cases 2 doz.	2.00	2.00 "
Pine Apples, Whole	3 lb. Cases 2 doz.	2.35	2.35 "
Pine Apples, Grated	2 lb. Cases 2 doz.	2.25	2.25 "
Lombard Plums, Heavy Syrup	2 lb. Cases 2 doz.	1.17	1.15 "
Lombard Plums, Heavy Syrup	2½ lb. Cases 2 doz.	1.39½	1.35 "
Rhubarb, Preserved.	3 l. Cases 2 doz.	1.62	1.60 "
Strawberries in Heavy Syrup.	2 lb. Cases 2 doz.	1.26	1.25 "
Strawberries, Preserved.	2 lb. Cases 2 doz.	1.44	1.40 "
Standard Strawberries	Gall. Cases ½ doz.	4.50	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.

Mudon, Hebert & Cie.

MONTREAL.

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Picton, Ont.

Princess May, which arrived a day or two ago from Skagway, give particulars of development on Bullion creek and other properties in the new Alsek district. The trade being done by White Horse merchants in outfitting parties and miners who are going in to the new fields is rapidly increasing. Every steamer northbound takes a full complement of passengers, and now it is difficult to get accommodation without booking some time ahead.

There has been a slight falling off in the size of shipments, due partly to the fact that over-the-ice consignments to Dawson have practically all gone forward, and that the stocks at White Horse have been liberally filled up in advance. As soon as large parties now preparing to go North start out, there will be a heavy movement of goods North. Shipments for the open season on the Yukon river have of course not yet begun. It is not to be expected that that trade will begin until the end of next month, as the river does not open till then.

Local wholesale and retail trade has been rather quiet. Interior orders have been lighter, as there is so much snow in the country the commencement of season's operations has not begun. On the coast, there has been so much catchy weather of late that from the logging camps up coast to the building trade in the cities there has been much interruption. The fact that the weather in the Northwest and Manitoba has been severe keeps back the lumber shipments which would otherwise have begun to be heavy by this time. The unsettled conditions in the lumber market are also partially responsible for the slowness.

In local markets there has not been much to feature. The condition of the staple grocery market is steady. Two ships from the Old Country have arrived on the coast this week. The China Mutual steamer Ping Suey discharged at Victoria and has moved up to Vancouver, where she will deliver several hundred tons to local merchants. The sailing ship Hougomont, also from Liverpool, has reached Victoria and her full cargo is for the wholesale trade of that city and Vancouver.

From Vancouver, Wash., the namesake city of this metropolis, comes the report that the Fruit Growers' Association of Clarke Country are discouraged with the results from their efforts in the prune packing industry. They have a prune packing plant which is being run on only a small scale. Weaker condition of the market, they say, has caused the association to look gloomily on the outlook. The probability is that many of the orchards will be grubbed out this season, in fact some growers have begun to take out prune trees.

In the provision trade there is a marked scarcity of good butter. Some Eastern Canadian fresh made creamery is expected at present, but it has not arrived here yet. The supply of local dairy is slightly improved, but it cuts no figure to any extent in the market. Most of it comes direct to the retail trade from the makers or is bought in a jobbing way by the trade at the weekly New Westminster market. The lo-

cal creameries are not yet putting up any great quantity. Price of California is still too high to bring it in here, and there is little likelihood at the present moment that there will be any importations from there this year.

Eggs locally and from California are easier this week. The local fresh stock will now sell at 35c retail, while the California stock is easy at 28c to the trade. Next week it is likely that supplies from California will be still cheaper. There is no possibility of any from the East yet for some time.

Fruits are fairly active for the sorts that are in the market. While oranges have been very cheap owing to big stocks in California with very light demand, there is a decided firming up of quotations from Frisco this week. The weather in states east of the mountains has been so severe that the early season for oranges was a dead failure. Now, however, demand is brightening up and prices are therefore better. There were a few frosted oranges received here this week, which are about the last "bargain-day" oranges this season. Prices are now quoted for navels all the way up to \$2.75 from \$2 per case. No seedlings moving. Lemons are selling fairly well at \$3 to \$3.50 for fancy, and \$2.50 to \$3 for choice.

Apples locally are scarce. Some Coldstreams are still in the market and a few are arriving, but it is reported that they are oversold, and will thus be short at the end. The lower mainland stock is practically out. Principal receipts are now from Washington, with a few from Oregon. Prices are about \$1.75 for these with \$2 and \$2.25 quoted for the fancy Okanagan fruit of the Coldstream ranch.

Whether tomatoes should be classed as fruit or vegetable, it is interesting to note that this market has them all the year round. Before the last of local grown stocks in the late Fall are out, the hot-house stocks from California are coming in early in the Winter, long before Xmas. That supply keeps up steadily. Now the stock is coming from Mexico, via Frisco. The market is supplied with the Mexican fruit now and will have it until the California stock comes on. Then the local Victoria and Vancouver hot-house stocks will begin to come in and later on in the early Summer there will be open air grown stock from Spence's Bridge. After that the later growths of the lower mainland round out the year's supply. The fact is that the market has not been bare of ripe tomatoes all Winter.

Fresh cauliflower at \$1.25 per doz. to the trade, asparagus tips at 15c per lb., celery at 80c per doz., and rhubarb at 15c per lb., are the features of the fresh vegetable supply this week. All these stocks are coming from California. Other lines are, of course, stocked regularly as well.

Some little movement upward in the potato market is noted this week, as Ashcrofts, which were down to \$20 wholesale, are again up to \$22 per ton. There may be considerable quantities in the hands of growers on the lower mainland but not in any large lots, as these are usually heard of before this date. Chances of higher prices are very probable.

Local onions are really out, very few dealers having any stock to speak of. There was a small quantity, the last of the season, offering from Ashcroft this week and it was all taken up readily at 3½c per lb. by the jobbing trade. As noted formerly, there will be a stock from New Zealand by the next Australian steamer.

NOVA SCOTIA MARKETS.

Halifax, March 14, 1904.

ABOUT the usual March business is being done. Matters might be brisker and no doubt there will be more activity in the course of a few weeks. Considerable interest attaches to the numerous market changes of the last few weeks. Conditions throughout the province are more favorable from a commercial standpoint than earlier in the year. During February there were only three assignments in the province, and these were small traders whose total liabilities amounted to less than ten thousand dollars. One trader absconded, but the liabilities were not large. Three others are seeking compromises or extensions of time. The record since January has therefore been very favorable and it is hoped that with the opening of Spring collections generally will improve.

Locally the flour market is very strong; in addition to the advances at the mills, an important factor is the scarcity of supplies at this point and the difficulty of getting more from Ontario. An idea of the prices may be gathered from the fact that hard wheat patents are quoted at \$6 to \$6.10 in car lots. Oatmeal and rolled oats are 40 cents a barrel higher than at last report, and we now quote \$5.10 to \$5.20 in a jobbing way. Cornmeal has advanced to \$3.05 per barrel.

There have been several advances in canned goods. British Columbia salmon has been advanced to \$5.75 per case for No. 1 and \$5 for No. 2. Beans, peas and corn were all advanced about 5c a dozen by jobbers last week. American pork is firmer and 50c higher at \$20 for clear fat back. Lard has advanced ½c a pound.

Eggs, which have been high all Winter, are dropping rapidly and are now jobbing at 22c. Cheese is rather dull and the market is easier at 12c. Some very fair shipments have been made to the West Indies during the last month and jobbers hope to get rid of their stocks before the new make is marketed. Oats have advanced to 48c a bushel. Hay is scarce throughout the province and at some country points \$16 a ton are being paid. A Halifax, where hay is brought in from Quebec, quotations run from \$13.50 to \$14.50 per ton. Feeds also are about 50c a ton dearer.

There has been quite a change in the salt trade of this province in the last ten years. At one time about all the salt sold here was imported from Liverpool. Better grades are now sold almost exclusively, the well known Windsor and Rice's salt of domestic production having supplanted the imported article for household purposes.

MANITOBA MARKETS.

A HEAVY fall of snow during the week has again tied up traffic considerably and this has had its effect in reducing the volume of trade. It is like making bricks without straw to get anything in the way of actual news in the grocery trade. Sugars advanced 5c. and are now quoted \$4.85 for granulated and \$4.20 for bright yellows; everything else is holding firm at the prices quoted last week.

Green Fruit—So far as can be learned there have been no further developments in the matter of auctioning oranges which was reported last week. At present it is not possible to quote oranges accurately, but other lines are moving along without much change, shipments to country points being necessarily restricted. Apples are quoted at \$3.50 to \$4.50 for spies. Malaga grapes \$9 per keg, bananas \$4 per bunch; tomatoes \$1.25 per basket; lettuce 75c. per dozen; cucumbers \$2 per dozen.

Cured Meats—Markets are firm at the prices quoted last week and there is a heavy demand from British Columbia and all Western points for all lines of cured meats, with prices inclined to go higher. The trade expect the demand to increase still further with the influx of immigration now setting in.

Eggs—Eggs were just beginning to ease up a little when the snowstorm retarded shipments and dealers are still offering 28 to 30c. for fresh gathered. A short run of mild weather will inevitably bring the prices down with a thump.

Butter—At present nothing is being done in creamery except to dispose of small lots of storage goods. Dairy butter is offering in very limited quantities, in fact it cannot be said to be coming in at all in a wholesale way and dealers quote 25c per lb. for separator made bricks for anything at all choice.

A good many potatoes have come in during the week and prices have declined; farmers' loads are now worth 65 to 70c and the retail price is 90c as against \$1. Carrots are exceptionally scarce on this market; in fact the supply seems to be almost exhausted, the crop last Fall being a small one.

HINTS TO BUYERS.

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

H. P. Eckardt & Co. are selling Oregon prunes at very low prices.

E. D. Marceau, Montreal, is offering special values in Japan, Ceylon and Indian teas this week. See ad. in another section.

White & Co., Toronto, received a shipment of fresh picked plums from South Africa last week. The shipment, after travelling by sea to London, and thence to New York, reached Toronto in prime condition. The experiment goes to show that with the good sys-

tem of ventilation and cold storage in use on Atlantic steamers, fruit can be carried such remarkable distances and still be marketable on arrival.

J. H. Maiden, Montreal, and district agent for Smith Bros.' (Beachville, Ont.) Star Fly Felts, reports meeting with good demand for Spring orders.

The extra special Scotch whisky of Macleay, Duff & Co., Glasgow, with B. O. Beland, of Montreal, as sole Canadian agent, is taking an important place in the market, the last order consisting of 500 cases—one of many others.

Quaker Oats and Banner Oats are now coming along in good style. The slight delay caused by the fire at the American Cereal Company's Peterborough mill is overcome, so H. Wright, their Toronto broker, is wearing the smile-that-won't-come-off.

Two cars California celery arrived this week for White & Co., Toronto.

A shipment of genuine Roquefort Cheese of very fine quality has just been received by A. F. MacLaren Imperial Cheese Co., Toronto. The MacLaren Co. control the sale on this continent of the finest brand of Roquefort Cheese which is made and are, therefore, able to offer to Canadian buyers the choicest of French Roquefort Cheese. They will be pleased to quote you if you will communicate with them.

"Humpty Dumpty" egg crates are in stock with the Eby, Blain Co., Toronto—who report very satisfactory sales for this line.

D. M. Rennoldson, wholesale grocer, Montreal, reports good sales of G. F. Sutton, Sons & Co.'s (London) table delicacies. The quality of this company's products which are well known and extensively sold in Great Britain, should bring good orders to Mr. Rennoldson.

McWilliam & Everist, Toronto, have engaged in the early Spring vegetable trade, and are receiving large quantities of lettuce, radishes, rhubarb, etc.

The Eby, Blain Co., Toronto, are quoting very low figures on new crop Japan "Patna" and "Rangoon" Rice, to arrive.

L. Chaput, Fils & Cie, Montreal, advertise having some two million automatic paper bags to offer at less than manufacturers' prices. This should interest the trade.

The prices quoted by Hudon, Hebert & Cie, Montreal, in their ad. in another part of this issue, should tempt buyers—the figures speak for themselves.

McWilliam & Everist, Toronto, have received a car of "Rose" brand, California navel oranges, also a car of "V" brand, extra choice navels.

The offer on brooms made by L. Chaput, Fils & Cie, Montreal in their advertisement in another section this week, should tempt buyers. The payment of freight in 6 doz. lots looks attractive.

Buyers of Rio coffee should communicate with H. P. Eckardt & Co.

J. M. Douglas & Co., Montreal, manufacturers of Blueol advise the trade that in buying Blueol the merchant obtains 10 packages more to the box than any other blue. Blueol contains 50 packages each, 4 squares to the box. The pecuniary advantage is obvious and should interest all dealers.

Dawson & Co., Toronto, report the arrival of two cars of California celery, one car of "Magnolia" brand and "California Beauty" California navel oranges, one car of Valencia onions and a shipment of tomatoes from Florida.

The attention of the trade is called to the advertisement in another part of this issue of L. Chaput, Fils & Cie., Montreal, who offer in vinegars some 25,000 gallons bought before the advance. A non-corrosive pump goes with every 100 gallon order.

The Eby, Blain Co., Toronto, have a special snap in an imported pickle to retail at 10c.

ST. JOHN'S TEA IMPORTATIONS.

READERS of Grocer are directed to the statistics which appear on page 15 of this week's issue. T. H. Estabrooks, tea importer and blender, St. John, N. B., is authority for the statement that St. John is the natural port for the distribution of Ceylon and Indian teas in Canada, having imported 3,377,165 lbs. of black and green tea direct from Ceylon and India during the year ending June 30, 1903. Direct importations of tea from the country of growth are growing more and more in favor, Russia playing a leading part in importing direct in large quantities via the Siberian Railway from China, etc., instead of buying indirectly through the London, Eng., market as heretofore.

Large quantities of tea are imported by Canada indirectly through London and other intermediate centres, however. Mr. Estabrook also places the port of St. John very near the top of the list of Canadian cities importing the largest amounts of tea from all sources, giving it third place. Montreal and Toronto coming first and second respectively with the largest total imports of tea from all sources and are closely followed by St. John with a total of 4,448,942 lbs., for the year ending June 30, 1903.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., March 17, 1904.

ONE feature of interest to the grocery trade is the small stocks of fish held. In some lines these are smaller than for years. In dry codfish it is said prices have not been as high for 10 or 15 years. In general all lines are high and firmly held. The rise is a very noticeable exception as prices are generally low. Flour, which has shown the most active advance, while firm, is at least no higher. Winter port business is drawing to a close. The number of immigrants landing here this season has not been as large as last. Less live stock has been exported; of course last season, in this line, was exceptional, owing to the embargo in connection with American ports. In other ways business has been satisfactory. The Canadian Pacific Railway which now carry goods all the way from Liverpool to Hong Kong without once letting them out of their hands, are easily the greatest transport company in the world.

The Winter is breaking up and the trade is preparing for Spring business. In dry goods, in particular, St. John shows very wide expansion, and this Spring the imports have been greatly in advance of any former season. St. John, which now has the largest number of wholesale grocers of any city of its size in Canada, is to have one more. There is no doubt business would be in better condition with fewer wholesale houses or so-called wholesale houses. The population with which we can do business is not large.

Oil—This is a line showing few changes lately. Burning oil continues high. Lubricating oils are firm but this is a line in which value rather than price is the factor. The low price of linseed oil has resulted in large sales. Turpentine continues high. Fish oils are high and stocks are light.

Salt—In Liverpool coarse salt large stocks are held. Coal is the large factor in the cost of this line and as the coal supply is usually quickly effected by war, dealers feel it is safe to carry full stocks. Freights are also easily effected by war which is a large item in the price. In fine salt it is early for much demand. Stocks are light. Canadian prices, particularly in bulk salt, are slightly lower. Considerable quantities of box salt are now packed here.

Canned Goods—Our market seems well supplied. Holders in some lines are getting some advance but the market has shown less change here than in the West. Tomatoes show an advance and corn is higher. Blueberries also show a good profit. In meats prices are higher. Dealers had bought freely at the lower prices. Salmon is held firm. Lobsters are firm. Clams are light stock. Haddies are very scarce. There is still a light supply of domestic sardines and kippers.

Green Fruit—There is improved business. Apples are higher, stock is light.

There is good enquiry. Valencia oranges are higher and have a large sale. California oranges are low but sale is light and Floridas and Jamaicas are about out of the market. Lemons continue low. In other lines business is small at this season.

Dried Fruit—Business is dull. In raisins full stocks are held and market is easy. Prunes have a fair sale, small sizes are scarce. Apricots are too high for business. Dates are low and market well supplied. Figs and peels have little sale at this season. Evaporated apples are firm, and sales are firm. Currants have a regular demand at even figures. Onions are higher. Valencias are more freely sold than at any previous season. In peanuts prices are still advancing.

Sugar—There has been a further advance, so that the last two weeks show an advance of 15 cents. Prices are very firm and dealers are holding full stocks.

Molasses—In both Barbadoes and Porto Rico further supply of new goods is expected. The market is easy. The new Customs regulations will have little effect here as no low grade New Orleans is imported.

Fish—In dry codfish the price is higher than for many years. Stock held is very light and there has been little chance of lower prices for sometime. Pollock are scarce and high. Smoked herring are almost out of the market. Pickled fish are light supply and fresh fish are scarce. Haddies are higher and the season is about over. These are bad conditions for Lent.

Flour, Feed and Meal—In flour while the advance is firmly held there is no change. Stock was light owing to slow deliveries by the railway but in this regard there is improvement. In oatmeal very high prices rule and oats are high. Barley and peas rule at full figures. Beans are unchanged. Seeds are rather higher. Dealers are now pushing sales. Cornmeal rules firm.

MAPLE SYRUP QUOTATIONS.

The following quotations on maple syrups were unavoidably crowded out of "prices current" this week:

BEAVER BRAND.		Per case
1 gal. tins, square, 6 in case		\$4.40
½ gal. tins, round, 12 in case.....		4.50
¼ gal. tins, round 24 in case.....		4.60
SMALL'S BRAND.		Per case
Standard.		
1 gal. tins, square, 6 in case.....		\$4.70
½ gal. tins, round, 12 in case.....		4.90
¼ gal. tins, round, 24 in case.....		5.30

CANADIAN CATSUP ABROAD.

The Organ, Elliot Co., Montreal, have recently closed a contract with an English house for the sale of their Royal Hygienic Tomato Catsup. The contract calls for delivery of not less than 200 gross per month. The first shipments to London met with ready acceptance by

the trade. It speaks well for the quality of the goods put up by the Organ, Elliot Co., to receive the endorsement of a prominent London firm. Representation in several of the leading Canadian cities is still open.

A commission agent in Belfast writes to The Canadian Grocer saying that he is anxious to represent Canadian firms in that city. Anyone in Canada desiring his services may correspond with him through The Canadian Grocer.

DIDN'T KNOW BEANS.

"TO know beans" is a famous slang expression which originated in Boston. It means much there. Here, however, it does not apply in trade to a man's knowledge, except when it refers to the beans we grow in the garden. The Province of Quebec has been somewhat rebellious in the bean market. So much so that the great western bean companies such as the Canada Bean Co., of Chatham, Ont., who control about seven-eighths of the bean business of this country also rebelled. Beans went up in price last week which no doubt was caused by the fact that the crop is almost entirely out of the hands of the farmers, and the snow blockade has deterred shipment.

N. H. Stevens, president of the Canada Flour Mills Co., Chatham, and R. Newman, of the Canada Bean Company, were in Montreal this week as ambassadors to sift the bean question, in fact it was from these gentlemen that the facts quoted were obtained. Their mission here should interest every grocer or provision dealer. They wish to establish a grade for beans which will prevent fraud. Hand-picked and primes are familiar to all dealers. To tell the difference is another question. Messrs. Newman and Stevens have a bean tester which does the trick. Only last night they tested some beans for a big wholesale grocery house of Montreal, which were found to pick six pounds instead of three, and were worth about 15c a bushel less than what they were reputed to be. The man who sold these beans is well-known, and perhaps he was unconscious of the fraud in which he was participating. If not, it is well for him and others so inclined, to take warning that no such action will be tolerated in the markets of Montreal; in fact Mr. Stevens has arranged with W. A. Winterstein, local manager for the Canada Flour Mills Co., to have a bean tester at the Montreal branch, which may be used by any firm in Montreal. They are doing this for the benefit of the trade, and would consider it a favor if firms would use it at their own pleasure.

Owing to disorganization of freight traffic the R. & J. H. Simpson Company, Guelph, report that large quantities of goods have been received in their district and delivered by team, a distance of 30 to 40 miles.

THE IMPORT DUTY ON TEA.

THE Indian Tea Association, London, Eng., and the Ceylon Association in London, have sent a memorial to Mr. Austin Chamberlain, M. P., Chancellor of the Exchequer, on the subject of the import duty on tea. The document states that for 16 years before 1900 the increase in consumption averaged $1\frac{1}{2}$ million lbs. per annum, but since that date consumption has practically remained stationary, the figures being—1901, 255,873,082 lbs.; 1902, 251,110,188 lbs.; 1903, 255,365,953 lbs. The natural increase in consumption due to the normal growth of the population in these last two years should have been $3\frac{1}{2}$ million of lbs.; so that it is evident that Englishmen are consuming less tea per head than formerly, which no doubt is in a large measure due to the raising of the duty to 6d. per lb. This rate of duty has most injuriously affected the tea producers of India and Ceylon in another manner. Increased supplies of the commonest grades of China tea have been imported into England, a not inconsiderable quantity of which has been rejected by the United States customs authorities as unfit for consumption. This class of tea is admitted into the United Kingdom without question, as there is no enactment to prevent it, and sold to importers under the cost of production. Being blended here with the higher qualities of British-grown teas, it has in large measure had the effect of saving the consumer from the incidence of the extra duty and thus throwing the burden on the producer of British-grown tea. Figures are given to show the extent to which Indian and Ceylon teas have been displaced in England by other growths since 1900, and the memorial states that if the people of this country were protected from the dumping of rejected teas from other countries and standards of quality enacted by Government, the association believe that, with the importation of uniformly good tea, coupled with a reduction in the duty, consumption would increase instead of remaining stationary as it is now doing. They urge that in other countries the duty on tea is being generally reduced or abolished, and say in conclusion: "We desire to point out that although we were aware when the duty was increased on account of the late war that its incidence would fall heavily on the industry we made no formal protest, as we felt that our loyalty to the Empire demanded that we should in no way embarrass the Government in its scheme of taxation at such a critical time; but we now feel we are entitled to receive the fullest consideration and relief that the Government can afford."

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Explain the Prestige of

**Clark's Pork and Beans
in Chili Sauce.**

You See Them EVERYWHERE.



**CAPSTAN BRAND
Pure Baking Powder.**

Put up in $\frac{1}{4}$ -lb., $\frac{1}{2}$ -lb., 1-lb. and 5-lb. Tins.

Guaranteed to give perfect satisfaction.

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

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

EPPS'S

**GRATEFUL.
COMFORTING.**

IN $\frac{1}{4}$ -LB. LABELLED TINS. 14-LB. BOXES.

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

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In Manitoba, BUCHANAN & GORDON, Winnipeg.

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

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James Ewart

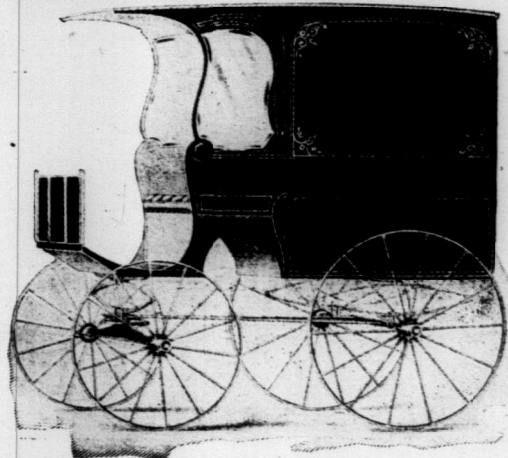
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Ph. Richard's Brandies satisfy in point of quality the most fastidious taste.

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are firmly planted in Canada, where they have received the most enthusiastic and flattering reception at the hands of consumers. Agreeable to the taste, comforting to the body, they tone the system and reconstruct the most shattered constitution.

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YOUR ORDERS, LARGE OR SMALL, WILL RECEIVE
OUR PROMPT ATTENTION.

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WHOLESALE GROCERS, WINE and SPIRIT MERCHANTS,
MONTREAL.

NEWEST ARTISTIC IDEAS

are embodied in the decorations found in our

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They make a most beautiful interior finish, and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally well suited for use in old or new buildings.

You will find them thoroughly satisfactory.

THE
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TORONTO, MONTREAL, WINNIPEG.

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I purchase Hides, Caltskins, 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.

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**If Birds
Could Speak**

they would say :

Nicholson & Brock's, please,
The Best Bird Seed on the Market.
NICHOLSON & BROCK, - TORONTO

THE CANADIAN GROCER

SOAP TREE OF ALGERIA

Steps are being taken in Algeria to manufacture natural soap on a large scale from a tree known as sapindus utilis. This plant, which has long been known in Japan, China, and India, bears a fruit of about the size of a horse-chestnut, smooth and round. The color varies from a yellowish green to brown. The inner part is of a dark color and has an oily kernel. The tree bears fruit in its sixth year and yields from 55 to 220 pounds of fruit, which can easily be harvested in the Fall. By using water or alcohol the saponaceous ingredient of the fruit is extracted. The cost of production is said to be small and the soap, on account of possessing no alkaline qualities, is superior to the ordinary soap of commerce.

ENQUIRIES FOR CANADIAN TRADE

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

1. A London firm with South African connections has asked to be placed in touch with reliable shippers of flour from Canada.
2. A north of England firm has requested to be put in communication with a few of the largest exporters of eggs from Canada who are not already represented in their district.

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

PEANUTS ARE "CORNERED."

Private telegrams from Norfolk, Va., show that the recent sensational advance in the price of Spanish peanuts was due to the working of a "corner" by large speculators. Spanish peanuts advanced to the highest price in 15 years. Speculators bought up 30,000 bags of the nuts for a syndicate in North Carolina, thereby "cornering" the market. The price of Spanish nuts has advanced so high that it is now profitable to import this grade of peanuts from Marseilles, France, the world's largest market for African and Asian nuts.

CANADIAN TRADE.

The trade returns for the eight months which terminated on February 29 show an increase in Canada's foreign trade over the same period of the year previous of over \$13,000,000. The aggregate was \$313,627,519, which includes imports for consumption, exports, and coin and bullion. The exports exhibit a falling off in several lines amounting to \$5,232,247. This is undoubtedly due to the severe weather and heavy snow-storms which have crippled the railways, especially in Western Ontario, and prevented the movement of much freight.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

BUSINESS CHANCES.

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

FOR SALE.

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

SITUATIONS WANTED.

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

SITUATION VACANT.

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

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.

IRELAND

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

J. H. SHERIDAN,

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



**Royal Hygienic
Tomato
RETURN Catsup**

full flavor and natural color, made from ripe fruit.

A trade builder.
Write us for particulars.

Organ, Elliot Co.
MONTREAL.

C.W.

SPRING IS COMING. VAN HOUTEN'S COCOA

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

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

MOLASSES

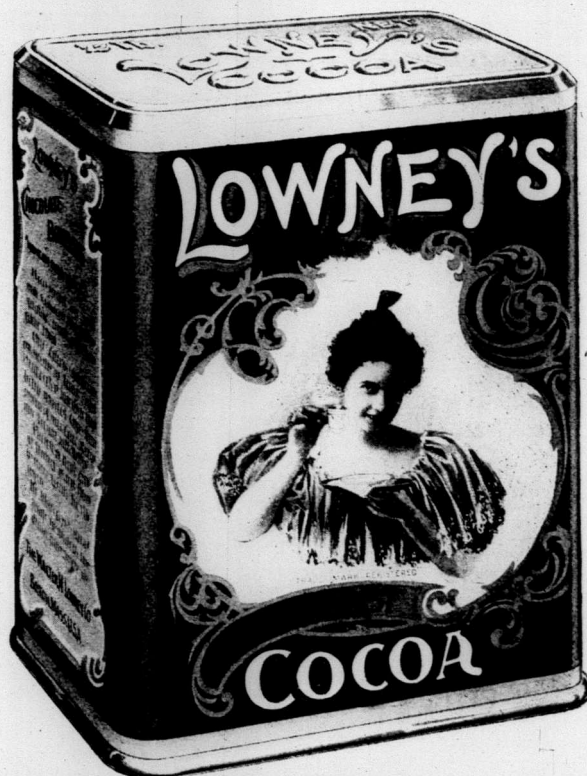
**New Crop 1904
Barbados.**

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.



Received Highest Award **GOLD MEDAL** Pan-America 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 alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 47 COMMERCIAL STREET, BOSTON, MASS.

WE ARE ALWAYS introducing new lines both in Biscuits and Candy. See our samples before buying.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Biscuits And Confectionery

British Candy Trade in 1903.

THE year 1903 was one of the least prosperous known to the British confectioner for a long time. The wave of depression all over the country undoubtedly had much to do with the unsatisfactory state of the candy trade. Directly, confectioners had to contend with a comparatively high price for raw materials. After having been able to buy raw material at cheap prices for many years they found it difficult to adapt themselves to the new conditions prevailing.

A large portion of the confectioner's trade is in what is known as 2 oz. 1d. goods. Buyers refuse to pay more than a certain price for these goods. It was therefore imperative that goods be kept somewhere near prevailing prices if any business was to be done. The manufacturer had the other alternative, to reduce the quality of the product, which meant an immediate curtailment of the demand. British candy makers up to the present, have kept up the quality and advanced their prices only the merest trifle.

Novelties were scarce. No epoch machines made their appearance in the trade, although a greater tendency was noticed in the more important factories to install labor-saving machinery. Probably the greatest attention was paid to the various chocolate covering machines, some of which have reached a point of high efficiency although there is much scope for improvement in the matter of speed. The pulling machine, which has caused so much controversy in America found its way into certain works, but the taste for pulled candies among the British people will have to be much more developed than it is, before extended employment can be given to such a machine.

It must be confessed that the outlook for the trade is by no means promising. The fiscal agitation is producing a feeling of uncertainty in commercial circles, and until the policy is put on a certain basis—one way or the other—an improvement can hardly be hoped for. Again, the relatively high cost of the basic material is a main factor against any considerable return of prosperity;

and until that is reduced a return to old conditions is impossible. In the face of all the difficulties attendant upon existing times confectioners look forward in 1904 to the bare maintenance of the present volume of trade; but until there is some modification of the prices of raw material and greater stability in the general trade conditions of the country, no great increase in demand or enhancement of profits is expected.

Cakes Will be Dearer.

FOLLOWING the example of Toronto confectioners who recently increased the prices of cakes from 25 to 30 per cent. on account of the high prices of flour and butter, and the scarcity of eggs, London confectioners are said to be considering the advisability of taking similar action.

A local confectioner states that at present prices of the raw ingredients there is no money in cakes. Prices should have been raised long ago, but London confectioners are not bound together by an association, and each confectioner fears the other's competition in case he raises the price. But the prices of cakes must go up, and that very shortly.

The increase in Toronto is for one month only ending the 1st of April.

Confectionery for April 1st.

Tempting looking chocolates, whose interior consists of cotton, sawdust, soap, etc., are quickly bought by the would-be "fooler" for April Fool Day. Grocers and confectioners should provide a small stock of these for the approaching occasion.

NOTES.

Supplementary letters patent have been granted to the White Candy Co., St. John, N.B., increasing their capital stock to \$75,000.

J. F. Roelofson, managing director of A. J. Stewart, confectioner, Toronto, was in New York recently negotiating for export trade. He was successful in opening up some very desirable foreign accounts, and in this connection it is pleasing to note that in the face of keen competition on the part of leading American makers, Canadian goods were chosen on the score of quality.

WHEN WHEAT ADVANCES

it is hard on us. We will not use inferior flour in making

Perfection Cream Sodas

It is this rigid adherence to our standard that has made these Sodas unapproached in excellence.

Cards or Tins.

Send us your order.

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

FOR A BRAND that you can profitably make A STAPLE there is nothing on the market to equal

MOTT'S
Diamond Chocolate

PURE GOLD TALK.

No. 9.

One of the much abused articles of the grocery trade is Tomato Catsup. Makers abuse their opportunity for one thing; and the grocer abuses the goods after he buys them. Tomato Catsup is put in the window and has to submit to fierce sunlight or to the rigorous treatment accorded by Jack Frost. Between these extremes lies the uneven temperature of every grocery store. Can it be wondered at that Tomato Catsup sometimes goes bad or loses its peculiar quality?

With all abuse

Pure Gold Tomato Catsup

fulfils the Pure Gold claims, and is sustained by the Pure Gold guarantee, which says "Money back" if the goods fall down on the score of attractiveness, saleability and quality. Given tomato fruit of the finest sorting and pure spices, and Pure Gold preparation, it is not to be wondered at that Pure Gold Tomato Catsup is trustworthy if given fair treatment.

And the grocery trade has this satisfaction—that those who **KNOW** buy Pure Gold goods. We haven't every grocer in Canada on our books we are sorry to confess.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

THE CANADIAN GROCER

STOCK BREEDERS MEET IN OTTAWA.

The first annual meeting of the National Association of Canadian Stock Breeders held in Ottawa last week, was attended by delegates from all parts of Canada. Among other subjects discussed were "Canada's Relation to Other Countries in the Matter of Exporting and Importing Horses, Cattle, and Sheep," and "The Dead Meat Trade With Great Britain." The aim of the directors is to have the various provinces convene regularly for the discussion of their respective needs with a view to bringing about a better understanding among them and concerted action on the part of all interested in the development of Canadian trade.

WINNIPEG GRAIN AND PRODUCE EXCHANGE.

The annual meeting of the Winnipeg Grain and Produce Exchange Clearing Association was held on March 7, when the directorate and executive for 1904 were elected.

The new directorate is composed as follows: C. A. Young, W. J. Bettingen, Capel Tilt, S. P. Clark, T. L. Morton, W. L. Parrish, W. H. McWilliams, F. Phillips and A. Cavanagh.

The officers for 1904 are as follows: President, C. A. Young. Vice-President, W. J. Bettingen. Secretary-Treasurer, Capel Tilt. Manager, F. O. Fowler.

JAMAICA STARCH.

A new industry has been started in Jamaica, that of starch making. The first consignment has already arrived in England, and it is said that the quality is entirely satisfactory. Such an industry ought to do much to revive the fortunes of the island.

AN ALUM MOUNTAIN.

One of the recently discovered natural curiosities of China is an "alum mountain," 1,900 feet in height and about 10 miles in circumference at the base. The Chinese quarry the alum or masses containing alum, in large blocks, which are heated in ovens made for the purpose, and afterwards dissolved in boiling water. The alum then crystallises in layers about half a foot in thickness, and is cut up into 10-pound pieces. Its principal use is in the purification of water.



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 8-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

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

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

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

MAPLE LEAF



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

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.

THE NEW **GEL-O** DESSERT

Sell the best.
And Gel-o is it.
A Jelly Powder which
jells quicker and firmer
than any other. 8 flavors.
Send for sample lot.
Cases hold 4 and 12 doz.

THE CANADIAN GELATINE CO.
529-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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

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

IT PAYS

to handle the best,
that is why you
are asked



TO HANDLE

our lines. They give satis-
faction or money refunded.

Eagle Baking Powder

is a steady seller.

Write for Sample and Prices.

Eagle Manufacturing Co.
MONTREAL.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/4-lb.	1/2-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.

ROW'S
GUM
in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.
Kville, Ont.

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24 1/2-lb.

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

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LE GROCERS.

IANGE
MONTREAL.

BETTER CHEESE BOXES.

A STRONG appeal has been made for better cheese boxes by J. A. Ruddick, chief of the dairy division, Ottawa, at the various dairy conventions recently held through the country. "Boxes are," said he, "necessary to protect the cheese from injury in transportation, to facilitate their handling and to permit their being piled several tiers deep in a warehouse without being crushed out of shape. Without such boxes cheese cannot be delivered in Great Britain in presentable condition. At present a large percentage of cheese shipments are landed on the other side with 25 per cent. of the boxes broken; but what is more serious, broken boxes in a shipment, not only detracts from the actual value of the cheese which they once contained, but make the whole lot less attractive to a purchaser."

"Various reasons are accountable for this unsatisfactory state of affairs. In the first place the weight of Canadian cheeses has been increased, but at the same time the strength of the box has been reduced. The latter discrepancy is probably owing to the increasing cost and scarcity of elm, and the demands of cheese manufacturers for a cheap box."

"As a matter of fact the veneer should never be cut less than full five to the inch whereas a great deal in use for cheese boxes is six or seven to the inch. Another fault in the veneer is that the leg is often not boiled sufficiently to soften the wood; consequently the veneer knife shatters it while cutting, and gives it a tendency to split easily. Another result of insufficient boiling or steaming is that the salts of the wood are not extracted; consequently boxes made from such stock mould very readily."

"When I began buying boxes for the cool curing rooms," said Mr. Ruddick, "I insisted on getting heavy selected veneers. The box makers tried to persuade me to accept the thin veneer, some claiming that it would stand more rough usage than the thicker material. I have had to give 2c. above the regular price for such boxes, but it paid to do so, for the reports on shipments from the curing rooms showed only one and two per cent. broken. Of course these shipments were all carefully loaded into the cars and not left standing four or five tiers high, to be thrown down and smashed by the first shunt. Hundreds of boxes are broken in that way. I believe there is

almost enough wasted in trimming boxes either in the cheese factory, or at the warehouse to make up this difference of two cents. Boxes are now worth at least one cent per inch in depth, and that part which is cut away is absolute waste.

"If boxes are not thoroughly dry when put on the cheese, the growth of mould is started. This is particularly the case in cold weather when the boxes dry slowly."

"In aiming to have the cheese fit the boxes without trimming, it is well to remember that a box, which measures twelve inches deep when newly made, will shrink to eleven and a half inches as it dries out. The same box will expand again to nearly its original depth after it has been in a warehouse for a week or so, because it absorbs moisture from the cheese. In fitting dry boxes to the cheese it is necessary, therefore, to have the cheese project at least one-quarter of an inch above the edge of the box. One would think it hardly necessary to call attention to the importance of having the box of the proper diameter to fit the cheese snugly. No box will stand the handling that is not supported by the cheese on the inside."

TEA IMPORTS AT ST. JOHN, N.B.

Editor Canadian Grocer: In an advertisement in your last week's issue, figures were quoted to show that in the direct importation of tea from Ceylon and India, the Port of St. John, N. B., took first place and third place of the cities of the Dominion in the total importation of tea. One reading these figures might be led to believe that the St. John merchants imported tea to the extent of the figures quoted; but this would manifestly be a very incorrect conclusion, because it is well known in the trade that large quantities of tea are imported on through bills of lading to Toronto and other points West in Canada, but conveniences are given by the carrying companies for entering these teas at the St. John custom house, and storing them there to await final orders as to their destination, so that a Western merchant or agent or a foreign shipper, bringing teas out from India or Ceylon, does not need to declare to the carrying companies the destination of the goods until he has actually sold the teas.

The custom's returns from St. John would, of course, include all this vast quantity of tea in its returns of tea entered at that point, and would not mean that the merchants of St. John had any-

thing to do with the handling of this tea. Besides this fact, the figures given are simply direct importations from Ceylon and India, and as vast quantities of Ceylon and India tea are imported from London, and as nearly all the finer grades are imported from London, (that being well known as the large market for fine teas), the figures given in the advertisement last week do not at all represent the respective tea trades of the cities named in the advertisement.

SALADA TEA CO.

Toronto, March 12.

THE COMING COFFEE CROP IN BRAZIL.

The consul-general at Rio de Janeiro, predicts that the coming coffee crop (harvest of 1904-5) in Brazil will be below the average. The coffee trees have suffered a great deal lately; first, on account of exhaustion in consequence of consecutive abundant bearing, and second, through severe droughts that have prevailed for the last few months. There has already been a considerable rise in the price of coffee in Brazil as well as abroad, although this seems to be caused more by speculation than the natural conditions of the market, as the visible supply abroad is sufficient to satisfy a year's consumption without further receipts. The present rise in prices will mostly benefit dealers abroad who hold large stocks, the producers having already disposed of the bulk of their holdings.

IMPORTS FROM CANADA.

The imports to Great Britain from Canada for the month of February were as follows: Cattle, 5,158 head, valued at £88,279; sheep and lambs, 3,273 head, valued at £5,086; wheat, cwts., 475,000, valued at £172,093; wheat, meal and flour, cwts., 141,600 valued at £70,870; peas, cwts., 22,180, valued at £7,796; bacon, cwts., 53,064, valued at £117,511; hams, cwts., 13,496, valued at £35,940; butter, cwts., 2,205, valued at £9,728; cheese, cks., 75,446, valued at £193,219; eggs, great hundreds, 150, valued at £75.

THE SCARCITY OF TAPIOCA.

The shipments of all kinds of tapioca to America and Europe so far this year are away below those of previous years. Advices from Singapore and Penang for the last year have been that the manufacture of tapioca at present is a losing proposition, and only the largest are continuing in business.

900
Half-Chests
GREEN CEYLONS
 -AT-
15 to 20c.
 Bought before the advance.

Geo. Robertson & Son,
KINGSTON.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



Batty & Co.
 LIMITED
 Sauce and Pickle Specialists,
LONDON, S.E.

ESTABLISHED 1824.



A customer leaving your store must have done one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

A National Cash Register takes care of all these things with positively no chances for mistakes.

Our 1904 models are particularly well adapted to the grocery trade because great improvements have been made in the methods of taking care of cash and credit sales.

393 styles and sizes. Prices, \$25 to \$650.

If you want to know how a 1904 "National" will help you to make money and advertise your business, send in the attached coupon. It will put you under no obligation to buy.

National
Cash Register Co.
 Dayton, Ohio

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 _____

Madam Huot's Coffee
—THE GEM—

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

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

RETURNED
MAR 17 1904
Cut Book 16
Page 87

NECTAR
TEA

Blend of Ceylon and Indian Black Teas, in lead packets, 50 lbs. assorted, 1/4s, 1/2s and 1 lb.,
per lb., at 20, 26, 35 and 45c.
In fancy 1 lb. tins, 50 lbs. per case, per lb. at 32 1/2, 42 1/2 and 50c.

A fine, rich, fragrant blend, most satisfactory to handle. It has real merit.

CONDOR

Ceylon Black, in lead packets, 60-lb. cases, assorted, 1/4s, 1/2s and 1 lb., at
20, 23, 26, 30, 34 and 40c.

Nothing but fine hill-grown teas used for this brand.

If you want delicacy of aroma and fine flavor buy this. It is the tea for high-class trade.

CONDOR

Japan Tea, in lead packets, 60-lb. cases, assorted, 1/2s and 1 lb, an early picked tea of fine,
bright, strong flavory liquor, at 28c.

The finest 40c. tea on the market.

SPECIAL THIS WEEK. JUST IN.

198 half chests Japan Tea, an extra value, at 16 1/2c.
A good, clean leaf, a bright liquor.

It is branded strawberry, but is a peach.

85 boxes Imperial Gunpowder, a well-rolled leaf, and a bargain at 20c.
37 half-chests fine sun-dried Japan Tea, choice, early liquor, fancy leaf, at 25c.

Ask for Samples, it pays.

SPECIALTY OF HIGH-CLASS GOODS IN TEAS, COFFEES, SPICES AND VINEGARS.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"QWE"
Baking Powder, Vinegar,
Spices, Coffee

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton

Bags, or Barrels, to suit customers. Good broker wanted to represent me.

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

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET, QUEBEC.

VICTORIA, B.C.

TRADE WITH JAPAN China and Australia can be negotiated best through us. We maintain a special representative, Mr. A. R. TUFTS at Kobe in the interests of our clients. Manufacturers and Shippers doing business in the Orient should correspond with us,
R. W. Clark & Co., Brokers, Victoria, B.C.

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.

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.

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

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.

BRANDON, MAN.

Let Us Push Your Goods

WE ARE PREPARED TO
**SELL GOODS,
STORE GOODS,
DISTRIBUTE FROM CARS
AND MAKE COLLECTIONS.**

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.



Come Out
OF THE
DARK!

Bring your "ads" with you.

ILLUSTRATE!!

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

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. A cheerful face gains favor every time.

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT

MacLEAN PUBLISHING CO.

LIMITED

Montreal. Toronto. Winnipeg.

GRANT

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

Pine Apples.

We have Pines, (Case and Barrel). They're fine. They're ripened in our rooms. It matters not to us how green they arrive, we can ripen them to our taste, which means to suit yours and your customers. Our method of ripening (which is exclusively ours) has made Pine handling with us a pleasure, and ready sale for us means ready sale for you. You know what they were like last Spring; they're as good this. Mail your order now.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

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

TWO SNAPS.

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

ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 51, Main 428.

GREEN FRUITS

Fruit Growers and Co-operation.

THE following is the substance of an address given recently by the chief of the fruit division, Ottawa, before the Nova Scotia Fruit Growers' Association:

Co-operation is the most important subject before the fruit-growers of Canada to-day. Individuals can accomplish very little if they work entirely alone. All the fruit growers' societies and associations should co-operate and pull together. Several objects are to be obtained by co-operation. First of all, growers who are beginning to plant in a new district might co-operate to secure information and purchase the best varieties of trees for that district at the lowest price. Seven or eight varieties are plenty for any district, and each man would probably want three or four of these. Then these growers might get together and agree to adopt uniform methods of culture, pruning, spraying, which would result in an entirely uniform quality of fruit. Growers within a radius of five miles, with a total of, say, 4,000 trees, could co-operate to secure effective and systematic spraying by means of power outfits.

Another advantage of co-operation is in securing cheap and reliable supplies, such as implements, chemicals for spraying and packages for shipping fruit. The man who wants only 200 barrels must pay a higher price for them than if he were buying all the barrels required in the district. By putting up packing houses at proper centres it will be possible to secure uniform grading and packing by experts, who will pack the fruit like machines and turn out an even grade all through. A great deal of the success of California fruit is due to this system, and it was reported recently at the Ontario Fruit Growers' Association that Ohio growers had prospered greatly under the co-operative method of packing and marketing peaches. Large quantities of one grade of fruit are packed in exactly similar packages, and purchasers know that they can get as many as they want of that particular kind in one place. This facilitates sales and enables the growers to avoid glutted markets, for even with

apples there is a time to ship, and a time not to ship. With the best of orchard management there will always be some culls, which might be disposed of economically if a number of farmers owned a co-operative evaporator.

Advertising can be done much more effectively by co-operation. For instance, buyers attending the sales conducted by a co-operative association would be able to depend upon the fruit and would buy without hesitation. The value of such advertising cannot be overestimated. Co-operation also means increased influence with transportation companies to get fair rates, reasonable care and better cars. The transportation companies are groups of stockholders who want dividends but it is well to remember that the fruit-growers want dividends too. Pressure must be brought to bear upon the managers of such companies and upon the Railway Commission to secure the removal of all real grievances.

Niagara Fruit Growers.

The Niagara Peninsula Fruit Growers are holding a series of meetings this week, commencing at Stoney Creek on Monday, the 14th; Grimsby, Tuesday; Beamsville, Wednesday; Jordan Station, Thursday; St. David's, Friday; St. Catharines, Saturday. The forenoon sessions are being devoted to demonstrations of power and other sprayers and the afternoon sessions will be taken up with addresses and discussions.

Hints to Canadian Apple Shippers.

Mr. Ball, commercial agent, in Birmingham, England, writes the Department of Trade and Commerce stating that apples sold in that market have been coming in boxes. The plan of sending in boxes is all right, and he much commends it. At the same time he complains that the material of which the boxes are made is too slight, and does not stand the wear and tear of the voyage. He points out as hints to shippers that no apples are too good for the English market, especially for that part of the market situate in the Black Country. Shippers, he points out, make a mistake in consigning all their shipments

to the port of destination of the vessel. The consequence is that the apples on arrival are all sold by auction, and then there is a surfeit for that particular market, whilst there is a scarcity at an inland market not many miles away. If apples were consigned to Birmingham and other places the chances are that better prices would result.

Florida Oranges Scarce.

Mail advices from a prominent orange shipper in Florida say that not more than 100,000 boxes of Florida oranges remain in that state for shipment north and west. The Florida orange crop was not as large as estimated, the total not being over 1,500,000 boxes.

British Columbia Apples Abroad.

THE following laudatory notice of British Columbia apples appears in an English exchange:

"The Government of British Columbia is not to be outdone by that of New Brunswick, which has recently been attracting the attention of English fruit importers and intending emigrants to the fertility of the Annapolis Valley and other famous apple-growing portions of that province. This week we received from the agent-general for British Columbia samples of apples grown both in the interior of the province near Lytton, on the Fraser river, and also on Vancouver Island. These, both in size, flavor and appearance, are everything that could be desired, and not inferior to those produced in Eastern Canada. Considering that this consignment has been almost two months on the way, having been shipped from Victoria on December 8, the excellent condition in which they arrived speaks well for their keeping qualities. Although land in British Columbia is not to be obtained on quite such easy terms as in the Northwest Territories, the life of a settler there is in many ways more comfortable, and for fruit growing there is no portion of the continent which offers to-day greater possibilities. In making this statement we are not unminutely complimentary to California, but it is well known that the northern fruit is greatly superior in flavor and keeping qualities, in addition to which the enormous market that is opening up in the Northwest Territories for fruit of all kinds can be better supplied by fruit growers in British Columbia than from elsewhere. The agent-general informs us that he would be glad to supply all information possible on fruit culture in British Columbia to those interested, and to callers at his offices he will show tangible proofs of the fertility of the soil."

ORANGES AND LEMONS

WE ARE OFFERING SPECIAL VALUES THIS WEEK IN
**CALIFORNIA NAVEL ORANGES,
 VALENCIA ORANGES,
 MESSINA LEMONS.**

Our brands are the best and our prices low. Send for our weekly Price List.

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

PHONE Main 4106. Wholesale Fruit and Produce.
 Private Branch Exchange connecting all departments.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS,
 EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

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

Red Bananas.

"Red bananas are not often seen in the market these days," said a local commission man, "and when we do get them they bring fancy prices. Fifteen or twenty years ago the reds were the leading banana and sold for a lower price than the yellow."

The change is due to commercial reasons—the yellow banana is more profitable, requires less time in its care and cultivation, and consequently, costs less. More of the yellows grow on a bunch, they stick to the stem better, and stand handling far better than the red variety. With these advantages, the reds have been practically driven out of the market. The comparatively few bunches brought here are soon gobbled up by fancy fruit dealers, who get high prices for them. Some people prefer the flavor of the red banana, and some like that of the yellow, but the price has had most to do with their practical disappearance from the market.

Pineapples in Texas.

Around Corpus Christi, Tex., a few growers are testing pineapples. About 5,000 plants have been set in that vicinity and an experienced Florida grower reports that they are doing remarkably well. Those who are interested are enthusiastic over the prospects and declare that the future production of pineapples in Texas is assured.

Fruit Notes.

The directors of the Crystal Palace Exhibition, London, Eng., have awarded

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.

a special commemorative medal to the Government of Nova Scotia for its display of green fruits.

F. Fitch, Dominion fruit inspector, of Clarence, N.S., has gone to England to visit London, Liverpool, Glasgow and other apple markets. His intention is to examine closely into the condition of Spring shipments of fruit and see them in competition with the early shipments from Australia and New Zealand.

In regard to the complaint of Ontario fruit growers and others that they have been discriminated against by the railways, Hon. Mr. Blair says they will be asked to state their case, after which the railways will be duly notified. A date will then be arranged as which both sides will be present for an official hearing of the complaints.

Fruit growers at Grimsby, Stoney Creek and the surrounding district, complain that field mice are damaging the bark of the fruit trees, eating it away from the ground up. They are at a loss to know what to do to stop the destructive work of the mice.

DRESSED STOCK BRINGS A FANCY PRICE.

THE large exhibit of dressed poultry, beef carcasses, dressed pork, etc., at the show of the Eastern Ontario Live Stock and Poultry Association in Ottawa last week, was bought in by a local dealer at a price much in advance of current city quotations. Chickens and turkeys each brought 18c. a pound, whereas the market prices are 10 and 15c. respectively. Ducks and geese brought 15c. a pound; the ruling price of both these is 10c. Beef by the carcass, sold at 81-2c. a pound, as against 61-2c. on the market, and lamb brought 9c. as compared with 71-2c. on the market.

Such prices as these should satisfy the most pessimistic farmer, that his calling, if properly attended to, is quite as profitable as the paths of city industry, tempting though the latter may be.

An authority on stock and poultry raising says it is about the nearest approach to the "get rich quick" game that can be located in this twentieth century. The above evidence at any rate is sufficient to show that it pays in stock and poultry raising as in anything else to be careful.

CIGAR MANUFACTURER EN TOUR.

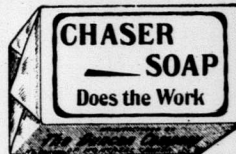
L. M. Fortier, son of J. M. Fortier (J. M. Fortier & Co., Montreal), and vice-president of the company, is on a business trip to the United States. Mr. Fortier, who is accompanied by E. Mathurin, superintendent of the factory, will visit New York, Philadelphia, St. Louis, Chicago and other large centres with a view to studying the conditions of the cigar trade in those cities. Mr. Fortier's observations will no doubt prove interesting and instructive, and as the application of practical ideas is one of the characteristics of his house it may be expected that the trade will be largely benefitted.

J. F. Fortier, who lately returned from a trip to Cuba, reports the condition of the leaf tobacco trade in that country as very satisfactory. His purchases were large and the quality of the stock secured was of the highest. The outlook for business in Canada is very promising and as soon as the roads are in good condition and transportation facilities properly available once more trade is bound to boom.

A. Lemoine, general merchant, St. Eugene de Grantham, has sold out.

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

PURE, HIGH GRADE COCOAS AND CHOCOLATES

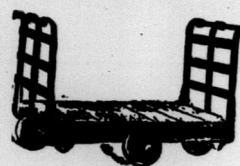
No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate 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 Dealers See that you get them.

War Has Been Declared

JAPAN TEA—Early May pickings, good style and cup quality, for 19c. per pound, usual price 23c. Do not delay buying, if interested.

CEYLON BLACK and GREEN TEAS in half-chests of 55 to 60 lbs. at 16½c., good value at 18½c.

YOUNG HYSOON POINTS—We have a large variety ranging from 18 to 28c., according to quality.

Samples of the above Teas submitted upon application.

It is a well-known fact that we make a specialty of Teas, and have the reputation of giving the best values that experience and money can produce.

TAP FIGS—We have a few hundred mats left, in good condition, that we offer at 2c. per pound, which we consider good value at 3¼ to 3½c.

Our friends in the north will find it very convenient to get their supplies from Guelph by team or otherwise. Always a large and well-assorted stock on hand.

Orders by mail or telephone promptly attended to. Enquiries appreciated.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Oakey's The original and only Genuin.
Preparation for Cleaning Cut-
lery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

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

Wellington Mills, London, England

Agent :

**JOHN FORMAN, 644 Craig Street
MONTREAL.**

CHAS. F. CLARK, President.

CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus. \$1,500,000

Offices Throughout the Civilized World.

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

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

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

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HALIFAX, N.S.
OTTAWA, ONT.
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MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada. 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.**

Crosse & Blackwell, Limited
Pickles, Sauces, Jams and
Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

We consider the

"Wee McGregor's" Breakfast Food

the most economical.

"It's Gran' for the Morn's Mornin'"

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

FLOUR AND CEREAL FOODS

Newfoundland Abolishes Duty on Flour.

MONTREAL merchants, and particularly those interested in the flour trade, are congratulating themselves over the recent decision of the Government of Newfoundland to abolish the duty on flour. In the old days this duty, which applied against all countries alike, amounted to 30c. per barrel. It was then reduced to 25c. per barrel, at which figure it has remained up to the present.

Considering the population of Newfoundland an astonishing amount of flour is imported into that country from Canada. Last year the total imports amounted to 383,000 barrels, and of this amount Canada probably supplied about two-thirds. The duties upon this flour amounted to \$95,000.

At different times the flour trade from Canada to Newfoundland has fallen off to an appreciable degree, the United States mills capturing a large proportion of the trade. This was owing mainly to the fact that the rival mills across the border manufactured flour of the grades most desired by Newfoundlanders. Lately, however, the Canadian millers have been getting the business back until now they have the greater share of it.

Milling at the Soo.

IT is surmised that the day of ascendancy of the Minneapolis milling interests are about over, so far as grinding for export is concerned. American exports of flour and grain will grow less and less because the United States needs its crops for home consumption. With the vast area of splendid wheat lands in Western Canada coming into cultivation, Canada and not the United States will become the great exporter.

In view of this fact, and with the assurance that the Algoma Central will be finished and the Hudson's Bay opened, an advantageous spot for the establishment of a milling centre in Canada will be a question of the utmost importance. Milling interests have already been pros-

pering around the Soo. Having water power in abundance, and a magnificent new water power canal, the Soo will be a most advantageous spot for export grinding, since it is also easy of access both from the West and to the sea whether the northern or southern route is taken.

Canadian Flour for War Rations in Japan.

A recent arrival from Shanghai, China, says that in the event of a prolonged war in the East Canada will have a chance of supplying Japan with flour, as Canadian flour is especially adapted for the making of the biscuits required by the troops at the front. Trade in this particular however, will develop gradually as Japan is well supplied with flour at the present time.

The Price of Bread.

The Master Bakers of Toronto, at their regular monthly meeting last week decided not to raise the price of bread for the present.

Seed Grain Men.

AT the regular meeting of the Eastern Ontario Grain Association, in Ottawa, March 9, Professor Lavitz, experimentalist of the Agricultural College, Guelph, delivered an interesting address on "The Best Variety of Grain for Seeding."

Discussing the varieties of grain the speaker said that in oats Siberian was the most prolific yielding 54 bushels to the acre with Liberty second and Alaskan third. In six-rowed barley, Mandschuri stood highest in the yield, Oderbrucker next and Success third. In hull-less barley, the black variety yielded 24 bushels to the acre and the white 20. The speaker recommended Silver Hull as a prolific kind of buckwheat with Japanese as second. For peas, the Early Britain stood highest and the Canadian Beauty second. In the line of poy beans, the Early Yellow and Green varieties were recommended and in corn, King Philip and North Star.

Large Demand for Seed Grain.

Farmers who made exhibits at the Eastern Ontario Seed Fair held in conjunction with the live stock and poultry show in Ottawa last week, benefited by receiving large orders for seed grain. The prices paid are about 25 per cent. above the market quotations on account of the purer quality of the grains offered. Wheat sells at \$1.25 a bushel, oats 50 to 55 cents, barley 75 cents, timothy seed \$2.50 to \$3, Soja beans 10 cents a pound, Giant sugar mangels 20 cents a pound, Dwarf Essex rape seed 6 cents a pound and purple top Swede turnips 15 cents a pound.

Cereal Notes.

Three acres are devoted to the display of pure foods at the World's Fair at St. Louis this year.

The firm of Hanham & McColl have purchased the Lake View flour mills, Welland, which are being extensively improved to meet the demands of increased business.

It is reported that American grain merchants are building line houses all over the Canadian Northwest, with terminal elevators in preparation for the bonding of a big crop this Fall.

A. McLean, Ottawa, has been appointed Canadian commercial agent in Japan to push trade with the empire of the rising sun. Mr. McLean will leave at an early date to take advantage of the special opportunity which the war should afford for the sale of Canadian foodstuffs.

The Department of Agriculture, Ottawa, is in receipt of a cablegram from the Queensland Department of Agriculture at Brisbane, asking that some Manitoba seed wheat be forwarded by steamship via Vancouver at an early date.

The Grain Growers' Association of Manitoba and the Northwest have appointed W. G. Rogers of Carberry, to represent them on the Exhibition Board of the province. The object in view is that the grain growers shall have entire charge of the exhibits in their classes at the coming Dominion Fair.



“Force-thoughts”

BY SUNNY JIM
IV.

I THINK that many folks dodge breakfast because they can't look it squarely in the face.

They are never sure of breakfast anyway—sure of what it means for them, I mean.

These people, you will find, are wobbly on pretty nearly everything else that's worth while.

I am sure that breakfast is something besides the first meal of the day.

I am surer every day that what I eat and what you eat makes us what we are. If we are eating for happiness we'd better eat the food that brings it.

The sun must be in the food before you can get it out.

There is just so much sunniness in the world. If you haven't your share, then it is still in that breakfast of “FORCE” that you did not eat.

“FORCE” is not a philosophy.

It merely enables you to be philosophical.

Which is a long way of saying,

Be Sunny.

Sunny Jim

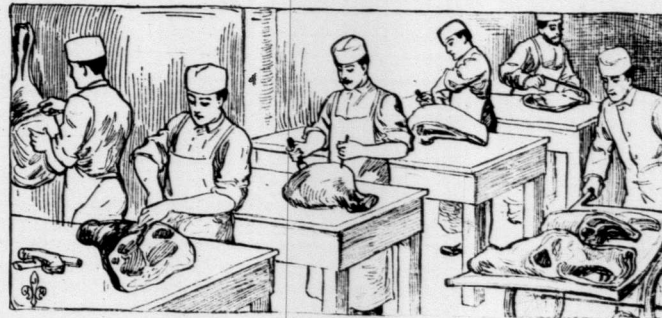
BUFFALO, U.S.A.

(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.



“Perfectly clean from our kitchen to your customer's.”

The ease with which delicious pies may be made with

Wethey's Mince Meat

appeals to the housewife. And the rapidity and ease with which it is sold should appeal to you. Always keep your Wethey's Mince Meat stock up, for it is a staple, all-the-year-'round article.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Fruit Jars



The Schram

Automatic Sealer

A PERFECT SEALER

- SEALED IN A MOMENT.
- UNSEALED IN AN INSTANT
- EASY TO SEAL.
- EASY TO CLEAN.
- EASY TO OPEN.

The best looking jar ever offered to the public.

Just notice the “knocks” it is getting, and then you will realize its value.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Shrinkage in North Carolina Leaf.

ADVANCES from North Carolina are to the effect that about 70 per cent. of the present year's tobacco crop has already been put on the market, and that within a couple of months at the latest the entire crop will have been sold. It now appears that tobacco men in general were fooled in their first estimate of the crop for this year, which they thought would be at least 40 per cent. more than the crop of last year. From present indications the crop will be about 40 per cent. smaller than last year's crop.

With a large supply of tobacco on hand, manufacturers started to buy slowly at the beginning of the season, and the result was that there was a big drop in the prices. Later, when it was evident the crop would be short, the buyers began to pay better prices, with the result that fair prices have been paid lately. During the week of February 25 to March 3 something like 500,000 pounds of tobacco were sold in Durham, one of the chief tobacco centres of the South, averaging about ten cents, this being the same average of the preceding year. Up to date nearly all of the South Carolina crop has been sold, as well as a considerable part of the eastern North Carolina crop. In Durham and the bright tobacco region there is less than one-third of the crop to be offered to the manufacturer, and from now on it is anticipated the prices will be better.

Well informed tobaccoists are of the opinion that there will be a great falling off in next year's crop, with the result that high prices will prevail. It is said that many farmers of South Carolina and the eastern part of North Carolina will convert their tobacco lands into cotton fields.

The unsatisfactory state of the tobacco trade has caused some 60 planters in the tobacco belt of the adjoining belt of Tennessee to abandon the exclusive cultivation of tobacco and to devote their attention largely to a diversity of crops.

English Matches Advance in Price.

ACCORDING to a leading exchange the leading match houses in the United Kingdom have combined for the purpose of advancing the price of wax vestas, each firm having deposited £250 with the chairman of Bryant & May. In case of breach of the rules or underselling that gentleman has power to inflict fines. Wax vestas which could be purchased previous to January 1 at \$1 per gross, are now raised to \$1.50 per gross so that the very lowest price the wholesale dealer can resell at is \$1.60. The street hawker will suffer considerably, as he will have to pay 3 cents per dozen more for his matches than formerly. According to an expert the sole purpose of the movement is to supersede wax vestas by placing pine wood matches on the market. Twelve months ago a similar scheme was tried, but it failed, as there was then no penalty for underselling. The expert says the British manufacturers have fallen headlong into an American trap. "All along American manufacturers have had designs on our match trade, which is confined to some eight firms. Two years

ago the Diamond Match Company absorbed Bryant & May, who, rather than face a ruinous war, came to an understanding with the newest form of invasion."

A Train of Tobacco.

Probably the longest train of manufactured tobacco ever shipped to one single firm in the history of the world left Durham, North Carolina, for Chicago on February 28. The train con-

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.

Figure it out.
Cigars v.
Tobaccos
for profits.

1,000 Cigars, express paid,
assorted as you please. At
the end of three months if
you want cash for unsold
stock, write us. We give
you invoice price.

"Pebble" 5c.
and
"Pharaoh" 10c.

800 Cigars,	5-centers	
200	"	10 centers
1,000	"	yield \$60 00

and the profits in this \$60.00
turnover will equal that in a
turnover of \$200 in tobaccos.

SEND THE ORDER TO-DAY.

It is the first step
that counts.

J. BRUCE PAYNE, Limited
Mfr.
Granby, Que.



We Know Him

He is the man who turns his back on any tobacco except **T. & B.**, and he goes to a certain grocery store just because he can always get their **T. & B.** He buys more than tobacco to our certain knowledge.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON.

Making Money Easily.

Selling Pipes is one way, and the grocer has the chance, and the pipes and prices obtained from us are a big help. Write.

W. B. REID & CO.,
TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

British Navy
Queen's Navy
U. & I.
King's Navy
Beaver

CHEWING TOBACCOS.
NOT MADE BY A TRUST.

T. J. Horrocks,

Wholesale Distributors,
176 King St. East,
TORONTO.

WRITE FOR PRICE LIST.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



TOBACCOS are not all the same. There are some tobaccos better than others. We **know** our tobaccos to be good,—better,—best. If they were not all this the sale of them would not have the steady increase they are having month by month.

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

sisted of 30 cars full of one brand of smoking tobacco. The shipment contained 2,880,000 packages of tobacco, enough, it is said, to give every adult person in the United States three pipes of tobacco. When sold to the consumer the shipment will bring about \$144,000. The train was a quarter of a mile in length and had no other cars save those loaded with tobacco and the caboose.

Tobacco Growing and Curing in Japan.

WHILE nothing but war operations in Japan against Russia are heard of in the newspapers, it is a relief to hear something of the triumph of peace in connection with growing and curing of tobacco in the Flowery Kingdom, as related in a recent letter from the Japanese Experimental Tobacco Station, at Nishigahara, Tokio.

Regarding the last crop of Tobacco raised there he writes as follows:

"We harvested and cured here last year the best crop of bright yellow tobacco in years. Flue curing bright yellow tobacco has passed the experimental stage, and is now a well understood method, and we estimate that about a half million pounds will be produced to flue cure here in 1904. Our experiments have proved that the flue barns can be used to good advantage in curing out the regular Japanese varieties, and getting that much esteemed 'dark cherry red' color used mainly for fine-cut for small pipe filling. The tobacco department of the Japanese Government is now publishing a farmers' bulletin, which will be distributed and will explain the formula of heat manipulation."

Philippinos Petition U. S Congress.

A PETITION from the Tobacco Workers' Guild of the Philippines is before Congress at the present time asking for the free entry of Philippine tobacco into the Customs houses of the United States.

The petition has been submitted on the ground that the Dingley tariff which provides for a duty of 75 per cent. on manufactured tobacco is practically equivalent to making the exportation of Philippine tobacco to the United States market in impossibility.

The policy of the United States to protect the wealth and trade of the Filipino people, they claim, demands nothing less, since at the present time no less than 14,000 tobacco workers in that country are living in the greatest indigence. Their plight has been made worse by the fact that the markets of

Japan and Australia, once great consumers of Filipino tobacco, no longer favor them with those large orders that in the past so greatly stimulated production in that country.

Exports and Imports of Tobacco.

The quantity of leaf tobacco imported by England from the United States during the month of January, 1904, according to the Western Tobacco Journal was 2,918,726 pounds, a large increase over the importation for the corresponding month a year ago. The same is true of importations by Belgium, Mexico, and Japan, the rate of increase in the latter country being particularly remarkable. Importations by Canada from the same source have largely decreased.

For the seven months of the current fiscal year exports of leaf tobacco from the United States have fallen off to the value of \$4,929,501. Importations of leaf tobacco for the same period show a steady increase in wrapper leaf, but a decrease in fillers and the manufactured product.

Tobacco Growing in Ireland.

THE British Government has decided to allow experimental cultivation of tobacco in Ireland upon a considerable scale for a period of five years under the supervision of the Department of Agriculture and Technical Instruction. A rebate of one-third the existing duty will be granted to any tobacco producer as the result of the experiments.

An English exchange comments as follows: "Ireland will be glad to hear than the Chancellor of the Exchequer has given leave to grow tobacco for five years on very favorable fiscal terms, for Ireland badly needs a staple industry. This experiment, however, touches only the beginning of the difficulty. There is no question as to the possibility of growing tobacco in the United Kingdom; it was grown a few years ago as an experiment by the late Mr. Faunce de Laune in Kent. It was grown largely in Ireland until the industry was suppressed in the interests of our colonies in America. Nor should there be any difficulty about collecting the duty on tobacco, for Australia which grows much tobacco, manages the collection as easily as excise officers in England collect the duty for breweries. The real problem arises when the leaf comes to be treated, and here is the reason why the comparatively small crops of Australia, though confessed by American experts to be equal in some cases to Vir-

IT'S FREE
SEND AT ONCE.
SILENT DRUMMER
1904
ILLUSTRATED

Giving the most valuable information to the retail trade. Great bargains in PIPES, CIGARS, etc. A tremendous stock that must be unloaded at your own price.

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

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

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves. In short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

ginia growths, have never succeeded in rivalling the American exports. A small industry cannot afford to employ the highest experts in the selection and treatment of the leaf. And, though it is quite certain that Ireland can grow tobacco, it is equally certain that Ireland can only set up a paying tobacco industry by growing on a large and generous scale."

Tobacco Notes.

A. G. Jamieson, western representative of the American Tobacco Company, will in future make Brandon his headquarters.

L. Naurie, well known to the tobacco trade, has been appointed manager of the Padrone Cigar Company, Portage la Prairie.

A new firm of manufacturers' agents to be known as the F. W. Law Company, has started up in Winnipeg and have placed in stock a full line of pipes, tobaccos, cigars, etc.



FORD & FEATHERSTONE

Importers and dealers in

**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES

145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

THE GOOD POINTS IN THE HALLWOOD CASH REGISTER:

- Indications.
- Key Board.
- Resetting Adding Wheels.
- Lid Lock Counter.
- Total Adder.
- Drawer.
- Lever.
- Tape Printers.

In every feature the best cash register being made.

Send for descriptive literature. No worrying salesmen to force you to buy.

THE
Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO. 1782 Notre Dame St., MONTREAL.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VICTORIA	-	40c.

The Bell Telephone Co. of Canada

Never Used a Loose Leaf System?

That is what they all say until they have seen The Briggs Ledger System which saves you from one to five days per month in rendering accounts.

It consists of a ledger, journal, index, merchandise account, and itemized bill heads under one perpetual binding which is so simple that anyone can operate.

Can not get out of order. Has stood the test of years. Catalog sent upon request.

The Briggs Ledger System Co., Limited
75 York St., - Toronto, Can.

3 in One

Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER



G. W. COLE CO.
141 Washington Life Bldg., New York.

sidered honest, although he was not worth very much over and above exemptions. A few months ago he had a very good and prosperous business, and after the busy season he contemplated taking a rest and went on a visit to some of his relatives in Colorado, taking \$500 with him, which he thought he could spare. After his return he began to figure how much ahead he was on the season and found out that he had overestimated his profits and had taken \$250 more to spend on his vacation than he had really made. Of course it put him in a very embarrassing position, but he reported his affairs to our representative and stated that the next time he wanted a vacation he would first find out how much he could afford to spend. He has since been using our system on our recommendation and considers it a success. He was a man that did not believe in bookkeeping, as he considered it too complicated for such a small business as he had been doing, and although he was honest, the weakness of his condition nearly finished him.

Sometimes failures are due to carelessness and not dishonesty, and a thorough system of bookkeeping will no doubt prevent carelessness in the majority of cases. On every occasion that an out-of-town customer pays us a visit, we take up the system of bookkeeping with him thoroughly, and it is surprising to find how willing they are to learn a system which will prevent errors. In reporting their condition there is no doubt but that many of the statements given to the mercantile agencies are made in good faith, but are entirely wrong through the merchant being obliged to give a hap-hazard account of his condition. In some cases the wholesale house suffers when giving credit to a man apparently in good condition, according to his statement, who afterwards makes an assignment or is forced into bankruptcy.

As I have stated before, I am not satisfied until some improvement can be made on the above system, and any suggestions for its betterment will be a further step towards the common end we all have in view. If we can interest merchants to adopt a system of bookkeeping which will prevent even a few failures, I think we will be amply repaid for any efforts we may make.

"CLOSED FOR LUNCHEON."

THE practice of closing commercial offices during lunch hour, which is general on the Continent and has been largely adopted by houses in Manchester, Glasgow, and other large cities, is now being introduced in London. Last Summer the proposition was made that the warehouses should be closed during the middle of the day, but the suggestion was not taken up very readily. The idea has been revived again, however, and, amongst others, E. & H. Tidswell & Co., of Wood street, are now following the custom, and it is said to be greatly appreciated on the part of the firm's customers as well as the staff. This firm is well-known to readers of Bookseller through their advertisements, and the adoption of this new idea is quite in line with their progressive business policy.

A QUESTION OF CASH DISCOUNT.

ONE of the subscribers to the Bookkeeper ventilates an interesting question which recently came up for solution in his business. He says:

"Our friend sold to a customer July 1st a bill amounting to \$4,286. Terms cash, 10 days, less 4 per cent. The customer remitted \$4,000 on account within the time

limit. How much discount should we credit to his account? He may settle the balance within the time limit or possibly not for several months."

That is, should the customer be credited with 4 per cent. discount on that amount of bill covered by remittance supposing same had been in full settlement, or is he only entitled to 4 per cent. discount on the actual amount of his remittance?

One authority decides one way—another authority decides in favor of the other. Which is right? Perhaps some of our subscribers might be disposed to favor us with their views on the subject.

THE APPEARANCE OF LETTERS.

A BUSINESS man may well tremble to think of the good or bad impressions being constantly multiplied and sent out from his stenographic department, remarks Mahin's Magazine.

The position of typist is a very responsible one. A business letter is the representative of a firm. If it is slovenly and careless in appearance it creates instant prejudice.

If neatly and intelligently written it inspires confidence and respect.

Only a small percentage of the patrons of most concerns ever come in personal contact with the house. They judge of the firm's intelligence, its enterprise and business management by the smartness and finish of such work as comes to hand.

A typist may look upon a letter merely as something to be done and gotten out of the way, but a letter has a long life. It is filed away and preserved for years. It may be referred to many times. A letter written to-day may be criticised or complimented ten years hence.

It is a mistake to suppose that no one cares or notices when work is well done. It is always noticed; besides, good work is worth while if only for the self-satisfaction it gives.

It is something to feel that one is improving a little every day; going forward, instead of backward; becoming more capable and efficient.

The habit of good work makes everything easier, makes the day pass more quickly, and puts one on good terms with one's self.

A letterhead placed in the machine is merely a sheet of paper, like a piece of white sketching board before the artist.

The operator can make something beautiful of it if she will give it form, expression and character.

A perfect typewritten letter is really a thing of beauty, attractive to the eye and the mind.

YOUR SIGNATURE 50c.
 Engraved Facsimile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.
GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

PRINTING

1,000 Envelopes, good white paper,	\$1.00
1,000 Letter Heads, Note size,	\$1.00
1,000 Letter Heads, Letter size,	\$2.50
1,000 Statements,	\$1.50
1,000 Bill Heads,	\$1.50
1,000 Dodgers,	\$1.25

Send for Samples.
G. A. Weese & Son, 44 Yonge St., Toronto.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc Room 50, 77 York St., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Auditor, Assignee, etc. Regular and Special Audits. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto 465 Temple Building, Montreal. 100 William Street, New York.</p>	<p>WILLIAM FAHEY, Accountant and Auditor. 462 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>		

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>	
<p>BEATTY, BLACKSTOCK, FASKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 3813. Toronto, Ont.</p>	<p>JAS. H. EURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>I. L. O. VIDAL, Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg - - - Canada.</p>
		<p>ATWATER, DUCLOS & CHAUVIN Advocates. Montreal. Albert W. Atwater, Q.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>			

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>	
<p style="text-align: center;">Be Successful.</p> <p>There is no doubt that an education helps a man to success. Why not learn Commercial Book-keeping and Commercial Law. With a knowledge of these matters the business world is open to you. We teach them BY MAIL at a very small cost. Write for our information about our Commercial Course.</p> <p>Canadian Correspondence Limited, Walter James Brown, LL.B., Principal. TORONTO, CANADA.</p>		<p style="text-align: center;">Western Business College</p> <p>Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>	
<p style="text-align: center;">CENTRAL Business College. STRATFORD, ONT. BEST COMMERCIAL SCHOOL IN ONTARIO. Write for Handsome Catalogue. W. J. ELLIOTT, Principal.</p>		<p style="text-align: center;">St. Margaret's College, Toronto</p> <p>A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON Lady Principal.</p>	
<p style="text-align: center;">The Belleville Business College, Limited. BELLEVILLE, ONTARIO. Send for handsome catalogue describing fully all courses J. Frith Jeffers, M.A., Principal</p>			
<p style="text-align: center;"><i>Typewriting.</i> Bookkeeping and Shorthand are sure stepping-stones to success. Teachers who have had practical business experience teach these branches in THE WILLIS BUSINESS COLLEGE. A school of genuine merit. Send for our beautiful catalogue. S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.</p>		<p style="text-align: center;">This space \$45 per year.</p>	

FLOWER POTS FOR GROCERS.

WITH the approach of Spring, it behooves grocers handling flower pots, hanging baskets, fern pans, lawn vases, etc., to make preparations for supplying the needs of their sections in this direction. We are inclined to think that many grocers who do not handle this class of merchandise should do so, not only because of the money made through the addition of such a saleable line but also because they owe it to their constituency to provide hanging baskets, lawn vases and similar goods.

Most people are only too ready to possess themselves with such helps to home adorning, and require merely to have some attractive pots, baskets and vases brought to their attention to become prompt purchasers. The love of flowers is universal and the accessories to their culture and display are very proper articles of merchandise for every grocer and general storekeeper.

In this connection a reference to the Foster Pottery Co., of Hamilton, is timely. This concern was founded in 1878 by the late Leonard Foster and was successfully carried on by him until his death in 1890. He was succeeded by his sons who continued the business until the present company was formed, with F. L. Foster as manager and S. Foster secretary-treasurer of the new company.

A large sum of money has been expended in installing the most improved and modern machinery, and it is safe to say that there is not a better equipped flower pot factory in Canada. The company controls some of the finest clay beds in the country, and turns out a class of pots unexcelled in quality and durability. In 1903 the output was something over 5,000,000 pots. The capacity of the plant under pressure is double this amount.

Inasmuch as grocers have a better opportunity than florists for selling flower pots it is hoped that they will appreciate the value of the above suggestions regarding flower pots. The Foster Pottery Co. issues a very attractive and helpful price list which will be furnished to any desiring it.

RADIUM TO PRESERVE FOODS.

A NEW agent for preserving foods of all kinds has been discovered by H. Lieber, New York, who has performed some interesting experiments showing the preservative qualities of radium and thorium.

There is almost no substance that encourages the development and growth of germs as much as bouillon. Mr. Lieber, therefore, inoculated a quantity of bouillon with so-called mold taken from infected food. He divided this solution into eight parts, keeping each of the parts in an open glass jar at a temperature of about 80 degrees.

In each of two of these jars was placed a small tube containing radium.

Two other jars of bouillon were connected with an air-tight glass bottle containing radium solution, so that the emanation from the radium could enter the solution.

Two other jars of bouillon were connected with a glass bulb containing thorium oxide and the emanations from this were applied to the bouillon in the two jars.

The two remaining jars of bouillon were left in their original state. Close examination showed that the mold in these began to thrive at once, and after three days the surface of the bouillon in the two receptacles was covered. By the end of two weeks the matter had become so thickly infected with germs that it had to be destroyed.

There was no growth of the mold in the jars treated by radium and thorium, and after two months the bouillon was as good as when first exposed.

Experiments were made with other food materials, with similar results. This opens up a field for the use of radium as a food preservative which is of the utmost importance.

THE CURRANT QUESTION.

A COMPANY of English capitalists have submitted to the Government of Greece a proposal to take over the management of the currant crop in that country for the benefit of the Greek growers on a fixed commission; to purchase the entire crop; to adopt special methods for treating the excess crop and to make advances to growers, the minimum amount which the company will advance to be equal to 200 drachmas per 1,000 v.p.; the profits secured for account of the growers to be paid them direct, and at once. The company also propose to maintain the currant bank by means of a fixed payment and to erect warehouses in Greece and at the consuming markets abroad.

They ask for a three years' term to make out lists of the currant properties, and to formulate a basis on which to regulate the question of debts, etc., and with this in view undertake to grant

the nation a loan of £300,000. The company assures the Government that these proposals will secure the acceptance of the Governments of the consuming countries, and that in the manner the advances will be made there will be assured to each grower three-fourths at least of his expenses of cultivation, even in cases where such should prove unremunerative or a failure.

THE MODERN RETAIL GROCERY.

THE evolution of the grocery business during the last 60 years has been most marked," says a leading exchange.

"Among other things dry goods and boot and shoe departments have disappeared and meat departments have been installed in every up-to-date grocery throughout the country. In the early days no attention was paid to the display of goods, or to making a store look neat and inviting. Everything was helter skelter, and it would puzzle a Philadelphia lawyer to find anything. Dust was apparent on the goods and shelves, and the broom was used but very little. Now everything is changed. An up-to-date store is a thing of beauty, and the artistic display is very noticeable.

"There is also a great change in the matter of profits. Some years ago the small grocer considered a trade of \$5 a day pretty good, and figured his profits at 100 per cent. At the present time the margin is so small that profits have to be figured on the bulk of business done. A revolution has also taken place in the matter of credits. Formerly it was the custom to let accounts run six months, or even a year some times, to accommodate customers, while now, 30 days is considered the limit, and some are demanding the cash, giving no credit whatever."

STORAGE IN BRANDON.

For the convenience of business firms wishing to extend their business in Manitoba and the territories, and for that purpose to secure storage facilities in the West, the Manitoba Commission Company of Brandon have opened warehouses in that busy town. They have a large warehouse 48x100 feet, with two flats and a cellar; also two cold storage rooms, and are thus in a position to render important services to their clients. They are the only commission company in Brandon and are open to receive communications from persons or firms who want the sale of their goods pushed in Brandon and its dependent surrounding country.

HOW IS YOUR STOCK OF



IN GLASS ?

Agents:
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

MARMALADES

ARE THE RESULT OF OVER
150 YEARS' EXPERIENCE
AND ARE MADE FROM THE
FINEST INGREDIENTS.

A TRIAL ORDER FROM YOUR JOBBER WILL CONVINC
YOU THAT THEY ARE

TRADE WINNERS.

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 17, 1904.

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

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, " ".....	2 40
5-lb. " ".....	14 00

W. H. OILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.

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



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

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

ROYAL BAKING POWDER CO.

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

Cleveland's—Dime.

Sizes.	Per Doz.
1 lb.....	\$1 00
1 lb.....	1 50
6 oz.....	2 20
1 lb.....	2 80
12 oz.....	4 25
1 lb.....	5 50
3 lb.....	15 00
5 lb.....	25 00

"VIENNA" BAKING POWDER.

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

BEE BAKING POWDER.

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

Cases of 48-5c. tins.....	Per doz.
48-10c. tins.....	0 75
24-25c. tins.....	3 25

Blacking.

HENRI JONAS & CO.

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

Blue.

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



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.....	10

Black Lead.

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



JAMES DOME BLACK LEAD.

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

Borax.

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

EAGLE BORAX.

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

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " " B, 4 ".....	4 40
" " " " C, 3 strings.....	4 10
" " " " D, 3 ".....	3 85
" " " " F, 3 ".....	3 55
" " " " G, 3 ".....	3 20
" " " " I, 3 ".....	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
1st choice Dutheil.....	18 50
" " Lenoir.....	19 50
extra Lenoir.....	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
No. 1.....	10 50
Fins.....	12 50
Fins.....	14 00
Extra fins.....	16 50
Sur extra fins.....	18 00

French Sardines—	
Rolland.....	9 50 10 00
Delory.....	10 50
Club Alps.....	2

FRED. MAGEE

Per doz	
Smelts in spices, in 1/2-lb round tins.....	0 90 \$1 00
mustard, in 1/2-lb oval ".....	0 35 \$1 05
Tomato, in 1/2-lb. ".....	0 85 \$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 13
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

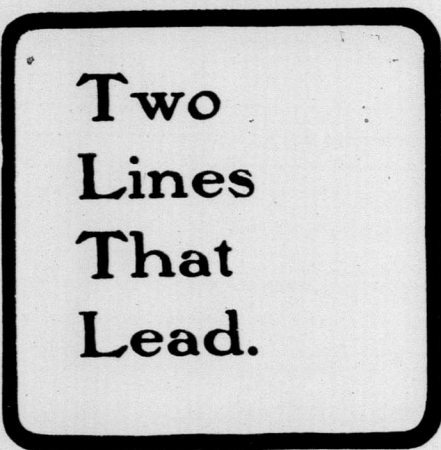
A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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



CHASER SOAP
Does the Work

CHASER SOAP
1 case \$2 40
5 cases 2 30
10 cases 2 20
20 cases 2 10
5 per cent. 10 days or 60 days acceptance.
WM. H. DUNN, AGENT.

Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per box
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, \$4.10 per box
Potash or Lye, boxes, ea. 2 dz., \$2 per box

Starch.
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons \$0 06
No. 1 " " 3-lb. " 0 06
Canada laundry, " " " 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07
Silver gloss, 6-lb. tin canisters. 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal. 0 06
Benson's satin, 1-lb. cartons. 0 07
No. 1 white, blbls. and kegs. 0 05
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn. 0 06
Canada Pure Corn. 0 05

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08
"Bee" brand, cases, 4 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Aome Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 05
Kegs, 100 lb. 0 05

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
6-lb. toy trunks, 8 in case. 0 07
6-lb. enameled tin canisters, 8 in case. 0 07
Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 40

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 05
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb. 0 06

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 06
Durham corn starch, 40 lb. 0 05

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 06
" " 3-lb. cartons, 36 lb. 0 06
" " 200-lb. bbl. 0 05
" " 100-lb. kegs. 0 05

Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb. 0 07
" " 1-lb. fancy, 30 lb. 0 07
" " large lumps, 100-lb. kegs. 0 06
Patent starch, 1-lb. fancy, 28 lb. 0 07
Akron Gloss, 1-lb. packages, 40-lb. 0 05



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.



Rising Sun, 6-oz. cakes, 1/2-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1/2-gross boxes. 10 00
Sun Paste, 5c. size, 1/2-gross boxes. 5 00



WM. H. DUNN, AGENT.

Enameline No. 4, dxxs. ea. 3 dz. 0 38
Enameline No. 6, bxs. ea. 3 dz. 0 65
Enameline liquid, bxs. ea. 3 doz. 0 75
Blackone, 5-lb. cans, per lb. 0 10

Syrup.
"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case \$2 40
Plain tins, with label—
2 lb. tins, 2 doz. in case. 1 90
5 " " " " " 2 35
10 " " " " " 2 25
20 " " " " " 2 10
(10 and 20 lb. tins have wire handles.)

Teas.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 \$0 25
" " " " " 0 21 0 26
Green Label, 1's and 1/2's. 0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
Red Label, 1's and 1/2's. 0 36 0 50
Gold Label, 1/2's. 0 44 0 60

KOLONA
PURE CEYLON TEA
BLACK

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
" " 1/2-lb. " " " 0 20
Blue Label, retail at 30c. " " " 0 22
Green Label, " " " " " 0 28
Red Label, " " " " " 0 35
Orange Label, " " " " " 0 42
Gold Label, " " " " " 0 55



Cases, each 60 1-lb. \$0 35
" " 60 1/2-lb. " " " 0 35
" " 120 1-lb. " " " 0 36

LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 \$0 25
Blue Label, 1/2's. " 0 19 0 25
Orange Label, 1's and 1/2's. " 0 21 0 30
Brown Label, 1's and 1/2's. " 0 28 0 40
Brown Label, 1/2's. " 0 30 0 40
Green Label, 1's and 1/2's. " 0 35 0 50
Red Label, 1/2's. " 0 40 0 60

"CROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's. " 0 28 0 40
Green Label, 1-lb. " " 0 19 0 25
Green Label, 1/2's. " " 0 20 0 25
Japan, 1's. " " 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" III 80-lb. boxes \$0 37
EMD AAA Japan, 40 lb "at. 0 37
" " " " " 40 " " 0 35
Blue Jay, basket fired Japan, 70 lbs., " " " 0 30
"Condor" IV 80-lb. " " " 0 43
" " V 80-lb. " " " 0 30
" " XXXX 80-lb. boxes. 0 25
" " XXX 80-lb. " " " 0 26
" " XXX 80-lb. " " " 0 22
" " XXX 80-lb. " " " 0 23
" " XX 80-lb. " " " 0 20
" " XX 80-lb. " " " 0 21
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 0 28

Black Teas—"Nectar" in lead packets
Green Label, " " " " " 0 26 at 0 20
Chocolate Label, " " " " " 0 35 at 0 25
Blue Label, " " " " " 0 50 at 0 36
Maroon Label, " " " " " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 32
" " " " " " " " " 0 42
" " " " " " " " " 0 50
" " " " " " " " " 1 56

"Condor" Ceylon black tea in lead packets
Green Label, 1's, 1/2's and 1/4's. 0 25 at 0 20
Grey Label, 1's, 1/2's and 1/4's. 0 30 at 0 23
Yellow Label, 1's and 1/2's. 0 35 at 0 28
60-lb. cases " " " " " 0 40 at 0 30
Red Label, 1's, 1/2's and 1/4's. 0 50 at 0 34
White Label, 1's, 1/2's and 1/4's. 0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 per lb. 0 35
No. 2 " " 0 30
No. 3 " " 0 25
No. 4 " " 0 20
No. 5 " " 0 17

LIPTON'S TEA (in packages).
1 lbs & Sold
Color of 1/2 lbs. 1/2 lbs. for
Label per per
lb. lb. lb.
Ceylon-India, Ex. ch'at A Yellow 45 47 70
" " " B Red 40 43 60
" " " C Pink 35 37 50
" " " 2 C Orange 28 40 40
" " " 3 C L. Blue 22 30 30
" " " 4 C L. Green 20

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/8, 5/8, and 10/8. \$0 39
" Amber, 8/8, and 3/8. " 0 60
Chewing—Stag, bars, 10/8. " 0 43
" " " " " " " 0 44
" " " " " " " 0 44
" " " " " " " 0 47
" " " " " " " 0 47
" " " " " " " 0 47
" " " " " " " 0 51
" " " " " " " 0 52
" " " " " " " 0 53

Vinegars.
E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. " 0 25
Old Crow. " " " 0 20
Special prices to buyers of large quantities

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. \$5 45 \$10 85
" " " " " " " 10 25 22 40
Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted— \$4 65
24 25c. packages. " " " 7 80
107 10c. " " " 3 90
100 5c. " " " " " 3 90
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
Washboards, Victor Per doz. \$1 35
" " " " " " " 1 45
" " " " " " " 1 60
" " " " " " " 1 70
" " " " " " " 2 00
" " " " " " " 2 15
" " " " " " " 2 10
" " " " " " " 0 95
" " " " " " " 3 10
Diamond King (glass). " " " 10 50
Tubs, No. 0. " " " 8 50
" " " " " " " 7 50
" " " " " " " 6 50
" " " " " " " 1 75
Pails, No. 1, 2 hoops. " " " 1 90

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
Gillett's cream yeast, 3 doz. " " 1 00
Jersey cream yeast cake, 3 doz. 5c. " " 1 00
Victoria " " " 3 doz. 10c. " " 1 00

THE CANADIAN GROCER

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL.

ESTABLISHED 1857.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1786.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.W., 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. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

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

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

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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
200 " " 12.00
500 " " 22.00
1,000 " " 40.00

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 professions, 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 McGill Street, MONTREAL, QUE.
Telephone Main 1535.
16 Front St. E., Toronto. Telephone Main 2761.

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.

ng
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ro-
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on.

as
ap

0 35
0 30
0 25
0 20
0 17 1/2

Sold
bs. for
per
lb.
70
60
50
40
30

ED.
80 39
0 60
0 43
0 44
0 44
0 47
0 47
0 51
0 59
0 53

Per gal.
\$0 30
0 25
0 20
0 15

antities
\$10 95
22 40
4 40

\$4 65
7 80
3 90

D.
Per doz
\$1 35
1 45
1 60
1 70
2 00
2 15
2 10
0 95
0 10
10 50
8 50
7 50
6 50
1 75
1 90

\$1 00
1 00
1 00
1 00

A Wonderful Canvass of the Northwest

has been made to ascertain what proportion of the people used breakfast foods, and the proportion using beverages other than coffee or tea.

This canvass was conducted in a most systematic manner by the "Northwestern Agriculturist" of Minneapolis. The inquiries covered many other subjects, such as "What make of Chocolate do you use?" "What Soap?" "Washington Powder?" "Watches?" etc., but we here direct your attention to the prepared breakfast foods and Postum Cereal Coffee upon which the report showed as follows:

PREPARED BREAKFAST FOODS.

GRAPE-NUTS	227
Quaker Oats	180
Force	147
Cream of Wheat	145
Banner Oats	81
Vitos	71
Yankee Rolled Oats	63
Malta Vita	55
Rolled Oats	41
Pettijohn	39
Mother's Oats	30
Wheatine	21
Wheatlet	19
Shredded Wheat Biscuit	18
Saxon Oat Company	18
Ralston	15
Korn-Krisp	15
American Cereal Co.	8
Wheat Hearts	6
Horseshoe Rolled Oats	6
Great Western	5

BEVERAGES.

POSTUM	232
Grain-O	24
Gooderich Mills	8
Carmel Cereal	7

You will observe that almost double the number of families use Grape-Nuts than use any other prepared food. Out of 1587 families who use some kind of beverage, including coffee, Postum, tea, cocoa, etc., nearly one-sixth or 15% use Postum. We submit that is a tremendous volume, and gives some sort of an explanation as to where the many thousands of tons of Postum go to. It has emphasized the further fact that Postum is as firmly established a national beverage (somewhat less in volume, but just as surely built) as coffee or tea.

Postum Cereal Co., Limited,
Battle Creek, Mich.