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CIRCULATES EVERYWHERE IN CANADA

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# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, MARCH 24, 1905.

NO 12.



The Blueing of the clothes in the Laundry is always associated with the words

## Keen's Oxford Blue

the selling of

## Keen's Oxford Blue

by the grocers of Canada.

is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

## A SWEET FINGER



with chocolate coating tersely describes the new fancy biscuit we have just put upon the market under the name of **Christie's Choodip**. Order a sample.

## Christie, Brown & Company

TORONTO and MONTREAL

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.



**To merit**

the confidence of the public,  
and meet its demands, you  
should have a good stock of

**Mathieu's Syrup**

**of Tar and Cod Liver Oil**

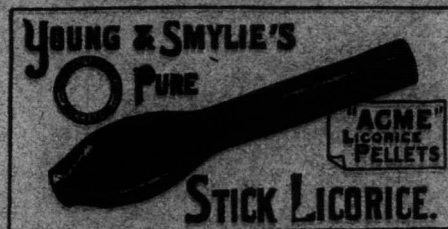
There is nothing sold that  
equals this time-tried cough  
remedy and tonic.

Easy to get, easy to sell.

**J. L. MATHIEU CO., LIMITED**  
PROPRIETORS,                      SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS  
for Headaches, Feverish Colds, Etc.,  
give the best results.

**National  
Licorice Co.**



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

106 John Street, BROOKLYN, N.Y.  
Illustrated Catalogue on request.

**Brunner Mond & Co.'s  
WASHING  
SODA**

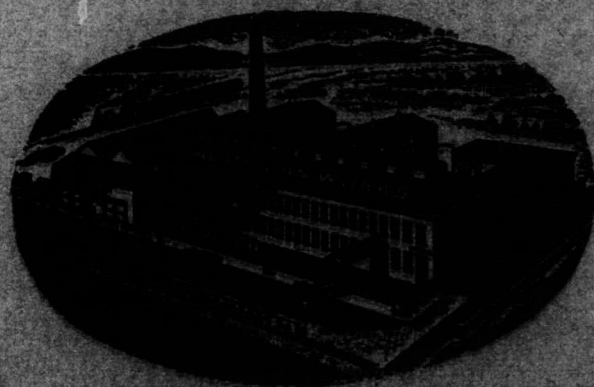
Drums,	336 lbs.	Barrels, 336 lbs.
"	224 "	Bags, 224 "
"	112 "	" 112 "
"	100 "	" 100 "

**Concentrated Sal Soda**

Casks, 560 lbs.

**Winn & Holland  
Montreal**

SOLE AGENTS FOR CANADA.



**When in Need of Cans, Serve Your  
Best Interests and Consult Us.**

**Acme Can Works** make the largest as-  
sортment of any fac-  
tory in America of  
TIN CANS by the  
latest up-to-date automatic machinery.

We are the only makers in Canada of  
KEY-OPENING MEAT CANS, POULTRY CANS.  
They are our specialties.  
Manufacturers for Canada of \_\_\_\_\_

**Jewett's Self-Heating Can.**

We solicit inquiries for prices on  
Baking Powder, Oil,  
Syrup, Lye, Paint,  
Varnish, Condensed Milk,  
Poultry, Fruit, Vegetable } Cans }  
Lard, Syrup, Butter } Pails }

**ACME CAN WORKS**  
Ontario Street East,                      MONTREAL, P.Q.



# Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double-quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

## Here They Are!

### "Thistle" Brand Maple Syrup

A rich, clear,  
clean Maple  
Syrup. A

brand you can stake your reputation on. A brand "tried and not found wanting."

### "Codou's" Macaroni and French Pastes

Made only from  
the **real** Russian  
Wheat grown in  
Taganrok. Ten-

der and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

### Griffin & Skelley's Dried Fruits

Clean, rich, ripe  
—the pick of the  
pack always.  
Apricots, Peaches,  
Pears, Nectarines,

Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

### Castile Soap "Shell" Brand

Seven per cent.  
more pure oil in  
it than in ordinary  
brands, hence its  
superior quality.

A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS.

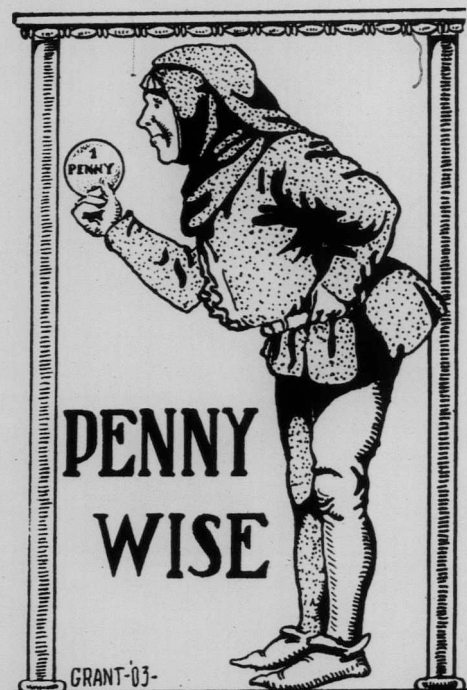
**ARTHUR P. TIPPET & CO., Agents,**

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.



**PENNY  
WISE**

GRANT-03-

The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.  
Are you?



**POUND  
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

CALGARY.

**Start the New Year  
Right**

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

**NICHOLSON, BAIN & JOHNSTON,**  
Wholesale Commission Merchants and Brokers  
CALGARY, ALTA.  
Head Office: NICHOLSON & BAIN, WINNIPEG.

MONTREAL

**A. J. HUGHES**

Wholesale Grocers' Broker, Manufacturers' Agent  
and Jobber.  
1483-Notre Dame Street  
MONTREAL.  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
Tel. Main 778. Bond 28.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.  
Excellent Storage Accommodation.  
Consign Your Cans to Us.

**EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in  
CANADA and the U.S.  
INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

WINNIPEG.

**REGINALD LAWSON**

MANUFACTURERS' AGENT and  
WHOLESALE COMMISSION BROKER  
UNION BANK BUILDING  
Correspondence  
Solicited **WINNIPEG, MAN.**

TORONTO.

**W. G. A. LAMBE & CO.**

TORONTO.

Grocery Brokers and  
Agents.

Established 1855

**C. E. KYLE**

WHOLESALE GROCERS' BROKER  
and MANUFACTURERS' AGENT  
27 FRONT ST. E., - TORONTO  
Highest references. Commissions solicited.

**W. H. Millman & Sons**

Grocery Brokers  
TORONTO

Appointed selling agents  
and distributors for

**Witch Hazel Toilet Soap**

**BATH BRICKS**

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

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

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

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

Persons addressing advertisers will  
kindly mention having seen their adver-  
tisement in The Canadian Grocer.

...ESTABLISHED 1849...

# BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

### —OFFICES IN CANADA—

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

### CAPSTAN BRAND

## HIGH-GRADE TOMATO CATSUP



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

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

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

### The Capstan Mfg. Company

TORONTO, ONT., CAN.

100  
CANDLE  
POWER



1/2¢  
PER  
HOUR

### AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

## "Sterling"

Brand

## PICKLES AND RELISHES

have long since won the confidence of the best grocery trade and the best class of grocer's customers the wide Dominion over.

—Made in Canada of best Canadian vegetables by best methods in best equipped pickle factory in Canada.

## THE T. A. LYTTLE CO.

LIMITED

124-128 Richmond St. W.

TORONTO, CAN.



# CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

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

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

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

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

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BROKER  
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Keep up your stock of

# Japan Teas

The wise grocer knows the value of keeping his stock of teas complete. It is not complete without the pure, refreshing, healthful and profitable teas of Japan.



# Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made. Why not help build up Canada by using

# Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

# THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No.  
1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING.  
Entrance on Queen's Avenue.

# DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

## "IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

Sell Well

Show Profits



## Always Appreciated

ESPECIALLY AFTER THE LONG WINTER MONTHS

ROSE AND LAFLAMME  
MONTREAL



## LIKE THE LIFE OF A ROSE

Aptly illustrates the career of some Teas. They are here to-day, but gone to-morrow; they bloom awhile, then fade away and die, but

# CEYLON TEAS

have stood the test of time. They are steadily replacing the Teas of other countries. Not only the consumers, but also the grocers are realizing their good points and are pushing their sale.

## THE GROCER'S MONEY MAKER

March 24, 1905

THE CANADIAN GROCER

# FISH and OYSTERS WHOLESALE.

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

## Cultivating Weeds

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



### IF A MAN WANTS CREDIT

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

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

## STOCK NOW.



*Sutton's  
Worcestershire  
Sauce  
cannot  
be beaten  
for  
quality  
and price*

**G. F. Sutton,  
Sons & Co.**  
King's Cross  
London, Eng.

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



1-lb. tins - 3 doz. in case.

SOLD BY ALL JOBBERS

# YORK

Metal Polish beats them all for speed, brilliance, durability. No acid. Liquid or paste, 10c. and up. Direct or through your jobber.

Free samples with every order. Free sample to any dealer on request.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., TORONTO

## REFRIGERATORS



WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR —PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of testimonials and see our guarantee.

**Eureka Refrigerator Co., Limited.**  
54 and 56 Noble St., Toronto, Canada.

## OAKEY'S '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.**



Do You Sell It?

Remember, we give larger profit than any other Premium Soap, and you give your customers **Better Premiums.** Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

**The Duncan Company of Montreal**  
P. O. Box 292.

## To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

**The Bennett Mfg. Co.**  
Pickering, Ont.

## Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

**SMITH & SCHIPPER, No. 138 Front Street, NEW YORK**



This design a guarantee of quality.

## THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING. **CANADA PAPER CO.**  
Toronto LIMITED Montreal





One of the 57

# HEINZ MUSTARD DRESSING

It would be a capital thing to push this variety at this time. As a fish sauce it is unexcelled. Appreciated in Lent and all times when fish is an article of diet. For Spring trade when salads begin to rise in importance it is worth setting out prominently. Not a mayonnaise but a dressing of a delicate, exquisite mustard flavor.

H. J. Heinz Company  
Pittsburgh, U.S.A.



**IF** you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.  
your store is beginning to show signs of wear and tear make a new one out of it by putting in Walker Bins.  
you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.



The Walker Pivoted Bin and Store Fixture Co.

Address 516 Board of Trade, Toronto, for Booklet.

Factory, BRAMPTON.

Head Office, TORONTO.



## Your Profits Protected HERE IS THE PRINTED PROOF

THE check issued by a NATIONAL CASH REGISTER identifies the clerk making the sale with the transaction. This enforces accuracy. The check furnishes an absolute record which cannot be changed.

### A National Cash Register

Issuing such a check secures more trade, satisfied customers, and increased profits.

#### IT PAYS FOR ITSELF

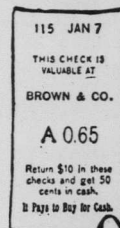
Out of the money it saves. Our registers are sold on

#### EASY MONTHLY PAYMENTS

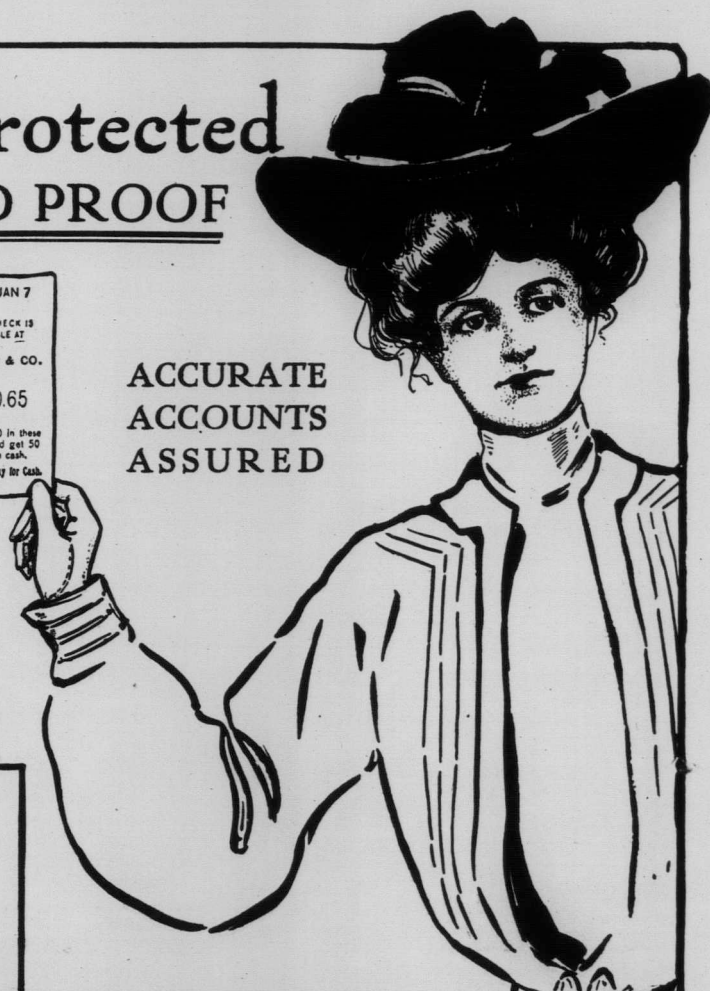
CUT OFF HERE AND MAIL TO US TODAY

**NATIONAL CASH REGISTER CO.**  
DAYTON, OHIO

I own a \_\_\_\_\_ store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.



ACCURATE  
ACCOUNTS  
ASSURED



**R** = **OWAT'S**  
**O** = **LIVES**  
**W** = **ILL**  
**A** = **LWAYS**  
**T** = **REBLE**  
**S** = **ALES**

**Ask your Jobber for Prices**



**A SELLER**

**COPPER KING WASH BOARD**

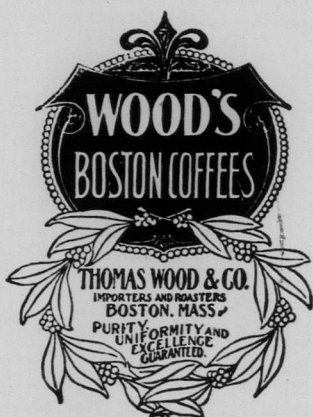
Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.  
A **handsome, very durable** Board—Will delight your customers and bring repeat orders

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

*Ask our Travellers about this.*

**W. H. GILLARD & CO., HAMILTON**

Wholesale Grocers, Tea and Coffee Importers.



**No "Missing Links"**

Like a long chain they form a complete unbroken line.

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

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

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

**MONTREAL**

Confidence in EVEN QUALITY has made many permanent customers. The people know they can always rely on Chase & Sanborn's Coffees. They are the same yesterday, to-day and to-morrow

**CHASE & SANBORN**

The Importers, Montreal



## PROFIT AND LOSS ACCOUNTS

THE Profit and Loss account is and naturally should be the most essential and carefully watched account on a merchant's books, says The Tradesman. The careful merchant will keep separate accounts for both profits and losses. It is only in this way that the careful man may trace results showing what constitutes the excessive losses which will naturally develop and likewise determine definitely if the profit channels are as highly cultivated as circumstances warrant.

While the ultimate results of both profits and losses are merged in actual operation, yet each should be separately considered and the writer would call special attention in this article to ways and means for fostering and encouraging the substantial inflation of the profit account.

The first step toward a satisfactory adjustment of the profit account is to know what percentage to add to the cost and then to have the courage and backbone to sell the goods at the proper price. The knowledge as to the correct percentage to be added to the cost of the goods and whether or not the percentage should be based on factory cost or the cost f. o. b. the merchant's city depot, is only obtained by experience, either of the merchant himself or of a brother merchant with whom he may exchange ideas.

A careful consideration of the freight cost of goods from factory to merchant will convince the most sceptical that under no consideration should the freight be constituted a part of the cost of doing business, or in other words, be termed an expensive item. Expense can only be construed as cost of operating a business. Freight is certainly not an element in the cost of conducting a business, therefore it cannot be justly called an expense item. It is just as reasonable to charge the actual factory cost of goods to the expense account as it is to charge the freight to the expense account. As additional evidence of this argument many factories sell goods delivered or allow so much per hundred pounds freight allowance. It is good business policy for a merchant to deduct from the invoice cost of the goods purchased on a delivered basis the estimated freight charge and charge the same to the expense account, and run the balance to merchandise account.

Frankly, there is just as much equity and philosophy in adopting this policy as in charging the freight to the expense account instead of including same in the invoice cost and running all to the merchandise account.

In taking stock, or in adjusting fire insurance losses, the freight should always be considered as a part of the invoice cost. Every invoice should be carefully preserved and the actual amount of the freight charges should be placed in each invoice. In this way freight over-charges may be more carefully watched and many dollars saved. It is to be presumed that all merchants use great precautions in checking up their invoices covering goods purchased. The prices should be carefully compared with previous prices or quotations, the extensions and additions should be scanned and any errors promptly reported. So also should the freight items be closely scrutinized. The merchant should insist that bills of lading accompany all invoices and that both the rates and weights be inserted. These bills of lading must be carefully filed and compared with the freight bills when the goods arrive. It is just as necessary to make these comparisons and have any mistakes corrected as to ask the factories to correct errors, in either prices or extensions.

Granting that the arguments that have been advanced are correct and that the item of freight should be considered a part of the invoice cost of goods rather than a part of the cost of doing business, more generally called expense, the next step is to arrive at the proper percentage which should be added to the delivered cost of goods in order that the same may yield a remunerative profit in excess of the expense account, or in other words, the cost of doing business.

The first question that will naturally arise is, what is the aggregate cost of doing business, and what is the ratio between this expense and the volume of business during any certain period? Take for instance, one year's records. A merchant does a gross annual business of \$100,000. His total expense is \$15,000—this consisting of all the expense or cost of handling the \$100,000 annual business. This includes salaries of both employes and employers, traveling ex-

penses of salesmen, postage, insurance, printing, advertising, rent of store and warehouses, legal rate of interest on borrowed money and capital invested, depreciation on such assets which decrease in value by reason of usage, drayage, boxing and such items.

Many merchants, especially unincorporated concerns, do not pay themselves salaries. In other words they work gratuitously, charging nothing for their services. Is this right? While it is of course true that they draw money as they need it, yet it is not charged up as an expense, in other words they are drawing on their profits. This plan has a tendency to place one's business upon a wrong basis. The houses who are following this practice imagine that their percentage of cost of doing business is so very low that they can add a small percentage of profit to their goods and yet successfully compete with their fellow merchants, yet at the end of the year they are sorely puzzled and surprised at the very small amount of their net profits. This policy has even more serious effect on the merchant's competitors. They hear of the close prices which their inexperienced or misguided competitors are making and, without perhaps counting the cost, they go around and solicit business at the same meagre margin of profit. They appreciate all the items going to make up the cost of doing business and in consequence they know the actual amount of operating expenses and are in position to determine accurately when they are falling behind and in what channels. While they may be losing money on some lines, yet on others they are realizing large profits and the aggregate results, while not entirely satisfactory, yet are not unexpected.

Again, merchants who own their own stores and warehouses do not charge up to expense account just and reasonable rent for the same. They should realize the fact that the property represents so much capital invested and that as such it should yield an interest in comparison to its worth. Merchandising at best pays very inadequately and if no consideration is taken in the expense account of proper compensation for the use of the property it's dollars for doughnuts that the merchant's net profit account at the end of the year will not afford any kind of a show when considering ad-



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

**IN CAKES**  
WELL KNOWN AND RELIABLE.

**IN TINS**  
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL  
3000 TONS SOLD YEARLY.

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

ditional profits in return for the use of the property in question.

Another disturbing element is the practice of still other merchants in not charging up to the expense account interest on borrowed money and also legal rate of interest on capital invested. This plan is just as dangerous as those of not paying one's self a reasonable salary each month for services rendered or in charging up to the expense account rent on store property owned by partners, singly or together.

As has been shown, the merchant who does not charge to his expense account all the items of expense above mentioned is building his expectations on a sand foundation. The waves in the form of actual expense not provided for will beat upon the foundation, the sand will crumble and slip away and the house will fall. Not only will the merchant in question suffer, but those with whom he comes in competition will, to a very great extent, reap the damage and perhaps disaster.

Ignorance is the merchant's most serious danger. Few business men will rush blindly into conditions which they know to be hazardous. Knowledge is power—more to be desired in mercantile pursuits than possibly in any other profession. Statistics show that 90 per cent. of the business men fail at some period in their career. Failures in other professions are in a very much smaller proportion. The question arises, why is this so? What circumstances bring about such results? One word will tell the story. It is Knowledge. To enter a profession it is customary, and in fact often necessary, to study for years and to be compelled to stand examinations and in this way demonstrate one's ability and knowledge before he is permitted to actually enter a profession. Unfortunately, how different it is in mercantile pursuits. A man with a few dollars, of good standing and fair credit, will enter business with which he is entirely unfamiliar. He

is, of course, compelled to learn by his own or others' experience. It may not be possible for him to be guided by the experience of others or he may be too bull-headed to profit by the experience of others; consequently the chances are that, nine to one, that his business venture will result disastrously, the natural consequence of not providing a sufficient margin of profit to cover the expense of conducting the business and leave a balance adequate to accumulate a surplus or at least provide for a reasonable amount from the capital invested and the time and attention devoted to the business.

One of the most serious obstacles confronting the merchant in his efforts to secure a remunerative profit is the fear of competition. Imaginary cutting and demoralization is often the cause of more trouble and loss of profit than real honest competition. A merchant will shut his eyes and blindly follow unrestrained competition, regardless of results. He considers prestige or the ability to meet cut prices of greater value than the stability and permanency of his house. He would rather have the pleasure of meeting cut price with a counter cut, even at actual loss, than pass the business, when otherwise he could devote his time to introducing new goods and cultivating new customers, both of which would yield very profitable returns.

The parting of the way is ever before the business man. One way leads to success and wealth; the other to ultimate failure. One way stipulates the absolute maintenance of profit bearing prices, the other leads to merchandizing at remunerative selling prices—either through ignorance or in a futile attempt to sell at prices resulting through actual conditions in some instances, but more often caused by misrepresented and untrue reports. Experience has clearly demonstrated the fact that a merchant can do business upon a profitable basis even though his competition is demoralizing the market. Local conditions must

be taken into consideration, personal influence should be brought to bear upon those whose patronage is desired. Up-to-date business methods must be adopted and other methods too numerous to mention can be utilized which will prove effective.

The percentage of profit which should be added to the delivered cost of goods varies, both on different lines as well as in different localities. The goods which are termed staples and which are sold very extensively, naturally should be sold on a somewhat smaller margin than other lines which are not sold so extensively and which by virtue of their manufacture and purposes, should yield a higher percentage of profit. Sixteen and two-thirds per cent. profit added to the delivered cost of goods, is as small a profit as should be permitted on staple goods. On other lines the percentage should, of course, vary from 20 per cent. to 66 2-3 per cent. Some articles will very well bear 100 per cent. profit.

Mr. Merchant, you must realize once for all that if you expect to make your business a successful and prosperous one you must sow such seed as will bear the proper fruit. Meagre profits will bring forth an unprofitable and certainly an unsatisfactory business. Good healthy profits will place your business in a prosperous and successful condition. You are the one to determine which policy you will pursue. You know full well the conditions of both propositions. Exercise good business judgment and take a firm and decisive stand for good healthy profits or no business. Experience will demonstrate the wisdom of such a course.

#### HONEY FROM CUBA.

Readers of The Grocer will be interested in learning that Cuba ships large quantities of honey every year to Germany, the United States, France and other countries, this year's output being valued at \$600,000.

# SHINON

The best Metal Polish on the market. Put up in different sizes. Also Shinon Silver Cream Polish makes silver new. Our sale of Shinon is increasing every year.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

The Nicest of all

## English Condiments are

These goods are in store selling at low prices for the finest of all English Sauces.

SHARWOOD'S White Label  
Sauce, 1-2 pints

SHARWOOD'S Sweet Sliced  
Mango Chutney, Qts.

BY **JAS. TURNER & CO.**  
HAMILTON

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

# TARTAN

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

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

**BALFOUR & COMPANY,**

WHOLESALE GROCERS

HAMILTON



# "FORCE" FOOD—Special Deal

**Still a Chance.** Until April 3rd we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to \$4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

**THOMAS KINNEAR & CO.**

Wholesale Grocers

TORONTO AND PETERBORO

## MAPLE SYRUP

### Beauce Brand

*Wine Measure*

<b>TINS</b> — 6 gallons to Case	\$4.50 per case
12½ " " "	4 80 "
24½ " " "	4.80 "
24 pints " "	2.50 "
<b>BOTTLES</b> —12 quarts " "	2.40 "

*Imperial Measure*

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

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

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

**Special Quotations Given on Quantities**

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

### Business Changes

ONTARIO.

P. GARLAND, general merchant, Hiltonburg, has assigned to W. Bishop. Meeting of creditors March 21.

J. Bond, grocer, Toronto Junction, has sold out.

W. Campbell, grocer, Mildmay, has sold his business.

R. Baker, grocer, London, has sold to L. M. Vandermade.

B. Henderson, grocer, Ingersoll, has sold to H. D. McCarty.

H. Dunn, grocer, Chatham, has sold to Northwood & Bartlett.

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

Doyle & Son, grocers and florists, Woodstock, have sold out.

Brown Bros., grocers, Toronto, are about to dissolve partnership.

G. E. Booth, general merchant, Harwich, has sold out to G. Hales.

The assets of L. Hunter, general merchant, Hammond, are to be sold.

R. E. Hicks, grocer and china dealer, Perth, sold his business by auction.

T. C. Sims & Co., general merchants, Little Current, have been burnt out.

R. F. Beamish, general merchant, Pembroke, has retired from business.

S. H. Knight, general merchant, Northwood, has sold out to C. Hales.

The assets of W. Dupuis, general merchant, Glen Robertson, have been sold.

J. F. Brock, general merchant, St. Williams, has been succeeded by Cope & Johnson.

R. C. McHenry, of R. C. McHenry & Co., grocers and liquor dealers, Brockville, is dead.

G. W. Ecklin, grocer and crockery dealer, Ridgetown, has sold out to J. E. Clark & Sons.

Lamarsh & Tremblay, wholesale fish dealers, Wheatley, are now doing busi-

You don't know Peas until you have tried

# "Falcon Extra Sifted"

*Absolutely the finest packed  
Your trade will appreciate them*

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

ness under the style of Lamarsh & Overholt.

The business of the estate of Hezell & Son, grocers and liquor dealers, Hamilton, has been sold to C. H. Peebles.

The Nasmith Company, bakers and confectioners, Toronto, have purchased the business of W. C. Shelly, St. Catharines.

### QUEBEC.

Sequin & Tremblay, grocers, Montreal, have dissolved partnership.

E. Sauvageau, grocer and liquor dealer, Montreal, has compromised.

The assets of C. Meunier, general merchant, Cartierville, have been sold.

The assets of J. B. Desautels, general merchant, St. Cesaire, have been sold.

E. E. Legendre, general merchant, Ste. Martine De Courcelles, has compromised.

The assets of P. Wasilkowski, general merchant, Grand Mere, have been sold.

Girard & Carbiere, general merchants, Lacolle, have been succeeded by Girard & Landry.

Legare & Brochu, wholesale and retail fruit dealers, Quebec, have dissolved partnership. Business continued by Legare & Fils.

### NEW BRUNSWICK.

Demand of the assignment of the H. H. cigar factory, Montreal, has been made.

O. D. Hanson, general merchant, Fairville, has assigned; meeting of creditors to be held Mar. 24.

Noble & Trafton, grocery and crockery dealers, Woodstock, have dissolved partnership; Mr. Noble continues in business.

The premises of I. A. McConnell, general merchant, L'Tang, have been damaged by fire to the extent of \$2,500; partly insured.

### NOVA SCOTIA.

D. Dias, liquor dealer, Sydney, is dead.

D. S. Riordan, tobacconist, Annapolis, has suffered loss by fire to the extent of \$1,000 or \$1,200; insurance \$750.

### MANITOBA AND N.W.T.

J. Blair, grocer, Morden, has sold to J. Heiman.

T. J. Snell, general merchant, Eden, has sold out.

R. Cherry has opened up a flour and feed store at Souris.

Fairley & Co., general merchants, Ponoko, have been burnt out.

W. W. Martin, confectioner, Grand View, has sold to W. J. Hoy.

C. Manns, flour and feed merchant, Frobisher, has sold to W. A. Morrison.

T. R. Granville, of T. R. Granville & Co., general merchants, Leduc, is dead.

The business of J. Arnovitch, general merchant, Hamiota, is advertised for sale.

Todd & Ausman, general merchants, Okotoks, have been succeeded by Todd & Fisher.

S. Brotman, general merchant, Wapella, has assigned to J. A. Macdonald, Wapella.

Burch & Fuller, general merchants, Birch Creek, have been succeeded by J. B. Burch.

T. Kennedy, general merchant, Winnipeg, has been succeeded by Kennedy & Pendleton.

W. A. B. Hassett, general merchant, Clan William, has been succeeded by the J. Brown Co.

The Fairbanks Co., wholesale scale merchants, have sold out to the Canadian Fairbanks Co.; possession given Mar. 15.

### BRITISH COLUMBIA.

S. H. Seaney, grocer, Ymir, is removing to Nelson.

G. Hunt, general merchant, Kitchener, has admitted Mr. Bourgois as partner.

J. Donald & Co., grocers, Vancouver, have been succeeded by Garranson & Co.

W. S. Torney, general merchant, Eholt, has been succeeded by E. Bailey & Co.

J. A. McDonald, wholesale and retail fruiterer, Nelson, has sold his retail business to S. H. Seaney.

For the convenience of his many patrons in the grocery trade,

# UPTON

is

bottling

# HONEY

It is

**Absolutely Pure**

Put up in one-pound  
Jars, two dozen in a case



# SELL MORE FISH

LENT affords an excellent opportunity to introduce to many of your customers who have never tried them before, the excellent articles, known as

**“Halifax,” “Acadia,” and “Bluenose”  
Brands of Prepared Codfish, Halifax Fish  
Cakes and Halifax Shredded Codfish.**

One trial will convince whoever tries them, of the superior flavor, great convenience and ultimate economy of these articles.

Increase your fish business now, and likewise your profits by embracing the opportunity afforded by the season.

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**BLACK BROS. & CO., LIMITED**

**HALIFAX and LaHAVE, N. S.**

**Agencies**

**A. H. BRITTAIN & CO.**

**Board of Trade Building, MONTREAL**

**REGINALD LAWSON  
Winnipeg, Man.**

**CHAS. MILNE  
Vancouver, B.C.**

## FRESH AND CURED FISH

### Wealth of Canada's Fisheries.

**A**CCORDING to the annual report of the Fisheries Department, presented this week, the value of the fisheries of Canada in 1903 was \$23,101,878, an increase of \$1,142,445 over the previous year. Twenty-two hatcheries produced 473,000,000 fry, which were planted in marine and fresh water areas of Canada.

Referring to the dogfish pest, the report says that a large building is being erected at Canso as the first of these Government-aided reduction works, and the plant manufactured by the American Process Company. The utilization of dogfish and fish offal will be carried out next season.

Two other plants have been obtained by the Government, and reduction works will be erected this year at some point north of Canso and at some point in western Nova Scotia.

The use of dogfish as food has long been recognized in Norway, the Channel Islands and in the Hebrides and northern islands of Scotland; and, indeed, in Aberdeen, dogfish prepared in various more or less appetizing ways have found a ready market, and some such scheme is being tried by several parties in the Maritime Provinces. Recently three or four enterprising lobster packers in Prince County, Prince Edward Island, Cape Breton, and Richmond Counties, C. B., and in Shelburne and Digby Counties, western Nova Scotia, have most successfully put up canned dogfish, which have been pronounced in that preserved form as "superior to salmon."

### High Price of Cod.

**A**CCORDING to The Halifax Chronicle codfish is so scarce as to be bringing higher prices than it has for a generation, best quality now commanding \$7 a quintal. The prospect of high rates being maintained is strengthened by the first returns of the Norwegian fishery, which opened with February and up to date has been a total failure, its aggregate only touching that of the worst previous year in modern times—1903. Last season's catch with them was by no means an average, though much above the previous one, while if this year's does not improve it will be a fair assertion that the three

seasons represent as disastrous a period for the Norse fishermen as the past three have been for the French of St. Pierre.

The Norwegians chiefly compete with Canada in producing cod liver oil, and in 1903, when their oil was short, we realized about \$300,000 in the enhanced sales and prices this ensured for us. Already the far-seeing speculate on like results this season if the existing outlook in Norway fails to improve, but of course it is idle to forecast what may ensue in the meantime. Certain it is of St. Lawrence, that the world's markets are being swept so bare of fish of late, that an extra catch will need to be made this season if there is to be a glut. Unfortunately, western shore fishermen, who fish the Winter through with long lines on the ledges of the Burgeo coast, are having very poor fortune, their catch being almost nil owing to the presence of the immense fields of ice forced out through the Gulf and along that coast, and they are thus unable to profit by the splendid prices as fully as they otherwise could. The advance guard of the Yankee cod-fishing fleet, already on the same coast, has had similar ill-fortune, and no better is expected until a succession of westerly breezes disperses the ice-pack over the Banks and the ocean beyond, enabling the fish to resort to their accustomed haunts and the fishermen to ply their vocation with a fair prospect of securing at least a fair return for their very arduous labors.

### Small Salmon Pack for 1905.

**D**ESPITE the fact that the salmon-fishing season of 1905 will be what is known as the "big year," canners on the Fraser River are preparing to put up only 750,000 cases of sockeyes, whereas in 1901, the last "big year," their preparations were for 1,250,000 cases.

In 1901 the actual pack on the Fraser River was 990,252 cases. Had not the spawning of sockeyes been restricted in 1901, the pack of the present year might with reason have been expected to be as large as that of 1901. Canners, however, state that in 1901 the Quesnel dam effectually barred the progress of the fish to the spawning-grounds beyond, and, therefore, what fish come to the Fraser this year will be those spawned below

Quesnel. This dam is blamed by the canners as being responsible in great measure for the poor runs of sockeyes in recent years. It is held that three bad years of fishing, 1902, 1903, 1904, correspond with the three years the dam was closed subsequent to 1897.

Thirty-seven canneries will be operated on the Fraser River and English Bay during the coming season, opening July 10. The canneries which will pack are the Albion, Atlas, Anglo-American, Acme, Britannia, Brunswick, Beaver, British-American, British Columbia Packing Company, Boutilier's, Canadian Pacific, Currie's, Celtic, Canoe Pass, Cleeve, Dease Island, Dismore Island, Ewen's, English Bay, Federation, Fraser River, Gulf of Georgia, Great Northern, Industrial, Imperial, Phoenix, Pacific Coast, Richmond, Scottish Canadian, St. Mungo, Star, Terra Nova, Vancouver, Wadhams, Westminster Packing Company, Eagle Harbor and Buttinet & Dawson's.

### Canadian Salmon in France.

According to a recent cable from France enormous quantities of salmon spawn from Canada and the United States are to be imported by the French Fish Commissioners. Twenty thousand dollars have been expended annually in stocking the rivers of France with salmon and trout spawn obtained in Scotland and the United States, and the revival of salmon in France seems now an assured fact. Only last year the salmon supply was so deficient that eight million pounds were purchased in Great Britain alone at an average price of 50 cents a pound. To-day there is such a large quantity of native French salmon on the Paris market that the retail price for the best prime cuts is only sixty cents a pound—a price ten per cent. lower than has been known there for a quarter of a century.

### Promising Market.

In his latest report to the Department of Trade and Commerce, J. S. Larke, Canadian Commercial Agent to Australasia, writes that the number of British Columbia fish firms, other than salmon concerns, who are doing business in Australia, is increasing. An improvement



is also noticed in the condition of the product, giving good hope of success in securing a good market.

**Lobsters Scarce.**

Lobsters are unusually scarce on the St. John market at the present time, being offered for sale in only two or three stores in limited quantities. Years ago they were plentiful, but owing to inadequate protection the fisheries have become depleted. The few lobsters that are caught are sent immediately to the States where they command much higher prices than in St. John.

**New Firm.**

The Gulf Whaling Co., Montreal, with share capital of \$295,000, have been incorporated to carry on a general whaling, sealing and fishing business in the Gulf and River St. Lawrence. Provisional directors, P. Galibert, T. Gauthier and R. Prefontaine, of Montreal; N. C. Smillie and B. Sawyer, of Westmount.

**Fish Gossip.**

A special B. C. fishery exhibit is being planned for the New Westminster Fair this fall.

R. L. Wambolt's new fish market at Dartmouth, N. S., has been completed and is now open for business.

The Legislature of Newfoundland now in session will consider, among other measures, regulations for policing the French shore fisheries.

The Dominion Government have purchased seven Nordenfeldt quick-firing guns which will be used for the protection of the fisheries on the coast of British Columbia.

Poacher Island, Refuge Bay, one of the best fishing stations in B. C., has been purchased by J. Dorsey. The property is to be turned over to an American firm which will develop the halibut fisheries in that section.

According to latest advices from St. John the price of oysters in the Maritime Provinces will be exceptionally high during the coming season. The principal reason assigned is the continuous depletion of the beds in winter time.

A large syndicate to control the lob-

ster output of New England is in process of formation. Already several of the largest dealers in Boston have signed an agreement to sell to the trust. It will in all probability reach Canada.

The British Pacific Fishing and Canning Co., which has been incorporated to exploit the fisheries of northern British Columbia, will salt and smoke halibut for the Eastern Canadian and United States markets, and ship second grade fish to the Orient in large quantities.

It is authoritatively stated that the Dominion Government have spect no less than \$13,807 in Canso during the last year in connection with the introduction of Scotch herring curing methods, and that as a result the superiority of these methods has been established, higher prices secured in old markets, and new markets opened up.



All Grocers Should Stock  
THE STAVANGER PRESERVING CO.'S  
**Crossed Fish Brand**  
Norwegian  
**Smoked Sardines**

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto  
British Manfr. Agency Co., Vancouver, B.C.

Protect yourself against rain or sun, by furnishing your carriage with one of our magnificent Umbrellas. They are of an extra quality and can be adapted to any sort of Carriage.

One Umbrella is given **free** to you, for a purchase of 5 cases in our lines: Chinese Starch, Ocean Baking Powder, Blanc-Mange, Borax, etc., at price list, with conditions: 5 per cent, 30 days, goods delivered to all parts of Canada. For prices see Quotations for Proprietary Articles.

Ask your Wholesale Grocer and if he does not keep it write



*RETURNED to Montreal office  
24 1905  
Roux.  
see int Book 38  
Page 90.*

**OCEAN MILLS,** MONTREAL, P.Q., and ROUSES POINT, N.Y.

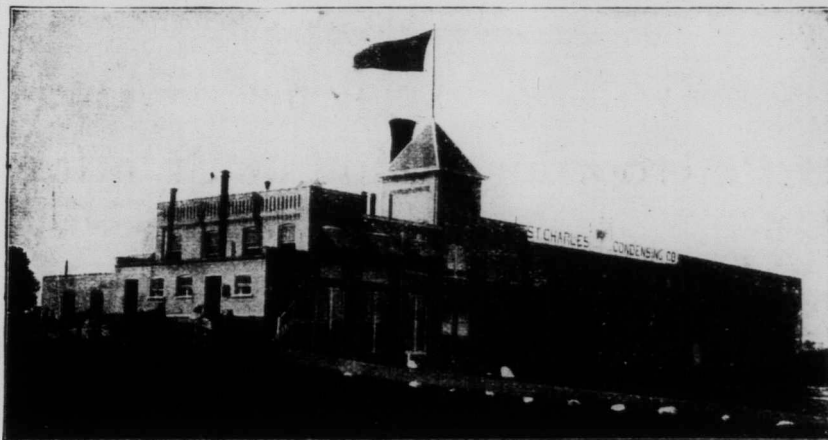
# Pickled Lake Trout \$ **4<sup>50</sup>** per keg

NEW PACK LEAN FISH

Boneless and Prepared Fish  
Salted and Pickled Fish  
All Kinds of Fresh Fish

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

P. O. BOX 839. MONTREAL, P.Q. ST. JOHN, N.B. WESTPORT, N.S. GRAND RIVER, P.Q. Long Distance Telephones GASPE, P.Q.



INGERSOLL, CANADA FACTORY.

## AN EASY ONE.

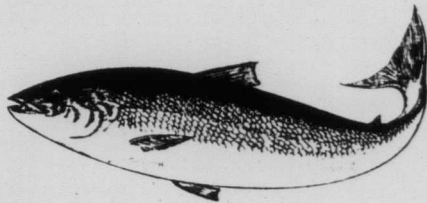
Added to our splendid assortment of  
**GOLD MEDALS.**

## ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

## SOCKEYE SALMON



## "Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

## 1904 NEW PACK



## "Horse Shoe" SALMON

NOW IN STORE

**SUPPLIES ARE LIMITED OWING TO SHORT CATCH**

ORDERS SHOULD BE PLACED EARLY TO  
AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN  
BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH  
AND CANADIAN TRADE.

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# A Good Line to Push

in the Spring and Summer months is

## Matthews' Bologna Sausage

For 37 years the standard of excellence. Always shipped by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited  
Peterborough Hull Brantford

# HAMS

The "Star Brand" Hams are noted for their delicious flavor, always the same, and always best. We have them large, small and medium, cooked, smoked and in pickle. Hams are going to be dear this season.

Order Now.

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

## EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

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

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

# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Canadian Bacon Trade.

OWING to the exceedingly bad state of the country roads this week, deliveries of live hogs have fallen off and the packing houses are experiencing difficulty in getting sufficient supplies to keep them going. Live hogs have firmed during the week, and at the close are quoted at from \$6.25 to \$6.50, the former price being for stock off the cars, the latter for watered and fed stock. On the whole, it cannot be considered that the shrinkage in receipts is remarkable for this season of the year, although it is hinted that a large number of farmers have been operating on a smaller scale of hog production since last season on account of the unsatisfactory conditions of the bacon market at that time.

This falling off in receipts both in Canada and Denmark has had the effect of firming not only the local market, but that in Great Britain, and packers, in view of the uncertainty of the future, are said to be speculating to a considerable extent. English quotations this week range all the way from 47 to 53 shillings, and both local and export trade are reported as quiet.

### Britain's Egg Supply.

As usual, Russia was the largest contributor to Great Britain in 1904 of eggs—35 per cent. of the entire import—and Denmark, with its 18 per cent., was next, the United States furnishing 6 per cent. In the poultry list, the United States stands fourth, with a value of \$1,069,593 out of a total of \$5,299,833—Russia leading with \$1,672,913, and Belgium and France coming next. It is estimated that the total consumption of eggs and poultry in the United Kingdom for 1904 amounted to \$88,000,000, the home supply being \$57,000,000.

### Produce Section Meets.

A meeting of the executive of the Produce Section of the Toronto Board of Trade to discuss the transportation problem in relation to the various express and railway companies, was held on Tuesday, Mar. 21, and plans formulated for the more complete organization of the produce and commission men of Toronto. The object of these meetings is to secure concerted action on the part of the trade in everything tending

to the consolidation of the Toronto wholesale produce and commission business. Among those present were Mr. McLean, of the J. A. McLean Produce Co.; Mr. J. T. Madden, of the Wm. Ryan Co.; Mr. Smith, of Smith & Carmichael; Mr. Marshall, of Rutherford, Marshall & Co., and Mr. Willard, of Willard & Co. For the benefit of the trade, The Grocer will report these meetings regularly.

### New Zealand Butter in Canada.

The first consignment of New Zealand butter ever imported into Canada reached Montreal last week. The shipment consisted of about 12,000 lbs., and was the result of the recent scarcity of Canadian butter, caused by too heavy shipments to Great Britain. The quality of the New Zealand article is pronounced excellent, equal to the best Canadian and resembling somewhat June creamery butter. It is milder than domestic butter and preserves its flavor well. The box packages are about equal in quality to the Canadian, but the parchment wrappers are thicker and much superior in quality to those used by Canadian shippers. In this matter of wrappers, Canadian butter-makers have something to learn from New Zealand.

### Canada Can Increase Bacon Trade.

The Superintendent of Canadian Commercial Agencies has obtained special reports from agents in the United Kingdom upon the means by which Canada can still further increase her sales of butter and bacon in the British market. Last year's returns show that we sold \$9,000,000 worth of bacon to the Motherland, as against \$22,000,000 worth that came from Denmark. The British imports of butter in the same period amounted to \$5,000,000 from Canada, as against \$43,000,000 from Denmark. The reports contain many suggestions as to how our business in both these lines can be largely increased.

### To Locate in Canada.

The D. H. Burrell Co., manufacturers of dairy supplies, Little Falls, N.Y., are anxious to locate in Brockville, and have petitioned the municipal authorities of that town for a free site and exemption from taxation for ten years.

### New German Tariff.

THE recent action of the German Reichstag, in ratifying the new commercial treaties with Russia, Austria-Hungary, Italy, Switzerland, Belgium, Roumania and Servia completes the work of preparation of a new German tariff on which the government of the Empire has been engaged since 1897. The new tariff will go into effect some time between Jan. 1 and July 1, 1906, and will remain in force at least until the end of the year 1917. It has been framed with the avowed purpose of furnishing greater protection to the agricultural interests of the Empire. Hence the duties on grain, meats and other agricultural products have been greatly advanced, in some cases as high as 100 per cent., and in a few instances even higher. The duties on manufactured goods are substantially unchanged, while a few rates have been advanced, such as shoes, certain kinds of machinery, motors and vehicles, etc. There have been made, on the other hand, a number of reductions wherever it was deemed best in the interests of German manufacturers or exporters.

In some lines that will affect the United States and Canada the increase is enormous, for instance, the old rate on wheat, which was marks 3.50 per 100 kilograms, is now changed to marks 7.50; the duty on corn is raised from 1.60 to 5; on rye from 3.50 to 7; flour, 7.30 to 18.75; lard, 10 to 12.50; beef, fresh or frozen, 15 to 45; beef, simply prepared, 17 to 60; apples, dried, 4 to 10; prunes, dried, 4 to 10; hides, 18 to 30; shoes, from 50 to 180 in certain sizes; woods, sawn, 80 to 1.25. When it is remembered that the exports of wheat from the United States to Germany increased between 1894 and 1904 by 400 per cent.; corn, 36; rye, 150; flour, 69; lard, 75; beef, 25; fruits, 3,500; hides, 29; leather and shoes, 300; and wood 80 per cent., and that the total exports in 1904 of these goods exceeded \$42,000,000, it will be seen what a blow Germany has tried to strike at the United States.

Bedingsfield & Co., produce merchants, Ottawa, have been succeeded by Allan & Co.

C. R. Jones, proprietor of creamery, Lewisville, Que., has been succeeded by the Moncton Pasteurized Milk Co.



## To the Jobbing Trade

We beg to announce that we have been appointed selling agents for Montreal for the

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Canadian Factory, Ingersoll, Ont.

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Full information will be furnished on application.


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" Merchants 522.  
TELEPHONE MAIN 3171  
Telephone orders receive prompt attention.

## To the Trade

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**"Quality our first consideration."**

**A. M. PIPER & CO.,** Watch our ads. and wait for samples, or see our travellers. **116 Jarvis St., TORONTO, ONT.**



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PURE POWDERED  
**LYE**

Ready for Use in Any Quantity.  
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

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Telephone Main 2491.

Toronto.

**PROVISION AND DAIRY MARKETS.**

**Toronto.**

**Provisions**—Local trade in provisions has been quiet during the week, with prices holding very firm and tending higher on account of the firmness of the hog situation. Live hogs have jumped to from \$6.25 to \$6.50 during the week, and it is reported that the packing houses cannot get enough to keep them going. This is largely on account of the bad state of the country roads, which makes it difficult for farmers to deliver hogs. Lard has advanced in sympathy, and may reach 10 cents; the consumer is bound to use lard more extensively on account of the high price of butter. Roll bacon is 1-2c. higher than last week, and shoulder hams 1-2c., and short cut pork has advanced to \$19. We quote the following prices:

Long clear bacon, per lb.	\$0 09
Smoked breakfast bacon, per lb.	\$0 13
Roll bacon, per lb.	0 10
Small hams per lb.	0 13
Medium hams, per lb.	0 13
Large hams per lb.	0 11 1/2
Shoulder hams, per lb.	0 09
Bacon, per lb.	0 15
Heavy mess pork, per bbl.	16 00
Short cut, per bbl.	19 00
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 08 1/2
" tubs	0 09
" pails	0 09 1/2
" compounds, per lb.	0 07
Plate beef, per 200-lb. bbl.	11 00
Beef, hind quarters	6 00
" front quarters	4 50
" choice carcasses	7 00
" medium	5 50
" common	5 00
Mutton	6 00
Lamb, spring, cold storage	10 00
Lamb, yearling	0 13
Veal	0 07
Hogs, light, carlots	7 75
street lots	8 25

**Cheese**—An active inquiry is reported this week both from the local wholesale and retail trade on account of supplies being very low. The cheese factories will probably not begin their season's operations for several weeks yet on account of the break-up of the country roads, which makes the delivery of milk to the factories a serious problem. Additional firmness is reported in the British market, quotations being stiff at 56s. to 57s. We quote the following prices:

Cheese, large	Per lb.
" twins	0 11 1/2
	0 12

**Butter**—The butter situation shows some signs of improvement, although there has been practically no change in quotations for the week. Receipts continue about equal to the demand, which is brisk for good stuff. Creamery solids are a scarce article on the market. We quote the following:

Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls	0 21	0 22

**Montreal.**

**Provisions**—Business in provisions has been only fair during the week. During the Lenten season trade is generally on the weaker side. The tone of the market, however, is firm, and the recent advances are maintained. Trade in hams and bacon is slow. Dressed hogs continue firm, and small supplies

keep prices up. Fresh-killed abattoir stock holds from \$9.00 to \$9.25, and country dressed \$8.25 to \$8.75 per 100 lbs.:

Canadian short cut mess pork	\$18 00	\$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb.	0 07 1/2	0 13
Hams	0 11 1/2	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06 1/2	
" tierces, per lb.	0 06 1/2	
" 60-lb. fancy tubs	0 06 1/2	
Cases, 20 5-lb. tins, per lb.	0 07 1/2	
" 12 5-lb. tins "	0 07 1/2	
" 6 10-lb. tins "	0 07 1/2	
20-lb. wood pails, each	1 43	
20-lb. tin pails, each	1 33	
Wood net, tin gross weight—		
Pure lard, pails	Wood.	Tin.
" tubs	1 57	1 70
" cases (6 10-lb. tins)	0 07 1/2	0 08 1/2
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

**Eggs**—Eggs are receding in price daily. Receipts are beginning to increase: held stocks are pretty well cleaned up, and but few lined are on hand. Fresh arrivals selling at 20c. in jobbing way, and 21c. small quantities. Storage eggs 18c. to 19c.:

Selected Fall fresh	0 19	0 21
Montreal lined	0 17	0 18
Strictly fresh	0 20	0 21

**Butter**—Owing to increased receipts during the week butter is easier. The demand is only fair. Some 300 packages of Australian creamery received on the market last week showed up fine in quality and sold at from 28c. to 29c. Some winter-made Canadian creamery changed hands at 26c. to 27c., though lower figures are mentioned as having been accepted. Trade is light:

Finest creamery	0 25	0 27
Fine	0 24	0 25
Medium	0 22	0 23
Fine western dairy	0 22	0 24
Fair to good western	0 20	0 22
Undergrades	0 18	0 20

**Cheese**—A somewhat better feeling exists in cheese cable advices from Liverpool, which showed an advance being responsible. Local trade, however, is very quiet, and only fair demand. Spot supplies are light, and are being cleaned up at 11 3-8c. to 11 1-2c.

**St. John.**

**Provisions**—Barrelled pork is quoted rather higher, but there is little business doing. In beef there is little change; this line is also very dull. Pure lard is firm at rather higher prices. It is not freely offered. Fair stocks held here. Refined lard unchanged. Smoked meats are rather higher. A steady sale. Fresh beef is freely offered. Prices unchanged. Veal is more plentiful, and prices rather lower. It is too early for lamb. Mutton continues very dull. Pork is scarce and higher:

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	16 00	19 00
Plate beef	13 00	15 00
Mess beef	10 50	12 00
Domestic beef, per lb.	0 04	0 06 1/2
Western beef	0 07	0 08
Mutton	0 04	0 05
Veal	0 06	0 08
Lamb	0 08	0 09
Pork	0 13	0 14
Hams	0 10	0 13
Rolls	0 08	0 09 1/2
Lard, pure, tubs	0 09 1/2	0 09 1/2
" pails	0 08 1/2	0 08 1/2
Refined lard, tubs	0 08 1/2	0 09 1/2
" pails	0 08 1/2	0 09 1/2

**Butter**—Receipts are better and prices

**BUTTER and EGGS**

—WE ARE—  
**BUYERS and SELLERS**

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

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Wholesale Produce Merchants,  
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**Just the thing to raise dough**

Well I guess so!!!  
No matter where you go  
You will always know  
It's only

**EAGLE BAKING POWDER**  
THAT WILL RAISE THE DOUGH

Just stock a case and have your customers try it.

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MONTREAL

**A CREAM CHEESE**

against which there is no fault registered is

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Porcelain Jars or  
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**NEW ADVERTISEMENTS.**

Imperial Extract Co., Toronto.  
 Hughes, A. J., Montreal.

**BOX PACKAGES FOR APPLES.**

THE bill now before the House of Commons, Ottawa, which provides a uniform box package for apples for the export trade, will, if it becomes law, be perhaps the greatest innovation in the history of the Canadian fruit growing industry up to the present time, in addition to having a far-reaching influence on the Canadian export trade.

In the autumn of 1904 we interviewed Mr. A. McNeill, chief of the Fruit Division, who spared no pains in impressing us with the superiority of the box package for fancy fruit. According to Mr. McNeill there could be little doubt about the barrel being the more

desirable package for about 80 per cent. of Canadian apples. At the same time, a barrel of Canadian apples seldom reached Great Britain in perfect condition, and everyone knew that there were certain varieties of apples which simply could not be shipped in barrels without spoiling. To the Englishman who wanted a fancy apple for table use, price was no object and a bruised apple not to be thought of. For this trade the box package was necessary. It was entirely because Tasmanian and Californian fruit came thus packed to the English market in perfect condition that it had become so popular. The box, moreover, was about as cheap a form of package as the barrel, owing to the advance in the price of first-class barrels during the last two or three seasons. Year before last a number one quality barrel cost as high as 65 to 70c. and, although the price had since dropped to 36c, there was at the present time comparatively little difference in comparison with the cost of the regulation box.

A second argument in favor of the box was that the English trade preferred it; at the same time it had to be remembered that the English consumer was accustomed to seeing Canadian apples in barrels, and, naturally enough, was suspicious when he happened upon a box package labelled "Canadian apples."

Mr. McNeill went on to say that the Canadian buyer and wholesale dealer, as well as the broker, the wholesaler and the retailer in Great Britain, favored the barrel simply because less labor and expense were involved in handling. The solution of the whole matter lay in the education of the English consumer to the superior value of fancy Canadian apples packed in boxes. Some of the authorities in Ottawa go even further than Mr. McNeill and emphasize the superiority of the box package, from the standpoint of cheapness in handling, convenience of size, and uniformity of packing.

Fruit men although interested in the proposed legislation are by no means united in supporting or opposing the bill. Some firms who are accustomed to the barrel package and know with what distinct approval Canadian bar-

relled apples have met in foreign markets, are inclined to doubt whether any benefit can accrue to the Canadian fruit trade, at the same time contending that the barrel will always be the more popular package. Others are inclined to view Mr. Fisher's bill with favor; they recall the Fruit Marks Act, which was viewed suspiciously by the Canadian fruit trade before it became law, and has since proved to be in their best interests. The big question is whether the box package will mean bigger profits for the shipper in Canada, and even those who are opposed to the new bill on general principles admit that this cannot be answered until the box package comes into general use.

**ENGLISH CAPITAL TO BE INVESTED.**

THE assurance given by D. M. Stewart, general manager of the Sovereign Bank, in London, during the past week that British capitalists were looking to Canada for investments, but confirms what has already been felt in this country. After holding back for many years, they are beginning to feel a confidence that never before existed. This is begotten only after a rigid examination into existing circumstances. It is being recognized, slowly perhaps, but nevertheless surely, that the virgin possibilities for invested capital are unrivaled. The building of railways, the development of water-power, the operating of mines and timber limits, the establishments of manufactories and the opening up of new country offer for the conservative investor in Britain a wide range and the brightest prospects. While this movement was bound to come sooner or later, the fact that it has received an impetus recently tends to strengthen the present bond of union between this and the Motherland. Speaking of the matter, Mr. Stewart said: "Anything that will tend to strengthen that connection must be to our interest as Canadians. I have had any number of inquiries from financial houses and private capitalists regarding Canadian investments, and there will undoubtedly be a large influx of English capital this



year. I was able conscientiously to recommend Canada as a safe and remunerative field for investments, but, of course, I pointed out that in such a big country there are apt to be a few "gold bricks" lying about, and investors should take proper precaution to avoid them. On the other hand, it is the duty of Canadians to facilitate investigation, and do everything they can to put the capitalists of Great Britain in touch with only really good and meritorious propositions. That is the best way to make Canada favorably known in the financial world. In the same way we cannot be too careful about the quality of the goods we export to the British consumer. We have a reputation still to make as well as to sustain, and this can best be done by sending out goods that are exactly according to representation. It behooves all Canadians, in their own best interests, to see that the interests of the British importers and capitalists are alike properly safeguarded."

#### SHOULD DUMPING CLAUSE APPLY?

THE question has been raised in trade circles during the past few weeks, whether or not candied peel should be on the list of manufactured articles subject to special duty according to the dumping clause of the Canadian customs regulations. Quite recently, the article was placed on the black list, and subsequently there has been a stream of protests from all parts of the country.

The intention of those who framed the dumping clause was, in the first place, to protect home industries against the flooding of the Canadian market with foreign stuff. In the case of candied peel, however, none has been manufactured in Canada for the last year, and it is claimed by importers on whom the burden of the extra duty falls, that they ought not to be taxed beyond the regular import duty. Why the Government authorities have seen fit to discriminate against candied peel is not just clear. Maybe their idea is to foster an industry which was once carried on to a considerable extent in London, Toronto and Montreal. At any rate, a large share of the Canadian trade are inclined to look

upon the application of the dumping clause to candied peel as unwarranted.

#### SHOULD STUDY THE FACTS.

ONCE again Canada has been placed in a false position, owing to the lamentable ignorance of British citizens in regard to colonial affairs. A recent reference of Sir Howard Vincent in the Parliament of Great Britain to the falling off during 1904 of wheat importations from Canada, namely 4,606,327 cwts., and at the same time a corresponding increase from the Argentine Republic, was the occasion for an outburst of laughter on the part of the Opposition, who can see no good in a preferential policy.

Such sentiment is all right in its place, but we would like to suggest that the honorable gentlemen look into the facts of the case before asserting themselves in this unmistakable fashion. The shrinkage in the volume of wheat exported by Canada to Great Britain in 1901 was due entirely to local conditions and not to preferential treatment. Ontario's wheat crop last year was one of the smallest ever known; this, coupled with a similar shortage in the United States and only a fair crop in the Great West, resulted in the domestic price of wheat being boosted away above an export basis, both in Canada and the United States.

#### SUBMARINE TUNNEL TO P.E.I.

ONE of the subjects up for discussion during the week on Parliament Hill was the necessity of taking immediate steps to improve transportation facilities between Prince Edward Island and the mainland of New Brunswick. At the present time the only means of communication with the island province is a ferry, and this, during the Winter season, is often blocked for weeks at a stretch. For instance, there are to-day no less than forty cars of produce and merchandise lying in store at Pictou, with no boat to carry it to Prince Edward Island.

It is difficult to overestimate the damage such delay has caused, and will continue to cause, to trade in the island; and we are glad to see that, in consideration of its business interests, the Dominion Government has again taken up the question of building a tunnel un-

der the Straits of Northumberland as a solution to the difficulty. The move, even if it accomplishes anything, which it is to be devoutly hoped will be the case, can scarcely be considered gratuitous on the part of Canadian politicians and statesmen, since it was part of a promise to Prince Edward Island at the time of Confederation, and is clearly within the provincial rights.

#### NATIONALIZING THE TELEPHONE.

CANADIAN business men incline to the opinion that Sir William Mullock's speech on Monday, Mar. 20, advocating public ownership of the Canadian telephone service, is one of the most important ever delivered in the Dominion Parliament. The reason is because the scheme proposed promises to revolutionize living conditions throughout Canada, especially in small communities and in country districts. The plans have not yet been worked out in detail, but in a general way, Sir William Mullock's idea is that the State should own and control the main system, or long-distance telephone line, and municipalities the local services and feeding lines, thus overcoming the difficulty on the part of the Government in establishing local services, collecting rates, making repairs, etc.; and at the same time dividing the cost of local telephone service among telephone users, who, in turn, will be taxed by the municipal authorities.

It goes without saying that the possibility of having general telephone communication will be warmly received by citizens in rural communities, where the need of quick communication between farm and farm and market centre, is growing as the country becomes more thickly settled. This, it is claimed, can be satisfactorily accomplished by a system of automatic telephones, whereby a dozen or so subscribers may be served without the intervention of an exchange.

Although we have not always been in accord with the Postmaster-General, his proposal of a public telephone service cannot help meeting with the hearty approval of every sensible Canadian business man. The difficulty of municipal ownership and control of the long-distance lines seems to be in a fair way towards solution, and there can be no doubt as to the indirect effect such a scheme will have when worked out in developing the resources of the country.



**TEA FROM FRENCH TONQUIN.**

**M**R. E. D. MARCEAU, the well-known Montreal tea merchant, some time in February received through the offices of the Bank of Hochelaga, samples of green and black teas grown in the district of Annam, in French Tonquin. Mr. Mareeau was asked to pass his opinion upon these teas and to judge of their desirability for the Canadian trade. He made careful drawings and comparisons with teas now used here, and submitted a report to the Compagnie des Thes de l'Annam at Marseilles, France, where the head offices of the company are located.

Interviewed by The Grocer on the subject, Mr. Mareeau said:

"I might say that these teas, especially the blacks, are unsuited to our market: they are mostly imitations of Java teas in the liquor, thick coarse teas. In appearance they are a good deal like the black Foochow Chinas, but entirely different in the cup. As regards the greens, there are a couple of lines which are something like the Twankay Chinas of some years ago, but a little greener in leaf, which could be used, but I have no doubt that on account of their price, especially this year, it would be impossible to handle them. The cost of production is also very high. The other samples of greens, outside of the few special lines just mentioned, are entirely unsuitable for our market, the liquor being dark and bitter. A strong reason why I think them undesirable is that we are doing away with all China black teas, replacing these with Ceylon and Indian blacks, while as regards the class of green samples shown, I doubt if they would pass our Customs."

**IMPORTANT FLOUR-MILLING DEAL.**

**M**R. DAVID RUSSELL and his associates have retired from the Lake of the Woods Milling Company.

An underwriting syndicate, composed of several financial men in the West and East, has taken over shares to the value of \$1,800,000 from Mr. Russell and his friends, part preferred stock and part common.

It is authoritatively stated that Mr. Robt. Meighen, the president of the company, Mr. Robert Reford, a director, and Mr. James Crathern and others engineered the deal, while the western gentlemen were headed by Hon. Senator Geo. A. Cox.

Mr. David Russell and four other directors, it is said, have resigned from the company, four remaining, the latter being Mr. Robt. Meighen, president; Mr. Thomas Fyshe, vice-president; Hon. Robert Mackay and Mr. Robert Reford.

These gentlemen will, of course, continue to stay on the board, while five new directors will shortly be elected to fill the vacancies. Mr. James Crathern and Mr. F. H. Mathewson, of the Bank of Commerce, will be two of the five, and the others will be announced later.

**PERSONAL MENTION.**

Mr. John W. Cowan, of the Cowan Co., Toronto, was a visitor to Montreal last week.

Mr. L. C. Van Beaver, representing The Wm. Davies Co., Toronto, was in Montreal last week.

Mr. Thos. Owen, of the Bloomfield Packing Co., Bloomfield, Ont., was in Montreal during the week.

W. H. Millman & Sons, 27 Front street East, Toronto, have been appointed agents for Witch Hazel Toilet Soap, manufactured by Royal Crown Soap Co., of Winnipeg.

Mr. W. Sonne, representing Lamont, Corliss & Co., agents for Peters' Chocolates, is at present in British Columbia. He reports doing a fine trade, and that sales of Peters' Chocolates are working up rapidly in the Far West.

G. F. Sutton, Sons & Co., Osborne Works, Brandon Road, King's Cross N., London, England, have appointed Galloway & Parnell, of Fairfield Block, Vancouver, as their special agent for British Columbia, and they now hold a full range of samples in their showrooms.

Mr. Geo. H. Macfarlane, assistant general manager of E. W. Gillett Co., Toronto, left on Saturday for Winnipeg, Edmonton, Vancouver and Victoria. His business is of a special nature and will probably keep him away about six weeks.

Mr. John Fullerton, of Rowat & Co., Glasgow, Scotland, was a caller upon the Montreal trade this week. Mr. Fullerton leaves for Toronto and the West this week in company with Mr. Wm. Forbes, of Snowdon, Forbes & Co., Montreal representatives.

Mr. G. R. Fielders, representing Lever Bros., Toronto, in Quebec, was in Montreal during the week. Mr. Fielders' territory extends as far east as the Gaspé coast, and as he has covered this territory for some years now, he has put "Sunlight" beams along the St. Lawrence as thick as they can be planted.

Mr. R. J. Sharp has been appointed agent in Montreal for The Mooney Biscuit & Candy Co., Stratford, Ont. Since taking hold of this company's

goods he reports business good and prospects bright. He certainly is enthusiastic on the merits of Perfection Cream Sodas. His office is at 156 St. Paul Street, Montreal.

**VINEGAR MEN MEET.**

**A** MEETING of the vinegar trade was held in the Windsor Hotel, Montreal, on Tuesday, March 21, 1905, at which representatives were present from all the bonded vinegar factories in Canada, with one exception.

This meeting was held for the purpose of taking action in regard to the continued sale of acetic acid as vinegar, in spite of the legal prohibition of its use in that way. The matter was discussed thoroughly in all its bearings, and it was decided to memorialize the Government in regard thereto, pointing out particularly the fact that besides being illegal its use was detrimental to the health of the consumer, that sulphuric acid was used in its manufacture, and there was a possibility of some remaining in the resulting product, and that its continued use was productive of grave disorders in the constitution. It was felt that this was an opportune time to take action, as the present Minister of Inland Revenue, the Hon. L. P. Brodeur, has shown a laudable desire to protect the people by giving them pure food, and preventing the use of adulterations and substitutes of all kinds.

The bonded vinegar manufacturers have been prosecuting an active campaign against the use of acetic acid as vinegar for some years, and have met with considerable sympathy from the Department in their efforts. They have succeeded fairly well in preventing its use in the Provinces of Ontario and Quebec, and it is now proposed to more especially extend this campaign against its use in the Maritime Provinces, for which purpose, among others, it has been decided to request the Department to re-publish a circular which was issued by their authority two years ago drawing attention to the heavy penalty incurred by dealers selling this spurious vinegar, and to have the same mailed to every dealer in the Maritime Provinces, particular attention being drawn to a so-called "concentrated vinegar" largely sold in that territory, which from its strength could not be genuine, as no vinegar can be manufactured from spirit—the only legal way—of the strength at which this is sold.

It has also been decided, on account of the great increase in the price of cooperage stock, that it will be no longer possible to give free packages in the Maritime Provinces, but that the barrels will be charged for, as is already done in the Provinces of Ontario and Quebec.



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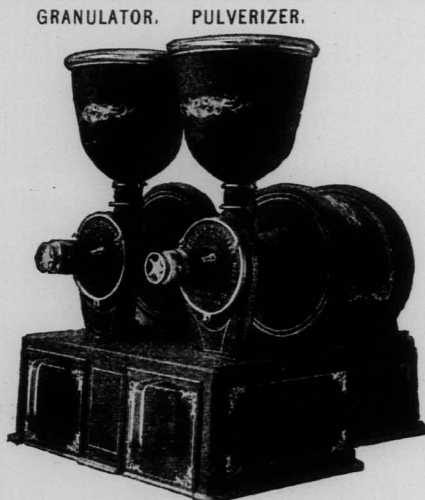
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BRANTFORD, CANADA.



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### Groceries.

Toronto, Mar. 23, 1905.

THE quietness noticeable throughout the trade last week is slowly giving place to an air of general activity. Improved sales in almost all lines are noted, and travelers from the country report prospects for future business excellent, notwithstanding the break up of the country roads. Canned goods are firm, an especially good demand being noted for gallon apples and baked beans. Sugar is quiet, with the beet situation tending stronger. Syrups and molasses are moving actively, as well as teas, in which a slight advance is noted for the week. In foreign dried fruits, the most interesting feature is the scarcity and high price of evaporated apricots and peaches. Beans are higher this week than last, although it is claimed that the top notch of prices has been reached, and it is notable that the consumption has been somewhat curtailed during the last few days, on account of the high prices ruling. The egg market continues to drop from day to day, and it is thought that before long this article will find its normal level. Maple products are beginning to arrive on the market, and first-class trade is reported.

### CANNED GOODS.

Sales of canned goods continue on an unusually large scale for this season of the year, tomatoes being still in active request, also corn, on which a range of prices should be quoted 5c. wider than last week, in view of the fact that some corn is being sold as low as \$1.10. The tomato-growers are still firm in their pretensions, and, as a result, we already hear of one or two new canning factories which have contracted for supplies of tomatoes at 30c. per bushel. It is reported that the Cannery's Combine is now inclined to pay the price stipulated for by the Vegetable Growers' Association. Thus it looks as if we are not going to be entirely without tomatoes during the season of 1905-06. Asparagus tips are scarce, some houses being entirely out of them. Baked beans are selling well on account of the firm prices of provisions.

Standard gallon apples, 3's, are beginning to move freely as are all fruits, in view of the fact that householders' supplies of canned fruits are now within very small compass.

Haddies are up 10c. per dozen and 25c. per case. The first cost of new haddies is \$4, which means that higher prices are bound to rule this season. Kipperred herring are also up 10c.

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's	0 75	0 75
" gal.	2 50	
Squash	1 00	
Asparagus tips, 2's	2 50	
Golden waxed beans, 2's	0 80	
Refugee or Valentine beans, 2's	0 85	
Crystal waxed beans, 2's	0 92½	
Spinach, 2's	1 40	
" 3's	1 80	

Baked beans, plain, 1's	0 45	
" " 2's	0 72	
" " 3's	0 90	
Tomato sauce, 1's	0 50	
" " 2's	0 78	
" " 3's	1 00	
Chili sauce same as tomato sauce		
Catsups, tins, 2's	0 78	
" " gal.	4 50	
" " jugs	7 70	
Apples, standard, 3's	85	90
" preserved, 3's	1 47½	
" standard, gal.	1 95	2 00
Pears, Flemish Beauty, 2's	1 52½	
" " 3's	2 00	
" Bartlett, 2's	1 87½	
" " 3's	2 82½	
" whites, 2's	1 72½	
" " 3's	2 67½	
Peaches, pie, 3's	1 25	
Cherries, red, pitted, 2's	2 20	
" " not pitted, 2's	1 75	
" " English black, pitted, 2's	2 20	
" " not pitted, 2's	1 75	
" " white wax, pitted, 2's	2 42	
" " not pitted, 2's	2 00	
Lawtonberries, heavy syrup, 2's	1 57½	
" preserved, 2's	1 75	
" standard gal.	4 97½	
Plums, Damson, light syrup, 2's	1 00	
" heavy syrup, 2's	1 30	
" " 3's	1 85	
" Lombardis, light syrup, 2's	1 05	
" heavy syrup, 2's	1 35	
" " 3's	1 90	
" green gage, light syrup, 2's	1 15	
" heavy syrup, 2's	1 47½	
" " 3's	2 00	
" egg, heavy syrup, 2's	1 52½	
" " 3's	2 10	
Pineapple, sliced, standard, 2's	2 10	
" extra " 2's	2 47½	
" " 3's	2 35	
" grated, " 2's	2 62½	
Raspberries, red, heavy syrup, 2's	1 40	
" preserved, 2's	1 60	
" black, heavy syrup, 2's	1 35	
" preserved, 2's	1 50	
Rhubarb, preserved, 2's	1 15	
" " 3's	1 90	
" " gal.	2 62½	
Strawberries heavy syrup, 2's	1 60	
" preserved, 2's	1 75	
Lobster, talls	3 50	
" 1-lb. flats	3 75	
" ½-lb. flats	2 00	
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf"		
" 1-lb. talls, 5 cases and over	1 77½	
" 1-lb. talls, less than 5 cases	1 80	
" 1-lb. flats, 5 cases and over	1 90	
" 1-lb. flats, less than 5 cases	1 92	
" ½-lb. flats, 5 cases and over	1 17	
" ½-lb. flats, less than 5 cases	1 20	
Salmon, "Clover Leaf"		
" 1-lb. talls, 1 to 4 cases	1 80	
" 1-lb. flats, 1 to 4 cases	1 87½	
" 1-lb. talls, 5 to 9 cases and over	1 77½	
Chums	0 95	1 00½
Sardines, Sportsman	0 14	
" " 1's	0 23	
" " Portuguese 1's	0 08	0 10
" " P. & C. 1's	0 25	0 27
" " P. & C. 1's	0 35	0 38
" " Domestic 1's	0 03	0 04½
" " 1's	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 10	
Haddies, per case	4 25	
Kipperred herrings, domestic	1 10	
" imported	1 40	1 45
Herrings in tomato sauce, domestic	1 00	
" imported	1 40	1 45
California ripe olives, tins, per doz	4 75	
Corned beef, 1s, per doz	1 50	
" " 2s, " "	2 70	
" " 6s, " "	8 00	10 00
" " 14s, " "	18 00	
Lunch tongues, per doz	3 00	
Potted meats, 1s, " "	0 50	
" " 1s, " "	1 00	

### SUGAR.

Sugars locally are quiet and prices of refined continue unchanged from last week. The beet market is firmer and indications are upwards. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 38
" " in 100-lb.	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 63
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 2 yellow	5 33
No. 1 " "	5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

### SYRUPS AND MOLASSES.

First-class trade in syrups and molasses is reported for the week on account of the Lenten season. New Orleans molasses is moving well, as are corn syrups and all varieties which can be used as table syrups. New Orleans is slightly higher in price, the new test regulation having shut out low-grade stuff.

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 35	0 37
Corn syrup, bbl., per lb.	0 02½	0 02½
" " 1 bbls	0 03	
" " kegs	1 30	
" " 3 gal pails, each	0 60	
" " 2 gal.	1 30	
" " 2-lb. tins (in 2 doz. case) per case	2 90	
" " 5-lb. " (in 1 " " )	2 35	
" " 10-lb. " (in ½ " " )	2 25	
" " 20-lb. " (in ¼ " " )	2 10	
Molasses—		
New Orleans, medium	0 27	0 30
" " 1 bbls	0 22	0 32
" " open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts.	0 27½	
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	1 00	
Barrels, per gal.	0 75	
5-gal. Imp. brand, per can	4 50	
1-gal. " per case	5 10	
½-gal. " " "	5 60	
Qts. " " "	6 00	

### COFFEES.

No changes are reported in the coffee market and trade continues quiet locally. The speculative market is showing a better tone on the strength of an expected material improvement in the statistical position during the balance of the present crop year. The movement of Brazil coffee is falling to very moderate figures and the shortage in the receipts of the present crop continues at about 3,000 bags as compared with last season's crop, all of which has a tendency to revive confidence on the part of the trade in the estimate that the output of the present Rio and Santos crops will be between 9,750,000 and 10,000,000 bags. We quote the following prices:

		Per lb.
Green Rio, No. 7	0 10	0 10½
" " No. 6	0 11	0 11
" " No. 5	0 11½	0 11½
" " No. 4	0 12	0 12
" " No. 3	0 12½	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

### TEAS

Steady business in teas of all descriptions is recorded for the week under review. Following the advance of ½d. in the price of low grade and medium teas last week, another slight advance is noted in London, all of which has an indirect effect upon the local market.

Congou—half-chests, Kaisow Moning	0 12	0 35
" caddies, Peking	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " Pekoes	0 25	0 30
" " Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
" Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
" Orange Pekoes	0 22	0 29
" Pekoes	0 18	0 24
" Pekoe Souchong	0 14	0 16











SUGAR.

Though the general tone of New York and foreign markets is weak and beet declined, there is no indication of a change in prices by local refiners. The uncertain feeling has checked trade somewhat during the week, and should a break occur in New York, which is a not unlikely contingency, prices may come down any moment. Little buying is done by jobbers, and the general impression prevails that lower prices are inevitable.

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

SYRUPS AND MOLASSES.

Business in molasses has been quiet. Cable advices from Barbadoes give 21c as Island price, including puncheons. No heavy arrivals of new crop are expected before the middle of April, and direct cargoes not until opening of navigation. Our latest advices from primary markets are so uncertain as to present any predictions being made on the moment. We are advised that the Barbadoes crop is a great deal smaller than it was last year, in fact, some advices say that the quantity of molasses produced this year will not exceed 25,000 to 30,000 puncheons.

It is possible that this short quantity may induce some importers to buy at high prices, but the experience of those who have studied the question closely for years is, that when molasses goes over a certain point, the consumption falls away promptly. There was more molasses carried over from 1903 to 1904 after a short crop and high prices in 1903, than has been carried over from 1904 to 1905, when 1904 was a large crop and prices on a reasonable basis.

As regards Porto Rico molasses, practically the same condition of affairs exists as in Barbadoes. Owing to the absence of any reliable information as to the crop, it is difficult to judge of possibilities in these grades, but it is not unlikely that the crop will also be a short one. No new crop Porto Rico is expected on the Canadian market before the end of April. Antigua molasses is firmer and quoted at 21 1/2c. on the Islands.

Corn syrups are in the meantime receiving good attention at the hands of the trade, and the continuance of high prices in Barbadoes, and the likelihood of further advances, has drawn more attention to these corn products.

Barbadoes, in puncheons	0 33
in barrels	0 35 1/2
in half-barrels	0 36 1/2
New Orleans	0 22
Antigua	0 30
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
1-bbls.	0 02 1/2
4-bbls.	0 03
38 1/2-lb. pails	1 30
25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
5-lb. " 1 doz. "	35
10-lb. " 1/2 doz. "	2 25
20-lb. " 1/4 doz. "	2 10

TEA.

Trade has shown a somewhat better tone and more enquiries have been re-

ceived by brokers. Bids appear to be none to readily accepted, however, by London and Colombo. Japans have received more attention, and a few good blocks of low and medium grades have been sold. Low-grade blacks continue scarce. Some enquiries have been made for China Gunpowders during the week. Ceylon and Indian greens are unchanged, and a fair amount of business going. Activity, however, cannot be applied to any particular lines of teas.

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

COFFEE.

Coffee holds firm in sympathy with strong foreign advices. Local stocks are light and buyers find bids not readily accepted, proving general condition of market strong. Business about as usual.

Good Cocutias	0 10	0 10 1/2
Choice	0 11 1/2	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 15	0 22
Mocha	0 16	0 15
Rio	0 08	0 09

SPICES.

Market very quiet, with easier feeling in some lines. New York and foreign markets inactive and apparently little trading done.

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

CANNED GOODS.

A fairly good trade is reported by jobbers, tomatoes and corn being principal lines going out. Salmon, lobsters and canned fish also are selling well. Some more American pack tomatoes have been received, being laid down here at \$1.17 1/2 to \$1.20 per doz., but Canadian pack are unchanged in prices, stocks being none too plentiful. Canned fruits are in better demand.

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

VEGETABLES.

Corn, 2-lb. tins	\$1 20
2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	\$0 85
2s Asparagus Tips	50
2s Beans, Golden Wax	(80)
2s " Refugee or Valentine	0 82 1/2
2s " Crystal Wax	0 92 1/2
2s Peas, No. 4 Standards	0 82 1/2
2s " No. 3 Early Junies	0 85
2s " No. 2 Sweet Wrinkled	0 95
2s " No. 1 Extra Fine Sifted	1 30
2s Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2 1/2 and 3s.	\$1 15	\$2 20
Peaches—White yellow and pie, 1 1/2s, 2s, 2 1/2s		
3s	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2
weaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72 1/2	
Gal.	2 50	
3-lb. squash	1 00	
2s Cherries, red, pitted	2 20	
2s " " not pitted	1 75	
2s " black, pitted	3 20	
2s " black, not pitted	1 75	
2s " white, pitted	2 40	
2s " white, not pitted	2 00	

2s Currants, red, heavy syrup	1 57 1/2
2s " red, preserved	1 77 1/2
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2s " black, heavy syrup	1 75
2s " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 62 1/2
2s " preserved	1 85
Gals. " standard	7 25
2s Lawtonberries, heavy syrup	1 57 1/2
2s " preserved	1 85
Gals. " standard	4 97 1/2
2s Pineapple, sliced	2 25
2s " grated	2 35
3s " whole	2 50
2s Plums, Damson, light syrup	1 00
2s " heavy syrup	1 30
2s " " "	1 85
Gals. " " standard	2 95
2s " Lombard, light syrup	1 05
2s " heavy syrup	1 35
2s " " "	1 62 1/2
3s " " "	1 90
Gals. " " standard	3 15
2s " Green Gage, light syrup	1 15
2s " heavy syrup	1 47 1/2
2s " " "	1 72 1/2
3s " " "	2 00
Gals. " " standard	3 45
2s " Egg, heavy syrup	1 52 1/2
2s " " "	1 80
3s " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " preserved	1 60
Gals. " " standard	5
Gals. " " solid pack	8 00
2s " black, heavy syrup	1 35
2s " preserved	1 50
Gals. " " standard	4 75
2s Rhubarb, preserved	1 15
3s " " "	1 90
Gals. " " standard	2 62 1/2
2s Strawberries, heavy syrup, 1903 pack	1 47 1/2
2s " " " 1904 pack	1 60
2s " preserved	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

RICE.

Business, as usual at this time of the year, is quiet. No changes in prices. A slightly better demand has preventedmm slightly better demand, has prevailed during the past few weeks, due to opening of Lenten season.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Fish.

The demand for fish continues active, but several lines are now out of the market and will not be obtainable any more this season, in fact, with the exception of a few lines of fish, the market is pretty well cleaned up. Tom cods are plentiful and prices lower; in fact, dealers are selling at any price offered now, as the mild weather and the lateness of the season is detrimental to carrying over stock. In salt fish, there is a brisk trade, as herring and green cod are finished. Owing to the scarcity of codfish, herrings and other salt fish, there is a better demand for lake trout, which are fair- plentiful and moving freely at reasonable prices. New smoked haddies are beginning to arrive on the market, and meeting with ready sale at higher prices than offered for present held frozen stock. Skinless cod are very scarce, supplies being almost exhausted, and new stock will not be available until about July or August.

Tom cods, per bbl.	1 00	1 10
Standard bulk oysters, per gal.	1 40	
Selects	1 60	
Shell oysters, bbl.	1 50	2 00
Haddies	0 06	0 07
Bloaters in boxes, 100 fish	1 00	
Yarmouth bloaters, 60 fish per box	1 10	
Smoked herring, per box, new	0 11	
Frozen haddock, per lb.	0 03	0 03 1/2
Pike, " round winter caught	0 05	0 05 1/2
Halibut, per lb.	0 08 1/2	0 09
Gaspé salmon, fresh frozen	0 15	
B. C. Salmon, frozen	0 08 1/2	0 09
Frozen steak cod	0 05	0 05 1/2
Small whitefish	0 06	0 06 1/2
Dore or pickerel	0 07	0 07 1/2
No. 1 Labrador herring in 20-lb. pails	0 80	
No. 1 Herring, Labrador, per bbl.	5 50	
half bbl.	3 00	
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring	6 50	
" " per keg	1 00	
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00	



1842

1905

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2,000 dozen Little Chief Marrowfat and "Champion of England" Peas..80c. doz.

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**LARGEST CHEMICAL MANUFACTURERS.**

GREENBANK LYE.—(Powdered)—Red Heart,  
1-lb. solid, ½-lb. and 12-ozs, 4 dozen per case.

CHLORIDE OF LIME.—  
¼-lb., ½-lb., 1-lb. tins, hermetically sealed, 4 dozen per case.

SOLD ALL OVER CANADA BY ALL MERCHANTS.

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## TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., March 15, 1905.

OF special interest at the present moment is an extended visit being paid to the Pacific Coast by F. W. Peters, of Winnipeg, assistant freight traffic manager for the western lines of the C.P.R. He arrived on Friday last, and expects to remain for at least a fortnight. Many questions respecting freight rates and transportation generally will come up for settlement while he is here. While on a regular inspection of freight offices in the West, special importance attaches to the present visit because of the taking over of the E. and N. Railway, recently purchased from the Dunsmuirs. The change in ownership of the island railway has led to a great deal of speculation as to C.P.R. plans. One of the rumors—for no report yet current can be classed as much better than rumor in the absence of official announcement—has it that the long-talked-of C.P.R. railway to the northern end of Vancouver Island is to be realized now. This is said to be in connection with changes in the trans-Pacific trade, and quatsino or some port in the extreme north of the island is expected to become a port for ocean-going craft with rail connection via the extended E. & N. line.

Other railway matters which are current in discussion at the present time have to do with the plans of the V. W. & Y. to extend north, and with the plans of D. C. Corbin to build the Spokane International line to the boundary, where it will connect with the C.P.R. system in the Kootenay. Mr. Corbin is an old-time railway builder in the West, having built the Spokane Falls & Northern, which was the first road into the Kootenay district. He sold out eight years ago to the Great Northern, and is well able to finance a scheme such as he has announced. It would seem that Mr. Corbin is going right ahead with the construction of the new road, which will result in giving the C.P.R. access to Spokane.

The V. W. & Y. people, who represent the Great Northern, are after a land grant from the Provincial Government to enable them to build north-east into the northern interior of the province, opening up valuable agricultural and mining land, including the Cariboo district. They promise to build the first 45 miles inside of three years, and continue the extensions to Lillooet in four years, a distance of 113 miles; Quesnel, 152 miles, in five years; Fort George, 80 miles further, in six years; and Fort McLeod, 100 miles further, in seven years.

The Grand Trunk Pacific, through Mr. Morse, has presented a sort of ultimatum as the basis upon which their company will begin construction of the much-advertised line from the Pacific Coast

simultaneously with commencement in the east. They ask a land grant of considerable proportions, but offer to sell it at present Government prices, and under certain conditions would return 25 per cent. of the purchase price to the provincial treasury. So far the Government has not been heard from as to railway policy, and the offer of the Grand Trunk has not really been formally made. It has been a case of sparring preliminarily on both sides. Public opinion would seem to be in favor of doing something to get action on the long-announced railway.

A railway matter which is likely to cause more trouble to the Government than all the other railway schemes combined is that of a line from the coast to the Kootenay country, via the Similkameen district. This has been practically promised in past sessions, but the Government has not yet made a move. This year, it is likely that the Great Northern will do some railway building into the Similkameen from their present terminus at Midway, in the Boundary country, without waiting for provincial aid.

That things continue to go well with the cities of the coast may be gauged from the action of the C.P.R. Land Department recently in withdrawing from the market all their unsold real estate in the City of Vancouver. Officials state that this is done for the purpose of revising prices, as there have been so many changes, all upwards, in real estate values in many parts of the city within the past few years. The C.P.R. prices have not been raised for a number of years past, though often reported.

Building continues to be active and will be likely to show a record this year fully as great as last.

Hay is not as strong in the markets now, because of extremely fine weather, making the need of heavy feeding much less. Prices are quoted from \$12 to \$14 per ton.

**Poultry**—Hens, laying, sell on the weekly market at \$6.50 to \$7.50 per dozen; chickens, \$4.50 to \$5.00; ducks, \$10 to \$12 per dozen; geese, \$1.25 each.

**Eggs** are now bringing very low figures. Warm weather has stimulated the laying powers of the poultry, and prices went down to correspond. Local fresh-laid which brought anywhere from 40c. up in the market less than two months ago can now be bought at 20c. per dozen in case lots, and plenty offering. The importation of eggs against such prices at this time, of the year is impossible, for East there is not yet such a supply of fresh-laid as there is here, and even in California and Oregon, whence supplies sometimes come in the early Spring, the price is such that there would be no profit in buying them to import.

**Butter**—Local butter is plentiful, both of dairy and creamery makes. There

are to be one or two new creameries this year, and one of these is to take the field which was formerly covered by the condensed milk factory at Mission. This latter plant has been closed down by the Truro people, who own it, and who operated it last year. The milk they formerly collected from the ranchers along the Fraser River will largely be secured by the new creamery of Maple Ridge district, which is being built at Port Hammond, and which will be in operation the 1st of next month.

Prices for butter, local creamery, 28c. to 32c.; local dairy, 25c. to 30c. Very small stocks of eastern creamery are now in stock.

## NOVA SCOTIA MARKETS.

Halifax, March 20, 1905.

THE wholesale grocery business has again settled down to normal conditions. During the last two weeks, as the railroads became open for traffic, large orders were shipped, which partially made up for the dulness of the two or three weeks during the blockade. Still, there has been a loss in trade which cannot be recovered. The worst feature is the fact that many more renewals were necessary than usual, and it may be some time before this can be remedied.

Travelers now on the road have been able to resume their regular routes, and report a fair business from all sections of the province. The outlook is good for a prosperous Spring and Summer trade.

There is no change in the molasses or sugar situation. Prices quoted here for molasses are: Choice Porto Rico, 38 to 40c.; extra choice, 40 to 42c.; Trinidad, 38 to 40c.; Barbadoes, 28 to 30c. (30-day prices). Porto Rico, since the Spanish-American war, is hard to get, and reports come from there recently that the Molasses Trust of the United States is endeavoring to buy up all the season's crop. In Barbadoes, the situation is firm, at about 21c. Lately 2,500 puncheons were purchased by Newfoundland firms, who had vessels waiting return cargoes.

Flour is still firm, but the late decline in wheat will probably tend to a decline in the manufactured article. Corn has lately advanced 3c., and cornmeal has a tendency upward, which will probably amount to 10c. a barrel. Rolled oats are firm, with the late advance of 35c. Feeds are all firm, on account of the shortage in hay. Hay now ranges from \$14 to \$15, and a great scarcity still prevails in many sections. In Prince Edward Island the shortage is extreme, although 40 cars for the Island have been stalled at Pictou for about seven weeks—there having been no boat connection during that time.

The steamer "St. John City," which sailed last week from London, took 14,000 barrels of apples, and the "Montrose" 4,185 barrels. There is still considerable fruit in the Annapolis Valley to be shipped R.C.

For provision and green fruit markets, see Provision and Green Fruit Department.



**NEW BRUNSWICK MARKETS.**

Office of The Canadian Grocer,  
St. John, N.B., March 22, 1905.

**B**USINESS while rather better is still quiet. Through the country in particular roads are very bad; this on top of the long snow blockade is really a serious matter. Not only are sales light, but many drafts come back unpaid. Fish continues to be the high feature of the market; it has been a record season, particularly in dry cod-fish. Oatmeal is another line that is much above the average in price. Cream of tartar is reported hardly as firm, but local prices are unchanged. In spices, cloves are rather lower. Nutmegs, which have ruled so low, show signs of a change to higher figures. Hops are very firm; fair sales, and the trade are getting accustomed to the high prices. The weather continues cold for the season. There is still lots of snow.

**Oil.**

Burning oil is unchanged. Prices are very low. With the change in the season sales are becoming lighter. In paint oils there is a fair business. Local price of linseed oil has not changed, though import prices are higher and market firm. In turpentine, prices, which have ruled high, are lower. But market is quite strong. Lubricating oil unchanged. In this line it is largely a matter of value. A fair business is reported. Cod oil is quiet and price continues unchanged.

**Salt.**

In Liverpool coarse salt, a fair stock is held. There is but a fair demand. Prices are firmly held. Steamer freights, which have such a marked effect on the cost of this line, are held very high this season. Little if any salt has arrived in the regular way by the regular Liverpool steamers. It is still early for much business in fine salt. Canadian is chiefly in demand.

**Canned Goods.**

It is somewhat difficult to give a trade report. Business is quiet and prices unchanged. While corn is a light stock there is still enough for the demand, and full prices are asked. Tomatoes are fair stock. Peas unchanged. Fruits are unchanged. Gallon apples, which have been very dull, show rather better business. Salmon is unchanged. Lobsters held at extreme figures, bringing about three twenty-five a dozen. Sale light. Oysters firmer. While there is a fair stock of domestic sardines, kippered herrings, haddies, clams and scallops are scarce.

**Dried Fruit.**

Business is quiet. There is some demand for loose muscatels, and the price is firmer. Seeded raisins are low. In prunes the low prices continue unchang-

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All the Wholesale Trade are offering it.

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**EPPS'S GRATEFUL COMFORTING**

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In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

**THE MOST NUTRITIOUS COCOA**

**Raspberry Pulp**

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

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

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**The best Mop?**

THERE IS ONLY ONE BEST MOP—

**The Tarbox Self-Wringing Mop?**

All others belong to the common dirty kind that lots of women wouldn't have about the house.

But the TARBOX MOP—SELF-WRINGING—will sell to every woman—that is, if the dealer suggests it.

And the dealer gets it from his Jobber.

**Tarbox Bros., Toronto**



ed, there is some demand for the larger sizes. Currants have a fair sale at even prices. Dates are low. While prices of peels here are unchanged English quotations are much higher. Evaporated apples are firm at the higher prices. Onions are higher with stocks light; quality but fair at this season. Egyptians should soon be here. Market is likely to open quite high.

**Sugar.**

The market, which has seemed somewhat unsettled, is reported to be again firmer. There has been a large lot of English sugar arriving lately.

**Molasses.**

New Barbadoes is held very firm at full prices. The price at the island has advanced and the market is firm. It is expected Porto Rico will open high. The market here is firm. Fair stocks are held.

**Fish.**

Fresh fish are scarce and high, variety small. In dry codfish the extreme price is still held, nice fish selling as high as five twenty-five. Pickled herring are scarce and full prices asked. Smoked are quite low, being the one weak spot. Finnan haddies are hardly as active, smelts have been very scarce this season.

**Flour, Feed and Seed.**

Flour firm but unchanged. Feed is high and rather hard to get. There is a fair demand. Oats are very high and oatmeal is held at full figures. Prices are well above those of a few weeks ago. Cornmeal is also high. Beans are held firm at the advance. In seed, stocks are beginning to arrive. American timothy and Canadian red clovers are quoted higher.

**MANITOBA MARKETS.**

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 23rd, 1905.

SOME increased activity is reported by several wholesale houses this week and general conditions seem to be satisfactory. There is still complaint of slow collections, but in this respect there seems to be some slight improvement. Orders are coming in freely and indications point to a brisk Spring trade.

Price changes this week are few. Sugar is very firm at the same figure at which it has been maintained for some weeks. There is little prospect of cheap sugar this season, according to present indications. Rumors are current among commission men of a poor crop of California prunes in 1905. It is said that some insect pest has attacked the blossoms in the Santa Clara Valley. However this may be, it is scarcely likely that next season will see prunes as cheap as they have been for the last few months. The low price of prunes this season has hindered the sale of cooking figs and, in order to clear, local houses have reduced the price of figs. There has been a break in the price of green Rios, and this is reflected now in the local quotations, which show considerable reduction. The advance in evaporated apples, noted last week, has now become general. Local stocks are light. The egg market is rapidly declining, owing to the fact that fresh eggs are coming in large supplies. Beans are very firm at the price quoted last week; sales at this price are not large. N. K. Fairbanks Co. have announced that after April 1 their offer of one-half case free with every five-case order of Gold Dust will be withdrawn.

**Sugar.**

The sugar market shows no change at time of writing. Prices are very firm. We again quote:

Montreal granulated, in bbls.	6 30
" " in sacks	6 25
" yellow, in bbls.	5 80
" " in sacks	5 75
Wallaceburg, in bbls.	6 20
" " in sacks	6 15
Icing sugar in bbls.	6 90
" " in boxes	7 10
" " in small quantities	7 53

Powdered sugar, in bbls.	6 70
" " in boxes	6 50
" " in small quantities	7 15
Lump, hard, in bbls.	7 10
" " in 4-bbls.	7 10
" " in 100-lb cases	7 00

**Canned Goods.**

Nothing of special interest to note. Some further supplies of Canadian tomatoes were received last week; sales are light. Salmon is receiving some attention since the beginning of Lent. We quote:

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

**Spices.**

Black pepper is reported very firm in primary markets. Locally, this market is featureless. We quote:

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

**Rice, Tapioca, Etc.**

Prices are steady. We quote:

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

**Syrups and Molasses.**

There are no new features in the syrup market. We quote:

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

**Coffee.**

There has been a break in the green Rio market, and this has been reflected in local quotations, which now are:

Green Rio, per lb.	0 10 1/2
Roasted, per lb.	0 14

**Jam.**

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

**Nuts.**

Quoted as follows:

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

**Foreign Dried Fruits.**

Except for a reduction in cooking figs, there has been no actual change in quotations since last issue. This reduction has been made in order to clear stocks, the demand for figs having been less than usual, owing to the low price of prunes. Rumors are current that the 1905 crop of prunes in the Santa Clara Valley in California will be seriously affected by an insect pest now attacking the blossoms. At all events, it is scarcely to be expected that next year will see a repetition of this season's low price of prunes. We quote:

Valencia raisins, Trenor's, per case f.o.s.	2 00
" selects " " "	2 20
" layers " " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " choice seeded in 1/2-lb. packages	0 07 1/2
" " per package	0 06 1/2
" " choice seeded in 1-lb. packages	0 08
" " per package	0 08 1/2
" " fancy seeded, 1-lb. packages,	
" " per package	0 09 1/2
Prunes, 90-100 per lb.	0 04 1/2
" 80-90 " " "	0 04 1/2
" 70-80 " " "	0 05 1/2
" 60-70 " " "	0 05 1/2
" 50-60 " " "	0 06 1/2
" 40-50 " " "	0 07 1/2
" silver " " "	0 07 1/2
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" dry cleaned, Filiatras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 06 1/2
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 06 1/2
" Vostizzas, uncleaned " " "	0 06 1/2
Dates, new per lb.	0 05
Figs, cooking in bags, per lb.	0 03 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 13 1/2
" standard, " " "	0 12 1/2
Peaches, choice, " " "	0 13 1/2
" standard " " "	0 13
Pears, (choice halves) " " "	0 13 1/2
Nectarines, choice " " "	0 11

**POULTRY,**  
**FISH**  
**WINNIPEG FISH CO.**  
PHONE 1480.  
**GAME**  
**AND**  
**OYSTERS.**  
259 PORTAGE AVE.

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



# It Seems Reasonable

to suppose that we can give you a better Coffee for less money than you can buy from an exclusive Coffee house, for the simple reason that we don't depend upon Coffee profit only for our living. No Coffee house could afford to sell Coffee on so close a margin as we sell our "**BOSTON LUXURY**" blend. While it costs you only 28 cents, it could command 32 cents, considering quality. We allow you to return it any time, and at our expense, if it don't suit your best trade. It's always sold that way but none comes back, so we know positively that "Boston Luxury" is a blend that will increase your Coffee trade and give heaps of satisfaction besides. In 12 and 25-pound tins (whole or ground). Get a tin on trial.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE



## SHIRRIFF'S

MOST grocers know this name as applied to Extracts. In the last year it has been applied to

# ORANGE MARMALADE

As before, it stands for the acme of quality.

Made under two brands "Shredded" and "Imperial Scotch," 3 sizes in each—1-lb. and 2-lb. glass and 1-lb. tins. Send for price list.

Imperial Extract Co., Toronto



## IT'S A GREAT SELLER

YOUNG and OLD alike are asking for

# THE KING'S FOOD

## THE IDEAL BREAKFAST DISH

It makes ENERGY and MUSCLE.

A handsome glass dish free in every package.  
2 dozen packages in a case.

THE ROBERT GREIG CO., Limited  
White Swan Mills, - - TORONTO



## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

**O. E. ROBINSON & CO.**

INGERSOLL

Established - - 1886

## DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the  
new sap syrup direct from the  
bush.

All Jobbers handle it

**Sugars Ltd., = Montreal**

## THE FARMERS

didn't grow enough Beets  
and so "the sinews of  
war" failed.

We have made all the  
granulated sugar possible  
this past season—and sold  
it all.

**The Ontario Sugar Co., Limited**  
BERLIN, ONT.

## MAPLE SYRUP



Originator of the celebrated Small's Brand  
Maple Syrups and Confections, product of the  
Canada Maple Exchange, Montreal.

Small's Brand monogram mounted on maple  
leaf, was registered in 1881, the oldest registered  
maple syrup trade mark in the British Empire.  
2nd—Small's Brand has been awarded, with but  
one exception, all Gold and Silver medals ever  
offered in Canada, and many from abroad.

W. H. Scroggie, Limited, Montreal, (Depart-  
mental), in 1903, purchased 1,109 packages; in  
1904, 4,434 packages. Are you sharing a like  
satisfaction and profits?

FOR SALE BY ALL JOBBERS

Plums, choice (dark pitted) per lb.	0 10 1/2
Candied Peel—Lemon peel, per lb.	0 09
Orange	0 09 1/2
Citron	0 14

### Evaporated Apples.

The advance noted in last issue has  
been generally maintained. Stocks are  
light. We quote:

Evaporated apples (new), 50-lb. cases	0 07 1/2
25-lb. cases	0 08

### Beans.

Beans are held firmly at the price  
quoted last week, viz., \$2 per bushel for  
hand picked. At this price, sales are  
not very large.

### Fish and Oysters.

Lenten trade is brisk. Prices are  
steady. We quote:

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

### Flour.

Prices are still unchanged. We quote:

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

### Buckwheat Flour.

Buckwheat flour is now quoted at  
\$1.70 per half sack.

### Breakfast Cereals.

Oatmeal is easier. Cornmeal is easy  
in tendency but prices as quoted last  
week are unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
in 1/2 sacks,	1 50

### Eggs.

Eggs are declining rapidly in price,  
owing to the big increase in supplies  
from the country. At time of writing,  
the retail trade are being supplied with  
fresh eggs by the wholesalers at about  
17 to 18c. per doz., but it is hard to  
quote with exactitude on a falling mar-  
ket. There is very little pickled stock  
selling, but, nominally, it is worth about  
12 or 13c. We quote:

Eggs, fresh	0 17	0 18
finest glycerine pickled	0 12	0 13
Packed in 25c. cases) which are not returnable.		

For Manitoba green fruits and vege-  
tables, see Fruit Department.

## 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 re-  
mittance cannot be acknowledged.

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

### YEARLY CONTRACT RATES.

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

### SITUATION WANTED.

THOROUGHLY competent Grocer, with knowl-  
edge of general trade, is open for suitable  
engagement in any part of Canada. Age thirty-  
two; seventeen years' English and Canadian ex-  
perience. Highest references. Box 226, Canadian  
Grocer, Toronto. (12)

### BROKER WANTED.

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

### FOR SALE.

FOR SALE—National cash register, newest  
model, six drawers, nine clerks; new; too  
large for me; favorable proposition; also cur-  
rant cleaner in first-class shape. Box 229, Cana-  
dian Grocer, Toronto. (12)

GROCERY and shoe business; stock \$3,000;  
turnover \$15,000 last year; no old stock. Box  
230 Canadian Grocer, Toronto. (16)

### BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, General  
Manager. Largest business brokers in Can-  
ada, 62 and 63 Merchants Bank Building, Winni-  
peg. Telephone 1888.

GROCERIES—Winnipeg, small store, suit  
beginner; three hundred. Locators.

GROCERIES — Winnipeg, six hundred and  
fifty; half cash. Locators.

GROCERY and confectionery, Winnipeg; six  
hundred cash, six hundred easy. Locators.

GROCERIES — On one of Winnipeg's best  
streets; stock and fixtures three thousand;  
half cash will buy; annual turnover thirty thou-  
sand. Locators.

GROCERIES—Winnipeg, seven hundred cash.  
Locators.

GROCERIES, toys and crockery, in live Mani-  
toba town, established twenty years; turn-  
over twelve thousand; can be doubled; no com-  
petition; price three thousand, half cash. Locators.

GROCERIES and hardware; established 1886.  
in one of Manitoba towns; ten thousand  
cash, fifteen thousand balance arranged; business  
warrants price. Locators.

WRITE for our Catalogue of Business Oppor-  
tunities in the Great West. It should interest  
you.

# Blue Ribbon Ceylon Tea

We remember well when some dozen years ago people—grocers we mean—looked askance at Blue Ribbon Tea.

Good men took it up.

Good men turned it down.

It had not shown its powers of endurance.

To-day Blue Ribbon is the foremost package tea in the Dominion.

None better known.

None better liked.

It has carried its honors modestly.

No wonder that the good men in the trade have shaken hands with it and welcomed it to their stores.

## The Best Results

are only obtained by handling profitable goods.

## Staples in Crockery

are all right. We have them; but, for your best trade,

### Our Exclusive Patterns

in high-class

## Dinner

and

## Toiletware

are money makers for you—

We guarantee results—

Write for particulars

THE  
JOHN L.

# CASSIDY CO. LIMITED

MONTREAL.

## HANDY

## CASKS



## OF PLAIN WHITE WARE

AT SPECIAL PRICES

No. 1000 Assortment contains:—

- 1 doz Dishes,  $\frac{1}{3}$ -10 in.,  $\frac{1}{3}$ -12 in.,  $\frac{1}{3}$ -14 in.
- 2 " " Scollops,  $\frac{2}{3}$ -7 in.,  $\frac{2}{3}$ -8 in.,  $\frac{2}{3}$ -9 in.
- 10 " " Handled Baltimore Teas.

No. 1005 Assortment contains:—

- 6 pairs Ewers and Basins.
- 1 doz Chambers,  $\frac{1}{3}$  covered,  $\frac{2}{3}$  uncovered.
- 6 " " Handled Baltimore Teas.

No. 1795 Assortment

- 5 doz Plates, 5 in.
- 5 " " 6 in.
- 10 " " 7 in.
- 3 " " 8 in.
- 10 " " Handled Baltimore Teas.

Write for Prices—Goods are Ready.

**BARNARD & HOLLAND CO.**  
MONTREAL



First arrival of Tanamo Bananas ; they are fine stock. Do not forget we are headquarters for Pineapples.

McWILLIAM  
**Mc. AND E.**  
EVERIST

TORONTO, - - ONTARIO

Rose Brand Navel Oranges  
Triangle " " "  
Magic Isle " " "  
King Edward Brand Lemons  
Masked Girl " " "  
Black Watch " " "

New Potatoes, Sweet Potatoes,  
Tomatoes, Cabbage, Asparagus,  
Cucumbers, Etc.

The \_\_\_\_\_  
**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

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

## DRIED APPLES

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

The **W. A. GIBB CO.**

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

## Marmalade Oranges

Our first shipment of Marmalade Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

**HUSBAND** Bros. &  
Co.

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

# GREEN FRUITS AND VEGETABLES

**L**UMSDEN BROS. of Hamilton have concluded arrangements for starting a canning factory at Brantford with a capacity for 100,000 cases of peas, corn and tomatoes. A new factory will be erected and the latest machinery installed. Contracts with growers for this season have almost been completed for full requirements. There is no factory nearer Brantford than Waterford. Lumsden Bros. will also continue to operate their Hamilton factory as heretofore.

The Canadian banana business is on the boom this week. Arrivals are heavy too heavy for the early season in fact, but the trade is taking hold encouraged by the low prices offering.

### Ontario Markets.

#### GREEN FRUITS.

Toronto, March 23, 1905.

**T**HE green fruit trade has been active during the week, largely on account of the milder weather. Oranges have sold briskly. The season for marmalades will soon be over, and California navels will be firmer next week, on account of the icing season beginning then. Bananas are moving more freely, and we are getting into the season for pines. Case cranberries are being offered this week at \$2.50.

Word has been received from Europe that the first direct lemon steamer for the season, the "Jacona," sailed from Messina for Montreal March 22. A second boat, the "Escalona," is billed to sail from Leghorn about April 5, although considerable doubt is expressed in certain circles as to whether there will be a second boat or not. The "Jacona" is likely to be carrying a small cargo, the reason being the demand for lemons ex-Montreal. Previously, there have been buyers from the United States, but on account of the duty imposed on stuff entering the United States at the present time, and the increasing favor that is being shown California lemons, the demand for Montreal shipments has been practically limited to the Canadian trade.

The last car of celery to come to this market this season has arrived, and prices are low when compared with those ruling in other parts of the country. Our quotations are as follows:

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

#### VEGETABLES.

Trade in domestic vegetables continues quiet to fair, as usual at this season. Imported green stuff is beginning to arrive more freely, and sales are reported to be improving from week to week. Spinach is on the market for the first time this season, being quoted at \$1.50 per bush, hamper. Florida tomatoes are out at present on account of frost, and the trade is being supplied with Cuban stock. Florida tomatoes, second crop, will appear on the market a little later. Egyptian onions will arrive about April 15. Potatoes in car lots are quoted 5c. lower than last week. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches.....	0 30	0 30
Greenhouse radishes, per doz. bunches.....	0 40	0 50
Dry Mint, per doz bunches.....	0 20	0 20
Parsley, " ".....	0 20	0 20
Sage, per doz.....	0 20	0 20
Savory, per doz.....	0 15	0 15
Carrots, per bag.....	0 60	0 60
Beets, per bu.....	0 60	0 60
Beets, per bag.....	0 75	0 75
Dry Onions, per bag.....	2 00	2 25
Dry Onions, per basket.....	0 50	0 50
Spanish onions, per case.....	4 00	4 25
Green house water cress, per doz.....	0 25	0 25
Potatoes, carlots on track Toronto, per bag.....	0 70	0 60
Potatoes, per bag.....	0 90	1 00
Farsnips, per bu.....	0 75	0 75
Farsnips, per bag.....	0 85	0 85
Cabbage, per head.....	0 05	0 10
" " per doz.....	0 50	1 00
Furnips, per bag.....	0 30	0 35
California celery, per case.....	5 50	6 00
Hothouse cucumbers, per doz.....	2 00	2 75
Oyster plant, per bu.....	1 25	1 25
Greenhouse rhu barb, per doz.....	1 00	1 25
" " onions.....	0 15	0 15
Florida tomatoes, per case.....	4 25	5 00
Green peppers, 8 basket crates.....	5 50	5 50
New beets, per doz. bunches.....	0 75	0 75
New potatoes, per crate.....	2 75	2 75
Spinach, per bush, hamper.....	1 50	1 50

### Quebec Markets.

Montreal, March 23, 1905.

#### GREEN FRUITS.

Trade during the week has been somewhat improved, the mild weather being a strong factor. Celery keeps in strong demand, selling from \$6 to \$6.50, the former being the jobbing price. Cauliflower is a little slower, price from \$3.25 to \$3.75 per case. Onions continue very scarce with the demand good, price 3c per lb. Egyptian onions are expected to arrive about April 15, but will be much higher than last year, as the onion crop throughout England and Europe is short. California navels are selling well for first-class quality \$2.90 to \$3.15 being generally quoted. Jamaica oranges are arriving in good condition and bringing \$2.25 to \$2.50. Bananas are a drug on the market, selling in a jobbing way at 60c. to \$1 per bunch. This is caused by the competition of the new fruit association lately formed in Baltimore, and the Fruit Despatch flooding the market against its new competitor.

Florida tomatoes and pineapples arriving here are showing signs of frost. Blood oranges are selling at \$1.90 to









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

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

**S. H. & A. S. EWING,**

ESTABLISHED 1845.

**Montreal Coffee & Spice Steam Mills,**

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

*In a class*  
*by themselves*

There are a good many reasons why our pickles should be better than others. For instance, the cultivation and picking of the vegetables is done under the supervision of an expert in our employ; this way we get vegetables away above the average, and they come to the salt house in perfect condition not later than five hours after having been taken from the vine. This is an important thing, as it makes them firm and crisp, not tough and leathery. Brined in dairy salt and filtered water, everything is done that will guarantee perfection and cleanliness. They are cut small so as to thoroughly absorb the spices and vinegar. Put up in the best pails we can obtain, absolutely air-tight, they will keep firm and fresh much longer than any other pickle on the market. 1 gall. pails 75c., 2 gall. \$1.40, 3 gall. \$1.95, 5 gall. \$3.00, 10 gall. \$5.50. Barrels and half barrels 45c. gall.

These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., LIMITED  
MONTREAL

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



cluded in the consignments, Black Hamburg and Muscatel grapes, peaches, plums, pears, passion fruit, tomatoes, etc. This is the first time that such a range of fresh fruits has been received at this time of the year from Australia, and the shipment is looked on largely as experimental. Of course, Tasmanian apples have often arrived, and have sold very well.

Local fresh fruits are, of course, now limited to apples, and not a very good line is stocked. The best grades, especially those grown in the Okanagan, have all moved out, and cheaper lines are now quoted at 75c. to \$1.25 per box. A few fancy apples are imported from Oregon and Washington, and bring \$2. to \$2.50. Oranges come in very plentifully, and at very low quotations, owing to the heavy crop in California. Some of the shipments have been arriving in poor shape.

VEGETABLES.

Local potatoes continue to hold fast round about \$25 per ton, while imported are worth \$30 and over, in some cases. The supply is becoming a little more liberal since fine weather has permitted the moving of what stocks were held up country.

Onions, local, are quoted at \$2 to \$2.75 per sack of 100 lb. Some local cabbage offers at about 1½c. per lb., while beets and parsnips bring 75c. per sack, and carrots and turnips, 50c.

APPLE SHIPMENTS.

Total shipments to European ports for week ending March 18, 1905:

From	To Liver- pool.	Lon- don.	Glas- gow.	Vari- ous.	Total.
Boston	7,707	1,196			8,903
New York	6,976	4,178	1,844	2,342	15,340
Portland, Me.	14,449	622			15,071
Halifax	3,617				3,617
St. John, N. B.					
Total for week	32,749	26,697	1,844	2,342	63,632
Same time 1904	20,133	21,320	4,940	5,525	51,918
Same time 1903	25,839	14,371	4,627	5,949	50,296
Total shipments since season opened					2,231,012
same time 1903-4					3,356,016
" " 1902-3					2,386,206

Shortage in Tasmanian Apples.

According to recent cable advices, space has been contracted on the steamers between the United Kingdom and Australasia for 400,000 boxes only of Tasmanian apples this year, these figures including shipments from Australia itself. Last year shipments of Tasmanian and Australian apples to the United Kingdom amounted to 706,000 boxes.



## INTERVIEW WITH JAPAN TEA MERCHANT.

**M**R. C. B. BERNARD, of Yokohama, Japan, was a visitor to Montreal during the past few days. The Grocer representative had the pleasure of an interview with Mr. Bernard, who stated that this was his first visit to Canada in fifteen years. In regard to the prospects of Japan teas for the coming season, Mr. Bernard said:

"I think, owing to the very unprofitable season we have just passed through for Japan teas, we shall be on a lower basis for the class of tea generally used in Canada, that is, the medium grades. The very choice teas, which generally all go to the United States, are likely to be effected by the war, for the reason that it requires a great deal of skilled labor to roll the fine leaf, and as this is mostly done by men, of whom a large number have been taken away for war purposes, it will throw the rolling of these teas into the hands of inexperienced people. With regard to teas generally, the war has not had so much effect, as the picking and handling of tea is done by women. What I find here in Canada, and which I think is regrettable, is the small interest taken in really fine teas. People in Canada do not drink good teas. All the choice teas that are produced in Japan go to the United States, and therefore the bulk of the inferior grades are thrown on the Canadian market, the consequence being, instead of teas being bought here for quality, which should be the first desideratum, it seems to be mostly a matter of price, and instead of fine-drawing tea being the first consideration, as in the United States, the principal idea in Canada seems to be 'how cheap a tea can be bought.' It is much more economical to buy a good tea than a common one, as you can make a great many more cups out of fine tea than out of the other, and it seems to me strange that this has not yet been discovered by the consumer. I think it would be a good idea if travelers would pay more attention to and study the tea question more closely, with a view to cultivating a demand for their customers for the better grades of tea. I have been thirty years in Japan; I have known this business in Canada from the very commencement, and I remember the teas of the old days, when we used to sell large blocks at very high prices, very choice teas; but all that, owing to the desire for cheapness, has died away.

"The tea growers do not like cultivating cheap teas, as there is no profit in it for them. These remarks are made in a general sense, as applying to all teas, no matter what district or country they come from."

"The total crop this year," said Mr. Bernard, "has shown a falling off of about 2,000,000 lbs., and the quality of last season's teas has been distinctly inferior to previous seasons. This falling off in the quality, not only of Japan, but also Ceylon and India teas, is attributable to the over-anxiety of planters and tea merchants to force the sale of teas. Shipments from Japan to Canada have increased during the past season about 300,000 lbs. up to January 31. The Japan tea market has been gradually coming down in price.



Mr. Chas. M. Kittson,  
New Canadian Commercial Agent to South Africa.

more nearly to the former basis, and this has created a better demand and sale for them. The introduction of package teas is hurting the business to a great extent, as Japan teas are not put up in packages.

"There has recently been a revival in the tea trade in the United States, and especially in Chicago a large business has been done. I was told in New York by one of the largest importers there that although it was unsatisfactory to shippers and importers to accept these low-priced teas, there was no doubt it would result in this benefit, that it would largely increase the demand for Japan tea at present low prices. The majority of people are poor, and reduc-

tion in the price of only a few cents is regularly taken advantage of.

"Regarding the war with Russia," Mr. Bernard stated that, "although the tax on the people is severe, there is no complaint, as they seem to have taken this war seriously and patriotically, and they are absolutely confident of their success. This confidence was a feature noticeable at the very commencement of hostilities. The idea of failure was never entertained for one moment. I was particularly struck with the perfect arrangements of the Japanese authorities and military men, and as an instance may just mention the wonderful system they have for taking care of the wounded. I used to see trains of wounded returning from the seat of war; they all looked well taken care of, and everything was conducted in the most orderly and systematic manner. No, in the minds of the Japanese there is no such word as failure!"

The Grocer is pleased to number Mr. Bernard among its oldest subscribers. He has found it much in evidence among the merchants of Yokohama and other Japanese cities, who are always on the lookout for foreign trade news. "Personally," remarked Mr. Bernard, "I read every number of The Grocer with keen interest, and am able to get pointers in almost every issue."

Mr. Bernard is visiting Toronto, Chicago and San Francisco, and will sail shortly from the latter port on the new Pacific mail steamer, "The Manchuria." While in Montreal Mr. Bernard was introduced to the trade by Mr. R. W. Forester, Canadian representative for C. B. Bernard & Co., Yokohama, for over 15 years.

### MR. KITTSON'S APPOINTMENT.

**M**R. C. M. KITTSON, the newly appointed Canadian Trade Commissioner for South Africa, was born in Montreal thirty years ago, and is the only son of G. R. W. Kittson, the oldest practising notary in Montreal.

Mr. Kittson commenced his business career some fifteen years ago with the firm of Gault Bros. & Co., but for the last seven years has been connected with the Lake of the Woods Milling Co. as their local manager in Toronto, and for the last three years as their representative in South Africa, where his energy and determination have resulted in gratifying success for his employers and Canada generally. The Government is to be congratulated upon having obtained the services of a gentleman so well fitted to fill the position with satisfactory results to Canadian manufacturers

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generally. Mr. Kittson, who is one of the best known figures in commercial life between Cape Town and the Zambesi, sails from St. John, N. B., per S.S. Lake Champlain, on April 8.

His headquarters will be in Durban, Natal. Mr. Kittson is a Canadian who has unlimited faith in the future of his country, believing that ultimately Canada will be the paramount power of the New World in arts, commerce and industry, and an object lesson to the rest of the world.

#### FIRMS INCORPORATED, ETC.

THE Carbonating Apparatus Co. has been granted a license to manufacture and deal in soda water fountains, carbonic acid gas, soda water, etc., in the Province of Ontario, to the extent of \$40,000. Solicitor, N. F. Davidson, Toronto.

Myott, Son & Co. (Toronto) Limited, have been incorporated with share capital of \$10,000 to manufacture and deal in china, crockery, glassware, etc., and to take over the business of Myott, Son & Co. Provisional directors, H. C. Bedlington, J. G. Strong and W. R. Williams, all of Toronto.

The Battle Creek Health Food Co., Limited, Toronto, with share capital of \$30,000, have been granted a charter to

manufacture and deal in cereal foods and coffees, grocers' supplies, etc. Provisional directors, H. Powell, G. J. Van Nostrand and A. J. Van Nostrand, all of Toronto.

The Interprovincial Vinegar Co., Montreal, with capital stock of \$10,000, have been incorporated to manufacture and deal in vinegar, pickles, condiments, etc. Provisional directors, W. De Leigh Wilson, Toronto; A. Robitaille, Quebec; J. Carsley, Montreal; E. Robitaille, St. Johns; F. Hogue, Montreal.

The Canada Glue Co., Toronto, with capital stock of \$100,000, has been incorporated to manufacture and deal in glue, gelatine, casein, etc. Provisional directors, P. Kreismann, O. C. Butz, F. Rudolph, A. Wintermute, C. C. Johnston, all of Chicago.

The Canadian Fairbanks Co., Limited, Montreal, with capital stock of \$500,000, have been incorporated to acquire and carry on the business presently conducted in Canada and Newfoundland by The Fairbanks Co., and to manufacture and deal in weighing instruments, tools, etc. Managers, H. J. Fuller and C. M. Rudel, both of Westmount, Que.; secretary, T. A. Pownall, Montreal; C. A. Duclos, Westmount, and E. J. Sarle, Montreal.

The E. Cavanagh Co., Limited, Montreal, with share capital of \$100,000,

have been incorporated to take over the general hardware business previously carried on in Montreal by E. Cavanagh and to engage in a general mercantile business. Provisional directors, V. A. Pilon, J. A. Pilon, W. J. Henderson, A. W. G. Macalister and A. C. Calder, all of Montreal.

#### INTERESTING LEGAL DECISION.

An interesting legal decision was given in Fredericton a few days ago in the case of Baird & Peters vs. the Fredericton Agricultural Society. J. J. McGalligan and the Blue Ribbon Tea Co.

The suit arose out of a tea competition instituted by the Fredericton Agricultural Society in Sept., 1903, the only prize in which was to be a gold medal. The society, owing to objections made by one of the competitors, declined to deliver the medal to Baird & Peters, to whom it had been unani- mously awarded, and the latter, after having exhausted every effort to obtain it, were obliged to resort to the equity court. According to the judge's ruling Baird & Peters were entitled to the award as well as damages.

The Canada Malting Co. have purchased a site in Winnipeg and will establish a new industry there.

# Ideal Household Ammonia

**A Strong, Quick Cleanser.**

**Thoroughly Disinfectant.**

The cheapest ammonia is generally the most expensive because it usually contains a large portion of injurious substances that eat the face off everything washed with it.

Spring house-cleaning will start in a rush one of these days and you will have to recommend some ammonia.

Don't take any chances on a cheap, inferior brand, when you can so entirely depend on Ideal Household Ammonia.

**Gorman, Eckert & Co., Limited,**

**London, Ont.  
Winnipeg, Man.,  
108 Princess Street.**

## WILL PAY FOR YOUR ENERGY

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

# Red Rose Tea

There are many ways to prove it

*Try the tea yourself!*

*Ask other people who drink it!*

*Ask any disinterested tea man!*

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?


## T. H. ESTABROOKS

Branches:  
TORONTO, WINNIPEG.

ST. JOHN, N.B.



CANADA: No better Country



MOTT'S: No better Chocolate

---

The Consumption of  
**CHOCOLATES**  
in Canada  
is increasing at a  
wonderful rate.

**MOTT'S**  
"Diamond"  
and  
"Elite"

brands are responsible to a large extent  
for this—Their merit has won them favor  
everywhere—Are you selling them?

For Sale by all Jobbers

---

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

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

**Twolips**

a delicious Chewing Candy. This is the  
finest

**MOLASSES**  
**KISS**

on the Canadian market, and is made  
from the very best open kettle New  
Orleans Molasses. It receives the atten-  
tion in the making that characterizes all  
of Stewart's goods.

**POPULAR PRICE**

Sells to the trade at 10 cents in  
100-lb. lots or over. Send for a  
sample. Better, send for a case.

---

**A. J. STEWART, Limited**  
STEWART'S FINE CHOCOLATES  
TORONTO

**THE YEAST ON THE SQUARE**

**THE ONLY YEAST WITH CREAM IN IT**

**THE ONLY YEAST WITH CREAM IN IT**

We find a large number of Grocers state that travellers from  
whom they buy groceries often say that they do not keep

**JERSEY CREAM  
YEAST CAKES**

While we prefer to sell these goods through the wholesale trade,  
if you get this answer, in the future, write us. We will see  
that you get the goods. Remember if you push "**Jersey  
Cream**" **Yeast Cakes** you get a bonus of one box abso-  
lutely free when you have ten certificates. One certificate in  
each box.

**Hamilton Yeast Co.**

**THE YEAST ON THE SQUARE**

# Valencia Raisins

F.O.S.

Selected

4 Cr. Layers

Fine Filiatra Currants  
 Tarragona Almonds  
 Sicily Filberts  
 Barcelona Filberts  
 Grenoble Walnuts

Wholesalers sorting stocks for Spring Trade, communicate with

## D. RATTRAY & SONS

Import and Export Commission Merchants

QUEBEC

Montreal

OTTAWA



### EVERYBODY Chews Gum EVERYBODY should Chew Gum

and Physicians recommend it.

#### The Little Bode Slot Machine Sells it.

It is **small, beautiful** and **accurate** and does not take up valuable room. It works easily and quickly, and being **all iron**, won't break. Figure out the size—it is only 13 ins. high, 3 ins. wide, 3 1/2 ins. deep. It works while you sleep.

**Grocers,** Read this:—

10 Boxes or 1000 pieces of Gum for only **\$8.00**

and the machine **FREE.**

Placed in front of your store **it pays your rent.** Every dealer of every description should have one.

Ask Your Jobber

or write

**LITTLE BODE SLOT MACHINE CO.,**

**28-30 St. George St., MONTREAL**



**The  
Attractiveness  
of the  
Package**

is one reason why the  
grocer is able to sell

**Perfection  
Cream Sodas**

with such ease.

Package alone would be a poor  
inducement. Fine feathers don't  
make fine birds.

But superior goods deserve a  
worthy package.

PERFECTION CREAM SODAS are  
matchless for merit.

All Grocers should sell them.

3-lb. Cards or Tins.

THE **Mooney  
Biscuit & Candy  
Company,**

LIMITED.

Stratford, - Canada.

**A RECORD RIDE.**

The story is told of two of the trav-  
eling fraternity, J. Hayden of John  
Sloan & Co., Toronto, and J. Charles  
of H. P. Eckardt & Co., Toronto, that  
in their zeal for business they actually  
essayed to drive all the way from Dun-  
dalk to Toronto during the recent snow  
blockade.

In company with A. G. MacKay, M.  
P. P., of Owen Sound, they struggled  
manfully for two days, but gave it up  
as a hopeless job at Orangeville, after  
having covered 26 miles. They claim  
that it is only owing to the herculean  
strength of Mr. MacKay, who carried  
the horse over numerous mountainous  
drifts, that they are alive to tell the tale.

**OFF FOR ENGLAND.**

Mr. Cecil Gordon, of the commission  
and brokerage firm of J. Alex. Gordon  
& Co., Montreal, left last week on a  
trip to England. The time he will spend  
abroad—about two months—will be taken  
up principally as a holiday, though the  
firm's foreign interests will, no doubt,  
receive attention in passing.

No disappointment,  
No caustic criticism,  
No "that's the last of that,"

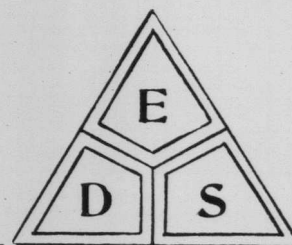
if you sell

**McGREGOR  
MARMALADE**

Convenient sizes.  
1st class quality.  
Your wholesaler  
or direct.

**McGREGOR = HARRIS CO.**  
Limited

33 Pearl St., - TORONTO.



**BRAND  
ARE  
QUALITY FRUITS**

We grow our own  
fruits, the keynote of  
their quality.

Unlike others we are  
not forced to buy an  
inferior grade, when  
the best is too costly  
to leave a margin of  
profit.

**E. D. S.**

**Jams, Jellies**

AND

**Sealed Fruits**

(IN GLASS)

**E. D. SMITH'S**

ORCHARDS AT

WINONA, - - ONT.

**COWAN'S COCOA**

Maple Leaf Label  
Our Trade Mark

**COWAN'S CHOCOLATE, CAKE ICINGS,  
CREAM BARS,  
and COWAN'S famous MILK CHOCOLATE**  
are absolutely pure goods.

**THE COWAN CO., LIMITED, TORONTO**

**Spring Drink**

# VAN HOUTEN'S COCOA

**Spring Food**

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

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

## PIONEER PURE FOOD FACTS

*A Quarter Century Record*

The prominent feature in connection with the early history of the spice trade in Canada is that the Todhunter Co. were the first to introduce and consistently advocate the use of HIGH-GRADE

**PURE COFFEE, PURE SPICES, COCOAS and CHOCOLATES**

No Coupons. Nothing but satisfaction given with our specialties.

**TODHUNTER, MITCHELL & CO.**  
TORONTO

old  
reputation

**Attention!**

old  
reputation

The **BEST**  
of

Swiss Milk Chocolates

**KLAUS'S**  
**CHOCOLATES**

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

**Canadian Swiss Trading Co.**  
17 ST. JOHN ST.,  
MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

## MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

**This Old English Candy** has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

**JOHN MACKINTOSH, Ltd., HALIFAX, ENG.**



# "Royal Household"

## FLOUR

I Would Pay Freight  
50 Miles rather than  
Go Without It.

WINCHESTER SPRINGS, Feb. 27, 1905

"I read about Royal Household which is purified by electricity. I also read about the woman paying freight 25 miles before she would be without it. Royal Household was not sold in our town. I was asking about it and my grocer told me to wait a day or two and he would get some, and I am glad I did so. My wife is a good baker and made good bread out of other flours, but what she has now made out of Royal Household is so far ahead that I would be willing to pay freight 50 miles instead of 25, rather than go without it. There is no flour just as good as Royal Household."

(Sgd.) JOHN HENDERSON.

The grocer who pushes "Royal Household" Flour will establish a trade that will give him a perpetual income for the rest of his life. Not one woman in a hundred will ask for any other flour after she has once used "Royal Household."

~~~~~

# THE OGILVIE FLOUR MILLS CO.

MONTREAL

LIMITED

# FREIGHTS AND CHARTERS

THE reduction of rates on all freights will take place about April 15th. With an eye to this, many large buyers and sellers are gauging their orders to meet that date.

Dates are now being fixed for the opening of navigation with Montreal, and sailings for that port will be announced shortly.

The season at Halifax and St. John, as far as Winter trade is concerned, will continue to dwindle until the end. Portland reports show that business has been better than it was expected to be early in the season.

for the St. Lawrence trade. Her name will be changed to "The Ottawa," and it is generally supposed she will be a great acquisition.

In Montreal great interest is being taken in the erection of the new steel sheds, and already the harbor looks like any of the large seaports of the old world. Some knowing ones are prophesying floods this year, but this is the annual occupation of the men who get employment from the results of floods.

It will be remembered last year that the upper harbor was disrupted by floods at Verdun, and there were severe

## NEWS OF THE TRADE.

The Niagara Falls Grocery Co., a new concern, of which A. C. Thorburn and A. M. Woolnough are the main members, has been organized and has taken over the businesses of F. E. Dallon and John H. Garner, grocers, Niagara Falls South. H. M. Norton will manage the new company.

Mrs. Gleason, grocer, Niagara Falls Centre, is removing to the store at Niagara Falls now occupied by Fielding & Co. The latter will move into a new block in course of erection. The store now occupied by Mrs. Gleason will be taken by Bradley & Son of St. Cathar-

## BERTH QUOTATIONS--St. John, Halifax and Portland

| Description.              | Liverpool. | London.  | Antwerp | Bristol. | Glasgow. | Manchester. | Belfast. | Dublin | Capetown and Port Elizabeth. | Leith. | Aberdeen. | Cardiff. | Hamburg. |
|---------------------------|------------|----------|---------|----------|----------|-------------|----------|--------|------------------------------|--------|-----------|----------|----------|
| Oil Cake.....             | * 7/6      | * 7/6    | * 8/9   | * 8/9    | * 7/6    | * 7/6       | * 10/6   | * 11/6 | * 12/6                       |        |           |          |          |
| Sack flour.....           | * 7/6      | * 7/6    | * 10/   | * 8/9    | * 7/6    | * 7/6       | * 11/    | * 12/  | * 12/6                       |        |           |          |          |
| Canned meats, fish.....   | * 12/6     | * 12/6   | * 15/   | * 15/    | * 15/    | * 10/       | * 15/    | * 15/  | * 15/                        |        |           |          |          |
| Provisions.....           | * 10/      | * 12/6   | * 15/   | * 15/    | * 15/    | * 10/       | * 17/6   | * 17/6 | 5/                           |        |           |          |          |
| Tierces lard.....         | * 10/      | * 12/6   | * 15/   | * 15/    | * 15/    | * 10/       | * 17/6   | * 17/6 | * 15/                        |        |           |          |          |
| Pail lard.....            | * 15/      | * 17/6   | * 20/   | * 20/    | * 20/    | * 15/       | * 20/    | * 20/  | * 20/                        |        |           |          |          |
| Butter.....               | * 22/6     | * 25/    | * 25/   | * 25/    | * 30/    | * 22/6      |          |        | * 80/c.s                     |        |           |          |          |
| Cheese.....               | * 17/6     | * 20/    | * 20/   | * 20/    | * 25/    | * 17/6      |          |        | * 80/c.s.                    |        |           |          |          |
| Eggs in c's (meas't)..... | * 12/6     | * 15/    | * 15/   | * 15/    | * 15/    | * 12/6      |          |        | * 40/c.s.mt.                 |        |           |          |          |
| Clover seed.....          | * 10/      | * 10/    | * 15/   |          | * 15/    | * 10/       | * 15/    | * 15/  | * 15/                        |        |           |          |          |
| Cotton.....               | †15c       |          |         |          |          | †15c        |          |        |                              |        |           |          |          |
| Apples, per bbl.....      | Fine 2/    | 2/       | † 3/    | Fine 2/6 | Fine 2/6 | Fin 2/      | 3/       | 3/     | 10/c.s.                      |        |           |          |          |
| Meas't goods.....         | †20/       | Tariff   |         | †12/6    | †12/6    | †10/        | †12/6    | †12/6  | †15/                         |        |           |          |          |
| Leather sole.....         | * 20/      | * 25/    | * 30/   | * 25/    | * 30/    | * 20/       | * 22/6   | * 22/6 | * 25/                        |        |           |          |          |
| Leather finish.....       | * 15/      | * 20/    | * 25/   | * 20/    | * 20/    | * 15/       | * 17/6   | * 17/6 | * 20/                        |        |           |          |          |
| Lumber, hard.....         | * 10/      | †10 1/2c | * 15/   | * 12/6   | * 14c    | * 10/       | * 15/    | * 15/  | * 15/mt.                     |        |           |          |          |
| Lumber, soft.....         | * 12/6     | †12c     | * 17/6  | * 15/    | †16c     | * 12/6      |          |        | * 17/6mt.                    |        |           |          |          |

\* Per ton 2,240 lbs.      † Per ton of 40 cubic feet.      ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore Subject to Confirmation. When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

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

The chief topic in shipping circles regarding Montreal is embodied in the coming out of the new Allan Line turbines. R.M.S. "Victorian" will be on land about the middle of May; she is chartered for June 9th to carry the party from the Canadian Manufacturers' Association going abroad.

To match the efforts of the Allan Line, or for purely commercial reasons, the Dominion Line has chartered the well-known White Star steamer "Germanie,"

losses to property. New arrangements have been made to prevent the possibility of a recurrence, and no fears are entertained on that score.

It will be at least three weeks before any actual shipping outside the movements of tugs and small craft can be undertaken.

W. L. Bailey, of Colborne, Ont., has amalgamated his soap business with the Sovereign Mfg. Co., of Toronto.

## NEW APPOINTMENT.

Mr. J. W. Welsh, formerly of the Laurentide Pulp Co., Grand Mere, Que., has been appointed manager of the Valleyfield Industrial Co-operative Society. Mr. Welsh has had a life-long experience in the grocery business, and has been connected with several prominent firms, including the English Provision Co. He will doubtless prove a worthy successor to Mr. W. J. Elliott, who has secured a position on the road with the E. W. Gillett Co., of Toronto.



## ANSWERED

The answers to last week's questions as to why

# Orange Meat

is better than all other breakfast foods as follows:

**First:** The very best cereal stock is used.

No dusty, inferior, damaged grain is allowed to enter Orange Meat.

**Second:** It is milled modernly.

Every process of its preparation is the newest, most approved, cleanest. It is not injured in its preparation.

**Third:** It is packed with utmost care.

Every package consists of a damp-proof, air-proof, vermin-proof bag enclosed in the handsomest carton yet shown, preserving every good and subtle quality of Orange Meat until it is consumed.

**Fourth:** It is the best seller

Because best liked.  
Best liked, because best.

**Are these good Answers?**

**The Frontenac Cereal Co.**  
Limited.  
**KINGSTON, Ont.**

## Flour and Cereal Foods

### The Oatmeal Situation.

ALTHOUGH the oatmeal market in Canada shows some signs of improvement, millers do not hope for materially increased business or profitable prices for the present season at least. In the larger cities of Canada the retail trade is pretty well filled up with supplies of the manufactured product bought largely from the United States before the recent advance. It will be some time before these stocks are used up, and then a comparative rejuvenation of Canadian business may be expected. The situation is slightly better in the country where the trade buy in less than car-load lots and an increased demand may be expected from this quarter now that the danger of American competition is removed for the time being. It is interesting to compare the price of rolled oats at the present time, \$4.35, with the price ruling a year ago, \$4.50, especially considering the price of oats in the two years, viz., 44c. and 36c.

The inequality of the duty, which is responsible for the recent crisis, which meant practically the closing down of many of the largest oatmeal industries in Canada, has been referred to before in the reading columns of The Canadian Grocer. A complete re-adjustment is necessary in order that the Canadian trade may be protected against a recurrence of the recent disastrous conditions. Overtures have been made repeatedly to the Government authorities at Ottawa, who promise that the whole difficulty will be re-adjusted. What Canadian millers are agitating for is a specific duty on imported oatmeal, instead of the ad valorem duty of 20 per cent., which has been in force for 10 years.

### Britain's Wheat Supply.

THE trade and navigation returns of Great Britain for 1904 throw a highly interesting light on the position of Canada in the world's wheat trade. Last year Great Britain imported from Canada 6,195,800 cwts. of wheat, while the previous year it took 10,802,127 cwts. The shipments from the United States also show a great decrease, being 7,090,700 cwts. in 1904, as compared with 24,197,805 cwts. in 1903, and 43,000,000 in 1902. The shortage in shipments from the United States and Canada, however, is more than made good by other countries.

Great Britain imported 97,813,600 cwts. of wheat in 1904, as against 88,131,030 in 1903, and 81,002,227 in 1902.

In 1902, the United States sent to the United Kingdom five times as much wheat as was sent from any other country, but last year it was only fifth on the list. The British East Indies came first in the list, sending 25,485,000 cwts.; Russia second, sending 23,529,500 cwts.; Argentine Republic third, sending 21,440,400; Australia fourth, with 10,272,600; and the United States next, with one-fourth less than Australia, and Canada a close competitor.

The imports of wheat meal and flour into the Kingdom were 14,722,893 cwts, as compared with 20,601,448 in 1903, a decline due principally to the erection of a number of large milling establishments. Of this total, 8,252,602 cwts. came from the United States, as against 16,223,639 during the previous year, and 2,045,767 from Canada, as against 2,637,617 in 1903.

The Board of Trade returns show that the percentage of wheat imports coming from within the Empire has considerably increased, owing principally to the increasing shipments from British India and Australia. The wheat imports from India in 1904 were just three times as great as they were in 1902, while in the case of Australia they doubled during the same time. In 1904, some 43,000,000 cwts., or about forty-four per cent. of the total came from within the Empire, as against 30,000,000 cwts., or thirty-five per cent. in 1903.

### Oats for Japan.

No less than 2,000,000 bushels of oats and barley have been sold in Minneapolis within the past few weeks for shipment to Oriental ports. While ostensibly the bulk of it is going to the Philippines, everyone knows the Philippines have no need for any such quantity of feedstuffs, and that its ultimate destination is Japan.

### Cereal Notes.

The American Cereal Co., Peterboro, are now running their mills at full time on account of the destruction of their plant at Cedar Rapids, Iowa, by fire.

Robt. Greig & Co., Toronto, report an active demand for their new package cereal King's food, orders from points as far apart as Halifax and Calgary being filled last week.



# A Grocer's Bank Account

## HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

### Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

## SIDE BY SIDE



# Borden's

"Eagle" Brand Condensed Milk

and

"Peerless" Brand Evaporated Cream

have won the confidence of the public and the trade as the two BEST milk products on sale. Don't be without them.

Ask your Jobber, or write to

## WILLIAM H. DUNN, - MONTREAL

105, IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

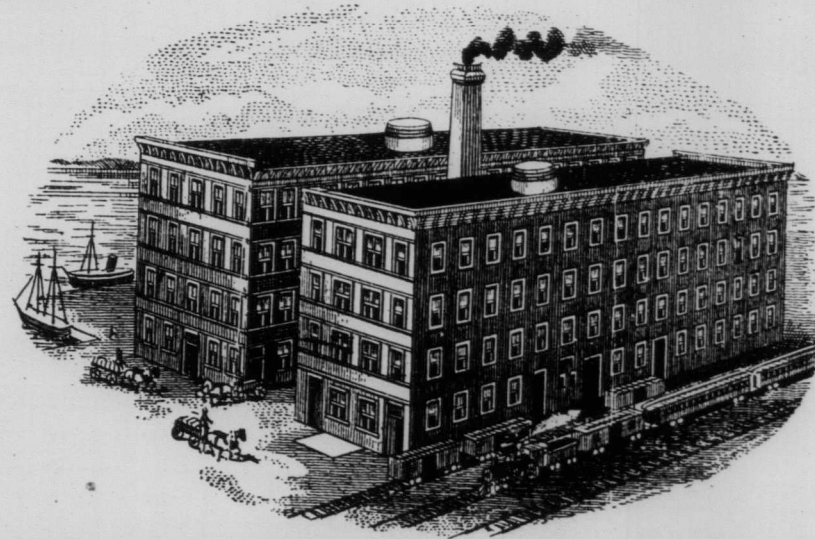
W. S. CLAWSON & CO.  
St. John, N.B.

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



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

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



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

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE.

LETTER ORDERS A SPECIALTY.

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



## Tobaccos, Cigars, and Smokers' Accessories

A. DEPARTMENT FOR  
RETAIL MERCHANTS.

### Tobacco Growers' Protest.

A MEETING of the Essex County tobacco growers was held at Kingsville last week. The object was to discuss plans for the betterment of conditions in the Canadian-grown tobacco industry. A number of speakers urged that the duty and excise be combined and one tax levied on the leaf when it comes into the country. The details of this scheme were not fully worked out, however, and it was decided to ask the Government to send two experts to address a public meeting and explain the duties more fully. The Government will also be urged to establish an experimental station in Essex County, to develop the science of tobacco growing and put the industry on a strong basis. This was the view of J. A. Auld, M.P.P. He took the stand that the real salvation of the Canadian leaf was in improving the processes of growth, drying, curing, etc., so as to make it equal to, or better than, United States tobacco.

The cigar manufacturers of London have entered a vigorous protest against any increase in the duty on foreign leaf. Their contention is that Canadian tobacco is only used in plug tobaccos entirely, and hence there is no real conflict between the foreign-grown and native weed. The importance of the industry from an economical standpoint is so great that the Government will undoubtedly give the fullest attention to the representations which are being made.

### The Match Problem.

"WISH there was one place here to buy matches instead of 7,000,000 to buy orangeade," said the indignant man carrying an unlighted cigar around between his fingers. The paragraph quoted from a St. Louis newspaper, formed the text for a characteristic discourse from the habitual but forgetful smoker.

"One of the worst troubles," he said, "that besets the ordinary smoker in any of our large cities, is to be found in this match problem. A man with a cigar and without a match, is indeed in a condition of helplessness. Several alternatives present themselves to him, but all of them are unpleasant. He can go

into a store and use the lighter, but this serves for but one light, and he may want another later, in which case the process must be repeated; furthermore, there are many men who do not care to avail themselves of the facilities offered by cigar shops, which they reason are meant for customers. Or he may go into a store and ask for a match. Several will, in all probability be willingly given, but such a method is even more repugnant to delicate sensibilities, with reason indeed, for it certainly is taking a most unwarranted advantage of the storekeeper's courtesy.

"Again he may go into a store and buy a cigar, in which case he will not feel the same delicacy about asking for a match or two. But he may have no use for another cigar, and it may reasonably revolt the mind of the economic business man to pay ten cents or so for a mere light. Finally, he may go into a store and buy a box of matches, just like any other merchandise. This would seem to be the obvious course, yet it is often the last adopted. Here is an opening for the grocer. In other countries matches are regularly sold over the counter just the same as cigars or tobacco, usually in small boxes convenient for the pocket. Of course the explana-

tion is to be found in the lordly attitude of the Canadian and American storekeepers with regard to transactions of a cent or two; but now that the round sum idea is so often abandoned in fixing the retail prices of popular cigars, there seems to be no good reason why the penny procured by the sale of a box of matches should be scorned, especially when the convenience of the smoking public is so vitally involved.

### Used Tobacco for 94 Years.

One hundred years old, sixty-seven years a resident of Iowa, and ninety-four years a user of tobacco, is the record of Mrs. Moses Fountain, of Corydon, Iowa.

Mrs. Fountain has used tobacco ever since she was six years old. She has the best of health for one of advanced years; fair eyesight, good hearing, a wonderful memory and a conviction that tobacco is one of the great aids to longevity.

"I've had folks tell me I might have been one hundred and twenty-five years old now if I hadn't ever used it," she says, "but somehow I doubt if they know."

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

# PAYNE'S WAY

of making Customers is a safe way—for the Customer. Think of being able to get your money back if you can't sell the goods!

We send you 1000 Cigars, assorted any way you like, on usual terms, express paid. After 3 months, if you have any unsold stock and wish your money back, send back the goods and get Invoice price for them.

Pebble for a 5-center, and Pharaoh for a 10-center are the two lines we particularly urge.

---

**J BRUCE PAYNE, LIMITED, Maker**  
GRANBY, QUEBEC

## Letters to Tom, the Grocer.—No. I.

HAMILTON, March 24, 1905

Dear Tom:

Keep paid up. Some men wouldn't pay their accounts at all if their creditors were careless and didn't ask for payment. It hurts your manhood when you don't pay your debts, and your manhood is your best business asset.

By the way, keep **T. & B. Smoking Tobacco** (the 10-cent size). Will forward. It does you good and stamps you as a good grocer.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.



Notes of the Trade.

The National Cigar Co., of Toronto, have moved to Brantford.

N. B. Burks, tobacco dealer, Hespeler, has sold to M. Krug.

John Canton, cigar dealer, Carman, has sold to Mr. Loughheed.

J. King, cigar dealer, Portage la Prairie, has sold to B. McCutcheon.

The Consumers' Tobacco Co. have commenced the work of stemming in their Leamington factory.

A meeting of the creditors of J. Rooney, fruiter and tobacconist, Montreal, was held on Mar. 20.

The stock of the estate of G. T. Pendergast, tobacconist, Toronto, has been sold to J. C. Palmer.

The Ontario Cigar and Tobacco Co., of Waterloo, has moved to commodious new quarters in Division street.

The McAlpin Consumers' Tobacco Co.'s raw leaf warehouses in Leamington were partially destroyed by fire last week.

The Tuckett & Sons Mfg. Co., Hamilton, have issued invitations to the members of B Company, 13th Regiment, for a supper to be given at the Osborne House. A good time is assured. A fine programme will be carried out. The prizes won during the season will also be presented.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

# Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

**J. M. Fortier, Limited, Manufacturer, Montreal**

Experiment.

Try new things, new ways.

Conservatism is costly. It doesn't belong to the progressive grocer.

Have you given

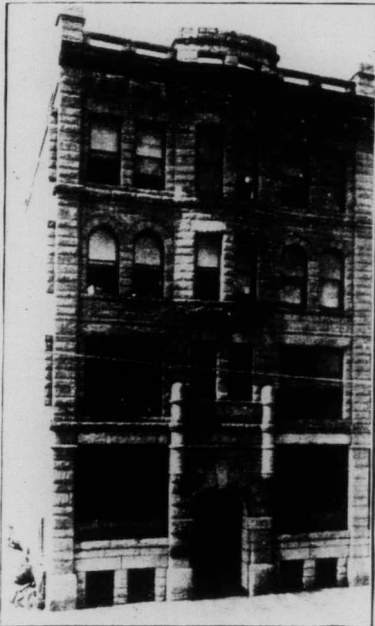
## **McALPIN'S TOBACCOS**

a chance to demonstrate their selling qualities?

Remember that when you sell McAlpin's Tobaccos you make an extra profit, and at the same time give a thoroughly good article. "It's in the flavor."

Q  
H  
departm  
Quotati  
etc, are  
agents, w  
accurate  
Ammon  
Beef  
Cook & Fr  
Size 1, in  
" 10 in  
" 2 in  
" 12 in  
" 3 in  
Pound 10  
12-oz tin  
5-lb  
Disson  
1-lb tin,  
1-lb tin,  
1-lb tin,  
Cacao,  
doz  
doz  
1 doz  
3 doz  
doz  
doz  
JER  
Size 5  
" 3  
" 2  
Ocean B  
Ocean Ba  
Ocean E  
Ocean B  
Ocean O

# WM. BRAID & COMPANY



VANCOUVER, B. C.

## TEA AND COFFEE IMPORTERS

*The Big Tea and Coffee House of the Great West*

*We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.*

*Write us for samples and quotations.*

### Quotations for Proprietary Articles.

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

March 23, 1905.

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

#### Baking Powder.

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

W. H. GILLARD & CO.

|                            |        |
|----------------------------|--------|
| Diamond—                   |        |
| 1-lb. cans, 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   |
| 1 doz. | 6-oz.     | 1 75     |
| 1 doz. | 12-oz.    | 3 50     |
| 4 doz. | 12-oz.    | 3 40     |
| 4 doz. | 2 1/2 lb. | 10 50    |
| 1 doz. | 5 lb.     | 19 75    |

#### HERMETIC CREAM BAKING POWDER.

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

#### OCEAN MILLS.

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

Freight paid, 5 p.c. 30 days.

#### MAGIC BAKING POWDER.



| Cases. | Sizes.    | Per doz. |
|--------|-----------|----------|
| 6 doz. | 5c.       | \$0 40   |
| 4 " "  | 4-oz.     | 0 60     |
| 4 " "  | 6 " "     | 0 75     |
| 4 " "  | 8 " "     | 0 95     |
| 4 " "  | 12 " "    | 1 40     |
| 2 " "  | 12 " "    | 1 45     |
| 4 " "  | 16 " "    | 1 65     |
| 2 " "  | 16 " "    | 1 70     |
| 1 " "  | 2 1/2-lb. | 4 10     |
| 1 " "  | 5 " "     | 7 30     |
| 1 " "  | 6 oz.     | Per case |
| 1 " "  | 12 " "    | \$4 55   |
| 1 " "  | 16 " "    |          |

#### ROYAL BAKING POWDER CO.

| Royal—   | Sizes. | Per Doz. |
|----------|--------|----------|
| Dime     |        | \$ 1 00  |
| " 1 lb.  |        | 1 80     |
| " 3 oz.  |        | 2 25     |
| " 1 lb.  |        | 2 90     |
| " 12 oz. |        | 4 50     |
| " 1 lb.  |        | 5 75     |
| " 3 lb.  |        | 15 50    |
| " 5 lb.  |        | 25 50    |

| Cleveland— | Sizes. | Per Doz. |
|------------|--------|----------|
| Dime       |        | \$ 1 00  |
| " 1 lb.    |        | 1 50     |
| " 6 oz.    |        | 2 20     |
| " 1 lb.    |        | 2 80     |
| " 12 oz.   |        | 4 25     |
| " 1 lb.    |        | 5 50     |
| " 3 lb.    |        | 15 00    |
| " 5 lb.    |        | 25 00    |

#### "VIENNA" BAKING POWDER.

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

#### HOME BAKING POWDER, CO., MONTREAL.

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



#### EAGLE BAKING POWDER

|                      |        |
|----------------------|--------|
| Cases of 48-5c. tins | \$0 45 |
| " " 48-10c. tins     | 0 75   |
| " " 24-25c. tins     | 2 25   |
| " " 48-25c. tins     | 2 25   |

#### "BEE" BRAND BAKING POWDER.

|                             |        |
|-----------------------------|--------|
| "Bee" brand, 48 5c. tins    | \$3 50 |
| " " 36 10 " "               | 4 00   |
| " " 24 16 " "               | 4 50   |
| "Beaver" brand, 24-16 pkgs. | 4 80   |

#### Blue.

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

#### J. M. DOUGLAS & CO.—Laundry Blues.



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

#### Black Lead.

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



#### JAMES DOME BLACK LEAD.

|                      |        |
|----------------------|--------|
| Cases of 48-5c. tins | \$0 45 |
| " " 48-10c. tins     | 0 75   |
| " " 24-25c. tins     | 2 25   |
| " " 48-25c. tins     | 2 25   |

#### Borax.

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

#### Boeckh's Brooms.

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

#### Cereals.

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

#### Chocolates and Cocoas.

THE COWAN CO., LIMITED.

|                                                                      |                 |
|----------------------------------------------------------------------|-----------------|
| Cocoa—                                                               |                 |
| Hygienic, 1-lb. tins                                                 | per doz. \$6 75 |
| " " 1-lb. tins                                                       | 3 50            |
| " " 1-lb. tins                                                       | 2 00            |
| " " fancy tins                                                       | 0 85            |
| " " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. | 0 50            |
| Perfection, 1-lb. tins, per doz.                                     | 2 40            |
| Cocoa Essence, sweet, 1-lb. tins, doz.                               | 3 25            |







# "Crown" brand Table Syrup



stands at the head of all Canadian syrups as it has no equal for purity, flavor, body and healthfulness

The desire among consumers is turning towards a Maple-flavored Syrup having the healthful qualities of "Crown" Brand Corn Syrup. We can supply those who desire a maple-flavored article similar to "Crown" brand—write for prices.

For sale by all jobbers.

No more seasonable line can be placed on sale now. Ask for "Crown" brand.

MANUFACTURED BY

## EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

|                                                 |                             |
|-------------------------------------------------|-----------------------------|
| Un-covered numbered                             | Covers and Coupons numbered |
| In lots of less than 100 books, 1 kind assorted | 4c. 4½c.                    |
| 100 to 500 books                                | 3½c. 4c.                    |
| 100 to 1,000 books                              | 3c. 3½c.                    |
| Allison's Coupon Pass Book.                     |                             |
| \$1 00 to 3 00 books                            | 3 cents each                |
| 5 00 books                                      | 4 "                         |
| 10 00 "                                         | 5 "                         |
| 15 00 "                                         | 6 "                         |
| 20 00 "                                         | 7 "                         |
| 25 00 "                                         | 8 "                         |
| 30 00 "                                         | 9 "                         |
| 35 00 "                                         | 10 "                        |
| 40 00 "                                         | 11 "                        |
| 45 00 "                                         | 12 "                        |

### Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.  
Clothes pins (full count), 5 gross in case, per case..... \$0 62  
doz. packages (12 to a case)..... 0 75  
doz. packages (12 to a case)..... 0 95

### Cleaner.

BRUNSWICK'S EASYBRIGHT  
INSTANTANEOUS CLEANER  
CLEANS EVERYTHING

Per doz.  
4-oz. cans \$ 0.90  
5-oz. " 1.35  
10-oz. " 1.85  
Quart " 3.75  
Gallon " 10.00

The Davidson & Hay, Limited, Toronto

### Food.

Robinson's patent barley 1-lb. tins... \$1 25  
" " " 1-lb. tins... 2 25  
" " " 1-lb. tins... 1 25  
" " " 1-lb. tins... 2 25  
Per doz.  
5 doz., at... \$ 1 40  
1 doz., at... 1 45

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.  
Frank Magor & Co., Agents.  
Orange marmalade..... \$1 50  
Clear jelly marmalade..... 1 80  
Strawberry W. F. Jam..... 2 00  
Raspberry " "..... 2 00  
Apricot " "..... 1 75  
Black currant " "..... 1 85  
Other jams..... \$1 55 1 90  
Red currant jelly..... 2 75

### T. UPTON & CO.

Pure Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case..... per lb. 0 07  
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 06½  
7 and 14-lb. wood pails..... per lb. 0 06½  
30-lb. wood pails..... per lb. 0 06½  
Pure Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 0 07  
7 and 14-lb. wood pails, 6 pails in crate..... per lb. 0 06½  
30-lb. wood pails..... 0 06½  
Home Made Jams—  
1-lb. glass jars (16-oz. gem) 2 doz. in case..... per doz. 1 45  
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 09  
7, 14 and 30-lb. wood pails, 6 pails in crate..... per lb. 0 09

### Licorice.

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper... per lb. \$0 40  
Fancy boxes (36 or 50 sticks)... per box 1 25  
" Ringed " 5-lb. boxes... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans..... per can 2 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" " 20 5-lb. cans..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 73  
Dulce large cent sticks, 100 in box.....

### Lye (Concentrated).

GILLET'S PERFUMED. Per case.  
1 case of 4 doz..... \$ 3 60  
3 cases "..... 3 50  
5 cases or more..... 3 40

### Matches.

UNITED FACTORIES, LIMITED. Per case.  
Surelight (Parlor)..... \$3 50  
Flashlight (Parlor)..... 5 75  
Kodak (Sulphur)..... 3 80

### WALKERVILLE MATCH CO.

Parlor— 1 case, 5 cases.  
Imperial..... \$5 75 \$5 50  
Best..... 3 75 3 50  
Crown..... 1 70 1 60  
Maple Leaf..... 1 90 1 80  
Knights..... 4 75 4 50  
Sulphur—  
Club..... 3 90 3 70

### Mince Meat.

Wetley's condensed, per gross net... \$12 00  
per case of doz. net..... 5 00

### Mustard.

#### COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" " 1-lb. tins..... 2 50  
Durham 4-lb. jar..... per jar. 0 75  
" " 1-lb. jar..... 0 25  
F. D., 1-lb. tins..... per doz. 0 85  
" " 1-lb. tins..... 1 45

#### E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—  
1-lb. tins..... per lb. \$ 0 35  
1-lb. tins..... " 0 35  
1-lb. tins..... " 0 32½  
4-lb. jars..... per jar 1 20  
1-lb. jars..... 0 35  
Old Crow," 12-lb. boxes—  
1-lb. tins..... per lb. 0 25  
1-lb. tins..... " 0 23  
1-lb. tins..... " 0 22½  
4-lb. jars..... per jar 0 70  
1-lb. jars..... 0 25



### Orange Meat.

Cases, 36 15c. packages... \$4 50  
5 case lots... 4 40  
(Freight paid.)  
Cases, 20 25c. packages... 4 10  
5 case lots... 4 10  
(Freight paid.)

### Orange Marmalade.

#### THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass..... \$1 50  
quart gem jars..... 3 40

#### T. UPTON & CO.

1-lb. glass jars, 2 doz. case... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06½

### Pickles.

#### STEPHENS'.

A. P. Tippet & Co., Agents.  
Cement stoppers (pints)..... per doz. \$ 2 30  
Corked..... 1 90

### Soda.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).  
Case of 1-lb. and 1-lb. (containing 30 pkgs.) per box, \$3 00.

#### MAGIC BRAND

Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

Per case.  
No. 1, cases, 60 1-lb. packages..... \$ 2 75  
No. 2, " 120 1-lb. "..... 2 75  
No. 3, " (30 1-lb. " (60 1-lb. "..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 85  
5 cases..... 2 75

#### "BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs. Per case  
" " 10 oz., cases, 96 pkgs. case  
" " 16 oz., cases, 60 pkgs. \$2 75

### Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.  
Maypole soap, colors..... per gross \$19 20  
" " black..... 15 30  
Oriole soap..... " 10 20  
Florida soap..... " 13 09  
Straw hat polish..... " 10 20

#### BABBITT'S.

Babbitt's "1776"  
6-oz. pkgs. \$3 50 per box. 5 boxes a freight paid and half box free.  
Babbitt's "Best" soap, 100 bars \$4 10 per box.  
Potash or Lye, bas each doz., \$3 per box.  
WM. H. DUNN AGENT.



CHASER SOAP  
Does the Work



You'll  
Have  
to  
Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—  
100 Good Ads for a Grocery Store  
is finding its way to a good many grocers  
who want good ads at the smallest cost of  
time and trouble.

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you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case ..... \$2 40  
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches— per lb.  
No. 1 White or blue, 4-lb. cartons. \$ 0 05½  
No. 1 " " 3-lb. " 0 05½  
Canada laundry " " 0 04½  
Silver gloss, 6-lb. draw-lid boxes. 0 07½  
Silver gloss, 6-lb. tin canisters. 0 07½  
Edward's silver gloss, 1-lb. pkg. 0 07½  
Kegs silver gloss, large crystal. 0 06½  
Benson's satin, 1-lb. cartons. 0 07½  
No. 1 white, lbs. and kegs. 0 05½  
Canada White Gloss, 1-lb. pkgs. 0 05½  
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—  
Benson & Co.'s Prepared Corn. 0 06½  
Canada Pure Corn. 0 05½

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
Edwardsburg No. 1 white or blue,  
4-lb. lumps. 0 08½

'Bee' brand starch—  
" laundry, 64-12 oz. pkg. per case \$5 00  
" 32-12 " " " 2 50  
" corn starch 40-16 oz. pkg. 3 00  
" Sun " borated starch, 40-16 oz. pk.  
per case. 3 00  
" borated starch, 50 box, 100 lb. keg 0 05½  
" laundry 50 " 0 05½  
" Gem " 100 & 200 lb. kegs 0 05½

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 05½  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. 0 05½  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lb. 0 06½  
Barrels, 200 lb. 0 05½  
Kegs, 100 lb. 0 05½

Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 07½  
6-lb. toy trunks, 8 in case. 0 07½  
6-lb. enameled tin canisters, 8  
in case. 0 07½  
Kegs, ex. crystals, 100 lb. 0 06½

Brantford Gloss—  
1-lb. fancy boxes, cases 36 lb. \$0 07½  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 2 50  
Celluloid Starch—  
Boxes of 45 cartons, per case. 3 50

Oulinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 05½  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 07  
Crystal Maize Corn Starch—  
1-lb. packages, boxes 40 lb. 0 07

ST. LAWRENCE STARCH CO., LIMITED.  
Ontario and Quebec.

Oulinary Starches—  
St. Lawrence corn starch, 40 lb. 0 07  
Durham corn starch, 40 lb. 0 06½

Laundry Starches—  
No. 1 White, 4-lb. cartons, 48 lb. 0 06½  
" 3-lb. cartons, 36 lb. 0 06½  
" 200-lb. bbl. 0 05½  
" 100-lb. kegs. 0 05½  
Canada Laundry, 40 to 46 lb. 0 05½  
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½  
1-lb. fancy, 30 lb. 0 07½  
" large lumps, 100-lb kegs 0 05½  
Patent starch, 1-lb. fancy, 36 lb. 0 07½  
Abron Gloss, 1-lb. packages, 40-lb.



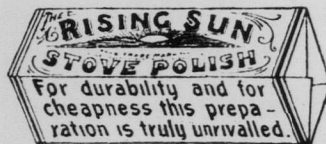
OCEAN MILLS.  
Chinese starch,  
per case of 4  
doz., \$4, less 5  
per cent.



Ceylon Tea, in  
1 and ½-lb. lead  
packages, black  
or mixed.

SAN TOY STARCH.  
10c. pkgs. cases 5 doz., per case. 4 75

Stove Polish.



For durability and for  
cheapness this prepa-  
ration is truly unrivalled.



Cases, each 60 1-lb. \$0 35  
" 60 ½-lb. " 0 35  
" 30 1-lb. " 0 35  
" 120 ½-lb. " 0 35



DUNN GENT.



Enameline No. 1  
4, bxs., ea. 3 dz. 0 38  
Enameline No. 2  
5, bxs., ea. 3 dz. 0 65  
Enameline  
liquid, bxs., ea.  
3 doz. 0 80  
Blackene, 5-lb.  
cans, per lb. 0 10  
Enameline stove dressing, per doz. 0 70

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.)  
"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—Standard. Per case.  
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

Teas.



SALADA CEYLON.

Wholesale. Retail.  
Brown Label, 1's. \$0 20 \$0 25  
" 1's and ½'s. 0 21 0 26  
Green Label, 1's and ½'s. 0 22 0 30  
Blue Label, 1's, ½'s, ¼'s and ⅓'s. 0 30 0 40  
Red Label, 1's and ½'s. 0 35 0 50  
Gold Label, ½'s. 0 44 0 60



LUDELLA CEYLON, 1's  
AND ½'S PKGS.

Blue Label, 1's. \$0 18½ \$0 25  
Blue Label, ½'s. 0 18 0 25  
Orange Label, 1's and ½'s. 0 21 0 30  
Brown Label, 1's and ½'s. 0 28 0 40  
Brown Label, ½'s. 0 30 0 40  
Green Label, 1's and ½'s. 0 35 0 50  
Red Label, ½'s. 0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and ½'s. \$0 35 \$0 50  
Blue Label, 1-lb. and ½'s. 0 38 0 40  
Green Label, 1-lb. 0 19 0 25  
Green Label, ½'s. 0 20 0 25  
Japan, 1's. 0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—  
"Condor" I 40-lb. boxes. \$0 42½  
" " II 40-lb. boxes. 0 40  
" " III 80-lb. boxes. 0 36½  
EMD AAA Japan, 40 lb. "at. 0 32½  
" " AA 40 " 0 30  
Blue Jay, basket fired Japan, 70 lb., 0 27½  
"Condor" IV 80-lb. " 0 32½  
" " V 80-lb. " 0 27½  
" " XXXX 80-lb. boxes. 0 23½  
" " XXXX 30-lb. " 0 24½  
" " XXX 80-lb. " 0 21  
" " XXX 30-lb. " 0 22  
" " XX 80-lb. " 0 19  
" " XX 30-lb. " 0 20  
" " LX 60-lb. per case, lead  
packages (25 1's and 70 ½'s) 27½

Black Teas—"Nectar" in lead packets  
Green Label. ....retails 0 28 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 32½  
" " Blue, 1-lb. .... 0 42½  
" " Maroon, 1-lb. .... 0 50  
" " Maroon, 1-lb. .... 1 50  
"Condor" Ceylon black tea in lead packets

Green Label, ½, ¾ and 1's,  
60-lb. cases. ....retail 0 25 at 0 20  
Grey Label, ½, ¾ and 1's,  
60-lb. cases. ....retail 0 30 at 0 23  
Yellow Label, ½ and 1's,  
60-lb. cases. ....retail 0 35 at 0 26  
Blue Label, ½, ¾ and 1's,  
50-lb. cases. ....retail 0 40 at 0 30  
Red Label, ½, ¾ and 1's,  
50-lb. cases. ....retail 0 50 at 0 34  
White Label, ½, ¾ and 1's,  
50-lb. cases. ....retail 0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.  
No. 1. ....retail per lb. 0 35  
No. 2. .... 0 30  
No. 3. .... 0 25  
No. 4. .... 0 20  
No. 5. .... 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½, 5s. and 10s. \$0 39  
" Amber, 5s. and 10s. 0 39  
Chewing—Stag, bars, 100oz. 0 43  
" " " " 0 43  
" " 100 oz. bars, 6s. 0 44  
" " " " 0 47  
" " 6s. and 12s. 0 47  
" " " " 0 47  
" Snowshoe, 14oz b'rs, sp'd'd 6s. 0 61  
" " " " 0 62  
" Fair Play, 8s. and 13s. 0 68

Vinegars.

E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30  
Condor, pure distilled. 0 35  
Old Crow. .... 0 30  
Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals. \$5 45 \$10 95  
casks, 60 " 10 25 23 40  
Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—  
24 25c. packages. .... \$4 65  
100 lb. " " " 7 80  
100 lb. " " " 3 90  
1 case 50 lb. packages free with 5-case lots  
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz  
Washboards, Victor. .... \$1 30  
" " Crown. .... 1 35  
" " Improved Globe. .... 1 50  
" " Standard Globe. .... 1 80  
" " Original Solid Globe. .... 1 80  
" " Superior Sld. Bk. Globe. .... 1 95  
" " Jubilee. .... 1 90  
" " Pony. .... 0 90  
Diamond King (glass). .... 2 90  
Tubs, No. 0. .... 11 25  
" " 1. .... 9 00  
" " 2. .... 8 00  
" " 3. .... 7 00  
Pails, No. 1, 2 hoops. .... 1 85  
" " No. 3. .... 2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in cas. \$1 05  
Gillett's cream yeast, 3 doz. .... 1 05  
Jersy cream yeast cake, 3 doz. 5c. .... 1 00  
Victoria " " 3 doz. 5c. .... 1 00  
" " " 3 doz. 10c. .... 1 90



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2-lb., 3-lb., 5-lb., 10-lb. Tins.

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Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

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