

# THE GROCER

Published by the Grocers' Provision and

NO. 4

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

## Marsal's Oxford Blue

the selling of this by the grocers of the  
country is always profitable.

FULL WEIGHT.

## MEAT

## How is it ?

that when once we get a merchant to buy from us, he stays with us afterwards of his own free will ?

Answer that.

It is a fact that the men who buy

**Wrapping Papers,  
Twines,  
Paper Bags,  
Parchments,**

and so on, never want to buy elsewhere. The money they save, the never-failing promptness of shipment, the courteous treatment—these are the things that appeal to them—the things that mark our service.

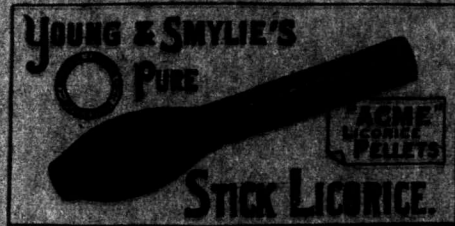
Haven't you an order ?

**DOUGLAS & RATCLIFF**

Paper Merchants

30 W. MARKET ST., TORONTO

## National Licorice Co.



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

## Suffer from Headaches ?

We will send free to any dealer who suffers from headaches and who writes us a letter requesting it, a dozen of "Mathieu's Nervine Powders." This is an absolutely harmless and effective remedy—is sold low, giving dealers a good margin. Write us to-day.

J. L. MATHIEU CO.,

Proprietors

1000 Avenue of the

## While I Live I'll Crow

### Advertise!

GET OUT BOOK.

100 Good Ads  
for a Grocery Store.

REPLY, BRISK, ADAPTIVE

Price, 10c

Send "no money" if you don't like to receive it.

THE NATIONAL LICORICE CO.

# 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. Tender 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."

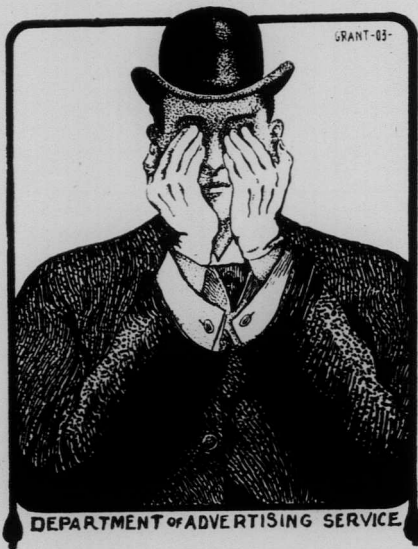
SOLD BY LEADING WHOLESALERS.

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

**8 Place Royale, Montreal.**

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



DEPARTMENT OF ADVERTISING SERVICE.

None so Blind  
As Those Who  
Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St.,  
MONTREAL.

10 Front St. E.,  
TORONTO.

TORONTO.

W. G. A. LAMBE & CO.  
TORONTO.  
Grocery Brokers and  
Agents.

Established 1865

W. H. Millman & Sons  
Grocery Brokers  
TORONTO.

CALGARY.

Start the New Year  
Right

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

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE  
GROCERY  
CHAS. MILNE  
BROKER

Write or  
Wire

VANCOUVER, B.C.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company  
of Montreal

P. O. Box 292.

WINNIPEG.

Dingle & Stewart

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

REGINALD LAWSON  
MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence  
Solicited

WINNIPEG, MAN.

EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.

All EYES are  
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,  
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE

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

WILSON COMMISSION CO., Limited

Wholesale Commission Brokers,  
BRANDON, MAN.



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

RETURNE  
ROWS  
GUM AN 30 19

Own  
10. Stick  
50. Bars

To Manufacturers' Agents

THE CANADIAN GROCER has en-quiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

Address, BUSINESS MANAGER,

CANADIAN GROCER,  
Montreal and Toronto.



# CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

**Montreal:**  
D. H. Rennoldson.

**Toronto:**  
W. G. Patrick & Co.

**Winnipeg:**  
Kenneth Mackenzie & Co.

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

**Vancouver:**  
Kelly, Douglas & Co.



## CAPSTAN BRAND MINCE MEAT

Package Mince Meat  
Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.  
1/4 " 1/2 " " "  
25-lb. Pails. 75-lb. Tubs.  
1/2-Barrels and Barrels.

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**

## A Favorite Relish is the Canadian Relish



This relish is in de-  
mand with all leading  
grocers. It is on con-  
stant call by their cus-  
tomers—not once, but  
many times.

Goods marked with  
the brand "Sterling"  
are good goods—a  
guarantee always of a  
high-class article.

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

Manufacturers of High-Grade Pickles and Relishes  
124-128 Richmond Street West, TORONTO.

**Two  
Lines  
That  
Lead.**

## A Vinegar with Advantages.

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

## Quinine Wine with a Reputation.

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

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

Your cool,  
commercial,  
common sense

tells you that nature has not put **all** the virtues of the tea plant into one little lonely isle, —other countries are equally favored, though in varying degrees. **JAPAN** produces the

cleanest,  
healthiest,  
most fragrant and  
most delicious teas  
in the world.

Try them,  
show them to your customers, and  
build up your tea trade.

# 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.

What  
is  
More  
Delicious?

**IN THESE WINTER MONTHS THAN GOODWILLIE'S FRUITS? THEY RETAIN THEIR FLAVOR.**

ROSE & LAFLAMME  
MONTREAL

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

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

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

**Be a Quality Grocer**

### A HEINZ DEPARTMENT

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

H. J. HEINZ Company



Pittsburgh U. S. A

57 VARIETIES.

# CANE SUGAR SYRUP

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

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

For prices and samples write to

## The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

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

TORONTO  
HAMILTON  
LONDON  
WINNIPEG

# IT IS NOT MALICE

that leads us to do all we can to  
stimulate the sale of

## Ceylon Teas

We know beyond the shadow of a doubt that our teas are infinitely superior in quality, cleanliness and methods of preparation to all others. We know, too, that the public has said in the most emphatic manner possible that it wants Ceylon Teas. So we are doing just what is right to do under the circumstances.



# TEA.

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

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



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

### 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.

## THE CANADIAN GROCER

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

### 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

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

**Wellington Mills, London, England**

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

## Want Ads.

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

**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto.

## Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

**THE BENNETT MFG. CO.,**  
PICKERING, ONT.

## 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

...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.  
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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  
MOP  
THAT  
THE  
SUN  
NEVER  
SETS  
ON

## USE HOT WATER

if you want to remove dirt—your customer knows this.

With a

### TARBOX SELF WRINGING MOP

the **HOTTEST** water can be used because the hands need never be wetted. Your customers will certainly buy.

Order Tarbox Mops from your wholesaler.

**TARBOX BROS.,**

**Toronto.**

**HAY CASTLE BRAND**  
FINEST SELECTED CURRANTS

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

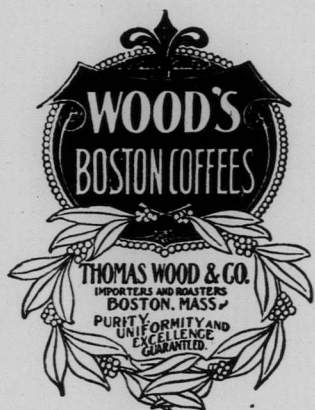
**PARADISE BRAND**  
SELECTED CURRANTS.

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

**FINEST GROWN IN GREECE.**  
approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for  
**W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.**

## Keep Up the Standard



Amid all discussions regarding prices, one should remember the familiar truth that "good things are never dear."

There are poor things and bad things in all lines of trade, and these prove the dearest of all—even at the cheapest price.

They may "come low," as the saying is, but their cost is high, for they drive away trade.

Remember that not merely the "good," but the very best things in all the different grades are **Wood's Coffees**

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

# The Finest of all Imported

## CASTILE SOAPS

is the

## "SHELL" BRAND

every time

Get our prices before ordering elsewhere.

Every box paper-lined

Soap turns out white and in perfect condition.

**JAMES TURNER & CO.,**

Wholesale Grocers.

**Hamilton.**

## BUYING BUSINESS SUPPLIES

By M. Martin Kallman in Saturday Evening Post.

**T**HE purchasing department of the modern business house is ordinarily one of its most loosely organized and blindly conducted departments. To a scandalous extent purchasing agents are influenced by improper and dishonest considerations. No other department is so tainted by "business graft" as this—a condition which does not imply that the purchasing agent is naturally more dishonest than the other officers in the house organization, but that he is subjected to far greater temptation. On the other hand, there are thousands of purchasing agents whose integrity has stood the test of hot and steady fire—and who are still far short, in point of efficiency of what they should be, their inefficiency being less the result of their own shortcomings than of defects inherent in the general system under which they do their work.

Consider the nature of the demands made upon the purchasing agent of a fairly large commercial house or industrial concern. He is required to buy everything in the nature of supplies from a paper of pins to a trainload of coal—and that is putting it mildly, for in some instances the coal bought by one purchasing agent equals the entire output of a mine. The variety and diversity of the articles which he must procure is simply astonishing, and yet he is supposed to have a knowledge of all these articles that will enable him to buy them "closely" and economically—a supposition which is one of the weakest points of the system as it is commonly conducted.

### Comparative statement.

Any system involves a certain degree of red-tape; that cannot be avoided. Consequently, in any business organization not of the most elemental kind it is necessary for the main executive officials to set an idea of the results attained and the progress made by their subordinates through the agency of the "comparative statement." Very often, however, the comparative statement shows only the surface indications, is but skin deep, and does not get down to the real facts or reveal them to the official for whose eye the statement is prepared. I

am forced to the conclusion that in few, if any, departments of the modern business organization is the comparative statement or report more superficial and misleading than in the purchasing department.

Why is this so? Because, inevitably and unconsciously, the purchasing agent comes to feel that his superior will mainly judge of his work in the matter of "close prices," of "inside buying." When once this idea gets possession of the purchasing agent his ambition is centred in making a showing for buying all of his supplies at less than the ruling market price. He wishes his comparative statement to show that every item purchased was bought at a price lower than the ruling price, and lower than his competitors might naturally be expected to pay.

### Cheapness Outbids Quality.

His tendency to attach an exaggerated importance to this difference in price regardless of the total amount actually "saved" naturally increases with time, becomes a settled habit, and leads him into two grave errors: overbuying, in order to get a lower quantity price, and a lowering of his quality standards. He becomes willing to have the quality of supplies shaded down to permit him to make a more impressive showing on the score of low prices.

The items of printing and stationery illustrate admirably the vice of overbuying. The purchasing agent gets a requisition for, say, 10,000 blanks of a certain kind, and calls in the representative of the printing house for figures on the bill. The solicitor, if he is a good one and up to the tricks of the trade, will do a little calculating like this:

"Can't give them to you at less than five dollars at that quantity. Take 25,000, and I can put them down to three dollars and forty-seven cents."

The difference in price is impressive; it will look well on his report, and so the purchasing agent orders 15,000 more than the requisition calls for, or else he has the requisition changed.

And what is the result? Simply this: by the time two-fifths of the blanks are used the "form" must be changed, and 15,000 are so much waste paper.

The same thing occurs in buying almost every other kind of supplies. The purchasing agent does not have a sound idea of the quantity of a certain article that should be bought—very likely it is next to impossible for him to be really informed on that detail—and then he feels that he must secure the large and showy concession of price. In this manner and from these causes many a purchasing agent is every year entrapped into wasting thousands of dollars.

### How to Avoid Wasting.

First, either by a departmental distribution of authority to purchase supplies, or by giving the head of each department a check upon the purchasing agent in the matter of quantity and quality of supplies peculiar to that department. In short, the head of the department using a certain supply must be better informed than any other person as to the quantity, quality and price of the article in question, and should, therefore, have a direct "say" on this point and be held responsible for overbuying and for inferior quality.

Second, the analysis of the purchasing agent's report on the part of the superiors to whom he is directly responsible should be far more searching and intelligent than it usually is—so much so that his mind will be effectively disabused of the idea that low prices are the main consideration asked from him. Real, practical, net economies of the long-time and far-reaching sort are the only kind of credit marks by which the work of the purchasing agent should be judged. Of course, this is, to a considerable extent, the basis in the houses having the soundest management and a system that works out the real spirit of organization instead of the "dead letter of the law."

But the other kind is altogether too common, and the "price showing" is the thing which very generally blinds the purchasing agent, so that he fails to get a fair view of what he has really accomplished, or to give that view to his superiors in his reports.

### Sound Judgment Needed.

Good, level-headed judgment on the part of the purchasing agent is required

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE

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

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

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

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

to keep a proper balance in his work, to give the requisite amount of time and care to the really important items. Too often the time which this executive should give to the big matters in his field is eaten up by the multiplicity of smaller ones.

I recall a case in which a purchasing agent—and a very conscientious one, too—gave so much time to the smaller matters that he was caught with an insufficient supply of coal. He worked for a large manufacturing concern which, because he had not given sufficient study to coal conditions, faced the alternative of going into the open market and paying almost a prohibitive price for coal or closing down and throwing hundreds of hands out of employment. In one sense of the word, that purchasing agent was not to blame for the costly predicament in which the concern found itself; he was expected to bestow so much detailed care upon the buying of a few dollars' worth of stationery, to put in so many hours beating down prices on little things, that he had no time in which to think for his employers, to look a long way ahead in the matter of coal and other supplies running into big money. In fact, he confessed that he felt obliged to put in about as much time haggling over a printer's bill of \$100 as in contracting for a season's coal.

#### Overlooking Opportunities.

Because of this sort of thing, and also because of the feeling that he must show a concession in price, the purchasing agent is constantly overlooking opportunities actually to benefit his house. Here is a fair example of the way this tendency operates: A very large manufacturing house decided to install a modern office system, and sent for an expert who was the inventor of several of the devices used in the system, and

who understood the whole matter completely. He was asked to quote prices on the equipment, and did so, his bid containing a clause to the effect that he would personally install the system and instruct the office force in its use. This part of the matter was either overlooked or ignored, and the purchasing agent at once started out to see if he could "beat the first man's figures."

Apparently this was the only consideration in the agent's mind. He had no difficulty in finding a firm which contracted to furnish the supplies at a lower figure. After the office equipment was received the question of its installation came up—and the purchasing agent found that on this score he had figured without his host. Eventually he discovered that the cheapest way in which he could get the equipment installed and the employes adequately instructed in the operation of the system was to employ the man who had been underbid and pay him a fee for his services, which would have been given without charge under the original arrangement.

#### To Improve Purchasing Department.

Perhaps the most important particular in which every purchasing department is open to improvement, not to say reform, is in the matter of recording the information necessary to its successful operation. Like the credit man, the purchasing agent is inclined to keep the most valuable information of the department "under his hat." This puts him in the position of being able to dictate to his employers and to make them feel that he is indispensable.

Every house should be in position to discharge its purchasing agent on an hour's notice without crippling the work of the department. In other words, the archives of the department should contain every item of information regarding

every phase of the work necessary to place the new purchasing agent in complete control of the situation. Not only should this information be so tabulated and classified as to indicate the quantity, quality and prices of supplies used, but it should also focus before the eye the complete situation regarding the present amount of and probable demand for the more important supplies. Whatever may contribute to a better knowledge of the present and future "market conditions" of a leading supply should have a place in the archives—and be so recorded that its relative importance will be seen and realized.

Some, not to say most, purchasing agents seem to think that if their office system shows from whom the supplies have been bought, the quantity of each article used and the prices paid, then their exhibit is complete and satisfactory. This kind of a record takes in only the A B C of the supply-buying business. The record should go beyond the houses from which goods are bought and deal with the personalities with which the purchasing agent transacts his business.

#### Character Information.

The cards of the file should give the new purchasing agent a clew to the "personal equation" in each house, should furnish him with that sort of information which is gained by close personal acquaintance—in a word, with "character information." Particular attention should also be paid in the purchasing department to all literature and information relating to scientific progress in lines having a direct relation to the processes for which supplies are bought.

Here is one place where the difference between a routine man and a thinking man will show most clearly. The pur-

# LIPTON'S GOODS

FULL LINES IN STOCK

Tea (all prices)  
Coffee  
Pickles  
Vinegar  
Worcester Sauce

Coffee Essence  
Chocolate  
Jellies (all flavors)  
Jams, Jellies and  
Marmalade

Lime Juice  
Pastes  
(Shrimp, Anchovy, etc.)  
Curry  
Capers

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

Ask our travellers for prices, etc.

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

## MEDITERRANEAN FRUITS

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

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

### D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

**O**UR travellers are with you once more with their annual  
bargains in all grades of

## TEAS

See their samples before purchasing.

**BALFOUR & CO., Wholesale Grocers HAMILTON**

chasing agent who has a broad and progressive mind will make this feature of his system invaluable, for by it he and his house will be kept in pace with progress and will be the first to have those improvements which are practical and which make for economy and efficiency in the business world.

In so brief an article it is impossible adequately to suggest the general points in regard to buying supplies which should command the attention of the careful business executive; but one thing, at least, should be clear to him: no other department will give him a better return for close and unflinching scrutiny than this, and no other department requires better poise and balance. Conducted with too much conservatism,

#### AUTOMOBILING ROUND THE WORLD.

THE accompanying illustration entitled Automobiling Round the World, is one that will be of interest to readers of The Canadian Grocer. The reproduction is from a photograph taken at Medicine Hat, N.W.T., last September, for which we are indebted to D. H. Bissell, western representative of E. W. Gillett Co., Toronto.

Mr. Bissell is the man at the extreme left side of the picture with the sample case in one hand. The man at the wheel and the owner of the machine is Chas. F. Glidden, a millionaire of Boston, Mass. Permission was granted him by the C.P.R. authorities to make the trip

is the conductor and the other man is the engineer.

#### INQUIRIES FOR CANADIAN TRADE

THE following inquiries concerning Canadian trade have been received from Manchester, Eng.:

No. 74. A number of Manchester wholesale fruit dealers desire correspondence with Canadian apple exporters, to purchase outright, or have fruit shipped on consignment.

No. 76. Manchester dealers in turkeys, geese and chickens are prepared to handle large quantities of Canadian poultry, and wish to be placed in touch with the Canadian shipper.

No. 78. A large soap manufacturer, who can use very large quantities of box-boards desires to get in touch with Canadian shipper of same, who can keep him supplied with regularity.

The following inquiries for Canadian trade have been received from Leeds, Eng.:

80. A Hull commission man desires an agency for Canadian houses in dried fruit and provisions; first-class references would be given and expected.

81. A large firm of long-established soap manufacturers for milling purposes desires direct communication with woolen mills in Canada desiring the same, namely: White curd soap, mottled soap in bars, pure oleine potash soap in barrels, dry concentrated 95 per cent. powdered soap in bags and for scouring, potash soft soap in barrels, carbon ash in bags.

The following inquiry has been received from Bristol, Eng.:

No. 11. A British firm desires to be brought in touch with exporters of butter, cheese and bacon.

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

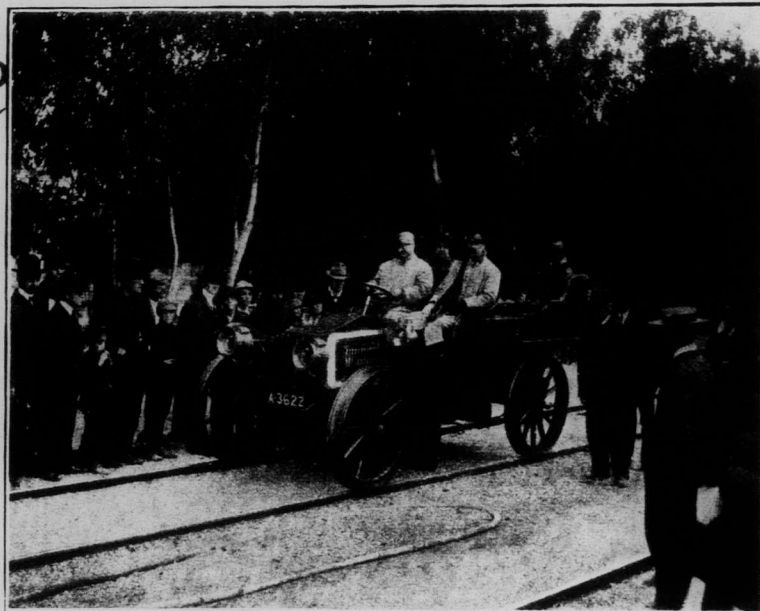
Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

#### FREDERICTON GROCERS COMBINE

The wholesale grocers of Fredericton, N.B., have formed an association to control the price of flour in the local wholesale market. An effort is also being made to form a similar association among the retail grocery trade to affiliate with the wholesalers' association.

#### SELLING AGENTS WANTED.

A London firm are anxious to appoint sole selling agents in Montreal and Toronto for olive oil. Those interested may be put in communication by addressing Advertising Manager of The Canadian Grocer.



Automobiling Round the World.

however, this will cramp the operation and cripple the efficiency of the whole business. I recall an instance where red-tape and delay in purchasing a fifty-dollar tool cost a manufacturing concern several hundred dollars. On the other hand, a careless, incompetent or lavish purchasing agent can soon wreck the profit account of a large and prosperous concern. Any chief executive who does not see to it that his purchasing department is in efficient hands, and that the system on which it is conducted is the best known, does himself, his associates and even his employees, a grave injustice.

L. Lalonde, general merchant, Chelmsford, has assigned to Clary & Buchanan, Sudbury; meeting of creditors called for Jan. 28.

over their tracks to Vancouver, providing he carried a crew consisting of conductor and engineer, and with understanding that the machine would be run on schedule time. The trip was successfully made and on New Year's day Mr. Glidden and his wife, who is shown in photograph, cabled from Suva, the capital of the Fiji Islands.

Mr. Glidden has now traveled about 25,000 miles in his car and before he ends his tour in 1906, will have covered 40,000 miles if his schedule be carried out. From the Fiji Islands he goes to New Zealand, Australia, New Guinea, Borneo, Sumatra, China, India and Africa. Readers will observe that car wheels were substituted for regular wheels which are used on automobiles.

The man sitting beside Mr. Glidden

RETURNED

JAN 27 1905

To Owner  
at Book 29

Page 36

SB

# Why This "Trio" Wins

OUR PRICE-LIST IS YOURS FOR THE ASKING. SEND FOR IT.

Boeckh's Brushes, Boeckh's Brooms and Cane's Woodenware, win trade every day of the year because they are the "standard goods of Canada." The Grocer who buys them can't possibly lose money or trade because, first, their quality wins confidence; second, confidence holds business. Like gold dollars, they pass for full face value everywhere and at all times—their value is the same to-day, to-morrow and a year from now. Their name and fame are the result of years and years of constant, steady growth, of confidence in quality in the minds of the great Canadian public.

With the most desirable stock of bristles that money and skill can buy in European markets always on hand, with lumber yards always containing a great stock of domestic woods and imported veneers, with the largest and best equipped factories of their kind in Canada, then why shouldn't Boeckh's Brooms and Brushes be a product worthy to be known as "the standard goods of Canada."

—With a plant and timber yards covering over twenty-five acres, with the newest and most complete machinery, with twenty-four kilns for dry-kilning, with extensive timber lands to draw from (owned by the United Factories), then why shouldn't Cane's Newmarket Woodenware take first and foremost place in the mercantile world?

*The "Trio"*

**BOECKH'S BRUSHES  
BOECKH'S BROOMS  
CANE'S WOODENWARE**

Aren't all these pretty good reasons why this "Trio" wins?

**UNITED FACTORIES, Limited**  
Head Office: **TORONTO, ONT., 80 York St.**  
BRANCHES—Montreal, Que.; London, Ont.

—MANUFACTURERS OF—  
**Boeckh's Standard Brushes  
Bryan's London Brushes  
Cane's Newmarket Woodenware**

NEW ORLEANS


# MOLASSES

In Brls., Half Brls., and Tins to retail at 10c, 15c.

## THOS. KINNEAR & CO.


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

*The* **KING'S**  
Cheese



**WHEN**  
the King's fare is decided,  
**THE BEST**  
of everything is provided.  
Because  
**MacLAREN'S**  
**IMPERIAL CHEESE**  
is regularly served on King Edward's  
table is not the reason why it should  
be served on yours - but because it is  
the best cheese.


Sold at all good grocers, 10c. up. For holder  
and Cheese Knife Company in every jar.  
**A. F. MacLAREN IMPERIAL**  
**CHEESE COMPANY, Ltd.**  
Detroit, Mich.  
Toronto, Can.



**MACLAREN'S**  
**IMPERIAL**  
**CHEESE**  
and crackers—  
a morsel to  
tempt even the  
pampered  
palate of an  
epicure

And this is only one of  
a hundred ways to serve  
the Imperial Cheese.  
Delightful in whatever  
form it comes to the  
table. Refreshingly dif-  
ferent from ordinary  
cheese. MacLaren's  
Imperial Cheese is sold  
in opal jars at all gro-  
cers; prices from 10  
cents up. It never be-  
comes hard or dry.

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



### Business Changes

#### ONTARIO.

**A.** HUNTER, grocer, Brampton, has assigned to Geo. Broddy; meeting of creditors called for Jan. 30.

Wm. Franklin, general merchant, Lancaster, has compromised.

Precious & Co., grocers, St. Thomas, are offering to compromise.

J. T. Bryden, grocer, Dresden, has sold out to J. R. Johnston.

The business of T. Smith, grocer, London, is advertised for sale.

H. S. Watkins, tobacco dealer, Toronto, has assigned to A. Asher.

J. H. Roberts, general merchant, Actinolite, has been burnt out.

Wm. J. Wright, confectioner, Drayton, has sold out to Wm. Richards.

L. W. Myers & Co., grocers, Stratford, have dissolved partnership.

R. Howell, grocer, Millbrook, has assigned to R. W. Clarke; meeting of creditors held Jan. 26.

The stock of J. & S. Shiels, grocers, Gananoque, was advertised to be sold by bailiff, Jan. 21.

The stock of R. Burns, general merchant, Floradale, is advertised for sale by tender Jan. 25.

The stock of Hazell & Son, grocers, provision and liquor dealers, Hamilton, is advertised for sale.

#### QUEBEC.

A. Godbout, grocer, Quebec, has assigned.

B. N. Reid, general merchant, Alywin, is dead.

P. Dubuc, grocer, Montreal, has compromised.

The assets of P. St. Arnaud, grocer, have been sold.

A. Lanclot, general merchant, St. Constant, is dead.



We can interest you in

# RICE

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The assets of D. Brault, grocer, Montreal, have been sold.

N. Henrichon, general merchant, Lake Megantic, has assigned.

The assets of W. Boissonault, grocer, Quebec, were sold Jan. 19.

F. Gandoreau, grocer, Montreal, has assigned to Kent & Turcotte.

The assets of W. Boissonneault, grocer, Quebec, have been sold.

N. G. Bedard & Co., grocers, Montreal, are offering to compromise.

The assets of P. Hebert, general merchant, St. Maurice, have been sold.

Nault Freres, grocers, Montreal (St. Henri), have dissolved partnership.

The assets of A. Bolduc, general merchant, St. Evariste, have been sold.

The assets of C. Dionne & Co., general merchants, Fraserville, were sold Jan. 26.

A. Ducastel, manufacturer of confectionery, Montreal, is offering to compromise.

Chas. Winter, general merchant, Grand Mere, has assigned; meeting of creditors held Jan. 24.

The assets of H. E. Martinette & Co., general merchants, St. George East, have been sold.

Jos. Paiement, grocer and liquor merchant, Montreal, has assigned to Chartrand & Turgeon.

G. E. Frigon, general merchant, Chicoutimi, has assigned to V. E. Paradis, provisional guardian.

H. Boulais and F. Boulais have registered under style of Boulais & Frere, grocers, St. Hyacinthe.

The assets of Fontaine & Freres, general merchants, St. Cyrille De Wendover, were sold Jan. 23.

H. Trudeau and H. Leger have registered under style of Trudeau & Leger, grocers and butchers, Montreal.

E. E. Legendre, general merchant, St. Martine De Courcelles, has assigned; meeting to appoint curator held Jan. 20.

### MANITOBA AND N.W.T.

K. Boez & Co., grocers, Regina, have dissolved partnership.

J. C. Lang, general merchant, Millbrook, has disappeared.

Squires & Wood, grocers, Calgary, have dissolved partnership.

J. P. Bernier, general merchant, St. Claude, held a meeting of creditors, Jan. 23.

Alexander & Law Bros., millers, Brandon, have been succeeded by the Alexander Milling Co.

The sheriff is in possession of the stock of the Francis Trading Co., general merchants, Francis.

### NEW BRUNSWICK.

D. J. Purdy, grocer, St. John, has suffered slight damage to stock by fire.

### NOVA SCOTIA.

Newcombe Bros. & Co., general merchants, Hantsport, have dissolved partnership.

### A GENERAL MERCHANTS' ASSOCIATION.

Among the important events slated for Bonspeil Week in Winnipeg, is the meeting for permanent organization of the General Merchants' Association of Manitoba. Last August a preliminary organization meeting was held and although the meeting was not largely attended gratifying assurances of sympathy and promises of support were received from numbers of general merchants who, because it was a busy season, were unable to attend. The meeting for permanent organization is being held at a quiet time of the year when many merchants will be in the city on other business or for pleasure. The meetings are to be held in Trades and Labor Hall on February 8th and 9th at 1.30 p.m. The movement is one which should command the hearty support of the general merchants of Manitoba.



## Upton's

HOME-MADE

GRAPE-FRUIT

MARMALADE

The latest table delicacy made by

UPTON

# Your Co-operation is Wanted

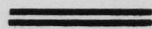
TO DOUBLE THE SALES OF  
"HALIFAX," "ACADIA" and "BLUE-  
NOSE" BRANDS OF PREPARED  
CODFISH, and of HALIFAX SHRED-  
DED CODFISH, and HALIFAX FISH  
CAKE in 1905.

IT WON'T BE HARD WORK.

ALL YOU NEED TO DO IS TO  
HANDLE THE FISH AND DON'T  
KEEP SILENT ABOUT HAVING  
THEM IN STOCK.

THE FISH WILL DO THE REST.

EVERYWHERE THEY ARE USED  
CONSUMERS HAIL THEM AS THE  
TASTIEST FOOD THEY'VE EVER  
HAD.



**BLACK BROS. & CO., LIMITED**  
**HALIFAX and LAHAVE, N.S.**

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

## FRESH AND CURED FISH

### Failure of New England Fisheries.

**M**ANY are the reasons advanced for the failure of these fisheries, but the true cause is Man. For three hundred years, in and out of the spawning season, he has ruthlessly preyed on the supposedly inexhaustible supply with never a thought of the morrow. With nets, pounds, weirs and other instruments of destruction, not satisfied with catching the fish themselves when about to spawn, he even destroyed the spawn itself—what little found its way to the breeding ground.

Time was when mackerel were caught with the "jig" (hook and line) or with "drags"—small nets dragged behind schooners. These two methods were always effective. Fish remained plentiful, the fisherman made enough money to provide himself with even the luxuries of life, and the price of mackerel remained within the means of the poorest laborer. Then the country grew, facilities for shipping fresh fish to greater distances improved steadily, the fisherman became too affluent and lay awake night devising means how to triple his income. Thousands of fish lifted out of a school became an absurd proposition in his eyes. Entire schools he wanted, two hundred thousand or more at a time; if possible—never mind whether they had or had not spawned. Both fixed and portable nets and traps he invented.

Chief among the apparatus used for catching fish while in a fixed position are traps, pounds and weirs. The trap consists of an oblong inclosure of netting on three sides and at the bottom, anchored securely by the side of a channel. Into this the fish enter, and, the bottom of the net being lifted to the surface at the open end, the fish are penned in and driven into a lateral inclosure where they are kept until needed.

The pounds and weirs are far more destructive. These are adapted not only for taking but, many of them, for retaining the fish until convenient to remove them. They are of various construction, depending upon various conditions—the nature of the water, the tides, the nature of the shore, the kind of fish to be taken. The most common form consists of a fence netting extending fifty or one hundred fathoms into the sea, at right angles to the shore line. The outer end of this straight fence, or wall, is carried into a heart-shaped inclosure of netting, the apex of the heart connecting with a circular "bowl" of

netting, the bottom of which lies upon the ground at a depth of twenty or thirty feet. In its course along the coast a school strikes one of these fences, follows it seaward, hoping to swim around it, and continues along the "leader" until it reaches the end which is the entrance to the heart. Here the school swims around and around for a time, the only avenue of escape seeming to be through the apex into the bowl, wherein they circle and circle, seeking vainly for an outlet.

The weirs differ from these pounds chiefly in being constructed in part or in whole of brushwork and narrow boards, with or without netting; and they are often so arranged that at low tide a sand bar cuts off the escape of the fish, leaving them in a basin inside.

But of all the deadly traps of wholesale slaughter perhaps none can equal that portable contrivance, now carried by every fishing schooner, the purse seine. This seine is a net half a mile long and thirty feet deep provided with heavy iron rings along the lower edge to sink it perpendicularly. A rope passed loosely through the rings enables the net to be drawn shut. Entire schools of hundreds of thousands of fish were trapped in this contrivance and scooped to the decks of the schooners. So hugely successful were these nets from the very first, that each vessel was provided with one, and millions upon millions of fishes—on their way to the spawning ground where each female would lay from ten thousand to ninety thousand tiny eggs—were taken.

Often a single haul of these nets was so successful that more mackerel were taken than could be carried away. Then the largest and best specimens were selected and the smaller ones, dead or dying, were thrown back into the sea. Schooner after schooner, with decks and holds crammed full of mackerel, staggered into port only to find the market glutted by earlier competitors. So abundant were mackerel that even in a market so strong as New York's, the fish were sold at fifty cents a hundred, and, frequently, street hucksters could fill their wagons for twenty-five cents a load. In fact, times there were when it was impossible to give the fish away, and the vessels had to put out of the harbor and dump their loads out at sea. In 1885, it is estimated from thirty thousand to forty thousand barrels of mackerel were thus caught and, spoiled, were thrown into the ocean to get rid of them.

And, worse, while this destruction was going on from the time the schools reached Hatteras to the time they were again bound for their unknown quarters in deep water, at Newburyport, a criminal, wasteful war was waged against these splendid fish. Here where the coast is irregular and where there is a difference of twenty or more feet between high and low tides, fishermen-farmers caught mackerel by the wagon-load to spread on their acres in place of manure, or else to feed them to their pigs. The fishes would enter a cove to lay their eggs; when ready to retreat they would find a net stretched across the entrance of the retreat, and a tide falling fast, until at last entire schools were left high and dry. Then the farmers would drive in with teams, and with shovels and pitchforks load their wagons and spread the mackerel to fertilize the soil.

The most potent of all the reasons for the failing of these fisheries is best given in the words of Captain "Sol" Jacobs, "King of the Mackerel Fishers" at Gloucester, who said:

"The chief crime against the fisheries is the practice of catching mackerel during the spawning season. If one-tenth of the eggs of the spawn mackerel caught last season had matured mackerel would be plentiful this year along our shore."

It is easy to understand why, after severe fishing along a certain stretch of the coast, the supply of fish will be reduced to a considerable extent, for, although the supply of fish in the sea may be practically inexhaustible, yet, if the fish of a particular region are all caught there is no hope that others from surrounding localities will take their place. The exhaustion of a local fishery is not like dipping water out of a bucket, where the vacancy is immediately filled, but is more like scooping lard out of a keg, where there is a space left that remains an empty hole, unoccupied by anything else, for it is a habit of fish to spawn on the ground where they were hatched, and the fish of any particular spawning ground having been destroyed, no others will come to take their place.

Other reasons, too numerous to mention within the space of a magazine article, are advanced to explain the decline of these fisheries. But the only tangible one which we may hope to control is their devastation by the fishermen, and the sole remedy is to regulate

the pounds and traps and the purse seines during the spawning season.

The quickest and surest remedy would be their legal abolition for a series of years. This, however, might prove a harsh measure, and their regulation would probably suffice to restore the fisheries to their former flourishing condition—even as they exist undiminished in Canada to-day, where stringent laws have protected them.

Almost forty years ago, in 1865, our New England fisheries showed their first alarming decrease. Since that time the supply of fish has been going down steadily. In 1871 and 1872, the United States Fish Commission investigated the subject and recommended the passage of Federal laws restricting the operations of traps and pounds and weirs to certain days throughout the spawning season. Not a law has been passed to protect the mackerel, however.—Pearson's Magazine.

**Fishermen Opposed to Close Season.**

THE attempt of B. C. cannerymen to obtain a closed season for sockeye fishing on the Fraser River during 1906 and 1908 has resulted in organized opposition from the fishermen, among whom a resolution was passed last week for presentation to the Federal Gov-

ernment embodying the following clauses:

1. That there be no closed years for sockeye fishing on the Fraser River.

2. That the uppermost limit of the fishing-grounds on the Fraser River be the Mission bridge.

3. That no limitation of less than eighty meshes be set by the Government on the depth of gill nets.

The fishermen are opposed to the canners on almost every item of the latter's resolutions, but especially the one recommending close seasons in 1906 and 1908. The plea of the canners is that the fish have no chance to get to the spawning-grounds. It is pointed out by veteran fishermen that although 1902,

1903 and 1904 were all virtually closed years on account of the strikes, there were no more fish on the grounds than there were in other years. It is their opinion, moreover, that since 1905 is expected to

be the big year, the canners hope to get big pack, which they will be able to dispose of in 1906 at advantage, without catching any fish that year. They further point out that the resolution of the canners calls only for the closing of the Fraser River fishing-grounds, while many of the canners most prominent in the movement own canneries in Northern British Columbia waters, which they could operate meanwhile. The fishermen are quite willing to have close seasons in the course of the week, but claim that a complete close season is out of the question.

The canners want to have the depth of nets limited to sixty or sixty-five meshes, but the fishermen think that if a limit is to be set at all it should be not less than eighty. While the canners would see the New Westminster bridge set as the highest boundary of the fishing-grounds on the Fraser, the fishermen want to fish as far up as the Mission bridge.



All Grocers Should Stock  
THE STAVANGER PRESERVING CO.'S

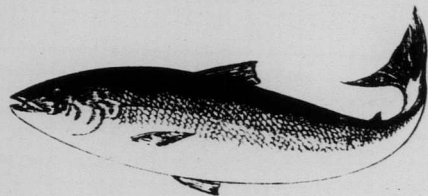
**Crossed Fish Brand**  
Norwegian  
**Smoked Sardines**

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

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

**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.



ANOTHER GOOD LINE

We don't know anything

that will build up trade and bring new custom so surely as

# HERSHEY'S MILK CHOCO

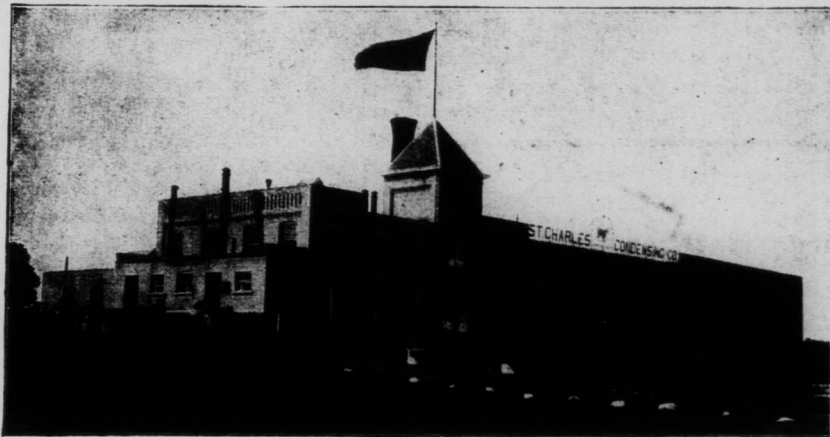
Box of 48 5c.-cakes \$1.80.

Box of 24 10c.-cakes \$1.75.

## JOHN SLOAN & CO.

Toronto

Belleville



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.



**IMPERIAL'S**  
 CREAM TARTAR  
**BAKING POWDER**  
 PUREST, STRONGEST, BEST.  
 Contains no Alum, Ammonia, Linc, Phosphates, or any injurious.  
**E.W. GILLETT COMPANY LIMITED**  
 TORONTO, ONT.

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

We are buyers of

# Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

THE DELICIOUS FLAVOUR AND APPETIZING QUALITY OF

# MATTHEWS' ROSE BRAND

**Breakfast Bacon** makes it particularly acceptable to the connoisseur, who knows the luxury of our English Mild Cure.

Special quotations to large buyers. Write us for quotations on "Rose Brand" meats.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO

HULL

BRANTFORD

## Lard is Cheap

## Butter is Dear

Now is the time to buy good lard and we can give you the best kettled lard on the market. Send us your order before prices advance.

TIERCES, KEGS, PAILS,  
TINS, ONE POUND CARTONS

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

# PURE LARD

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

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

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

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Dairymen Convene.

THE annual convention of the Western Dairymen's Association in Stratford, Ont., on January 17, 18, 19, marks another stage in the development of an industry in Ontario now ranking among the most valuable of Canada's commercial assets.

The Canadian Grocer has emphasized again and again the national significance of these conventions in which technical experts and practical farmers meet to discuss problems connected with the scientific and commercial improvement of dairying. For instance, it is of utmost importance for the dairy farmer to keep the proper class of cows and supply feed of a certain quality. One of the reasons why so many Canadian farmers have not been more successful in dairying is that they have been careless in the selection, feeding and care of stock, so much so that there are scores of herds throughout the country not even paying for their keep. The same judgment should be exercised in selecting cattle as in picking out farming machinery.

## PRESERVATIVES.

In reviewing the Canadian export trade in butter for the year 1904, it is interesting to note that the demand in Great Britain is principally for saltless butter. On this account the use of preservatives in both milk and butter is coming more and more into favor among dairymen, the British trade going so far as to recommend the use of preservatives in an amount not exceeding a half of one per cent. The most common preservatives in use are the borax preservatives, such as borax acid and borax with other ingredients generally sold in the form of a white powder. In an article like butter in which the preservation of its original peculiar, delicate flavor is of first importance, any material which helps to retain this is of particular value. Salt answers the purpose; this, however, will not answer in the English market, which is the destination of most of our export butter. It would seem that if Canada is to retain or increase her trade in butter with

Great Britain, she must use preservatives.

The preservatives in use at the present time are thought in certain quarters to be harmful; in view of this the association petitioned for protection against the sale of harmful preparations and recommended that all preservatives be subject to Government inspection, but that their use for domestic purposes be discouraged as much as possible.

## SUITABLE PACKAGES

Another matter of vital importance to the export cheese trade is the having of suitable packages. Considerable fault has been found during the season just



Robert Johnston, President of the Western Dairymen's Association for 1905.

closed on account of the inferior quality of the boxes used. The sides were cut too thin, and in many cases too many pieces were used in the construction of the lids and bottoms, making a weak, flimsy box throughout. The convention strongly recommended that box makers cut the siding of the boxes not less than 4 to the inch and not more than three pieces in the formation of a head or bottom. In a number of instances cheese were sent in boxes with green headings, causing serious damage to the cheese.

## ONTARIO CHEESE WITHOUT A PEER.

R. M. Ballantyne, of Montreal, one of the best authorities on cheese in this

country, advised Western Ontario makers that their cheese was without doubt the best made in Canada and fit only for comparison with the best Cheddar cheese of England. The general appearance on its arrival in England was better than from any other section. Makers were advised to hold to the 14-1-2 size, and to the 80-pound weight. But the Summer and Winter cheese was too stiff, and lacked the texture and quality good cheese should possess. The practice of keeping cheese in warm curing rooms should be abandoned for the cool curing system. A cold air duct and a few chunks of ice was no longer sufficient to regulate temperature; more radical changes were needed. Mr. Ballantyne further recommended combined efforts to get better cold storage facilities, and central markets, where cheese could be held. That would entirely eliminate the mistaken policy of shipping green cheese to England.

## OFFICERS FOR 1905.

The list of officers elected for 1905 is as follows: Hon. president, Hon. Thos. Ballantyne; hon. vice-president, J. N. Paget; president, R. Johnston; first vice-president, J. W. Steinhoff; second vice-president, T. Ballantyne, Jr.; third vice-president, J. Brodie; directors, J. McQuaker, W. A. Bothwell, W. K. McLeod, A. F. McLaren, J. J. Parsons, J. Connolly, M. R. Brown.

## THE NEW PRESIDENT.

The Canadian Grocer has much pleasure in presenting its readers in this week's issue with a portrait of Robert Johnston, the new president of the Western Dairymen's Association.

Mr. Johnston who acted as first vice-president of the association in 1903, is a native of the town of Fort William in the Highlands of Scotland. He received his early education in Woolwich, England, and came with his parents to Canada in 1870. Until twenty years of age he was employed at farming, and then entered upon his apprenticeship as a cheesemaker in the North Branch factory, which was under the management of M. Muir. The second year was spent as foreman of the West Nissouri fac-

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combines in the flakiest flakes the finest flavor and all the life-giving elements of the best wheat in the world.

**IT CROWNS THEM ALL**

A HANDSOME GLASS DISH IN EVERY PACKAGE.

THIS IS A GREAT SELLER

THE ROBERT GREIG CO., LIMITED  
TORONTO

## Reflect a Moment!

Consider how you, as a grocer, may increase your trade. Isn't the surest way to sell Coffees of the highest standard? **CHASE & SANBORN'S** Coffees are the best that money can buy. They bring extra business to the dealer.

# CHASE & SANBORN

The Importers, Montreal



ory, of which N. Hopkins was manager. Since then he has held the following positions: 1883 to 1886, manager of the Union Hill Cheese Company; 1886 to 1889, manager of the Cedar Vale Cheese Company; 1890 to 1892, manager of the Bright Cheese and Butter Co.; 1903, appointed manager of the Western Dairy

& Provision Co., dealers in, and exporters of cheese, butter and eggs, with headquarters at St. Thomas, Ont. The A. F. MacLaren Imperial Cheese Co. have recently decided to go into the export business extensively and have established a branch office in St. Thomas with Mr. Johnston as manager.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—A marked advance is noted in light hogs owing to the scarcity on the local market. The light supply prevalent for some time has curtailed the manufacture of lard somewhat and prices have advanced 1-4c per pound on tierces, tubs and pails, and 1-2c per pound on compounds. This scarcity is liable to effect the cost of curing, and dealers expect an advance on cured meats in a few days. Our quotations are as follows:

Long clear bacon, per lb.	0 08	0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 12 1/2	0 09 1/2
Small hams, per lb.	0 12 1/2	0 13
Medium hams, per lb.	0 12	0 12 1/2
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07 1/2	0 08
" tubs	0 08	0 08 1/2
" pails	0 08 1/2	0 08 1/2
" compounds, per lb.	0 07 1/2	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	6 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	6 60	6 75
" streetlots	7 00	7 25

Cheese—As far as can be learned the only cheese being shipped to England is consignments in store at Montreal by English importers. Other cheese has advanced to such a high price that it is impossible to export to England and receive the prices ruling here, namely from 53 to 54 shillings. It is generally conceded that stocks are low and expectations point to an absence of surplus stock before new cheese arrives on the market. Trade on the local market is quiet, business men being too much interested in politics this week. Our quotations are:

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

Butter—A noteworthy feature on the market this week is a better arrival of creamery butter. One reason for this is that January milk is being used, and reports state that several factories have again begun operations. Another reason is that the recent advances caused by the scarcity put the article beyond the reach of foreign buyers, thereby allowing those consignments which were intended for export to be used for domestic purposes. The better supply of creamery has caused dairy to become easier and large rolls which were principally used during the scarcity, have

now declined 1c per pound. We quote:

Creamery prints	Per lb.	0 24	0 25
" solids, fresh		0 22 1/2	0 23
Dairy prints		0 19	0 21
" in tubs		0 16	0 13
" large rolls		0 17	0 18

Poultry—Receipts are light and prices, which have advanced as a result, have prohibited a number of people from buying. However, some retail dealers, fearing another advance, have eagerly purchased the small arrivals, so that at present nothing of any account has been left on the commission merchants' hands. The market is bare of geese and as it will be some time before fresh arrivals are expected, they have been withdrawn from the list. We quote the following:

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

Montreal.

Provisions—Pork has ruled steady with fair sales. No important change in condition of hog market, undertone is firm and good demand for small lots. Fresh abattoir killed sold at \$7.25 to \$7.50, country dressed \$6 to \$6.75 with \$7 for extra choice light stock. Lard shows a weaker front, a reduction of 1-4c to 1-2c prevailing, with good demand.

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07 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	0 06 1/2
" " " 50-lb. fancy tubs	0 06 1/2	0 06 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2	0 07 1/2
" 12 5-lb. tins	0 07 1/2	0 07 1/2
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 43	
20-lb. tin pails, each	1 33	
Wood net, tin gross weight—		Wood. Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Cheese—The tone of the market continues firm and holders look for higher prices. Volume of business is light but holders do not seem inclined to let go any first-class finest Fall goods under 11c. Exports via Portland as compared with same week last year show a decline of 27,094 boxes and via St. John, 5,484 boxes, while rail shipments via New York and Boston were 9,000 boxes to nil for same period last year.

Butter—A stronger tone is noticed and prices are fully 1-4c higher this week. Local demand is good. In a jobbing way demand has been for finest creamery, demand being principally from

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 Small's Brand is Standard  
 Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.  
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**J. H. MAIDEN**  
 MONTREAL.



**Fools**  
 we would be to seek to establish a permanent trade with  
**PEACOCK BRAND**  
 CONDENSED  
**MINCE MEAT**  
 unless we made it GOOD.  
 ORDER FROM YOUR WHOLESALERS.  
**THE BATES PEACOCK CO.,** Hamilton, Ontario.

**Butter Tubs**  
**BEST WHITE SPRUCE**  
**50—30—20 lb.**  
**ORDER NOW**  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg.

**FISH and OYSTERS**  
WHOLESALE.

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

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Mfr's choice grades

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

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**EGGS**

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

CORRESPONDENCE SOLICITED.

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

**BUTTER and EGGS**

— WE ARE —  
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Correspondence solicited from ONTARIO,  
MANITOBA and LOWER PROVINCES.

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

**"TANGLEFOOT" Sticky Fly Paper**



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

**"Tanglefoot"**  
is Sanitary  
Ask for  
**"Tanglefoot"**

Profit? Over 120 per cent. to you.

Ontario and the west. Some little business was also done with the Maritime Provinces. Receipts about same as last week. We quote:

Finest creamery	0 21½	0 22½
Fair to good creamery	0 21	0 21½
Medium	0 20	0 20½
Western dairy	0 17½	0 17½
Fair to good western	0 16½	0 17
Undergrades	0 14½	0 15

Eggs—A fair volume of business is being done. Receipts are much better than last week, steady demand for small lots though in a jobbing way trade is quiet. Undertone of the market is firm.

Cold storage	0 16	0 18½
Selected Fall fresh	0 28	0 30

Exports light.

**St. John.**

Provisions—There is little call for barrelled pork and beef. Market is rather firmer, particularly for beef. Pure lard is also reported firmer. Present price is low. Smoked meats firm, particularly hams. Fresh beef is low. Western will average about two cents above domestic. Lamb is quite firm with good lamb rather hard to get. Veal is more freely offered. Mutton is low. Pork is rather higher.

Mess pork, per bbl	\$15 00	\$17 00
Clear pork	17 00	20 00
Plate beef	13 00	14 00
Mess beef	18 50	12 00
Domestic beef, per lb.	0 04	0 06½
Western beef	0 07	0 08
Mutton	0 04	0 05
Veal	0 06	0 08
Lamb	0 08	0 07
Pork	0 06½	0 07
Hams	0 12	0 13½
Rolls	0 10	0 13
Lard, pure, tubs	0 08½	0 08½
" " pails	0 08½	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Butter is coming to hand rather more freely, but good butter is scarce and high.

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

Eggs—There is a fair supply. Full figures are asked particularly for strictly fresh stock.

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

Cheese—Cheese are higher. Stock held not large. Twins are wanted.

Cheese, per lb.	0 10½	0 11½
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**Winnipeg.**

Butter—A steady market with no change in price is reported this week. Fresh creamery is in only fair supply. We quote:

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

Cheese—Prices continue steady. We quote:

Finest Manitoba, large	0 11
" Ontario, twins	0 11½
Square cheese	0 12½

Cured Meats—We quote as last week:

**SMOKED MEATS.**

Hams, sugar cured, assorted sizes	0 12½
heavy, 20 to 30	0 12
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½

Bacon, " breakfast bellies	0 12½
" breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 08½
" " smoked	0 09½
" " boneless backs	0 09½
Shoulders	0 08

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	18 00
per ½ bbl	10 50
Standard mess pork, per bbl	16 00

**PICKLED GOODS (COOKED).**

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

Lard—Prices continue steady at the decline noted in last issue. We quote:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. "	1 80
" 3-lb. tins, per case 60 lbs.	5 80
" 5-lb. "	5 65
" 10-lb. "	5 50
Pure lard in bbls, per lb	0 08½

**Correction.**

Owing to a typographical error in the report of the Eastern Ontario Dairymen's convention in The Canadian Grocer of January 13, the figures representing the dairy produce of Prince Edward Island for 1890 were reproduced also for 1900. The actual value of dairy produce in Prince Edward Island in 1890 was only \$8,448 instead of \$567,802. According to the first figures it would appear that dairying in Prince Edward Island had made no progress during the ten years specified.

**New Packing Industry.**

The Nelson River Packing Co., Selkirk, Man., have been incorporated with capital stock of \$40,000 to carry on a general packing and canning business. Directors: J. K. McKenzie, and R. Smith, both of Selkirk, and C. H. Newton, J. Fisher, and A. C. Ewart, all of Winnipeg.

**Union Cold Storage Co., Montreal.**

The annual meeting of the shareholders of the Union Cold Storage Co., Montreal, was held on Jan. 18, at the offices of the company. The following officers and directors for 1905 were elected:

President, William Strachan.

Vice-president, J. T. Wilson.

Secretary-treasurer, W. D. Aird.

Directors, W. S. Patterson, T. Harding, W. Mann, C. M. Hart and A. Piddington.

**Dairy and Provision News.**

A scheme is before the citizens and farmers of Moose Jaw, N.W.T., and vicinity for the establishment of a pork-packing industry in that district.

The Elora Poultry and Egg Farm Co., Grand Valley, have been incorporated with \$40,000 share capital. They propose going into the poultry business extensively.



the whole state of our present social life is artificial to the last degree; each one tries to go one better than his neighbor, and to make more show and more splash, possibly to hide the leanness of the family purse. The effect of this is seen in the selection of the tea set, the dinner set, the dessert plates, or the household ornaments. The greatest show for the least money is the household motto, and the result is the tearing, sweltering competition to meet this truly humiliating demand; sometimes good designs prostituted by bad workmanship, but more often mere daubs without harmony of color, conspicuous chiefly for splashes of gold without taste, refinement, or beauty, but cheap.

How often we hear in our sale rooms the expression, "Ah! that is a good showy pattern." The saying contradicts itself—a pattern cannot be showy and good. Show in its very essence is vulgar, no matter in what form, and vulgarity cannot be good; but good patterns need not be dowdy or dull or lifeless, we do not want such things about us,—our lives are none too bright without them. Is it not possible, then, for our manufacturers to make some stand against this competition for the greatest show for the least money, and show to the world something simple and dainty which looks worth what it is, and no more? Then comes the crux of the whole matter—if he does so, will the public purchase it? The chances are, yes. Demand creates the supply, but supply can very often create a demand as well, and if in this case it succeeds in doing so, the degenerating tendency in English china will receive a most urgently-needed check.

The second and third quotations must be linked together; they have practically and in spirit one and the same meaning. They raise several points. They take a higher stand than my first quotation, which prophesied a decay of workmanship and a deterioration of technical excellence, in that they refer to taste, art work and beauty of form and composition. What is the true explanation of the taste, beauty and charm of the china of the eighteenth century, which undoubtedly reflects so discreditably upon so much of our present-day work? or, to ask the question in an inverse way, what is it that has caused our present artistic decadence, our present apparent lack of real appreciation of what is refined or of what is true? We boast so mightily of our education, of our Jui de siecle civilization, of our great prosperity, of our progress in "The Arts" (spelt with the largest of capital A's.) and yet if we look back for 150 years we are compelled to admit that our forefathers had truer and more instinctive ideas of taste and of the fitness of things. The fault does not lie so heavily at the door of the manufacturer as it does at that of the people themselves. In the first place there is little or no desire on the part of the ordinary consumer to possess anything that could be dignified by the name of a work of art (and a white tea cup may be just as much a work of art as a painted picture). How is it possible, then, that "the skill, the taste, the time, the expense, and the risk attending the invention and execution of them" should enter into their calculation at all? It rarely, if ever, does, and the buying public have forced the manufacturer, who works to live, into the same cloving, clinging slough. Can we really blame

him, a man of business, whose duty to himself is success in life, and whose duty to the commonwealth is to assist others along the same path, by giving them (the more the better) honest employment and a well-earned wage? Not in justice. But must we wait for the tardy conversion of the public? And who or what is likely to bring it about? It may come, but not of itself. If there could only be instilled into the manufacturers, not only of pottery and porcelain, but of other kindred English handicrafts, a competition—not for the most showy, the most superficial, or the cheapest article—but for beauty, for refinement and for taste, by sure and certain, if slow, stages, the public would learn to understand, to appreciate, and, more important still, to purchase, and there would be some chance of our own era and its productions being held up as examples to students of a future generation.—Exchange

#### Gift to the Trade.

Gowans, Kent & Co., Toronto, have placed on the market a new "Instant Crockery Mender" for cementing furniture, woodwork, porcelain, onyx, glassware, crockery, etc. With every six dozen bottles of "Instant Crockery Mender" they are giving away a handsome solid brass store sign (12x15 inches) with hand-engraved, enamel-filled letters.

#### Crockery News.

Gowans, Kent & Co., Toronto, have enlarged and remodelled their decorating plant and are now turning out work that challenges comparison with anything on this continent.

#### PERSONAL MENTION.

Mr. Jules Cote, manager and secretary of S. J. Major, Limited, Ottawa,

was a visitor to the Montreal trade last week.

Mr. W. H. Gray, traveling representative for the N. K. Fairbanks Co., died at the General Hospital, Sault Ste. Marie, January 20.

Mr. Geo. E. Bristol, of Lucas, Steele & Bristol, Hamilton and Canadian Grocers Limited, Toronto, was in Montreal during the early part of this week.

Mr. A. Miller, late of E. W. Gillett & Co., has accepted a position as traveler with Todhunter, Mitchell & Co., wholesale coffee and spice merchants, Toronto. Mr. Miller will assist Mr. J. D. Brock, Western Canadian representative of this house.

Mr. John Chisholm, of Billmon, Chisholm & Co., Halifax, N.S., and Mr. Chas. H. Peters, of Baird & Peters, St. John, N.B., were visitors to Montreal during the past week.

Mr. Jas. A. Taylor, Montreal representative of the Truro Condensed Milk & Canning Co., Truro, N.S., is on a trip to the Maritime Provinces this week, visiting Halifax, St. John, Moncton and Sydney.

Mr. Leo, representing Alart & Maguire, New York, is calling upon the Montreal trade with his firm's Canadian agent, Mr. W. H. Dunn, this week. Olives in every style and form is what the firm of Alart & Maguire is noted for.

#### ELECTED DIRECTORS.

The Edwardsburg Starch So., at its annual meeting January 17, re-elected the following board of directors: George F. Benson, president; William Strachan, vice-president; R. Cunningham, secretary. The remaining directors are: Hon. Robert McKay, Chas. R. Hosmer, D. R. Miller, George Hyde and A. P. Murray.



JOHN MADDOCK & SONS, LTD.  
ENGLAND

E. W. Klotz, 24 Wellington Street West, Toronto

IMPORT HEADQUARTERS



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## Elite LaBelle Dinner Ware

There are some lower-priced and many higher-priced lines to be had, but none quite as good value.

Another Gem!

## Dark Blue Willow Dinner Ware

Modelled in the original quaint old shape of our ancestors.  
Prized by some, admired by many and now within reach of all.

German and Austrian  
Samples arriving by every Steamer

# Blue Ribbon Ceylon Tea

has not at  
any time at-  
tempted to

deceive people. At the beginning of its career — years ago now — it asserted its claims for favor on the score of intrinsic merit. Ever since it has been establishing these claims.

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

## A Thing of Beauty

Is our strictly up-to-date

## "Ivanhoe" Dinnerware

The Readiest Seller on the market.

Anticipate our traveller by a mail sample order, or if he has not heretofore called a request to do so will be appreciated.

CHINA GLASS LAMPS  
BAR GOODS SILVERWARE OUTLERY

and everything in

# CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

THE  
"Corker"



assortment of useful China articles, to retail at 25c. and 50c. each, is all that its expressive, if not elegant, name suggests.

THE  
"Allemania"

assortment contains China articles to retail at 10c. each. Customers who have had the "Franconia" will want this.

*These are both new 1905 assortments, just arriving. Send for Lists. They comprise lines that will sell every day.*

**BARNARD & HOLLAND CO.**

290 St. James St.  
Victoria Sq

**MONTREAL**

# OLIVES



Grown in Spain  
But  
Packed in Canada

Do you realize the fact that we pack our own Olives?

—and appreciate what it means?

Means that we personally see and hand-pick every Olive before it is put in a bottle and sold to you.

It is not possible for a cull or blemished fruit to find its way into our bottles.

We are more particular about such matters than most houses, but it pays us and you too.

Drop a card for our circular and prices on Olives.

**GORMAN, ECKERT & CO.**  
LIMITED

London, Ont.

Winnipeg, Man.  
108 Princess St.

# SKINLESS COD

New pack, in 100-lb. cases.



Also a complete assortment of  
Fresh, Frozen, Smoked, Dried  
and Pickled Fish, and  
**Oysters**

Show cards and price lists mailed on application.

**LEONARD BROS.**

MONTREAL, P. Q.  
ST. JOHN, N. S.  
WESTPORT, N. S.  
GRAND RIVER, P. Q.  
GASPE, P. Q.

Montreal P.O. Box 639.  
LONG DISTANCE  
TELEPHONES.

The Government Inspectors will drop in on you soon—they will examine your **Maple Syrup.**

IF YOU HAVE

**GRIMM'S**

YOU ARE SAFE.

It is absolutely **pure** Maple Syrup.

WRITE FOR PARTICULARS AND PRICES.

**The Grimm Mfg. Co.**

Manufacturers of Champion Maple Syrup  
Evaporator and Maple Sugar Makers' Supplies.

**MONTREAL**

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Gorman, Eckert & Co., London, Ont.

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

**Baskets.**  
Oakville Basket Co., Oakville, Ont.

**Bird Seed.**  
Nicholson & Brock, Toronto.

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

**Blue and Black Lead.**  
Reckitt & Blue—Gilmour Bros., Montreal.  
Stewart, A. J., Toronto.  
Oakey, John, & Sons, London, Eng.

**Brushes and Brooms.**  
United Factories, Toronto.

**Canned Goods.**  
Balfour & Co., Hamilton, Ont.  
Burlington Canning Co., Burlington, Ont.  
Gillard, W. H., & Co., Hamilton.

**Cans.**  
Acme Can Works, Montreal.

**Business Brokers.**  
The Locators, Winnipeg, Man.

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

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

**Cocoa-nut.**  
Greig, Robt., Co., Toronto.  
Lumsden Bros., Hamilton.

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

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

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal and Toronto.  
Colson, C. E., & Son, Montreal.  
St. Charles Condensing Co., Ingersoll.

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

**Crockery, Glassware and Pottery.**  
Barnard & Holland, Montreal.  
Cassidy, John L., Co., Montreal.  
Gowans, Kent & Co., Toronto.  
Klotz, E. W., Toronto.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Fairbank, N. K. Co., Montreal.  
Fearman, F. W., Co., Brantford, Hull, Peterboro'.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Bradstreet Co.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Sovereign & Lynx Brands.  
Stavanger Preserving Co., Toronto and Vancouver.  
Todd, J. H., & Son, Victoria, B.C.  
Winnipeg Fish Co., Winnipeg, Man.

**Fly Paper.**  
Tanglefoot.

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

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

**Grain, Flours and Cereals.**  
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Gorman, Eckert & Co., London, Ont.  
Kinnear, T., & Co., Toronto.  
Laporte, Martin & Cie, Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Ozo" Co., Montreal.  
Provost & Allard, Ottawa.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Sloan, John & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
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Coles Mfg. Co., Philadelphia, Pa.

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

**House Insect Destroyer.**  
Common Sense Mfg. Co., Toronto.

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

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

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Creed, J. S., Montreal.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dunn, Wm. H., Montreal and Toronto.  
Lambe, W. G. A., & Co., Toronto.  
Lawson, Reginald, Winnipeg.  
Millman, W. H., & Sons, Toronto.  
Milne, Chas., Vancouver, B.C.  
Nicholson & Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Ratray, D., & Sons, Montreal.  
Ryan, Wm., Co., Toronto.  
Tippet, A. P. & Co., Montreal.  
Rutherford, Marshall & Co., Toronto.  
Watt, J. L., & Scott, Toronto.  
Wilson Commission Co., Brandon, Man.

**Mince Meat.**  
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Capstan Mfg. Co., Toronto.  
Fearman, F. W. Co., Hamilton, Ont.  
Greig, Jas. R., Montreal.  
Lytle, T. A., Co., Toronto.  
Wethey, J. H., St. Catharines.

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

**Patent Medicines.**  
Mathieu, J. L. Co., Sherbrooke, Que.

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

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Greig, Robt. Co., Toronto.

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Colson, C. E., & Son, Montreal.  
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Gorman, Eckert & Co., London, Ont.  
Heinz, H. J., Pittsburg, Pa.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
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Sutton, G. F., Sons & Co., London, Eng.

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Prescott's—W. H. Dunn, Montreal.

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Cerebos Salt.  
Toronto Salt Works, Toronto.

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Canada Maple Exchange, Montreal.  
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Eby, Blain Co., Toronto.  
Estabrooks, T. H., St. John, N.E.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robert, Co., Toronto.  
Japan Tea Traders Ass'n.  
Kinnear, T., & Co., Toronto.  
Lumsden Bros., Hamilton.  
"Ozo" Co., Montreal.  
Provost & Allard, Ottawa, Ont.  
Salada Tea Co., Montreal and Toronto.  
Sloan, John, & Co., Toronto.  
Todhunter, Mitchell & Co., Toronto.  
Wood, Thos., & Co., Montreal.

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Hill, Evans & Co., Worcester, Eng.  
"Ozo" Co., Montreal.  
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Keen's—Frank Magor & Co., Montreal.  
Winn & Holland, Montreal.

**Woodenware.**  
United Factories, Toronto.  
Woods, Walter, & Co., Hamilton.

**Wrapping Paper, Paper Bags, Etc.**  
Canada Paper Co., Toronto.  
Douglas & Ratcliff, Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.  
Hamilton Yeast Co., Hamilton, Ont.

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# Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

## Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

# Dollars and Cents

### MOLASSES SITUATION.

D. Rattray & Sons, general agents for Da Costa & Co., Barbadoes, report as follows: There has been considerable activity in the molasses market of late, the demand having been principally for Barbadoes, which has advanced to 30c per gallon to jobbers. Owing to the sharp advance in raw sugar the refiners have been ready buyers of all Barbadoes molasses offering, and as a consequence the market is pretty well cleaned up of old stock. Cables have recently been received from Barbadoes indicating that the market opened at 17c and has since advanced to 18c for molasses first cost, including puncheons, but in reply to cables at these prices answers have been received saying that firm offers could not be made. It is not probable that there will be much molasses offering from Barbadoes for another month.

Reports from the island indicate that reaping will be pretty general towards the end of February, but the prospects are that the total of the crop this year will be about one-third less than last, when the actual shipments amounted to 45,765 puncheons. Estimates this year give about 30,000 as the probable crop.

This is due to an extremely dry season, which not only is tended to cause the crop to be short but early.

Reports from Porto Rico and other producing islands indicate that their output will be somewhat in excess of last season's, but new crops will come on practically a bare market all over the consuming countries.

### HOW TO IMPROVE YUKON TRADE.

Canada's share of the Yukon trade is vastly greater than it once was, according to A. B. Palmer, one of the leading wholesale merchants in that far north country.

In the early days the population was mostly American. They naturally preferred brands of goods whose quality they knew, but now they are gradually getting to find that Canadian canned goods, butter, etc., are equal and superior to the American product. In the first shipments of Canadian butter a great deal went bad through inferior packing, and hams, etc., from Canadian packers were insufficiently cured to withstand the extremes of heat and cold of the Yukon, together with long shipment.

Wholesalers trading with the Yukon are therefore recommended to send only

the very best of canned goods and preserved meats to that district. There is never any fault to find with the original quality of Canadian goods, it is the way they are put up.

The Yukon consumes a vast quantity of American hams yearly and will continue to do so, but the experience of the trade has been that the loss through Canadian hams spoiling is so great that it is unprofitable to handle them. Consequently Yukon merchants have been forced in this particular, to sustain that branch of trade with American packers.

Canadian canned fruit is gaining preference over the California product in spite of the fact that a large improvement might be made in the methods or style of labelling. As regards butter, Canadian creamery is now the standard.

### A SUMPTUOUS CALENDAR.

Not many calendars for 1905 excel in striking richness that sent out by A. J. Stewart, Limited, Toronto. A predominance of bold reds for a background, a horse-shoe shaped arch of broad sweep, and a beautiful face and bust of a young woman, crowned with jet black hair adorned by a jeweled band, made a picture to be desired. In this day of beautiful calendars, it is becoming increasingly difficult to find those that stand out from among the great host, conspicuous for strength, charm, and beauty; but one can safely say that A. J. Stewart, Limited, have succeeded in this offering.





President:  
JOHN BAYNE MACLEAN,  
Montreal.

**The MacLean Publishing Co.  
Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**NEW ADVERTISEMENTS.**

- James Marshall, Aberdeen, Scotland.
- Thos Boyd & Co., Liverpool, Eng.
- Winnipeg Fish Co., Winnipeg.

**SELLING PROPRIETARY ARTICLES**

A FEW weeks ago The Canadian Grocer referred to the matter of retail grocers devoting a portion of their time to the selling of proprietary articles usually sold by the retail druggists. It appears that this principle is being followed up more generally than we supposed, judging by inquiries and correspondence since we referred to the matter. In several cases it was learned that grocers had for years made handsome profits by stocking proprietary articles and patent medicines. One Ontario merchant in particular has given over a considerable section of his store to the display of these lines alone, and with excellent business judgment has placed this department near the front entrance where it is bound to attract the notice of every customer.

Grocers who have not given this branch of trade any consideration, will find it worthy of the closest investigation, and an experiment on a small scale will soon demonstrate the value in attracting the trade of their female patrons for lines handled by the druggist.

**THE WESTERN RETAILER.**

THE Winnipeg office of The Canadian Grocer is in receipt of the following letter from a correspondent in Toronto:

Toronto, Jan. 16, 1905.

Editor Canadian Grocer,

Winnipeg, Man.:

Dear Sir,—As a grocery clerk here and a reader of The Canadian Grocer I would like to ask for your opinion. I have a friend in Belfast (Ireland), a first-class business man, who conducts a select grocery and provision store in that city. He asks for my opinion as to whether he would have any chance of success with a capital of say between \$2,000 and \$3,000 in any city or town in Western Canada.

Hoping to be favored with a reply, I am,

Yours respectfully,

We have replied to our correspondent that there are any number of business openings in Western Canada, as is natural in a new country experiencing and immense development, and that we see no reason to doubt the success of a really capable business man in a Western Canadian town or village. The capital mentioned is not very large but many successful business men in the west have started with less.

A Belfast business man would, we suspect, find conditions in Western Canada somewhat different from those to which he has been accustomed. If he starts business in a small western village he will probably find it necessary to conduct a "general" store or at all events to carry more lines of goods than he has been accustomed to handle in a "select grocery and provision store" in Belfast, Ireland. Moreover, in a small western town or village it may not be possible to conduct a cash business and in that

case the capital named is not large. But there should be nothing in this to daunt a capable business man, for there are many examples of success with less experience and capital. In our opinion, success or failure will depend upon the character and ability of the man; if he is a capable business man he will have little trouble in establishing himself in the west

But the letter of our correspondent suggests a larger question which we should be glad to have readers of The Canadian Grocer discuss in our columns. There is no doubt as to the possibilities of the west for the man who tills the soil, but does Western Canada offer a better field for the retail merchant than does the east? Many of our western readers have formerly been in business in Eastern Canada and are acquainted with conditions in both sections of the Dominion. What is their opinion? Are profits larger in the west than in the east? Are there as many bad debts? Is it necessary to give longer credits? How do the expenses of doing business compare? Does a merchant need a larger capital? We should be glad to have the opinion of western readers on these questions and our columns are open for discussion. Any communications on the subject should be addressed to our Winnipeg office, 515 McIntyre Block.

**CHANGE YOUR ADS.**

When you meet a friend on the street nearly every day, and stop and talk with him, you don't recite a set speech to him every time you meet him. Then why do you use the same old ad. day in and day out? Your readers are as tired of it as you are. You must tell them something new every time they meet you in the columns of the paper, or they won't stop and read your ad. Attract their attention and make them listen to what you have to tell them. Let it be new, bright, interesting. Tell them what you would tell them if they had come into your store to ask about the particular goods you are exploiting.

## MANUFACTURERS SELLING TO RETAIL TRADE

**D**URING the past week the Toronto dailies published an article credited to the London, Eng., Associated Press, in which Canadian manufacturers were taken seriously to task on the ground that goods supplied by them to the trade of Great Britain were not up to sample, and that certain Canadian firms were taking an unfair advantage of the English wholesaler in selling to the retail trade. The Canadian Grocer has gone thoroughly into the situation, and forthwith reproduces the article in question together with one of the replies received from no less an authority than the Canada Cannery.

"Considerable complaint is being made by importers in Great Britain as to the treatment meted out to them by Canadian manufacturers, with two or three exceptions. They say they are put to great inconvenience through goods not being sent according to sample and being refused by their customers, also by delay in transmission, in both of which respects American manufacturers have them at a disadvantage.

"The Canadian and American fruit and meat canning industries are being brought into sharp contact as regards the trade of Great Britain. London, Eng., wholesale men complain that certain Canadian canners are attempting to save a small margin by selling direct to retailers. Naturally the wholesalers object to this, and show a tendency as far as possible to boycott Canadian goods and favor American. American canners find in this an opportunity of making a bold bid with the help of the wholesalers to drive Canadian goods out of the British market."

Editor of Canadian Grocer:—

We thank you for clipping from Toronto daily in reference to the "Canadian Combine" selling direct to retailers in England, and we appreciate very much your courtesy in offering us an opportunity to comment on this despatch before publishing same. If some of the Toronto dailies were as considerate of the Canadian trade as your good selves it would be in the best interests of our trade at large.

We feel constrained to reply to the article, as we are, no doubt, the "Canadian Combine" referred to, although our export business to Great Britain is largely confined to canned apples.

The article in question shows every indication of having emanated from American (United States) sources. So far as we are concerned, if there is a boycott against canned goods in London, we have not yet felt the effects of it. On the contrary there has been quite an improvement in our trade with England during the past few months, although it must be admitted that the season of 1904, on the whole, was not a very favorable one as regards the export trade to Great Britain. This was due, however, to the depression in trade throughout Great Britain as a result of the South African war, and also to the large crops both at home and on the Continent. Great Britain's total imports of canned apples from all sources for 1904 were only about one-third of that of 1903.

The first part of the article does not refer especially to canned goods, and requires no defence by us, as we are, no doubt, included as one of the three

### EDITION EXHAUSTED.

The edition of New Year's Greeting to the travelers issued by The MacLean Publishing Co. was early exhausted. This will explain why we are unable to send a copy of this booklet to many who have written in for it. We did not look for so large a demand, and provided no more than was necessary to send to the list of travelers in our possession. We are sorry to have to disappoint anyone, but this year it is unavoidable.

largest manufacturers especially excepted.

The charge made in the second part of the article is that the "tendency to boycott" has arisen through the "Canners Combine" selling direct to the retail trade, and the impression sought to be conveyed is that this is an innovation on the part of this company, which is proof, as we will establish later, that the article has been written through a bit of sharp practice on the part of some shrewd American packer, or his representative in collusion with a credulous reporter.

The actual facts are that before the consolidation of the "Canadian Cannery" each packer had one or more selling agents in Great Britain, and these agents sold to anybody and everybody. After the consolidation the number of selling agents in Great Britain was largely reduced, and business was only solicited from the larger dealers, so that, as an actual fact, there are fewer direct buyers of Canadian canned goods to-day than before the consolidation took place.

Several months ago this company (the Canadian Cannery) opened offices of their

own at London and Liverpool under the personal management of a competent man, thoroughly acquainted with the canned goods business in Great Britain, and the selection of buyers has been left entirely with him. As a consequence of this change the number of selling agents was still further reduced, and some of these gentlemen, deprived of their agencies for Canadian canned goods, immediately took steps to secure agencies for American canned goods; and they are now, no doubt, doing their utmost to build up the American trade at the expense of the Canadian. These representatives of the American packers find, however, that they cannot compete successfully with Canadian canned goods either in quality or in price. As a proof of this we quote from the "Canner and Dried Fruit Packer" a recent report sent in to his government by the United States Consul-General Evans, London, England. He writes:

"From the eastern coast apples in gallon tins are received. The quality is very satisfactory, but Canada has lately been able to produce the goods at lower prices than those at which similar goods are offered from the United States, and, consequently the trade with the United States has been very small in this article for some years past. This trade could undoubtedly be increased. The trade might be increased by somewhat greater evenness in packing, and competition so far as regards price with the Canadians."

It so happens that canned apples occupy a very strong position in the United States at present. According to the New York Journal of Commerce the upward tendency of gallon apples is still pronounced, and a \$2.25 price on state packing is spoken of as a possibility of the near future.

Canadian canned apples are offered c.i.f. Great Britain to-day at lower prices than American apples can be purchased f.o.b., so that it is not difficult to understand why it is in the interests of dealers in, and packers of, United States canned goods using all means, above board and under board, to injure the Canadian trade.

So far as this company is concerned, we have no intention of permitting Americans to get any of our trade away from us. On the contrary we have the means, and we intend making every effort to get a still larger share of the export business. It is generally admitted that Canadian fruits and vegetables have a much finer flavor than those of the United States, and we are sparing no expense in the matter of processing to turn out goods of the very best quality possible, and we will not rest satisfied until Canadian canned

goods are generally admitted to be the best in the world.

(Signed) Canadian Cannery, Limited.  
Hamilton, Jan. 24, 1905.

#### ONTARIO ELECTIONS.

ONTARIO business men will heave a sigh of relief to know that the political ascendancy in the Province of Ontario has been settled for the next four years, and that by a majority so significant as not to admit of question.

The downfall of the Liberal party after a regime of 32 years, a regime which has boasted of many brilliant names, and under which have been effected great services for the province of Ontario, can not but be occasion of sympathetic regret. George W. Ross is unquestionably a man of brilliant parts. It was his misfortune to become involved in an impossible position. His attempt to retain office in the face of the opposition of the country inevitably resulted in the corruption which the last few years has been the shame of the better elements of both parties. The landslide on Wednesday should be a salutary lesson to all parties.

Mr. Whitney comes into office under the most auspicious circumstances. He is relieved of the incubus which weighted down his vanquished opponent, an inadequate majority. With his splendid following, Mr. Whitney is in a position to think only of the good of the province in choosing his cabinet. It is true he owes something to the old guard, but his first duty is to Ontario, which has placed in him such confidence as has never before been placed in any political leader. If Mr. Whitney proceeds with a single eye to the best men for the various portfolios, irrespective of personal claims, he may found a government which may rival its predecessor in length of service, and which may at least have a happier ending.

In a casual review of the legislature-elect, one is struck with the number of new faces, and among them many who should reflect credit upon their constituencies and upon the house. With the disappearance of so many old war-horses, if that term has not become nauseous, there should be more chance for the colts. The next legislature undoubtedly will be a young men's parlia-

ment. The last parliament was not remarkable for a plethora of new material of first-class order. The new house will be watched with a great deal of interest. The old lines of battle which, blame whom we may, were the reverse of edifying, should be, and without doubt will be abandoned. Let us have the issue joined on new lines that will bring out the best talents on each side and raise our provincial politics from the dead level of partisanship in which they have been cast of late.

The number of business men in the new house can not escape notice. Mr. Whitney has at his back W. H. Hoyle, Thos. Crawford, J. S. Hendrie, who would make good cabinet material besides others who will be useful men on the committees where, after all, the real work of the house is done. It is a pleasure to notice also that on the Liberal side the business men have best stood the shock and Mr. Whitney will have the boon of an active and intelligent, if small, opposition. It is regrettable, however, that Mr. Hugh Blain should have been defeated in North Toronto. Mr. Blain is a type of man much needed in our representative bodies, and one whose election would have done much to elevate the standard of public life. His defeat in such a fine constituency as North Toronto was merely the consequence of being caught by the tide which was flowing against the government the province over.

• • •

The rumor that Mr. Ross will not lead the opposition but will retire to the Senate at Ottawa seems well authenticated. If this proves true, it is almost certain that the Hon. Geo. P. Graham, who has proved himself an effective leader in Eastern Ontario, will be entrusted with the leadership of the Liberal opposition.

#### EVAPORATED APPLES CORNERED.

CONSIDERABLE excitement has been caused in Ontario wholesale grocery circles within the last few days by the announcement that three of the largest manufacturers and dealers in evaporated apples in the province have been successful in cornering the market. To-day the market is firm at six and six and one-half cents, a stiff price at

this time of year when anything like an active demand cannot be said to have yet set in. The future course of the market will be followed with interest.

#### BACK FROM WINNIPEG.

MR. W. H. MILLMAN, of W. H. Millman & Sons, Toronto, returned this week from a fortnight's trip to the Canadian west. In the course of an interview with The Canadian Grocer Mr. Millman says that since his last visit to Winnipeg about two years ago, there have been some very noticeable changes. The C.P.R. subway has much improved the appearance of that particular part of the city. Another striking feature is the large number of fine substantial business blocks either up or in course of construction. One hears a good deal of talk about Eaton's new store which is now completed as far as the second storey. The large Winnipeg retailers, however, think they will be equal to the occasion.

Speculators there do not seem to be afraid of investing in expensive property, having implicit confidence in the future of Winnipeg and the west. The wholesale trade speak favorably of the trade possibilities, but are unanimous in their assertion that collections at the present time are not what they might be. Country merchants are very careless about credit and it is no uncommon thing for money drafts to be returned to the banks unaccepted without explanation.

Mr. Millman reports a satisfactory volume of business in canned goods with the western trade, as a result of his visit. One hears a great deal about the preference in Manitoba and the Territories for American goods. This is a mistake, and Canadian manufacturers need not have the least fear of American competition as far as canned goods are concerned.

Among the growing Winnipeg manufacturing concerns is the Royal Crown Soap Co., which is now enlarging its plant to three times its present capacity. This firm claims to control about eighty per cent. of the laundry and toilet soap business from Port Arthur to the Pacific coast.

# 26 DAYS ARE GONE IN 1905

Are you sharing in the great sale of this famous brand?



If not, you've lost both profit and prestige, Can you afford it?



Our sales in Canada alone have increased in the first three weeks of this year over the corresponding period of 1904, by 32 386 lbs. of Black and Mixed, and 10,622 lbs. of Green, an increase in Canada the first three weeks of the year of 43,008 lbs. over the same period in 1904.

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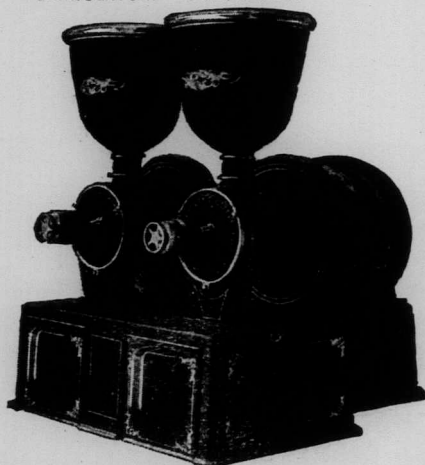
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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

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Wear Longest



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Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

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## Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

### Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-lb. drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

**THE BRANTFORD STARCH WORKS, LIMITED,**  
BRANTFORD, CANADA.

# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

### Groceries.

Montreal, Jan. 26, 1905.

THE condition of trade during the past week has shown some improvement. Jobbers on the whole state that business is fairly good, and prospects bright. The heavy storms and cold weather have somewhat retarded farmers from bringing their products to the markets. Travelers, however, are very optimistic as to business. Sugar situation remains strong. Cables from London report beet slightly easier, but this is considered only a temporary condition, and 6c sugar is confidently looked for. Tea is very dull: what animation there is, is in Ceylon and India greens, as well as a firmer feeling in China greens. Molasses advanced 3c for Barbadoes end of last week. A better and steadier demand exists for corn syrups. The coffee situation is unchanged, with a strong undertone prevailing. Spices are also uninteresting with a little better demand, however, for nutmegs and peppers. Canned goods are looking up somewhat, and business is fairly good. Green fruits though quiet are better than last week. The current market was reported firmer a few days ago, but no advance is noted. Rice is in good demand, and the recent advance of 20c is looked upon as being certainly called for, in view of the strong statistical position. The fish trade shows an improvement. The cold weather has considerably helped consumption. Country produce of all kinds shows practically no change, and business is on the quiet side. Provisions have ruled steady with fair sales. Lard is somewhat easier, having declined a quarter cent. Flour has been advanced 20c per barrel by the millers. Despite the advance in oats, rolled oats are easy. The tone of the cheese market continues firm and holders look for higher prices, 10 3/4c to 11c is what is being asked. A better and stronger tone prevails in butter and prices advanced fully a quarter of a cent this week. Eggs are coming in more freely this week, though orders are small. Vegetables unchanged and not much of interest to report.

### SUGAR

The sugar situation still is very strong and there is no immediate prospect of any weakening of prices, though cables at hand from London report beet slightly easier; this, however, is looked upon, by the trade, as merely the prelude to another advance. The advance of 10c in effect last week, after The Grocer had gone to press, and the generally strong position of the sugar market, has stimulated buying during the week, and 6c sugar is looked forward to by the trade, as likely to be not distant.

Granulated, obls.	5 75
" 1-bbls.	5 90
" bags.	5 70
Paris lump, boxes and bbls.	6 25
" 1-boxes and 1 1/2-bbls.	6 35
Extra ground, bbls.	6 10
" 50-lb. boxes	6 30
" 25-lb. boxes	6 20
Powdered, bbls.	5 90
" 50 lb. boxes	6 10
Phoenix	5 70
Bright coffee.	5 60
" yellow	5 55
No. 3 yellow	5 50
No. 2 "	5 35
No. 1 " bbls.	5 24
No. 1 " bags.	5 20
Raw Trinidad.	4 50 4 60
Trinidad crystals.	4 85 5 00

### TEA.

Local trade has improved somewhat in all lines, with the exception possibly of Japans, which seem to be on the quiet side. Ceylon and India greens are stronger and a little firmer feeling also prevails in China greens. Taking the situation generally, the tea trade may be considered as being quiet.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoe Souchong	0 17	0 20
"	0 15	0 20
Indian—Pekoe Souchong	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—Kaisows	0 12	0 12
Pakling boxes.	0 12	0 14

### SYRUPS AND MOLASSES.

An advance of 3c per gallon on Barbadoes molasses took effect on Saturday last, and puncheons are now selling at 33c. Stocks are light and trade only fair. The high price of these goods has to quite an extent helped the sale of corn syrups and the trade generally report quite a business in these goods. We quote:

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

### SPICES.

Spices are unchanged. There has been a somewhat better demand for nutmegs and peppers during the week. Singapore pepper stocks are rapidly disappearing and the crop for 1905 is estimated short. Nutmegs are much more active, and there has been more demand for the larger sizes. Some little activity has been noted in cassias.

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

### COFFEE.

The local coffee situation is a strong one, in sympathy with New York and

foreign markets. Reports at hand show the situation in Europe unchanged, with stocks decreasing and the opportunities for replenishing in Brazil are daily growing less. From reliable information at hand, it is learned that the small crops of the last two years is attributed to poor soil, and that a return to a fifteen million bag crop will only result through replanting on new ground, and this means six or seven years. The Venezuela crop is reported as about forty per cent. of the anticipated output.

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

### CANNED GOODS.

There has been more activity in canned goods during the past week than for some weeks previous, and jobbers report very fair orders, for not only vegetables, but also for fruits of all kinds. Salmon continues scarce, with prices firm. Sardines are receiving attention.

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

### FRUITS.

Pears—Flemish Beauty Bartlett and pie in	\$1 15	\$2 20
2, 2 1/2 and 3's		
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	1 25	2 82 1/2
3's	3 15	3 67 1/2
Gallon pears	3 55	4 50
" peaches	0 72 1/2	
Pumpkins, 3-lb. tins	2 50	
Gal.	1 00	
3-lb. squash	2 20	
2's Cherries, red, pitted	1 75	
2's " not pitted	2 20	
2's " black, pitted	1 75	
2's " black, not pitted	2 40	
2's " white, pitted	2 00	
2's " white, not pitted	1 57 1/2	
2's Currants, red, heavy syrup	1 77 1/2	
2's " red, preserved	4 75	
Gals. " red, standard	7 00	
Gals. " red, solid pack	1 75	
2's " black, heavy syrup	2 05	
2's " black, preserved	5 00	
Gals. " black, standard	8 00	
Gals. " black, solid pack	1 62 1/2	
2's Gooseberries, heavy syrup	1 85	
2's " preserved	7 25	
Gals. " standard	1 57 1/2	
2's Lawtonberries, heavy syrup	1 85	
2's " preserved	4 97 1/2	
Gals. " standard	2 25	
2's Pineapple, sliced	2 35	
2's " grated	2 50	
3's " whole	1 00	
2's Plums, Damson, light syrup	1 30	
2's " " heavy syrup	1 57 1/2	
2 1/2's " " " "	1 85	
3's " " " " "	2 95	
Gals. " " standard	1 05	
2's " Lombard, light syrup	1 35	
2's " " heavy syrup	1 62 1/2	
2 1/2's " " " " "	1 90	
3's " " " " "	3 15	
Gals. " " standard		

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**MacLean Publishing Co., Limited**

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**THE MARKETS—ONTARIO**

January 27, 1905

2s	Green Gage, light syrup	1 15
2s	" heavy syrup	1 47½
2½s	" "	1 72½
3s	" "	2 00
Gals.	" standard	3 45
2s	Egg, heavy syrup	1 52½
2½s	" "	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 90
3s	" "	1 90
Gals.	" standard	2 62½
2s	Strawberries, heavy syrup, 1903 pack	1 47½
2s	" " 1904 pack	1 69
2s	" preserved	1 75
Gals.	" standard	5 50
Gals.	" solid pack	8 50

**RICE.**

Rice is going out very well, both Canadian and imported grades. The position of crops indicate a shortage in Burmah, and though Japan has a very good crop, that country will require the larger share itself. The recent advance of 20c on Canadian milled rice has stimulated buying. It is altogether likely that when the full statistics are in from rice growing countries, that a further advance may be looked for.

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

**Foreign Dried Fruits.**

There is a scarcity of news on dried fruits. Currant market was reported firmer a few days ago, but no success has attended the effort to advance prices in Patras. As regards California raisins, some outside shippers are offering about half a cent below the Big Five. Peanuts have advanced from a quarter to half a cent.

**VALENCIA RAISINS.**

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

**DATES.**

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

**CALIFORNIAN EVAPORATED FRUITS.**

Apricots, per b.	0 13½
Peaches " "	0 10½
Pears " "	0 15

**MALAGA RAISINS.**

London Layers	2 00
" Connoisseur Clusters	2 50
" Quarter boxes	0 80
" Royal Buckingham Clusters, ¼-boxes	1 10
" Boxes	3 80
" Excelsior Windsor Clusters	4 50
" ½s	1 35

**CALIFORNIAN RAISINS.**

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

**PRUNES.**

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

**CURRENTS.**

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

**SULTANA RAISINS.**

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

**ELEME TABLE FIGS.**

Six crown, extra fancy, 40-lb. boxes	0 13
ve crown, fancy, 10-lb. boxes	0 13

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

**NUTS.**

Grenoble walnuts	0 12½	0 14
Tarragona almonds	0 13	
Sicily filberts	0 11	
Shelled walnuts	0 20	
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	0 14	
Large	0 24	0 26
Shelled almonds	0 13	
Peanuts, Spanish shelled	0 12	
" Virginian brand, shelled	0 11	
New chestnuts, per lb.	0 11½	
Peanuts, Bon Tons	0 11	
" Sun brand	0 10	
" Diamond G brand	0 08	
" Coon brand	0 07½	
Italian chestnuts, per lb.	0 07	

**Green Fruits.**

Trade seems to be somewhat better this week, as country orders, as well as city trade, are coming in more freely. Apples are selling better with offerings light. Celery is not moving as quickly as was the case a few weeks ago. Peanuts are higher and prices are holding firm, and the trade look for an advance shortly. The Jamaica bitter oranges lately received on the market have not taken hold of the fancy of dealers, but as it was the initial shipment, and consumers are used to the darker Seville oranges, it will take some little time before the superior merits of the Jamaica fruit will be recognized and good trade result; they are lighter in color and those who have tried them consider them better for marmalade purposes than the Seville fruit.

Cocoanuts, per bag of 100	4 50	
Pineapples, 24 to case	3 50	
" 30 to case	8 50	
Cranberries, finest dark	7 50	
" dark	2 25	
" 25 quart boxes	2 50	
Jamaica oranges, per box	3 50	4 00
" grape fruit, per box	4 50	
Florida oranges, per box	5 00	
Florida grape fruit, per box	1 65	
Mexican oranges, per box	2 75	3 15
California naval oranges, per box	2 50	
New Messina lemons 30s	2 25	
" 360s	2 25	
Bananas, large bunches, crated	1 75	2 00
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl	4 75	
Almeria grapes, per bbl	6 00	7 00
Celery, California golden heart, per case	5 25	5 50
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston	0 75	0 85

**Vegetables.**

Receipts considerably smaller than last week in consequence of which prices have been better. Potatoes are in good demand. Onions scarce, red quoted \$3.75 bag.

Potatoes, carlots	0 65	0 67
" ten carlots	0 75	0 80
Bunch lettuce, per doz. bunches	0 75	
Radishes, per doz. bunches	0 25	
Mushrooms, per lb.	1 79	
Mint, per doz. bunches	0 20	
Parsley	1 00	
Sage, per doz.	1 00	
Savory, per doz.	0 25	
Beets, new, per doz.	0 75	
Egg plant, per basket	0 35	
Rhubarb, outdoor, per doz	0 15	
Green onions, per doz.	3 75	
Spanish onions, large cases, per case	1 50	
" crates, per case	2 50	
Red onions, in 75-lb. bags, per bag	1 75	
Yellow onions, in 80-lb. bags, per bag	0 45	
Green house water cress, per doz.	1 25	
Green cucumbers, per bush, hamper	0 60	0 75
" per half bushel hamper	3 50	
" per bbl	0 40	0 50
Green cabbage, per doz.	0 60	
" beans, per bush	1 00	1 25
Waxed beans, per bush	1 00	
Cauliflowers, home grown, per doz	0 45	
Green peppers, per basket	5 50	
California celery, per case	0 75	
Canadian celery, per doz.	0 75	

**Fish.**

The fish trade shows a genuine improvement. The demand for frozen fish

particularly is a good one. Prepared and salt fish are still rather quiet, although there has been some inquiry during the week for salt herrings, which will now begin to move, after the last few weeks' lull. The continued cold weather has also helped the fish trade, and better business is looked forward to by the trade during the next six weeks. Owing to the scarcity of some kinds of salt fish, green cod is bound to advance, as there is not enough in this market to supply the demand. This will also have an effect on salt herrings, but frozen fish have largely replaced these two standard commodities in recent years. Frozen fish are popular with the dealer, as there is very little risk in handling them and they can be carried for any length of time in the cold weather.

Sea herring, large Newfoundland, casks	per 100	1 80
" " bbls. 300 fish	per 100	1 85
" " less than bbls		1 90
" " small, per 100		0 90 1 00
Standard bulk oysters, per gal.		1 40
Selects		1 60
Shell oysters, bbl.		3 00 5 00
Fancy Malpeccques.		8 00 10 00
Dressed bullheads		0 09
Haddies		0 06
Bloaters in boxes, 100 fish		1 00
Smoked herring, per box, new		0 11
Fresh haddock, per lb.		0 03 0 04
File, " round winter caught		0 05 0 05 1/2
Halibut, per lb.		0 08 0 08 1/2
Gaspé salmon, fresh frozen		0 15
B. C. Salmon, frozen		0 08 1/2 0 09
Fresh steak cod		0 05 1/2
Market cod		0 04
Whitefish		0 07 1/2 0 08
Dore		0 06 0 06 1/2
Fresh frozen Smelts		0 06 0 07
Fresh frozen Tom Cods		1 50 1 90
New frozen Tom Cods		1 85 1 90
No. 1 Labrador herring in 20-lb. pails		0 80
No. 1 Herring, Labrador, per bbl.		5 00
" " half bbl.		2 75
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring,		6 50
" " per keg		1 00
Holland herring, per keg		0 85 0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
" " fish,		0 05 1/2
" " loose, in 25 lb. boxes		0 04 1/2
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 50
" " No. 1		7 00
Large		7 60 7 50
Labrador Salmon, half bbl.		9 00
" " (200 lbs.) bbls.		16 00
" " Large (300 lbs.)		24 00
B.C. salt salmon, bbl.		14 00
" " 1 bbl		7 50
Lake trout, salt, 100 lbs.		7 75
Sea Trout in bbls. 200 lbs.		9 50
" " half bbls.		5 50
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian sardines, per 100		3 75 4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz.		2 25

Country Produce.

BEANS.

Market quiet, with small demand and orders are principally for small lots.

Choice, primes	1 35 1 40
less than car lots	1 40 1 50
Primes	1 30 1 35

HONEY.

No change to note. Business quiet. White clover comb inquired for.

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

MAPLE PRODUCTS.

A dull and featureless market prevails and little business doing.

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

HOPS.

No change in prices on market conditions.

Choice	0 32 0 35
Fair to good	0 28 0 31

Flour and Feed.

FLOUR.

A better feeling prevails and millers have advanced prices 20c per barrel, due to the continued strength of Canadian and American Spring wheat. Export demand is small and little of note transpiring. Ontario grades of flour maintain firm tone and an advance in price is not out of the probability shortly. Receipts during the past week were less than previous week. Shipments via Portland nil, and via St. John 8,034 sacks.

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

FEED.

The increased demand from local, country and export account has firmed up the market. Good and steady inquiry for Ontario whole wheat bran. Shorts quiet and little business turning.

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

ROLLED OATS.

Increased offerings during the week have, despite an advance in oats, eased prices off some. Receipts during the week good.

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

HAY.

No change in prices to note. Receipts from country have been light owing to heavy roads. No. 1 is scarce on spot and prices firm. Fair demand for all grades and average amount of business doing.

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

ONTARIO MARKETS.

Groceries.

Toronto, Jan 26, 1905.

THE grocery trade has tended towards the quiet side during the week, the temporary lull being caused in a measure, no doubt, owing to election excitement. The most interesting item is sugar, which has taken another jump of 10c. all round, effective on Thursday, Jan. 19. The advance has further stimulated buying, a very large volume of trade being transacted; very little of the buying is speculative, and, as a rule, the retail trade is stocking only two or three weeks ahead. This season, however, is usually a quiet one for sugar, which makes its present activity all the more remarkable.

Canned goods, especially vegetables, are moving fairly well, an inquiry being noted this week for American tomatoes. The probability of there being a shortage in tomatoes is increasing. Teas are more active than they were a month ago, the low prices of Indian and Ceylon blacks being undoubtedly an inducement

to buyers. Coffee continues firm, and trade is quiet. The future of the market is uncertain; some look for lower prices; others are firm in their pretensions, notwithstanding their belief in temporary advances in the near future by certain buyers anxious to unload stocks on a healthy market. Foreign dried fruits are quiet. New Selects Valencia raisins are quoted this week 1/2c. and fine off-stalk 1/4c. lower respectively than last week. Stocks of evaporated apricots on spot are little or nothing; and according to reliable information, the evaporated apple market has been cornered, prices now being held firmly at from 6 to 6 1/2c. White beans continue firm as a result of farmers having advanced the price.

CANNED GOODS.

Fair quantities of canned goods have been moving at quotation prices. The feature of the week is an inquiry for American tomatoes, undoubtedly brought about on account of the firm situation of this article in Canada. U.S. goods can be laid down in Toronto slightly cheaper than first-class Canadian goods; although when quality is concerned no uncertain preference for domestic goods is shown. From all accounts there will probably be a shortage in tomatoes before the 1905 pack is in.

Canned fruits are becoming more active, although it is a little early for them as yet. Fish and canned meats continue unchanged. We quote the following prices:

Tomatoes, 3s.	1 25
Corn, 2s.	1 15 1 20
Peas, 2s.	0 82 1 30
Sliced beets, 2s.	0 85
" " 3s.	0 95
" " whole	0 95
Pumpkin, 3s.	0 75
" " gal.	2 50
Squash	1 00
Asparagus tips, 2s.	2 50
Golden waxed beans, 2s.	0 80
Refugee or Valentine beans, 2s.	0 85
Crystal waxed beans, 2s.	0 92 1/2
Spinach, 2s.	1 40
" " 3s.	1 80
Baked beans, plain, 1s.	0 45
" " 2s.	0 72
" " 3s.	0 90
Tomato sauce, 1s.	0 50
" " 2s.	0 78
" " 3s.	1 00
Chili sauce same as tomato sauce	
Catsups, tins, 2s.	0 78
" " gal.	4 50
" " jugs	7 70
Apples, standard, 3s.	0 80 0 85
" " preserved, 3s.	1 47 1/2
" " standard, gal.	1 70 2 00
Pears, Flemish Beauty, 2s.	1 52 1/2
" " 3s.	2 00
" " Bartlett, 2s.	1 87 1/2
" " 3s.	1 82 1/2
" " whites, 2s.	1 72 1/2
" " 3s.	2 67 1/2
Peaches, pie, 3s.	1 25
Cherries, red, pitted, 2s.	2 20
" " not pitted, 2s.	1 75
" " English black, pitted, 2s.	2 20
" " not pitted, 2s.	1 75
" " white wax, pitted, 2s.	2 42
" " not pitted, 2s.	2 00
Lawtonberries, heavy syrup, 2s.	1 57 1/2
" " preserved, 2s.	1 75
" " standard gal.	4 97 1/2
Plums, Damson, light syrup, 2s.	1 00
" " heavy syrup, 2s.	1 30
" " 3s.	1 85
" " Lombards, light syrup, 2s.	1 05
" " heavy syrup, 2s.	1 35
" " 3s.	1 90
" " green gage, light syrup, 2s.	1 15
" " heavy syrup, 2s.	1 47 1/2
" " 3s.	2 00
" " egg, heavy syrup, 2s.	1 52 1/2
" " 3s.	2 10
Pineapple, sliced, standard, 2s.	2 35
" " extra " 2s.	2 47 1/2
" " grated, " 2s.	2 62 1/2
Raspberries, red, heavy syrup, 2s.	1 40
" " preserved, 2s.	1 35
" " black, heavy syrup, 2s.	1 50
" " preserved, 2s.	1 50
Rhubarb, preserved, 2s.	1 15
" " 3s.	1 90
" " gal.	2 62 1/2
Strawberries heavy, syrup, 2s.	1 60
" " preserved, 2s.	1 75
Lobster, talls.	3 50
" " 1-lb. flats	3 75
" " 1/2-lb. flats	3 00





crop is expected in Japan this year will be of particular interest to the grocery trade in view of the fact that Japan ranks second among our largest sources of supply. The 1904 crop is estimated at 259,837,696 bushels, as compared with 237,905,720 bushels in 1903, an increase of 21,931,976 bushels. We quote the following prices:

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

Foreign Dried Fruits.

The foreign dried fruit market has ruled quiet during the week under review with little of special interest except a reported lack of evaporated apricots on spot at a season when the demand is beginning, and a drop in the price of Valencia raisins, new selects, of ½c. and in fine off-stalk of ¼c. per lb. The next arrivals of currants, raisins from Mediterranean ports will probably be reported at Boston and St. John before next week's issue of the Canadian Grocer.

It is interesting to note that the opening price of currants for 1904 has been pretty well sustained to date, while raisins have dropped appreciably. We quote the following prices:

PRUNES.			
	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 0 06½
90-100s	0 04 0 04½	50-60s	0 06½ 0 06½
80-90s	0 05	40-50s	0 08
70-80s	0 05½ 0 05½	30-40s	0 00 0 09

CANDIED PEELS.			
	Per lb.		Per lb.
Lemon	0 09 0 10	Citron	0 15 0 17
Orange	0 10 0 11		

FIGS			
	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 13
Naturals	0 06½ 0 07½		

APRICOTS.			
	Per lb.		Per lb.
Californian evaporated	0 12½ 0 14		

PEACHES.			
	Per lb.		Per lb.
Californian evaporated	0 11 0 14		

PEARS.			
	Per lb.		Per lb.
California evaporated	0 14		

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

RAISINS.			
	Per lb.		Per lb.
New selects	0 05½ 0 06		
Fine off stalk	0 05½		
Sultans	0 06½ 0 10		
Californian seeded, 12-oz.	0 06½ 0 07		
" 1-lb. boxes	0 07 0 08½		
" unseeded, 2-crown	0 07½		
" 3-crown	0 08½ 0 07		
" 4-crown	0 07 0 08		

DATES.			
	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04½ 0 04½	" new choicest	0 09½

FOREIGN NUTS.

The tendency is towards a stronger market in peanuts. Otherwise trade continues quiet. Prices continue unchanged. Our quotations are as follows:

Peanuts, green, Virginia, per lb.	0 08 0 10
" roasted	0 10 0 11
" Spanish, green, per lb.	0 09
" roasted	0 10
" Japanese, green, per lb.	0 09
" roasted	0 11
Almonds, Tarragona, per lb.	0 12 0 12½
Walnuts, Grenoble,	0 09 0 10
" Bordeaux,	0 10½ 0 11
Filberts, per lb.	0 13 0 15
Pecans, per lb.	0 16 0 16½
Brazil,	0 16 0 16½
Cocconuts, Jamaica, per sack.	4 50
Italian Chestnuts, per lb.	0 10

DRIED FISH.

All varieties of dried fish have been moving well during the week, particu-

larly cod; and trade will continue to brighten as Lent approaches. We quote the following prices:

Boneless fish, per lb.	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb.	0 10
Quail-on-toast, per lb.	0 05½ 0 06
Fitchod cod fish, in cases of 100 lbs., per lb.	0 06 0 06
Labrador herring, per bbl.	6 10 6 50
" per ¼ bbl.	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

Trade in bird seed continues quiet. are unchanged. Our quotations are as follows:

Canary seed, per lb.	0 06½
Hemp	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Considerable excitement has arisen in evaporated apple circles on account of the cornering of the market this week by three of the leading apple dealers. Prices have firmed and are now quoted at 6 to 6 1-2c. Business has been dull during the week with very little doing except in outlying mining districts and lumbering camps. Dried apples are still quoted nominally at 4c.

Country Produce.

EGGS.

Dealers holding eggs in storage are anxious to dispose of their stocks, fearing that the mild weather will considerably increase the arrivals of new laid. As a result of prevailing conditions, prices on storage fresh and pickled have declined 1c per dozen. New laid are also easier owing to better arrivals. The market depends upon the weather. Our quotations are as follows:

Eggs, strictly new laid	0 00 0 30
Cold storage fresh	0 21 0 22
" pickled	0 19 0 20

HONEY.

Trade conditions in honey continue unchanged and will do so until the buying season begins. Our quotations are:

Honey, extracted clover, per lb.	0 08 0 08
" sections, No 1, per doz.	1 90 2 25
" No. 2	1 65

BEANS.

Farmers are more disposed to forward their stock of beans than they have been for some time, with the result that prices have declined on hand-picked and primes. Our quotations are as follows:

Beans, handpicked, per bush.	1 55 1 60
" prime, No. 1	1 40 1 50
" prime, No. 2	1 25 1 35
" Lima, per lb.	0 07 0 07½

SEEDS.

A quietness in trade usual at this time of year is prevalent. Domestic trade has opened up, but is expected to remain quiet until the middle of February. Foreign buyers still absent themselves from the market, indeed, the season for exporting has about ended and it is feared the absence of the export trade will cause a glutting on the domestic market which means that a considerable decline in prices will take place in the near future. Alsike clover has become easier and the outside range of prices has declined from \$6 to \$5.50. We quote the following:

Alsike clover, per bush	3 50 5 50
R d clover	5 00 6 75
Mammoth clover, per bush	6 00 7 25
Timothy	1 00 1 35

Green Fruits.

Elections have caused a momentary quietness in the green fruit trade. Navel oranges have the best demand. Despite the cold weather these oranges are arriving free from frost. Trade in Valencias and Mexicans is very quiet; few sales are being made, which means a loss to the dealer owing to the low prices ruling. The lemon market is strong and cables report a higher price at shipping points, cold weather having created a strong demand.

Bananas are in good supply, the stocks consisting principally of Jamaicas, which have arrived in good condition. Stocks of cranberries are light and demand limited. Supplies of Almeria grapes are also light; good qualities are arriving second-handed from large American cities on the eastern seaboard. Few orders are arriving for figs. Domestic trade in apples is dull; quietness is also reported in the export trade. Our quotations are as follows:

Florida oranges, per box	3 00 3 25
Florida grape fruit, per box	4 00 4 50
Florida tangerines (half straps)	2 25 2 50
Florida pineapple, per case	4 00 4 50
Mexican oranges, per box	1 75 2 00
California nav-1 oranges, per box	2 75 3 25
Valencias ordinary, 420's	3 50 3 75
" large, 420's	5 00
" 714's	5 00
New messina lemons, 300's, per box	2 25 2 75
" 360's, per box	2 25 2 75
Bananas large bunches, crated	1 50 2 00
Bananas 8's, per bunch, crated	1 00 1 25
Apples, Winter varieties	2 00 3 00
Sweet potatoes, kiln dried, per bbl.	5 50
Almeria grapes, per bbl choice	6 50 7 00
Cranberries, Budd's long keepers	10 00
Smyrna figs, Eleme, four crowns	0 7½
" five	0 8½
" six	0 9½
" seven	0 13
" glove boxes, 1-lb.	0 7½ 0 8½
" Protoben, four crowns	0 9½ 0 10½
" five	0 13 0 13½
Comadre figs	0 03½ 0 03½

The following cable has been received by Eben James, Toronto, from Woodall & Co., Liverpool, dated January 23, 1905: "12,000 barrels selling. Market active. Greenings, 9s 6d to 13s 9d; Baldwins, 13s to 15s; Spies, 15s to 20s; Russets, 21s to 23s; Ben Davis, 11s to 12s 6d; seconds, 4s less."

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, received the following cable from Liverpool, dated January 25, 1905: "8,500 barrels selling. Market is unchanged."

APPLE SHIPMENTS.

Total apple shipments for week ending January 21, 1905:

	To Liver-	Lon-	Glas-	Vari-	Total.
	pool.	don.	gow.	ous.	
From Boston	23 377	8 6	3 866	34 519	
New York	1 349	3 230	1 6 9	19 8 3	
Portland, Me.	4 712	2 3 5	7 969	14 9 6	
Halifax	1 065	22 503		23 5 63	
St. John, N.B.	496	7 29		1 023	
Total for week	35 999	29 433	9 6 8	18 9 1	93 9 1
Same time 1904	32 255	26 556	8 327	10 8 31	77 66 7
Same time 1903	7 228	26 674	5 1 2	5 444	44 4 78
Total since season opened				1 84 81 6	7 bbls.
Same time 1903-1904				2 777 87	
Same time 1902-1903				1 921 661	

Vegetables.

Cabbage imported from the State of New York has arrived on the market and already some large orders have been placed. Otherwise trade conditions are normal. During the week sage has ad-

vanced 5c per dozen. Other prices continue unchanged. Our quotations are:

Greenhouse lettuce	0 35
Greenhouse radishes, per doz. bunches	0 50
Mushrooms, per lb.	1 00
Dry Mint, per doz bunches	0 20
Parley, "	0 20
Sage, per doz.	0 20
Savoury, per doz.	0 15
Carrots, per bag	0 60
Beets, per bu.	0 50
Beets, per bag	0 60 0 75
Dry Onions, per bag	1 90 2 00
Dry Onions, per basket	0 50
Spanish onions, per case	4 00
Green house water cress, per doz.	0 25
Canadian celery, per doz.	0 35 0 75
Potatoes, per bag	2 00 3 00
Butter squash, per doz.	0 60
Parsnips, per bu.	0 75
Parsnips, per bag	0 05 0 10
Cabbage, per head	0 50 0 75
" per doz.	0 30 0 35
Furnips, per bag	5 00
California celery, per case	1 50 1 75
Hothouse cucumbers, per doz.	0 80 0 90
Mushrooms	0 75
Artichokes, per bu.	1 25
Oyster plant, per bu.	0 00 1 25
Greenhouse rhubarb, per doz.	0 15 0 20
onions, "	0 15 0 20

**Fish and Oysters.**

Smelts continue scarce. The expectations are for higher prices in whitefish. Sea herring are firm and arrivals are not as heavy as former years. Finnan haddie are arriving in large quantities and the majority of dealers can only obtain 7c per pound. Recent reports state that there has been a series of heavy storms off the fishing points which may mean an advance in price. Large offerings of barreled fish, principally pickled trout and herring have been placed on the market. In nearly every instance this stock has been displaced by the frozen stocks. We quote the following prices:

Frozen halibut	0 10 0 11
British Columbia salmon	0 10 0 11
Whitefish, frozen, per lb.	0 07 1/2
Haddock " per lb.	0 06 0 07
Cod, steak " "	0 07 1/2
Trout, lake, per lb.	0 05 0 06
Pike, per lb.	0 05 0 06
Finnan haddie, per lb.	0 07 0 07 1/2
Oysters, Long Island natives, per imp. gal.	1 70
" " Baltimores, per wine gal.	1 40
" " " " " " " "	4 80
Ciscoes, per basket	1 25
Bloaters, per box of 100	1 00 1 25
Labrador herring, 1/2 bbl.	3 25
" " large bbl.	6 00
Shrimps, per gal.	1 25
Sea herring	2 00
Smelts, No. 1	0 12
" " No. 2	0 08
" " extras	0 15
Frozen fresh water herring	0 04

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

For the first time in many months wheat has practically remained for one week without a change. Dealers fear a quiet trade. Another advance of 1-2c per bushel is noted in oats. Other items on the list continue unchanged. We quote:

All on track Toronto	
Manitoba wheat, Northern No. 1 new	1 12 1 12 1/2
" " " " " " " "	1 08 1 09
" " " " " " " "	1 02 1 03
Red, per bushel, new	1 09 1 09 1/2
White " " "	0 48 0 52
Barley " " "	0 35 0 38 1/2
Oats, " " "	0 73 0 74
Peas " " "	0 58 0 58 1/2
Buckwheat " " "	0 83 0 84
Rye, per bushel, " " "	0 83 0 84

**FLOUR.**

A quietness in trade is noticeable this week. Some dealers claim that the hard times in England have brought about a decline in imports from Canada. The demand seems to have diminished somewhat since the last advance.

Prices continue unchanged. Our quotations are:

Manitoba wheat patents, per bbl in bags	5 40 5 60
Strong bakers " " "	5 20 5 40
Ontario wheat patents " " "	4 90 5 00
Straight roller " " "	4 85 4 95

**BREAKFAST FOODS.**

Oatmeal, rolled oats, and rolled wheat are in good demand, although the manufacturers are not receiving as many orders as they did some time ago, the supposition being that the retail trade is well stocked. Oatmeal and rolled oats are firm and an advance is anticipated. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 45
Rolled wheat in boxes, 100 lbs.	2 90
" " " " " " " "	1 50
50 lbs.	3 90
Rolled oats, standard, carlots, per bbl, in bags	4 15
" " " " " " " "	4 30
in wood	2 00
for broken lots	3 35
Rolled wheat, per 100-lb. bbl.	5 00
Cornmeal	4 00
Split peas	4 00
Pot barley, in bags	4 25
in wood	4 25

**Hides, Tallow, Skins and Wool.**

During the week calfskins have advanced 1c. Trade is quiet owing to the extremely high prices ruling. Tallow continues dull. With the exception of calfskins prices are unchanged. We quote the following:

**HIDES.**

No. 1 green steers, per lb.	0 09 1/2
No. 2 " " " "	0 08 1/2
No. 1 green, per lb.	0 09
No. 2 " " " "	0 08

**CALFSKINS.**

Veal skins, No. 1, 6 to 15 lb. inclusive	0 11
" " " " " " " "	0 09
" " " " " " " "	0 10
" " " " " " " "	0 08
Sheep skins	1 25 1 40

**TALLOW.**

Rendered tallow, per lb.	0 04 1/2 0 04 1/2
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**WOOL.**

Unwashed wool, per lb.	0 13 0 14
Fleece wool, new clip, per lb.	0 21 0 22
" " " " " " " "	0 16 0 17
" " " " " " " "	0 23 0 25
Pulled wools, super, per lb.	0 24 0 26
" " " " " " " "	0 24 0 26

**ST. JOHN FISH MERCHANT IN MONTREAL.**

Mr. W. F. Leonard, of Leonard Bros., St. John, N.B., was a visitor to the firm's Montreal branch this week. To The Canadian Grocer, Mr. Leonard stated that stocks of fish were becoming rapidly reduced. The catch, generally speaking, has been light, particularly so in codfish, and prices are high, in fact higher than for nearly twenty years. Foreign markets have felt the shortage in catch and are ruling fully 12 per cent. over last year's prices. Mr. Leonard, who is one of the best-known fish merchants in Canada, remarked upon the changes that have taken place in the handling and preparing of fish for the trade, and looks forward to an enormous increase in the consumption of Eastern fish. As the country fills up and people become more wise to the value of fish as a diet, the demand will increase rapidly and the value of the industry be enhanced proportionately. Mr. Leonard was the first shipper

of frozen fish to Montreal, he having forwarded a carload as an experiment, and the reception it received was so encouraging that the policy was pursued, and now the business is a regular, heavy and constantly increasing one.

**HINTS TO BUYERS.**

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

The Eby-Blain Co., Toronto, are offering a snap in Labrador herrings, barrels and half barrels.

Leonard Bros, Montreal, call the attention of the trade to their large assortment of all kinds of fresh frozen, as well as prepared and salted fish. They solicit enquiries from buyers.

Laporte, Martin & Co., Montreal, have received 25 barrels and 45 half barrels of very fine quality red Labrador trout, which they are offering at contagious prices.

Leonard Bros., Montreal, report that sea-herring are meeting with big demand. The prospects are that prices may go higher, unless there are further arrivals at Halifax in the near future.

Laporte, Martin & Co., Montreal, are offering Valencia raisins at interesting prices, and expect these goods to advance shortly.

McWilliam & Everest, Toronto, are expecting one car of marmalade oranges, one car of bananas, two cars of fancy Washington navel oranges, one car of yellow American onions, one car of red American onions, and one car of Florida head lettuce (the first car ever received on the Canadian market).

White & Co., Toronto, report the arrival of two cars of bananas on Thursday, Jan. 26.

**DEATH OF MRS. CHAS. GYDE.**

Mr. Chas. Gyde, one of Montreal's oldest and best-known grocery brokers and commission merchants, has been afflicted during the past week by the death of his wife. Mrs. Gyde, who was 55 years of age, had been ailing for some time, but it was only during the past few weeks that her illness was considered serious. Her death occurred on Wednesday, Jan. 18, the funeral being held at 2.30 p.m. on Saturday, Jan. 21, from her late residence, 4150 St. Catherine street, Montreal. Mr. Gyde and family have the sympathy of not only their most intimate friends, but of the trade throughout Canada. The Canadian Grocer extends its sympathy.

# Teas                      Teas                      Teas

**Japan,** in 5-lb., 20-lb., 80-lb. and 90-lb. boxes.

**China,** greens, in 10-lb., 30-lb., 50-lb. and 100-lb. boxes.

“                      blacks, in 10-lb., 30-lb., 50-lb. and 100-lb. boxes.

**Ceylon,** greens, in 30-lb., 40-lb., 50-lb. and 60-lb. boxes.

“                      blacks, in 30-lb., 40-lb., 50-lb. and 60-lb. boxes.

**Indian,** blacks, in 50-lb. and 100-lb. packages.

“                      greens, in 50-lb. and 100-lb. packages.

The low prices of Japan Teas, 1904 crop, have increased their consumption, and reduced the demand for green Ceylons.

We have filled all our orders taken to arrive, of our special brands of Japan Teas, namely, “H. L.,” “VICTORIA,” “PRINCESS LOUISE” and “MAISONNEUVE.”

Grocers who have not tried our celebrated brands of teas should not wait longer, but place their orders now. Our assortment is most complete and our prices very low, as we want to reduce our stock before taking inventory.

WE OFFER A GENUINE BARGAIN.

**157** CASES JAPAN SIFTINGS                      **5c.**  
June crop, strong and clear liquoring.

The high prices of CALIFORNIA MUSCATEL RAISINS will increase the demand for Valencias. We offer for immediate delivery:

<b>1,500</b>	boxes	F.O.S.	Valencias,	28	lbs.,	1904	crop.
<b>1,000</b>	“	F.O.S.	“	14	“	“	“
<b>1,200</b>	“	F.O.S.	“	7	“	“	“
<b>700</b>	“	Selected	“	28	“	“	“
<b>300</b>	“	4-crown layer	“	28	“	“	“

All the above mentioned goods are of choicest quality and exceedingly low prices.

ASK FOR SAMPLES, OR SEE OUR TRAVELLERS. IT WILL PAY YOU.

Agents for  
**Sir Thos. J. Lipton's**  
 (London) Teas

Agents for  
**Ph. Richard & Cie's**  
 Brandies  
 Cognac, France

Agents for  
**Mitchell Bros.**  
 (Glasgow) Famous  
 Whiskies

## Laporte, Martin & Cie., Limited

WHOLESALE GROCERS — IMPORTERS OF FRUITS, TEAS, WINES AND LIQUORS.

**St. Peter St., - - MONTREAL.**

## A PROSPEROUS BUSINESS.

Annual Meeting of the E. W. Gillett Company, Limited.

THE fourth annual general meeting of E. W. Gillett Company, Limited, was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday, January 19, at 11 a.m. A large number of stockholders from various parts of the Dominion were present, and all were thoroughly pleased with the very satisfactory financial statement presented by the management. Charles W. Gillett, president of the company, acted as chairman, and the utmost harmony prevailed.

The minutes of last meeting were read by the secretary and adopted. The statement presented for the consideration of the stockholders, showing the result of the company's business for eight months ending Dec. 31, or the period since the fire, was an exceptionally good one. As our readers are aware this company's entire factory, including machinery, stock, etc., was totally consumed in the appalling conflagration which destroyed a large area of the wholesale and manufacturing district of Toronto on the night of April 19, 1904. Temporary offices and factory space were secured immediately after the fire, and on account of the foresight exercised by the management of the business in having a duplicate set of machinery stored in an entirely separate building to provide for just such a contingency as that which occurred, the company was able to resume manufacturing operations with practically no interruption, and, besides, within a couple of days after the fire the completion of the purchase of their fine factory property, corner King and Duncan streets, was consummated. Notwithstanding the interruption that the fire caused, 1904 proved to be the banner year for this company, as far as sales are concerned. This is true, not only in the business done since the company was incorporated, but for the entire period of 19 years that the goods have been manufactured in Canada. The fact of the fire not preventing the company from paying dividends at regular periods is almost unprecedented, and a feature that caused a good deal of favorable comment. The attention of stockholders was directed to the fine record which the management has been able to show year after year in the fact of doing such a large business without loss in the way of bad debts, and in this respect a clean sheet was shown for 1904.

The prospects of the company are of the brightest, and owing to the thoroughly efficient manner in which the business is conducted, stockholders are

assured of most satisfactory returns, and, indeed, at this meeting were told that the rate of dividend from the first of the year would be increased.

A motion was unanimously adopted expressing deep regret on account of the death of the late president of the company, E. W. Gillett, which occurred last March.

A pleasant feature of the stockholders' meeting was the fact of their showing appreciation of the unusually successful and difficult work by the management in voting a handsome bonus to the general manager and treasurer, assistant general manager and the secretary, and, besides, passed a vote of thanks to all who had contributed to the success attained.

D. Hoskins, chartered accountant, was appointed auditor, and the following Board of Directors were elected, viz.:—Chas. W. Gillett, John Firstbrook, H. C. Barker, M. A. Thomas, William Dobie.

After adjournment of the meeting the stockholders were entertained at luncheon in the building, the catering being looked after by the Harry Webb Company, Limited.

After luncheon a meeting of the Board of Directors was held, at which the following officers for 1905 were elected, viz.:—

Charles W. Gillett, president.

William Dobie, general manager and treasurer.

Geo. H. Macfarlane, assistant general manager.

Geo. Hepburn, secretary.

(Advt.).

## VISITORS FROM FRANCE.

Mr. Chamouton, representing Violet Freres of Thuir, France, manufacturers of Byrrh Wine, is at present in Montreal. Mr. Chamouton has spent a year in the United States, having been in charge of his firm's exhibit at the St. Louis Exposition. He will visit Quebec, Kingston, Ottawa, Toronto, and the other larger Canadian centres before returning to France. Mr. Rohde, representing Hudon, Hebert & Co., the Canadian agents of Violet Freres, will accompany Mr. Chamouton on his tour of the trade in the East, and Mr. G. W. Prescott, Toronto, representative of Hudon, Hebert & Co., will introduce him to the Western trade.

Mr. G. Paasche of Barbazieux, France, representing Boutelleau & Co., one of the largest brandy and cognac firms of France, was in Montreal during the week and made his headquarters with Hudon, Hebert & Co., Canadian agents for Boutelleau & Co. From Montreal, Mr. Paasche will go to Toronto, calling upon the trade in company with Mr. G. W. Prescott, Hudon, Hebert & Co.'s Eastern Ontario representative.

## REVIEW OF TEA TRADE FOR 1904.

THE following interesting review of the tea situation for 1904 has been received from Gow, Wilson & Stanton, London, Eng.:

During the early months of 1904 the prospects of tea growers in the Far East seemed brighter than had been the case for some time. The long period of depression through which the industry had passed appeared to be coming to an end. Overproduction had been checked, and prices were at last on a moderately remunerative basis for many plantations, and it seemed likely that more prosperous times were in store.

It was long since a year had opened so auspiciously for tea producers, but their hopes were short lived and soon gave place to gloomy forebodings, for a most unexpected blow came upon an industry which was almost exclusively British. This was an additional 2d to the duty levied in the United Kingdom—the largest consuming market in the world. The effect was serious in more ways than one. By immediately raising the price of common tea, which was then in only moderate supply, it induced the import of heavy quantities of poor tea from China; it also tended to encourage coarser plucking in India and Ceylon. But there were other influences besides the increased duty which adversely affected tea producers. The fall in the value of green tea in North America gave a serious check to the manufacture of this grade, thus throwing an additional weight of black tea on the market.

These causes resulted in a gradual fall in the value of medium and poor teas, while the disinclination shown by consumers in the United Kingdom to pay higher prices than when the duty was 6d, militated seriously against higher grade teas, and caused also a general reduction in their value.

Thus, all along the line the tea planter has been a heavy sufferer, and the average price of Indian and Ceylon tea during 1904 has gone back very nearly to the level of the disastrous year 1902, while even less has been so far realised by this season's Indian crop.

The effect of the previous rise in duty in 1900, as a war tax, was to entirely check the normal annual increase of five to six million pounds in consumption at home. Had the duty not then been raised, there is every reason to believe that this increase would have continued, and that we should now be consuming much larger quantities of Tea, with a correspondingly greater demand and

more remunerative prices to the growers. The prospects of the industry are by no means encouraging so long as the duty in this country remains at its present high figure.

Notwithstanding that less green tea was exported to North America, substantial progress in the use of Indian and Ceylon tea was made in that market. Progress continues in Russia, though owing to the war teas are going via Europe, instead om Dalny. Indeed, the steady growth of foreign and colonial markets is the one bright spot in the present condition of the industry. About 133 million lbs were taken during 1904, against 120 million lbs in 1903. This steady expansion affords strong testimony to the good qualities of British grown tea.

#### Indian Tea.

The crop has proved rather larger than that of last season, but the quality has been hardly as good. Neither Assam nor Darjeeling was up to last year's standard, while Dooars was hardly equal: Cachar and Sylhet, however, were, on the whole, perhaps a trifle better, except where coarser plucking had been resorted to. Travancore has now become an important district, but its quality is still open to improvement.

#### Ceylon tea.

Ceylon suffered severely from unfavorable weather during the early months of the year, with the result that production was somewhat curtailed, but recent climatic conditions have been more suitable for flushing, and more leaf has been produced, consequently the total crop may slightly exceed that of last year.

#### Java.

Continues to grow in importance and gradually increases her output, the total export of the last few years being as follows: 1899, 12,841,702 lbs.; 1900, 15,406,984 lbs.; 1901, 16,750,872 lbs.; 1902, 16,911,166 lbs.; 1903, 22,138,187 lbs. Quality tends towards improvement, as the gardens planted some years ago with Indian seed continue to increase their output.

#### THE GROWING TIME.

THE A. F. McLaren Imperial Cheese Company, Limited, Toronto and Detroit, are now in possession of their new offices at the northeast corner of Scott and Yonge streets, Toronto, which for location, spaciousness and general appearance challenge com-

parisons with anything of the kind in Canada. The interior, comprising business offices and sample rooms, has been richly redecorated, and has the rare advantage of being well lighted from both the south and west. The lower halves of the windows facing Scott and Front streets have been enamelled in green and gold, each window bearing prominently the name of one or other of the firm's numerous agencies. In addition to these effective business directories a large exterior display sign extending around two sides of the building is also being utilized.

While the cheese business of the A. F. McLaren Imperial Cheese Company, Limited, has made phenomenal strides during the past few years the growth of their agency business has been equally satisfactory, so satisfactory in fact that the firm's former premises at 51 Colborne street have been for some time entirely inadequate to the demands of business, necessitating the move to 28 Front street East. 51 Colborne street has been retained and will be used in future for warehouse purposes exclusively, thus providing the extra accommodation of which the firm has been so much in need.

At the present time their trade extends from Atlantic to Pacific; they have latterly extended their trade policy by opening up an extensive export business with a branch office in St. Thomas, Ont., in charge of R. Johnston, of whom a picture will be found on another page of this issue.

The history of the A. F. MacLaren Imperial Cheese Company, Limited, dates from 1891 when E. H. Copp and H. Wright formed a partnership as manufacturers' agents in Toronto. Very soon after they secured the agency for MacLaren's Imperial Cheese. In 1895, Mr. Copp died and the business was continued under the firm name of Henry Wright & Co. About this time, Mr. Wright became a partner with Mr. A. F. MacLaren in the A. F. MacLaren Imperial Cheese Co. and in 1902 the two businesses were amalgamated under the name of the A. F. MacLaren Imperial Cheese Company, Limited. At present the president of the firm is H. Wright, the vice-president being J. E. Ganong, of St. Stephen, N.B.

In addition to controlling a very large cheese business, the firm are extensive handlers of grocers' special-

ties, and represent at the present time among other manufacturers, The Surprise Soap Co., T. Upton & Co., The American Cereal Co., and Bendsorp's cocoa.

The Toronto office staff consists of nine. There are in addition two travelers on the road, some seventeen warehouse men and from forty-five to fifty girls employed constantly, the number of the latter increasing to over one hundred in the busy season. The firm's American business is on a correspondingly ambitious scale, they have large business staffs both in Detroit and New York, in addition to a small army of agents who experience no particular difficulty in creating a demand for MacLaren's goods throughout the Republic.

#### CANADIAN FISHERIES OF THE FUTURE.

Mr. Gilbert H. Troup, managing director of Black Bros., Company, Halifax and LaHave, N.S., was in Montreal for a few days this week. Mr. Troup had been in Ottawa to interview Hon. Mr. Prefontaine, Minister of Marine, in reference to matters pertaining to the betterment of the fishing interests of the Maritime Provinces. In an interview with the Canadian Grocer at Windsor, Mr. Troup gave a most interesting history of the fishing industry of the provinces, particularly of his native province of Nova Scotia and at the request of the Grocer's representative consented to prepare the same for publication.

The study of the fish question is one that Mr. Troup has closely pursued for many years and his experience and views will be of value and interest to our readers when we present same. Mr. Troup expressed the opinion that the fishing industry not only of the Maritime Provinces but throughout Canadian waters was only in its infancy and with proper attention and encouragement its value would soon be not \$20,000,000 per annum but \$100,000,000. Mr. Troup on his return to the East will take up his residence at LaHave, N.S., where he will superintend the curing and preparing of "Halifax" and "Acadia" codfish for the market. It may be incidentally stated that Mr. Troup was accompanied by Mrs. Troup, and that the trip to Ottawa and Montreal constituted a part of their honeymoon journey. The Grocer extends congratulations to Mr. and Mrs. Troup.

## NEW FACTORIES FOR TORONTO.

UNITED STATES soap manufacturers are regarding Toronto as a favorable location for Canadian branch factories on account of the recent anti-dumping regulations by which a duty of thirty-five per cent. is levied on toilet soaps imported into Canada. Prior to the enactment of the anti-dumping clause, manufacturers in the States gave their Canadian customers a rebate to offset the duty; subsequently, the Government has confiscated the refund with the exception of five per cent., which means that the discount goes to the Department and not to the jobber.

The situation is urging United States manufacturers to action. One branch office has already been opened in Toronto, and last week a company with a capital of \$15,000,000, closed a contract with an East Toronto factory. Colgate & Co., and Hudnut & Co., both of New York, are negotiating with Toronto houses and certain large laundry soap concerns are paving the way for similar action.

## TORONTO TEA MERCHANT DEAD.

The Canadian wholesale and retail grocery trades will regret to learn of the death of Mr. Wm. Minto, of Minto Bros., tea merchants, Toronto, which occurred on January 23.

Mr. Wm. Minto was born in Huntley, Scotland, in 1845, and came to this country when a mere boy. Settling in Montreal, he entered the employ of Mitchell & Gear, wholesale grocers, Montreal, which firm afterwards went into the wholesale tea business exclusively under the title of Henry J. Gear.

Twenty-eight years ago he came to Toronto and started in the wholesale tea business with his brother, Mr. John Minto, at 75 Colborne street. The firm is perhaps best known to the trade as proprietors of Melagama Ceylon packet teas. Two years ago Minto Bros. moved their place of business to 55 Front street east, which premises they occupied at the time of Mr. Wm. Minto's death.

## CALENDARS FOR 1905.

J. H. MAIDEN, Youville square, Montreal, will be pleased to mail readers of The Canadian Grocer one of his calendars for 1905. Eagle Baking Powder and C.P.C. goods are doing themselves credit in this attractive souvenir of the flight of time. Mention Canadian Grocer when writing for a copy.

Shaw T. Nishimura, Canadian representative of the Japan Central Tea Association, Montreal, has forwarded to The Canadian Grocer his calendar for

1905. The leading characteristic is two colored photos of lovely Japanese maidens, in their native kimonas. The work is very artistically done, and those who are fortunate in securing one will be pleased to a degree. Address 40 Hospital street, Montreal, and mention The Canadian Grocer.

Leonard Bros., Montreal and St. John, N.B., have issued a very handsome calendar. The central portion represents the rugged figure of a hardy fisherman. The color work is splendid, and one can almost smell the salt sea air. There are only a few of these calendars left and applicants for same should lose no time addressing the firm at either Montreal or St. John, N.B. The Canadian Grocer is indebted to D. J. Byrne of the Montreal firm for its copy.

## LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 26, 12:30 p.m.

PROVISIONS—Small demand. Fresh abattoir killed sold at \$7.25 to \$7.50; country dressed, \$6.50 to \$7. Lard, fair demand.  
CHEESE—Firmness prevails; 10½ to 11c. for finest quality, white, mixed or colored; latter not free seller.  
BUTTER—Firm. Improved demand to-day. Finest October creamery, 22c.; finest fresh, 21½ to 21¼c.; Good to fine, 21c.  
EGGS—Fair demand from outside points. Prices steady at 25c. for selects; 17½ to 18¼c. for No. 2; cold storage selects, 20 to 21c. and straights, 18 to 20c.; Montreal lined, 19 to 20c.; western lined, 18½ to 19c.  
POULTRY—Better demand with fair business. Turkeys, 12 to 15c.; assorted chickens, 10 to 12c.; mixed, 7 to 8c.; ducks, 10c.; geese, 10 to 12c.

## MONTREAL CHEESE MARKET.

While the general feeling in the cheese market is one of confidence in the strength of the situation, there are some holders willing to clear their small holdings at a little under the asking price of 11 cents. Some five to six thousand boxes of cheese have been sold to exporters at from 10¾c. to 11c. Stocks for sale now have got down to pretty small dimensions, in fact, it is generally

conceded that they are smaller than they have been for many years past.

Butter continues very strong and the home trade is taking hold freely at 21½ to 22c. The demand from the United States also is kept up, and the article must be pretty scarce and high down there when they can afford to pay freight and import duties on prices ruling here.

## ANOTHER WIN FOR KINNEARS.

	Won.	Lost.	Points.
T. Kinnear & Co.....	3	0	1,000
Grocery Brokers.....	1	1	500
H. P. Eckardt & Co....	1	2	333
Canada Grocers.....	0	2	000

The strong defence of T. Kinnear & Co. again asserted itself on Saturday, January 21, when they defeated H. P. Eckardt & Co. by a score of 5 to 1. On account of the ice being covered with snow most of the time, neither team was able to do anything in combination play. During the first half Kinnear's scored four goals and it looked as if the match would be a one-sided affair. Eckardt's, however, settled down in the last half and allowed the winners to score one goal only. The only goal scored by the losers was within five minutes of the finish. The game was keenly contested during the last half and doubtless the score would have been different had Eckardt's settled down sooner. The game was inclined to be rough throughout. Humphrey deceing the fence twice. The line up was as follows:

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

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

Hugh Lambe officiated as referee.

# DON'T HESITATE

## 100 SMALL CHEESE

# “Roquefort”

## “Fruh, Maurice's Brand”

Per pound, 25c.

Net F.O.B. Montreal

(Till the lot is sold.)

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and Wine Merchants

MONTREAL

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, January 26th, 1905.

UNSATISFACTORY collections are complained of in wholesale circles and the improvement is not yet very marked. Throughout the Northwest money is tight in spite of good crops and high prices. A considerable portion of the crop remains in the country yet and some relief may be expected when it is marketed. But the root of the trouble seems to be the investment by all classes of their spare money in real estate. Every available dollar is sunk in land and although the investment is doubtless a good one it is often made at the expense of neglecting the grocer's bill and the whole trade suffers in consequence. Apart from the slowness of collections, the year is opening out well, although sales are probably not so large as in January of last year. Sugar continues to climb upwards; an advance of 10 cents was made last week just after we went to press. Starch has been reduced and particulars of the reduction will be found below. Coffee is advancing and our quotations below show some change. A new list price has been published for Clark's meats. This list is higher than the one in force before, but as a discount of 5 per cent. is allowed, the net prices are somewhat less per dozen. The Empire Tobacco Company are advancing the price of all their plug tobaccos and changing the style of the plugs. Locally "currency" has been advanced to 47c., an advance of 1 cent, and "Stag" has been advanced to 46c., an advance of 2 cents. There are still some old stocks of the other Empire tobaccos in the city and until they are cleared no advance will be made. In another fortnight, or sooner, all Empire tobaccos will be advanced.

Sugar.

Apparently the end is not yet; sugar continues to advance and no person is prepared to predict how high it may not go before the present movement is stopped. Sugar is now at a higher price than for many years past. Late last week an advance of 10 cents was announced on all grades for points between Winnipeg and Dunmore and from Dunmore to the boundary an advance of 20 cents was made. In the Far West, the advances are greater than in Manitoba, where rival refineries from the East and West meet in active competition. We quote:

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

Canned Goods.

There is not much activity in canned goods this week. Prices are about stationary. As noted in the summary above, there is a new list on Clark's meats which is higher than that previously in force but, as a discount of 5 per cent. is allowed, the net prices are lower than before. Canned tomatoes are in very poor demand owing to their high price, and it is doubtful whether

the market would stand any further advance. We quote:

Apples, 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" " black, " " "	3 75
Gooseberries, " " "	3 50
Lawtonberries, 2's, " " "	3 35
Pears, (Bartlett's) " " "	3 50
Peaches, 2's, " " "	3 75
" " 3's, " " "	5 75
Raspberries, red, " " "	2 90
" " black, " " "	3 00
Strawberries, " " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" " green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 1 doz. cases	2 85
Corn, 2's, " " "	2 60
Peas, 2's, " " "	1 90
Beans, 2's, " " "	1 95
Salmon, finest sockeye, per case	7 00
" " humpback, " " "	3 75
" " cohoes, " " "	5 25
Boneless chicken, lb. tins, per doz.	3 25
" " turkey " " "	3 25
" " ducks " " "	3 25

Starch.

As noted above, there has been a general reduction in starch. The Canada Laundry's Starch has been reduced 3c. per lb., and "Satin," "Ivory" and "Silver Gloss" starch have all declined 4c. per lb. St. Lawrence corn and Benson's corn starch have been reduced 4c. and all other grocery starches have declined 4c. per lb.

Spices.

There is no change and little activity in the spice market this week. 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.

Market quiet with no change in price. We quote:

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

Syrups and Molasses.

Barbadoes Molasses is firm in view of unfavorable reports. 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 " "	3 40
" " 1 barrel, per lb.	0 03
" " Sugar syrup, per lb.	0 03
Barbadoes molasses in 1-bbls, per lb.	0 04
New Orleans molasses in 1-bbls, per lb.	0 02
" " in barrels	0 02
Porto Rico molasses in 1-bbls, per bbl.	0 04

Coffee.

Local advances are being made in view of the increasing strength of Rios in the primary market. It may be possible for a few days to obtain green Rios at the former prices, but the advance is pretty general and will be in effect with all houses very soon. We quote:

Green Rio, per lb.	0 11
Roasted, per lb.	0 14

Nuts.

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

Foreign Dried Fruits.

The general situation continues much the same as before, local stocks on hand

being sufficiently large to prevent the immediate rise in price which the statistical position of the primary markets would seem to indicate, can not be long delayed. We quote:

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

Evaporated Apples.

Supplies are large and prices quoted apply to the very best stock available. We quote:

Evaporated apples (new), 50-lb. cases	0 06
" " 25-lb. cases	0 06

Green Fruits.

Frozen Cape Cod cranberries have been reduced \$2.00 per bbl., and Malaga keg grapes have advanced 50 cents. Spies are scarce but supplies on hand are quoted at \$5.00. We quote:

Washington navels, 126's	3 75
" " 150's	4 00
" " 176's to 260's	4 35

LEMONS.

California lemons, 288's, 300's and 360's	5 00
" " 240's and 400's	4 50

(10c. off 5 case lots of oranges and lemons).

CRANBERRIES.

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

BANANAS.

Per express only, per bunch	4 00
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APPLES.

Fancy XXX apples, Russets, per bbl.	3 50
Fancy XXX apples, Baldwins, " "	3 50
Fancy XXX apples, Greenings, " "	3 25
Fancy XXX apples, Spies " "	5 00

GRAPES.

Malaga keg grapes, per keg	8 00
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Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

**Fish and Oysters.**

Trade continues brisk. We quote:

Lake Winnipeg whitefish..... per lb.	0 06
Yellow pike (pickrel).....	0 05
Lake Superior trout.....	0 08
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
Halibut.....	0 08
Jack fish.....	0 03
Tomicods.....	0 05
Hake.....	0 07
Perch.....	0 04
Eels.....	0 08
Cod, steak size.....	0 07
Cod, market size.....	0 05
Flounders.....	0 08
Haddock.....	0 22
Brook trout.....	0 12
Atlantic smelts, extra, 20-lb. boxes.....	0 08
No. 1.....	0 07
No. 2.....	0 11
Halifax brand salt cod, fish cakes 24-1s.....	0 09
Acadia " " " " 20-1s.....	0 07
Bluenose " " " " 20-1s.....	0 09
Acadia " " " " 4-lb. boxes.....	0 09
" " " " " " shredded, 24 cartons, per bx.....	2 00
" " " " " " bulk, in 15-lb. boxes.....	0 08
Large Labrador and Nfld salt herrings per 100lb.....	5 00
per 20-lb. pail.....	1 20
Salt mackerel, in 20 or 30-lb. pails.....	0 12
Finnanhattie, in 15 or 30-lb. boxes.....	0 08
Smoked halibut strips.....	0 11
Kippered 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.....	2 00
Oysters, standard, per gallon.....	2 15
select.....	2 25

**Green Vegetables.**

Onions have advanced in price. We quote:

Native onions, per lb.....	0 03
Spanish onions, per case.....	1 75
Carrots, per bush.....	0 45
Beets.....	0 60
Turnips.....	0 35
Potatoes.....	0 75
Celery per case (7 to 9 doz).....	6 50
(doz.).....	1 00

**Flour.**

Some recent changes will be noted below. We quote:

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

**Breakfast Cereals.**

The low-priced cornmeal is not yet on the market. Oatmeal is early. We quote:

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

**Honey.**

We quote:	
Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" " 5-lb tins, 1 doz. in case, per tin.....	0 50
" " 10-lb tins, 1/2 in case, per tin.....	1 00
Fancy comb honey, per doz.....	2 50

**MAPLE SYRUP.**

We quote:	
Imperial brand, 1 gal., 6 tins case.....	5 75
" " 1/2 gal. 12 " ".....	6 00
" " 1/4 gal. 24 " ".....	6 50

**Eggs.**

Steady at former prices. We quote:  
Eggs, fresh..... 0 26  
    finest glycerine pickled..... 0 24  
(Packed in 25c. cases) which are not returnable.

**NEW BRUNSWICK MARKETS.**

Office of The Canadian Grocer,  
St. John, N.B., Jan. 24, 1905.

**T**HERE is still light business. Markets continue very firm. There is hardly a weak point anywhere. Perhaps the exceptions may be pork products and fresh meats. There are of

course a few special lines which are low, some very low, as nutmegs and ginger, also linseed oil. Cream of tartar is not high. It is surprising the general tendency there is to high values. Rice, which has been so low, is higher and samples of new for later shipment go to show how firm the market is. The farmers should be happy, but it is most surprising how they continue to complain though everything is so very high as compared with a few years ago, particularly poultry, eggs and butter. In butter, however, much of the advantage of the high price is lost because of the very poor quality of a large part of the butter offered. Good dairy butter is almost a thing of the past. The Maritime Boards of Trade are again taking steps to urge on the Government that the preference allowed British goods should only be allowed on goods imported via Canadian ports, and some of the resolutions add "when imported in British bottoms." St. John and Halifax take very strong ground.

**OIL.**

In burning oil, while the big season of demand is perhaps over, the sale is very large. Prices are unchanged at the rather lower prices lately quoted. Linseeds continue exceptionally low with full stocks bought. Turpentine is unchanged. Lubricating oils are quite firm. Castor oil is firm and higher prices are looked for. Cod oil is held firm at the advance.

**Salt.**

No season since we have had direct Winter steamers from Liverpool has so little coarse salt been imported. In fact it might be said so far none has been imported. Stocks are not large. Price is very firm. Importers so far have refused to pay the rates charged by the steamers. In fine salt, business is very quiet.

**Canned Goods.**

There is little of interest. Peas are quite plentiful. A fair stock of corn and tomatoes is held with full prices asked. Fruits have but a fair demand. Gallon apples are dull. Salmon shows a fair stock with prices unchanged. Dealers begin to be interested in meats for future shipment. Oysters are very firm and higher prices are expected. In domestic fish, except sardines, stocks are very light, particularly haddies.

**Green Fruits.**

Sales at this season are light. Oranges have chief demand. Valencia's, although too early for good fruit, are chiefly sold. There are but few Jamaica's, season being late. California's have but a light sale. Florida's are used where best stock is wanted. Apples sell slowly with market quite firm. Grapes about done. In Cape Cod cranberries, while price is firm, it is not high. There is a light sale. Lemons are low, with just fair business.

**Dried Fruit.**

Business is quiet. Raisins are low. There is little stock held except seeded. Currants are rather easier. Dates are

low. Import prices are higher. Prunes are very low, but small sizes are hard to replace. Sale is rather quiet. Figs and peels show very little business after the holidays. Evaporated apples while low are tending higher. Dealers find it impossible to replace stock at former prices. Onions are higher, stock not large.

**Sugar.**

Prices are still advancing. In the last two months the advance being about one cent. Dealers hold large stocks and are getting the advance; so far it has not been noticed that the price has effected the demand. The trade look for still higher prices.

**Molasses.**

There is but a light stock of Barbadoes held and while there is a large stock of Porto Rico prices have been advanced this week and the market is considered very firm, the result of the high price of sugar.

**Fish.**

There is a fair supply of fresh fish except frozen herring. Last year, the first year for some time, they were quite plentiful. Dry cod continue very high. While full prices are asked for pickled herring the market is not so firm. Smoked are quite low. Finnan haddies are firm. Frozen smelt scarce.

**Flour, Feed and Meal.**

Flour is held firm at the advance. Feed has but a fair demand. Oats are firm. Oatmeal unchanged. Cornmeal has a steady sale at even prices. Beans are rather higher. Yellow eye beans are freely offered. Barlev is scarce but has a limited demand. There is some interest in seeds. Clovers are quite high and firm. Timothy is quite reasonable.

**TRADE CONDITIONS IN BRITISH COLUMBIA.**

Special correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Jan. 19, 1905.

**A**N interesting commentary on the conditions of trade and the lines upon which demand runs in the Yukon Territory was contained in the remarks made the other day by a prominent gentleman just arrived from the North. Though he did not wish to be quoted, this gentleman is in such a position in Dawson that he is well able to judge. To begin with, he pointed out the practical helplessness of the miner away out on his claim on one of the creeks, and the dependence he had to place on his supplies. It was not possible to come into the city every day or so, even if the supplies were not just right. Therefore, when a line of goods had been tested and found dependable, the miner invariably asks for that.

The gentleman interviewed, referred amusingly to the flour question. Many of the miners are Americans, and it is related of one of them that in buying his supplies once, he was asked what brand of flour he wanted. His reply was: "Why, they only make one brand in Canada, don't they?" He had been getting Ogilvie's flour and would take no other, as he knew he could count on



it, when baking his batch of bread away out on the creeks. Apropos of the flour question, and the crude attempts of "prentice hands," the familiar title of "sour-doughs" given by old-timers in the Yukon to themselves, is full of meaning.

Butter and cream were other articles on which the miner was very particular. One firm a few years ago did a great deal to knock out the faith of miners in Canadian butter, by the rascally methods of putting up tinned butter. The trade went to the U. S. for some years, to a great extent, but has now returned, though some extremely bad packing of what was labelled Government Creamery from the Northwest Territories, had a bad effect again. Nowadays, the New Westminster Creamery, through making a specialty of tinned butter, has secured a first place in favor in the North, he said. In cream, there was practically only one concern in it. Every one asked for Truro cream, and when the fact is considered that the tinned article has to be used all the year round it is a very important article indeed. Milk fresh from the cow is a luxury indeed, in Dawson, and the miner's "tin cow" is on the table of rich and poor alike in the Yukon. Concluding his extremely interesting remarks, the gentleman quoted, said:

"If manufacturers and producers would realize that this great and profitable trade is so easily held when once confidence is established, there would be fewer opportunities of complaint as to quality. It means simply a case of no competition when an article has once secured the mark of approval in the North. The people expect to pay the price and when that price is bound to be high they naturally expect also to get the best. Once opinion is fixed, for or against, it is difficult to change it."

The prospects of revival of the fruit canning project at New Westminster are very favorable. A somewhat bad start was made a year ago, but the possibility of having a cannery for all varieties of fruit has been so clearly demonstrated that the business men of the city have now taken the matter up and the Board of Trade is taking active part in the work of reorganization of the company, which had progressed so far as to have secured a favorable site on the Fraser River, and with railway facilities as well. The supply of fruit is easily secured from the immediate district, and transportation by means of rail and boat is excellent.

The wholesale grocery firm of Kelly, Douglas & Co., has announced its intention of erecting a very large warehouse this year, the present premises having been outgrown, though only occupied some four years. The new block will be located on the railway front and facing on Water street, a short distance west of the present premises of the firm. The building proposed to be erected will have a frontage of 125 feet on Water street, a rear line, facing the railway, of 97 feet and a depth of 120 feet. It will be solid brick and stone and will be six storeys in height, or depth, for the track frontage is two storeys below the street frontage.

In grocery circles matters are rather quiet. The offering of Iowa canned corn

## Clark's Meats Have Been Tested And Found Satisfactory

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

## 60 Varieties to Choose From 60

### OUR COCOANUT PLANT

has just been increased to 4 times its capacity. We are now prepared to fill all our orders for

### "WHITE DOVE" brand COCOANUT

Put up in ¼-lb., ½-lb., 1-lb. and 5-lb. packages and pails and barrels.

WRITE

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

## EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

## THE MOST NUTRITIOUS COCOA

### Agency Offer

### —Very important and up-to-date manufacturers of FINEST PROVENCE EDIBLE OLIVE OILS

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

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

## 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

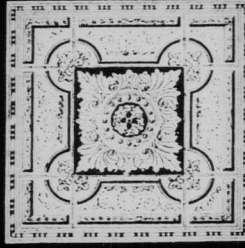
at a price to wholesalers enabling them to sell 15c. to 20c. below present quotations of Eastern corn, has caused a little comment. A car of dates from Turkey via New York arrived this week, Vancouver taking the whole lot. A car

arrived a short time ago which was divided between Vancouver and Victoria.

In produce the market is well supplied with local butter, and the price is firm at 26c. to 30c. for local creamery stock.

**OUR METALLIC  
CEILINGS AND WALLS**

Are both artistic and serviceable.  
Popularly used by practical people  
everywhere.



Easily applied—most moderate in  
cost—fire-proof, sanitary and won-  
derfully durable—with countless  
designs to select from.  
Write us for booklet telling all about them.

**METALLIC ROOFING CO., Limited**  
Wholesale Mfrs. **TORONTO, CANADA.**

**Butchers, Merchants and Hide**

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

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

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

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

**Box 264, Station G., Washington, D. C.**  
**GUN SHOP and MODEL SHOP,**  
Warren White Sulphur Springs,  
Totten P. O. Virginia.

It took a good many years to  
know how to prepare

**BROCK'S  
BIRD SEED**

—Brock's Bird Seed isn't like  
others.

**NICHOLSON & BROCK, TORONTO**

strictly fresh, and 25c. for Eastern Canadian creamery. Not much move in dairy stocks, which are light. In eggs the supply of local fresh-laid is improving, and price is now not likely to remain long at 35c., as it has been for some time. Eastern stocks are still quoted at 26c. and 28c.

The little Jap oranges which returned to the market unexpectedly through the arrival of a consignment by way of one of the Japanese liners, have again become pretty well cleaned up, and now marks their final exit for this season, as it is too late for others to arrive.

Okanagan apples are beginning to move in the coast markets for the better class of coast stock is now well cleaned up, and there is a big demand for choice fruit at this time. Imported fruits are practically down to bananas and oranges. There were some Malaga grapes at Christmas and some pines have been received, but both are now practically out of the market.

California potatoes still arrive in liberal quantities, and sell at 1½c. per lb. No change in the situation as to local supply has been noted since last week. There may be some potatoes in the upper country, Kamloops and Okanagan, which can be secured when the weather in those districts is a little more suitable for shipping.

Celery is noted as being received from California now, the local article being out of stock. Other lines are still local supply.

An advance of 20c. per barrel in flour is announced this week by some manufacturers, but whether it will still further affect the present high quotations has not yet been seen. Sometimes a raise of price is noted outside, when the local market is held at the same as before. This has been true of late, in the reverse way with cured meats, which still quote firmly at 15c. and 16c. for hams and bacon, while weaker prices have been noted in the U.S. markets. Some Eastern cured meats have been received this week, but they are held for as high prices as the imported stock.

Laporte, Martin & Co., Montreal, ask the trade to write them or see their travelers for special bargains on various lines of goods which they are anxious to clear out before stock taking.

**SITUATION VACANT.**

**WANTED**—First class grocery traveler for Kootenay District. Apply, giving age, reference and experience, W. H. Malkin & Co., Vancouver, B.C. (4)

**SITUATION WANTED.**

**WANTED**—By a first-class man firm to represent in British Columbia in grocery lines or provisions. Address G. B. Lowry, Windsor Hotel, Vancouver, B.C. (4)

**SIDE LINES WANTED.**

**FIRST-CLASS** Salesman with large connection, traveling regularly between Port Arthur and Pacific Coast, is open for good side line. P.O. Box 502, Toronto. (6 eow)

**GENTLEMAN** alling on rocers tri-weekly, Brantford and district, wants one or two suitable line. Address Box 225, CANADIAN GROCER, Toronto. (4)

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

**YEARLY CONTRACT RATES.**

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

**FOR SALE.**

**A THOROUGHLY** established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 210, THE CANADIAN GROCER, Toronto, Ont. (4)

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

**BUSINESS CHANCES.**

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

**GROCERIES and Confectionery**—I. 42.—Stock about \$600; fixtures at valuation; in Winnipeg good start for young man to commence and work up trade. The Locators.

**GROCERIES**—I. 45.—About seventy miles from Winnipeg; stock about \$3,000, doing \$12,000 yearly. Rent \$12 per month. Established twenty years. Terms, part cash, balance easy, or real estate in exchange. The Locators.

**GROCERIES**—I. 48.—In a good little town a short distance from Winnipeg; stock \$8,000; half cash. Established 1886. Good opportunity to get located. The Locators.

**GROCERIES, Clothing, Etc.**—I. 47.—In a well settled Manitoba town; stock \$4,500 at 95 cents; easy terms. Turn over \$11,000. Good profit. The Locators.

**NEW BOOK**—Remember our new book of Business Opportunities is now being printed. You should send for a copy. Address The Locators, 63 Merchants' Bank Building Winnipeg.

**FOR SALE**

**THE GROCERY, PROVISION AND LIQUOR BUSINESS OF**

**Hazell & Son**

Owing to the death of Mr. Tom Hazell, the above business must be sold at once. This is an exceptional chance to acquire the best retail grocery business in Western Ontario.

For terms and particulars of stock, lease, etc., apply to

**R. T. STEELE,**  
(Messrs. Lucas, Steele & Bristol)  
Hamilton, or

**MEWBURN & AMBROSE,**  
Spectator Building, Hamilton,  
Solicitors for Estate.

# Window and Interior Displays

Timely Hints  
and Suggestions

## ALWAYS MORE BEYOND.

By W. R. McColl.

**W**INDOW trimming is never completely learned. It is perhaps best likened to an advanced scholar, who, when he reaches what he thought was the object of his ambition, still finds so much before him that he wants to learn, and that some others already know, that he considers his own attainments mediocre indeed.

### Room Yet for Cleverness.

There is ever newness being evolved; some clever plan of arrangement or construction; not the result of one man's thought and study, but the conception of innumerable minds working for similar ends, and in the same direction.

### Keep Goods Moving.

The initial object in arranging a show window is to so display goods that its tenants will move out at once and for the same reason that the shoe man gave when he said, his shoes were all empty and he wanted tenants to move in at once.

### To Sell Goods Quickly.

Windows should be trimmed not only to show goods well, but to sell goods—sell more goods, and do it quickly. You can trim a handsome window; and spend much time and some expense upon its construction and yet know only too well that it is not going to sell the lines upon exhibition. Why? Because you are not trying to sell goods; you are striving for effect—beauty, praise, or commendation—knowing full well at the same time that you could have handled the same materials in a manner to bring results.

### Special Lines for Special Days.

While the elaborate and artistic arrangement of goods and the beauty of the blending of colors have much to do with attracting the public eye, one cannot help but notice that especially in our western Canadian towns the merchant who advertises special lines for special days, and makes his window trim (even though it be less beautiful) and window cards work with the advertisement, is the man who is forging ahead and outstripping his competitors.

There are those in cities who do not follow this plan; but what works in a city is not always suitable for a smaller town with weekly papers only to reach its clientele.

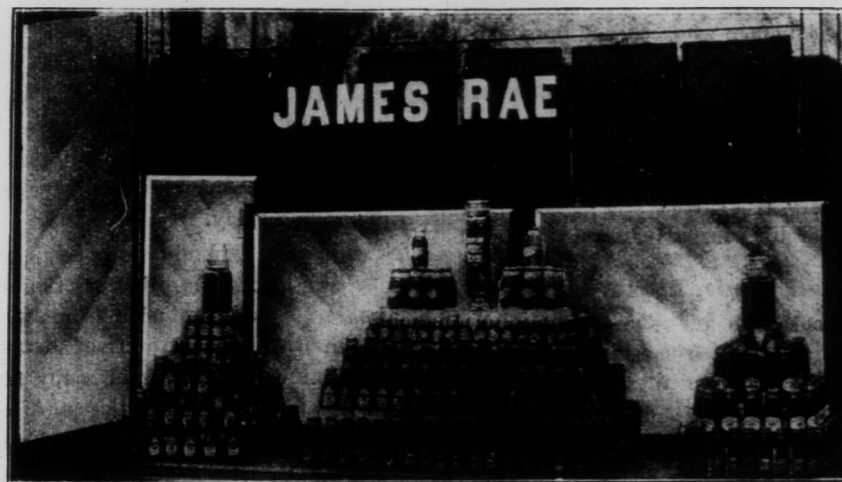
### Some Points.

Points, many and important, are to be considered in background, and the character of goods to be used, and sold, must be taken into consideration when dressing. It takes time to develop an idea and there is the making of cards appropriate to the trim; besides the effect arrived at must be suitable, yet artistic enough to delight the beholder. The central idea, however, is something that will attract attention and sell goods

elaborate and trade-drawing displays in their little cooped-up windows which are in too many instances too small to give the proper or desired effect.

The designs are frequently too elaborate for the resources of the stock; for in many instances, as soon as the trim is completed the trimmer is compelled to disarrange the display by having a customer ask for some article that composes the display.

The trimmer must be governed by these limitations; and when under these relative disabilities he produces a display that is attractive through its beauty and well serves its main purpose of drawing buyers instead of merely



Preserved Fruit and Condiment Window, James Rae, 1468 Queen St. W., Toronto.

—the idea that is radical and embodies timely suggestions is invaluable.

### Keep Within Your Limits.

Readers of The Canadian Grocer in minor cities and towns should give over their futile and expensive efforts for schemes beyond their resources and strive for simpler designs—effects that are artistic and within their reach.

See that your trims are seasonable goods; and now that St. Valentine's Day and Easter time are within hailing distance make as elaborate and attractive a display within the store as possible.

### He Has His Troubles.

No one but the country trimmer realizes what they have to contend with. There are many who strive to make

curious crowds, he deserves more than passing commendation.

### Give Him Time.

Some of the country stores have supplied their trimmers with modern fixtures or their equivalent, but too often neglect to allow the trimmer sufficient time to plan his displays. If the trimmer cannot get notice that he is to display so and so to-morrow and no time for him to plan, how can his employer expect artistic and uncommon work?

In these progressive days a trimmer's mind must be upon his work; and he cannot be expected to make a success unless it is; yet, if he does not do so he is looked upon by his townspeople, and the trade, as a man of little originality and taste. He is not only ex-

**WALKER**



**BINS**

**SPRING IS COMING**—and Spring is the great Walker Bin time.  
**YOUR CUSTOMERS** are cleaning and furnishing their houses.

**WHY DON'T YOU** make a palace out  
of your store with Walker Bins.

"They display your goods like a food show and they sell them too."



**The Walker Pivoted Bin & Store Fixture Co.**

Write for Booklet to 516 Board of Trade Bldg.,

**TORONTO.**



pected to make a display which will sell goods, but expected with all the disadvantages to attract such attention to his show windows that the people may behold a work of art.

**The Other Side.**

There are two sides to all questions, and while one side of the question has been briefly touched on there is still another to be considered.

The trimmer who has not the time to plan during the day has a few hours in the evening, when, if he is anxious to put his talents to the best use and become an artist in the profession, he can do so. It is to his advantage to study, for every true artist studies and gains the goal by constant and sustained effort.

**Interior Decorations.**

A look into the average store convinces one that something is wrong. Above the counter there is a pole suspended by a wire or cord from the ceiling; upon which is hung everything from

laces to boot jacks, and in the rear of this is a ledge which is piled with boxes and bundles commonly designated as reserve stock. Such boxes and bundles detract from the appearance of the store, while the poles, to an artist's eye, suggest nothing but clotheslines, all of which shows carelessness and a lack of decorative knowledge.

If you purpose to be a trimmer and are striving for an artist's ability, go to your employer and ask him to have those boxes, bundles and poles taken down; have the ledge cleaned after the store closes and the dust covers are up, and then go to work on those ledges and make your display.

The interior trimming is not supposed to be as elaborate as that of the windows, and is only intended to make the store inviting and attractive: but one should rather make a great many tasty little trims throughout the store and utilize all available space without going

**This Week's Illustration.**

The accompanying illustration represents what may be accomplished with preserved fruits, pickles, condiments, etc., by a skilful window dresser. The three pyramids which are built up to a height of about three feet and covered with white cheese-cloth, are filled with glass jars containing maraschino, cherries, raspberry vinegar, olives, olive oil, Indian relish, etc. The color effect and general decorative scheme in general is much enhanced by the background of bevel plate mirrors extending some four feet above the floor level of the window. The elegant and artistic effect of this arrangement of preserved fruit and condiments may well be copied in similar display.

The Eby-Blain Co., Toronto, report very satisfactory sales of their new blend of Ceylon tea, put up in fancy 3-lb canisters, to retail at \$1.

**EXPORT TRADE DEPARTMENT.**

**FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.**

**Agencies on Commission for Britain.**—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

**JOHN LATHAM & SONS,**  
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

**JAMES MARSHALL,**  
ABERDEEN, - SCOTLAND.  
Cables, Halcyon. Codes, A. B. C., 5th ed. Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

**WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England**

We handle consignments of CANADIAN MEATS,  
CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code.  
LONDON, LIVERPOOL, GLASGOW.

**DAVID SCOTT & CO.,**  
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS.  
T. A.—Scottish, Liverpool.

**GRIFFIN & CULVERWELL,**  
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.  
139 REDCLIFFE ST., BRISTOL, ENG.

This space \$15.00 per year.

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
MANCHESTER.  
BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.

**E. BIERMANN & CO.,**  
FRUIT AND PRODUCE BROKERS,  
5th Ed. A. B. C. Codes,  
CARDIFF, WALES.  
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

This space \$15.00 per year.

**STOKES BROTHERS,**  
GENERAL MERCHANTS,  
EXETER, ENGLAND,  
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.  
Correspondence solicited.

**HAMILTON WICKES & CO.,**  
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

I want to secure **Sole Agency for Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References A. I. Splendid connections.  
A. S. DUFFUS, JR.,  
9-10 St. Mary-at-Hill, LONDON, E. C.

**THOS. BOYD & CO.,**  
28 KING ST., - LIVERPOOL,  
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space \$15.00 per year.

# Sell TODHUNTER Famous COFFEE BLENDS

Excelsior.      Mocha and Java.      Our Own Blend

Uniform drinking merit will draw trade.

## ACME TABLE SALT.

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

### THE PEOPLE OF JAMAICA

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

### KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

## BASKETS

We make them in all shapes and sizes. We have

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

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

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

Make two blades of grass grow where one grew before.

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

The two lines quoted are good examples.

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

THE OZO CO., Limited,  
MONTREAL.

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



## AMONG THE BOARDS OF TRADE.

## Quebec Board's Annual.

THE sixty-fourth annual meeting of the Quebec Board of Trade was held on January 17, with a good attendance of members. The principal work of the past year centred about the labor problem at the port, the improvement of the fire brigade and waterworks system, the compulsory inspection of hides and leather, the visit of the Royal Commission on transportation, the harbor dues, and the discriminating tariff of the railway companies against Quebec.

The following officers were elected unanimously:

President—Wm. Power, M.P.

First vice-president—Geo. E. Amyot.

Second vice-president—T. Hethrington.

Treasurer—E. E. B. Rattray.

Auditors—A. E. Scott, L. A. Carrier.

The ballot for members of the Council resulted as follows: O. W. Redard, Dr. Ed. Morin, Geo. Tanguay, R. J. Lazin, F. Gunn, Ed. Picher, M. Joseph, V. Lemieux, V. E. Veauvais, ... Dronin, V. Chatauvvert, J. Ritchie.

The Board of Arbitration was re-elected as follows: F. H. Andrews, Wm. Brodie, Naz. Fortier, Wm. M. Macpherson, N. Rioux, Jos. Winfield, J. T. Ross, Geo. T. Davie, Gaspard Lemoine, J. E. Martineau, J. G. Garneau, M. Joseph.

The following new members were elected: C. A. Paradis, flour, grain and provision merchant; Andrew C. Joseph, of A. Joseph & Sons.

## Montreal Board Nominations.

Only three officers of the Montreal Board of Trade have been elected by acclamation. They are William I. Gear, the new president, R. M. Ballantyne, second vice-president, and James Thom, treasurer. There will be contests for all the other offices. F. H. Mathewson and A. J. Brice are out for the office of first vice-president.

## Ottawa Board Flourishes.

The Ottawa Board of Trade held its annual meeting on January 17. An able valedictory was delivered by the retiring president, John R. Reid. An important resolution advocating the completion of the Imperial cable system was passed.

The new officers are: President, Denis Murphy; first vice-president, Fred W. Woods; second vice-president, Peter Whelen; treasurer, C. A. Douglas; coun-

cil, W. H. Dwyer, A. W. Fleck, James Ballantyne, G. S. May, W. P. Hinton, Stuart McClenaghan, D. M. Finnie, A. W. Ault, Jackson Booth, J. R. Reid, P. D. Ross, John McKinley; board of arbitration, N. A. Belcourt, J. R. Booth, T. C. Bate, Fred Cook, Thos. Askwith, Wm. Northwood, R. M. McMorran, D. MacLaren, G. H. Perley, P. D. Ross, Hiram Robinson, C. C. Ray.

## Preference to Canadian Ports.

At a meeting of the St. John, N.B., Board of Trade on January 17, the following resolution was passed: Resolved, that this board is of the opinion that all preferential rebates off customs duties which are allowed in connection with Canadian imports, should only apply to goods that are imported through Canadian seaports and in British registered vessels.

## Prescott Board of Trade.

The following officers of the Prescott Board of Trade have been re-elected by acclamation: President, F. S. Evenson; first vice-president, W. F. MacCarthy; second vice-president, W. F. MacPherson; secretary, J. D. Mills; treasurer, F. Bennett.

## EARLY CLOSING.

CANADA can well afford to take a few practical lessons from her sister colony New Zealand in the matter of early closing of shops, if one is to judge from the comparatively large number of merchants in the larger towns and cities of Canada who keep open after hours.

The following clauses of the new Shops and Offices Act which was passed during the last session of the New Zealand Parliament are interesting in this connection:

"All shops in which two or more persons, including the occupier, are employed shall be closed for business at 6 p.m. on five days in the week, and at 9 p.m. on one day. It is provided that should the late evening fall on Christmas or New Year's eve shops may remain open till 11 p.m., and if Christmas day or New Year's day fall on a Sunday or a Monday, then shops may remain open till 11 p.m. on the preceding Saturday. These requisitions may be limited to particular trades and may specify different hours for different days, or may provide for Saturday closing only. A pro-

viso is added that only British subjects (whether by naturalization or birth) shall be deemed to be occupiers.

Shops now exempted from the Saturday half holiday are not exempted from early closing. A shopkeeper employing members of his family is compelled to close at 6 p.m.

The definition of closed shop is amended to provide that a shop shall be deemed not to be closed if it is not locked and effectually closed against the admission of the public, or if the occupier or his employes are engaged in canvassing or delivering.

Hitherto only women and young persons could not be employed more than 52 hours in any one week; this is now extended to include all employes in or about a shop. Employment is also limited to 9 hours in each day (exclusive of mealtimes) except on the late evening, when employment may be for 11 hours. Employes may not be employed for more than 5 hours continuously, without an interval of at least an hour for meals. For the convenience of country storekeepers these provisions do not apply to shop assistants delivering goods at a distance of 4 miles and upward from the shop and not being within 3 miles of any borough or town district, but the week's work must not exceed 55 hours. For the purpose of stock taking or other special work an employer may, with the written consent of the inspector of factories, employ his staff for 3 hours per day beyond the usual working hours, but not on more than 30 days in the year. This provision formerly applied to stock taking only.

"A new provision imposes on the employer the duty of keeping an extra time book for the recording of all overtime, together with its purpose. This book shall be open to the inspector of factories. As the clause originally stood, all office books were to be open for inspection, but after a hard fight in the committee the foregoing compromise was agreed on. Overtime must be paid at one and one-half times the ordinary rate, with a minimum of 12 cents an hour for employes receiving \$2.50 a week or less, and 18 cents an hour for all other employes. No overtime shall be paid, however, to heads of departments receiving \$1,000 a year."

A Board of Trade has been organized in Elm Creek, Man., with J. T. Cook as president.

# Interesting Facts about **RED ROSE TEA**

The tea bush is indigenous to Assam in Northern India and botanists are of the opinion that it is the parent species of all the cultivated varieties in India, Ceylon, China and elsewhere. In a wild state, it grows to a height of fifteen to twenty feet, but the cultivated shrub is only three to four feet high.

Assam being the natural home of the tea bush, it is not surprising that this and other districts in Northern India produce the richest, most pungent teas grown in the world, teas that command higher prices than even the finest Ceylons; but Ceylon teas are very flavory and fragrant, and seem to be especially made to blend with the richer, more syrupy tea of India; when combined, the Ceylons giving point and piquancy to the liquor, the Indians richness and strength.

The distinctive characteristic of Red Rose Tea, that rich fruity flavor, is obtained by blending these fine Indians and Ceylons; and another very important feature of Red Rose Tea, viz., its uniformity of flavor all the year round, is secured the same way, something not possible to obtain where Ceylon or Indian teas are used alone.


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## T. H. ESTABROOKS

BRANCHES:  
TORONTO  
WINNIPEG

ST. JOHN, N.B.

CANADA: No better Country



MOTT'S: No better Chocolate

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

---

ARE LEADERS THROUGHOUT CANADA  
 AND SELLERS ALL THE TIME.

---

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

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

**Easter 1905**

---

Our men are out with  
 the finest line of

**Easter Novelties**

ever shown in Canada, and when  
 we say this, it means exactly what  
 is said.

**Imported Novelties**

We have become direct importers  
 of Imported Novelties, and can  
 offer ground-floor prices.

---

**A. J. STEWART, LIMITED**  
 Stewart's Fine Chocolates  
 Toronto, - - - Ontario

**COFFEE COFFEE COFFEE**

---

**We are Selling the Finest Coffees in Canada**

---

Our Plantation Blend, A JAVA AND MOCHA BLEND,  
FINE, RICH FLAVORY . . . **28c.**

Our Queen's Blend, PRIVATE PLANTATION GROWTH,  
A HEAVY, THICK, RICH, CREAMY COFFEE **28c.**

are well worth to-day 32c., and still advancing. We have in stock a year's supply. Send your orders our way. Will invoice at old prices as long as stock lasts. Coffee drinking is largely an acquired taste. If you buy a good coffee and stay with it, it will always please. We use no Santos, Rio or any cheap coffees in above blends. Should any of your customers not like our blends, add 1/4 good Santos, or even Rio. We will sell you these goods at 12c. and 14c. You may find this is the kind of goods you are paying 30c. or 32c. for.

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**STANDARD SPICE MILLS - - Hamilton, Ont.**



# BISCUITS AND CONFECTIONERY

A DEPARTMENT  
FOR RETAILERS.

## Making Maple Syrup in the Fall.

**T**HE maple sugar industry of Canada is one of constant and growing interest to the trade and consuming public generally, and the attention now being paid by the Government to the bettering of conditions surrounding the business, as well as the intelligent study given to the same by farmers and sugar and syrup men, makes anything pertaining to the maple sugar industry especially worthy of notice and consideration. A firm that has for many years stood in the front rank of sugar and syrup producers is J. H. Grimm & Co., Montreal and Rutland, Vt., and it is to Mr. Geo. H. Grimm, of this firm, that The Canadian Grocer is indebted for the following letter written to The New England Farmer on the subject of increasing the output of maple syrup and sugar. Mr. Grimm's remarks are based on an experience in the maple sugar industry extending over more than 25 years. The plans suggested are worthy of careful study by country merchants dealing with the sugar-producing farmers:—

As numerous journals are giving me credit for discovering a new method for making maple syrup in the Fall of the year and that I obtain the flow of sap by reboring old bores, etc., I submit the following matter, it being the result of my experiments:

I have discovered that the flow of sap in the Fall is less than half, and not so sweet as it is in the Spring under similar climatic conditions. It also lacks in flavor, although the maple flavor is quite prominent, in fact, more delicate than the average sugarmaker gets in the Spring time. Indeed, the color of three samples I obtained November 23, 24 and 26 will score with the finest grades of syrup that were made last Spring. From one of these samples of syrup a cake of sugar was made, its quality being much above the average. It would not be profitable to tap a maple bush in the Fall notwithstanding the quality being good, and even if the sap runs occurred at close intervals as above referred to. Being convinced of this fact at the early stages of my connection with the maple sugar industry, my experiments in the past 25 years were for the sole purpose of increasing the quality and quantity of maple sweets with the least injury to the tree and at the least expense. Notwithstanding the expense and annoyance which were incurred by these experiments, I have been well repaid as I can fully demonstrate that the maple sugar crop has been only two-thirds what it should have been.

Assuming, with old methods, that annually in Vermont 20,000,000 pounds of maple sweet is made, it, at 10 cents per

pound, has a value of \$2,000,000. By adopting new methods that I have discovered, the production will be increased fully one-third together with a much better quality of product. The question will naturally arise, How can this gain be accomplished? It is as follows:

Bore a hole with a 7-16 inch bit, 1½ inches deep, with the point of the bit pointing slightly upward, without removing clinging bark from the tree. Use a spout that will fill the space of the bore and one that will only come in contact with the hard outer layer of bark, one that drains the sap from the bore and excludes the air. The spout should not be driven too hard. If the hard bark splits and the sap wood holds the spout, there is a loss by leakage and the best portion of the sap flow is plugged by contact of the spout with sap-producing fibers.

Climatic conditions cause sap to flow at all seasons after a frost sufficient to form ice. As a rule there are long intervals between sap runs. Either continuous cold weather or lack of frosts puts a damper to the business, the latter being the most harmful. To illustrate: If, after two or three good sap runs the temperature rises above the freezing point, there will be no fresh sap and the amount that the bore contains, which is more than half its diameter, becomes sour, sticky and very often dry—this being the very substance that nature provides to prevent bleeding of the wound, and unless this substance is removed, sap cannot flow at its full capacity and what does ooze out through this substance when the weather conditions are favorable becomes contaminated so that a prime quality of syrup cannot be made from it. For this reason it is very necessary to select a spout that will drain the bore of sap and a spout which will permit reaming. With a reamer designed to cut a chip the entire circumference of a 7-16 inch bore to ½ inch, the sap-producing fibers are opened afresh and all the contaminated matter the bore contained is removed. The end of the reamer having a cutting edge, permits deeper boring, which removes the injury the screw end of the bit has made. Prime sap in accordance with weather conditions will flow equal in quantity and quality to that from a freshly-made bore.

I have repeatedly demonstrated that sap produced from a reamed bore at the end of the season, and even after buds have started, will produce a syru equal in color to that produced at the beginning of the season, but of inferior flavor. Therefore, a properly-constructed spout and one reamed bore will bring better results than two spouts and two unreamed bores, with less injury to the trees. It will be seen that tapping the tree and cultivating the bore is an important matter, and the outlay for the necessary articles is small in proportion to the amount, in dollars and cents, of loss without them.

Without covers for buckets a uniform, prime quality of syrup cannot be made. It requires about 16 quarts of sap to

make one pint of syrup or one pound of sugar. There is scarcely a season in which 16 quarts of sap, on an average per tree, is not wasted on account of snow and rain, as sometimes the best runs of sap occur during storms. It is a common occurrence that hundreds of buckets full of prime sap are left for "to-morrow" to be gathered, which becomes an entire loss owing to its being mixed with rain or snow, and all for the lack of a cover. A cover can be constructed of shingles, cheap lumber, tin or black steel painted, by a person at all skilled with hammer and saw. One cent will purchase a practical fastener, which anyone can attach to the cover. Having this combination with a proper spout, and the cost being so small, no sugarmaker has a reasonable excuse for not equipping his sugar bush with this necessary article as there is no question but that one run of sap accompanied with either a rain or snow storm will more than pay the cost of a cover. The cover should fasten on the spout and the bucket on a swivel hook to facilitate gathering of sap without being obliged to remove either the bucket or cover. A cover attached to the spout, and as above described, will give ample ventilation which is absolutely necessary to the sap in the bucket. I control a patent on this cover fastener and sugarmakers can utilize it without paying me any royalty as I am anxious that this improvement should come into general use and give sugarmakers the greatest profit from their industry by producing an article that is more uniform in quality and an increase in quantity at the very least expense, and to those that are interested I will gladly furnish printed instructions as to how to proceed without cost.

The demand for maple sugar is increasing year by year and a good article demands a good price. There is no industry in connection with a farm that pays so well as a sugar-bush properly equipped. For profit I would rather have one thousand good maple trees than twenty of the best cows in New England.

(Signed) G. H. Grimm.

Rutland, Vt.

## New Biscuit.

Christie, Brown & Co., Toronto and Montreal, have placed on the market a new biscuit known as "Petit Cholat." It is a hard sweet biscuit with chocolate filling and sells in bulk at a moderate price. The trade are recommended to write Christie, Brown & Co. for samples of this delicious new biscuit.

## New Spice Factory.

Mayell & Co., Toronto, have purchased a site for their new spice factory on the east side of Dufferin street just below King and will erect a building to cost in the neighborhood of \$15,000.

## They Don't Cost More

because you happen to be a long way from Stratford,—that is, they don't cost you more than other Sodas will that may be made at a nearer point. We equalize freight charges.

## Perfection Cream Sodas

are made for the nation, not for a locality. If you would like to handle the very best Sodas made, write us, no matter where you are located. We can help you.

We equalize the freight.  
3-lb. Cards or Tins.

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

### ADVANCE IN MOLASSES.

There has been considerable activity in the molasses market of late, the demand having been principally for Barbadoes, which has advanced to about 30c to 31c per gallon. Owing to the sharp advance in raw sugar the refiners have been ready buyers of all Barbadoes molasses offering, and as a consequence the Canadian market is pretty well cleaned up of old stock.

Reports from the Island indicate that reaping will be pretty general towards the end of February, but the prospects are that the total of the crop this year will be about one-third less than last year, when the actual shipments amounted to 45,765 puncheons. Estimates this year give about 30,000 as the probable crop. This is due to the extremely dry season, which not only tends to cause the crop to be short but early.

Reports from Porto Rico and other producing Islands indicate that their outputs will be somewhat in excess of last season's, but new crops will come on practically a bare market all over the consuming country.

It is expected that with the approach of the Spring demand, prices will advance still further.

### CANNERS CONVENTION.

The National Packers' and Machinery and Supplies Associations will hold their annual joint convention in Columbus, Ohio, on Feb. 6 to 11. This convention will be attended by some seventeen or eighteen hundred business men and practical canners. An invitation to hold the annual gathering for 1906 in Toronto is up for consideration.

### ANOTHER INDUSTRY FOR B.C.

A company has been formed in Victoria, B.C., under the title of Morris, Baird & Co., to manufacture metal polish, writing inks and washing blue. Morris, Baird & Co. own a deposit of tripoli (called in England rotten stone) on the west coast of Vancouver Island, which forms the basis of their products.



## The Inquiry

for a better class of domestic-made Jams, Jellies and Fruits has induced us to prepare

**E. D. S.**

**JAMS, JELLIES and**

**SEALED FRUITS**

(IN GLASS)

Absolute purity and highest quality make the line we hew to.

**E. D. SMITH'S**

FRUIT FARMS

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

January 27, 1905

THE CANADIAN GROCER

THE GROCER WHO DOES NOT SELL

# VAN HOUTEN'S COCOA

DOES NOT SELL THE BEST COCOA

THE CONSUMER WANTS THE BEST COCOA

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

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

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

"Irresistibly  
Delicious!"



One taste  
will make a  
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

This Brand

and

That Brand



Are leaders in Condensed Milk and Cream line.

Grocers throughout Canada recognize the superior selling qualities of BORDEN'S brands and the trade are buying them.

ARE YOU?

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,  
Halifax, N.S.

SCOTT, BATHGATE & CO.,  
Winnipeg, Man.

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

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

old  
reputation

Attention!

old  
reputation

The BEST  
of

Swiss Milk Chocolates

## KLAUS'S

# CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

To arrive Friday 27th  
first car Florida Head  
Lettuce in Half-Barrel  
Hampers. Try one.

McWILLIAM  
**Mc. AND E.**  
EVERIST

TORONTO, - - ONTARIO

**California Oranges**  
are now in fine shape,  
have full stock of Rose,  
Anita, Triangle, Magic  
Isle, and Don Brands.

The  
**DAWSON Commission Co., Limited**  
FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets. TORONTO

## DRIED APPLES

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

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

Packers and Exporters  
5 and 7 Market St., HAMILTON

## IN STOCK

**New Figs** Spanish Onions  
Celebrated Camel Brand.  
**Jamaica Oranges Malaga Grapes**  
Bbls. or boxes.

If our travellers do not call on you, write, wire or  
phone your orders which receive prompt attention.

**HUSBAND Bros. & Co.**

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

# GREEN FRUITS

## New Market for Canadian Apples.

**I**N view of the fact that the attention of Australian fruit dealers is being directed towards Canada for future supplies the following comments on recent experimental shipments of Canadian fruit to Australian ports will be of interest to shippers in this country:

"The kinds of apples to ship to Australia are Spitzenberg, Canadian Red, Westfield and Black Twig, especially the two former. Five cases of Wealthy were not wrapped and arrived in poor condition. Had these apples been wrapped and packed properly they would have carried better, although the class Wealthy is not suitable for a long journey. Pears should not be shipped unless in cold storage and apples should always be wrapped. The packing as a whole shows considerable improvement, although there is still much to be desired particularly in the case of plums. Plums as well as pears land in Australia from San Francisco in very fine condition; there is therefore no reason why they could not be brought from British Columbia or even Ontario. They should be packed after the Californian method, in small boxes, each pear or plum in a separate compartment as eggs are packed.

"Of the six varieties of apples received, namely, Spitzenberg, Wealthy, Jonathan, Wagner, Maiden's blush and Canadian Red, the Spitzenberg, Jonathan and Canadian Red landed in the best condition and gave most satisfaction to buyers. The Wealthy Wagner, and Maiden's Blush were evidently of too soft a nature for shipping. The Maiden's Blush landed quite worthless. Shippers advise that they have had an exceptionally severe Winter and that the apples did not receive a sufficient amount of sun and dry weather to harden them. This may account for some landing in rather soft condition.

"Another point that must be paid attention to is the size of the fruit, which should run about fourteen to sixteen dozen to the case. Those received contained ten dozen only, which is not a profitable size for retailers. Canadian apples were easily passed by the Aus-

tralian inspectors and were evidently quite free from disease in which respect they are far above the Californian apples.

"There is little doubt that a profitable and extensive trade can be opened up between the two colonies. Of course, everything depends on the quality of the fruit and the price. At a cost f.o.b. at Vancouver of \$1.25 to \$1.75 the Brisbane market could take about 2,000 cases by boats arriving at the end of October and during November and December. In conclusion the chief points to be aimed at are: (1) Selection of medium hard apples; (2) good and careful packing; (3) proper grading, with quantities marked on each case and care that only clean fruit is packed. (Well colored preferred.)"

## Suggestions to Shippers.

The fruit must be free from codlin moth or disease.

It must be packed in cases light but strong and wrapped in paper.

The apples should be medium in size and if possible, highly colored.

Apples should be shipped in cool compartments and all other fruit must be.

The apples termed the Black Twig landed in fine condition, but its defect was in color. It ripened after landing and color in ripening improved, turning to a yellow. Then it was not as attractive as the higher colored varieties. Cool compartments entail a cost of fifty per cent. above 'tween decks space, but it will pay through the better flavor and better condition of the fruit. There is some difference of opinion as to the exact temperature, but from 32 to 40 degrees are safe temperatures. Under such conditions even tender fruit like the Wealthy, if put on board in good condition would carry safely.

## Yield of California Fruit.

The California Fruit Grower, in its annual review, points out that California produced during the season of 1903-04 6,400,000 pounds of almonds, or 325 cars, while bean shipments reached 54,879 tons. The beet sugar output amounted to 65,360 tons; canned fruit and vegetable pack, 4,077,078 cases; citrus-fruit shipments, 10,701,210 boxes; cured

fruit, excluding prunes, 37,750, tons; fresh fruit, 104,200 tons; honey yield, 8,400,000 pounds; hops, 56,000 bales; prunes, 165,000,000 pounds; raisins, 120,000,000 pounds; tomato pack, 958,295 cases; vegetable shipments, 86,620 tons; walnut yield, 11,000,000 pounds; wheat crop, 446,000 tons; wine production, dry and sweet, 34,571,856 gallons.

**Sunlight Bleaches Preserves.**

There is one thing certain, namely, that sunlight will bleach bottled preserves, liquids, etc., and if the color of a grocer's fancy glassed peaches, cherries, and pears has been bleached by the sun, they might as well lose their flavor also, so far as their sale is concerned.

One of the most onerous tests that table sauce can be submitted to is exposure in a warm and well-lighted window while the sun is shining, yet table sauce is repeatedly seen in precisely that predicament, and olive oil also, this latter article being peculiarly subject to changes when exposed to the light and heat of the summer.

**Co-operative Packing of Fruit.**

In order to overcome the frauds which are perpetrated from time to time by certain fruit shippers to the detriment of the fruit growing interests in Ontario, the Ontario Fruit Growers' Association has decided to push the idea of co-operative packing and shipping of fruit. This will insure a proper grading and marking of fruit as well as better prices and the establishing of a reputation for the Ontario product.

**To Exterminate Codlin Moth.**

A parasite has been discovered in Brazil by G. Compere, entomologist for West Australia, and agent for the Commissioner of Horticulture of California, which it is claimed will effectively exterminate the codlin moth.

**Fruit News.**

The Ontario Fruit Growers' Association will ask the Government to extend for five years the Act by which the Government bears one-fifth of the cost up to \$500 of establishing cold storage warehouses, and to grant the same aid to the establishment of central fruit shipping stations.

J. Brown was elected president of the Montreal Fruit Auction Company, at their annual meeting January 19, with J. Caldwell as vice-president. W. J. Clogg, secretary, and P. C. Barry and C. M. Hart, directors. The annual report showed a prosperous year.

**Dutch Sett Onions**

We are offering some very choice yellow setts for **March Delivery** at 12½ cts. per lb., F.O.B. Toronto. Have already booked large orders, and supply will not last long. Put up in bbls. weighing about 125 lbs.

QUALITY GUARANTEED

SAMPLE ON APPLICATION

**WHITE & CO., Toronto**

WHOLESALE FRUIT, PRODUCE AND FISH

Phone Main 4106, Private Branch Exchange.

W. B. STRINGER

J. J. McCABE

The Stewart Fruit Co.'s brands Washington Navels continue to sell at top prices on all the Auction Markets—They're the best.

61 Front E., Toronto.

**W. B. STRINGER & CO.**

Fruit Brokers.

**DIAMOND BRAND MAPLE SYRUP**

Not the lowest price, but the highest quality.

**SUGARS LIMITED MONTREAL.**

It saves Time and Worry by Ordering from us what you need in Fancy Oranges, Lemons, etc., knowing you will get Quick Service and Quality and Prices Right.

**HUGH WALKER & SON,**

Guelph, Ont.



This design a guarantee of quality.

**WRAPPING PAPERS**

ALL GRADES, AND BEST OF EACH GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

**CANADA PAPER Co.**  
Toronto LIMITED Montreal

**DRIED APPLES**

BRIGHT, DRY STOCK WANTED.

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

INGERSOLL

Established 1886

**McDOUGALL**

Insist upon having them.

D. McDOUGALL & SON, GLASGOW, SCOTLAND.

**BATH BRICKS**

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

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

# — The Proof of the Flour is in the Baking —

We won't say anything about the quality of "Royal Household" flour just now, but let you find out for yourself. Just buy a small quantity and try some experiments. You know the results you get from the flour you are using at the present time; now observe the kind of loaf you get from "Royal Household"—how much whiter it is—how much more satiny. Notice that it will not dry up so quickly—that it will stay fresh longer. Observe its flavor; look at its crust. What is your opinion now?

## — Don't you Think you'll Buy "Royal Household" after This?

### JUST ARRIVED

EX. S.S. "Excelsia"

### 100 hf. Chests Choice Ceylon Orange Pekoe

Of course the best package

Tea is **SALADA**

We are Agents.

in 50 lbs., which we are offering at  
**19c.** Exceptional value. Send for  
Samples. Convince yourself.

## PROVOST & ALLARD

Wholesale Grocers,

OTTAWA, ONT.

# FLOUR AND CEREAL FOODS

## The Grocer's Own Flour Brand.

**I**N discussing flour from the grocer's standpoint we give a few wholesome truths in regard to flour sold under the grocer's own brand. We admit that the argument for the use of such a brand sounds plausible to both grocer and customer. The grocer's name and reputation stand for the brand. He knows what his trade wants and he wishes the confidence and patronage of that trade. Of course he will sell only the best. But the temptation comes to the grocer after a while, and he succumbs, using a lower grade of flour, with the result of ultimately losing either the confidence or trade of his customers, or both.

It is assumed that the grocer knows flour, having made it a study. If the grocer is an expert, his substitution of poorer flour, after he has built up a reputation for his brand, amounts to a fraud.

But usually the grocer does not know flour practically, as the baker does, for example. He buys first-class flour from some good miller and put his own brand on it with the best intentions in the world. The flour gives satisfaction and his trade is suited. After a while the miller is obliged to raise the price of his flour, owing to market conditions. The grocer demurs, possibly not appreciating the miller's position. He is offered another flour which seems just as good, and possibly is just as good, at the old price; it may be a bait for his trade, or maybe the miller who offers it doesn't know what his flour costs him. Possibly, even, the first miller who supplied the grocer was getting a pretty full price. Anyhow, he has changed the flour under his brand and none of his customers are the wiser of it.

Now the second miller may raise his price or lower the grade of the flour. Perhaps another change is made in the source of the grocer's supply, as a result of it. In any event, the flour sold under the grocer's brand is not uniform. He may have the best intentions in the world toward his customer and yet his changing millers will give his brand a

reputation of unreliability almost before he is aware of it. The grocer may not be grasping or dishonest, and yet fail to keep up the quality of his brand. Of course, the usual reason for wanting his own brand is that he also wants the last cent of profit he can get, on the cheapest flour; but he may be the squarest kind of a man and yet have his brand fail to give satisfaction, for the reason that he is not an expert and does not know milling conditions.

There is but one best way for the grocer to sell flour, and that is under the mill's brand. The mill is entitled to the credit belonging to its good flour, and the grocer need not shoulder the blame for the poor flour.

## Clover Seed Crop in 1904.

**I**T is difficult in any year to make a close estimate of the supply of alsike and red clover seed until the season for threshing is well advanced. From the best available information at this time, it would seem clear that the total output of red clover seed produced in the Province of Ontario will prove to be rather less than two-thirds of an average crop. The severe Winter of 1903-4, combined with prolonged drouth in many of the districts where clover seed is most extensively grown, was exceedingly unfavorable to the clover crop of 1904. In consequence, the area left for the purpose of seed production was considerably less than in former years. The clover seed midge was also much in evidence in nearly all of the districts in Ontario.

The alsike crop fared even worse than red clover. Not only is the available supply of home-grown seed limited, but the quality of the seed produced this year is, on the whole, inferior.

The growing of high-class clover seed in the Province of Ontario has proved to be amply remunerative in the average of years, and has, to a considerable extent, taken the place of the production for sale of cereal grains. The extent to which clover seed is grown in Ontario can be better appreciated when it is mentioned that the Toronto seedsmen

are said to control the world's prices for alsike seed.

There are many districts in the other provinces, particularly in the Province of Quebec, where the production of red clover and alsike seed could be taken up to good advantage. More than two tons of really good red cover seed have, within the last month, been threshed near Shawville, in the county of Pontiac, by the use of an ordinary grain thresher.

## Flour via St. John.

The New York Produce Exchange, one of the most influential commercial bodies in the world, has made the important discovery that the freight rates from St. John, N.B., to Africa are considerably lower than from New York, so much lower that it pays to rail their goods to St. John and tranship from there.

In order to ensure entire satisfaction to African importers it has been deemed advisable by New York firms interested to have an official inspection of goods at St. John. Twenty thousand packages of goods consisting principally of flour and corn products are now en route from New York for shipment to Africa per steamer Wyandotte which sails within the next few days. This business will in all probability assume considerable proportions, in which event the future Winter port business of St. John will be largely increased.

## The Grain Standards.

**A** PROPOS of the discussion in some of the daily papers and the dissatisfaction of the Western farmers with the Grain Standard Act The Canadian Grocer was favored with an interesting interview last week with Mr. C. N. Bell, secretary of the Winnipeg Board of Trade and Grain Exchange. Mr. Bell characterized the majority of the complaints now being given publicity in the daily press as absurd. "We never hear anything about these complaints in years when the general quality of the grain is good, but when it is poor there is no end to the faults which are found with the Grain Act or the criticisms of the Grain Standards Board. The plain



# Johnny

is getting his instructions. He has to go to the grocery store and order

# Orange Meat

Maggie says so, and Johnny is agreeable.

You see, grocerymen, how that even the children have a part in determining what breakfast food will be used in the home. If you haven't already done so, give the next grocery traveller an order for Orange Meat.

**The Frontenac Cereal Co.**  
Limited.

**KINGSTON, ONTARIO.**

fact of the matter is that the Act is necessarily technical in its nature and the Grain Growers' Association do not understand it."

"Last February," continued Mr. Bell, "there was a meeting here in Winnipeg of the Grain Growers' Association and conferences were held with the members of the Grain Standards Board. Two days and more were occupied by the discussion and it was made abundantly evident then that the grain growers were not acquainted with the Act and did not know what grievances they wanted remedied. They suggested a number of "changes" in the Act and they were very much surprised when it was shown to them that the "changes" were already embodied in the Act. Their complaints were met at every point and they had no real grievance to present. Finally, in order to justify themselves they protested that they wanted farmers on the Grain Standards Board. When questioned it was found that they did not know how many farmers were already on the board, but they were sure of one thing—they wanted more. To that no objection was raised and a member of the board moved that the Government be petitioned to appoint a majority of farmers to the board. It was made plain that the city members of the board would be pleased to have all the members farmers thus relieving themselves of the responsibilities of a position which brought them no reward but abuse.

"The sequel to the story is that the Grain Growers' Association made no nominations to the new board—a majority of which was to consist of farmers—although they were requested by the department at Ottawa to do so. Finally at the request of the Minister I myself nominated the farmer members of the board.

"Moreover, the whole question of the grain standard was inquired into a year ago at Ottawa, not by a standing committee of the House, but by a special committee appointed for the purpose. This committee communicated with the Grain Growers' Association and asked them to attend as it was the intention to go into the matter thoroughly with a view to recommending amendments to the Act. Not a member of the Grain Growers' Association appeared and it devolved upon me to explain the farmers' complaints to the committee. These men don't know what they want, but when grain is poor they always kick."

#### Grain Situation.

**W**HEAT has been quiet during the week with little of special interest either in the domestic or export markets, Manitoba wheat ruling about 3-4c lower than a week ago and only a fair volume of trade in futures

reported. Considerable difficulty is experienced in getting wheat locally and dealers report hardly the usual demand from millers. Exporters complain of the comparative dullness of the export trade in wheat both as regards spot and future trading and shippers look forward to a slack time at the opening of navigation. This is due to other nations than Canada and the United States supplying Europe's requirements, Russia, Roumania, India, Australia, and Argentina having filled the shortcomings of the United States.

The domestic trade in flour is dull although export business in flour has been unusually brisk during the week, the bulk of it going via New York on account of United States mills which have been obliged to buy largely from Canada to meet the requirements of long established customers in Great Britain, the West Indies and South Africa.

According to the London Miller the period from now until the end of April is the one during which such reduced arrivals of flour may be expected as will seriously deplete the present large stocks in Great Britain and on the Continent and in this way give a healthy fillip to the market. According, since the market has stood up well against the adverse circumstances of several weeks past, it is suggested that a better state of things may gradually supervene. At any rate in the face of the admittedly large consumption at present going on and which must continue all through the Winter, there seems hardly room for any serious decline from present values.

The Argentine harvest, upon which so much depends at the present juncture, seems, on the whole, to be making favorable progress and it is confidently expected that from February onward the plate will be a large contributor to the grain importing countries of Europe.

#### Winnipeg Grain Exchange.

The following officers of the Winnipeg Grain Exchange have been elected for the ensuing year: President, John Love; vice-president, Capel Tilt; secretary-treasurer, C. N. Bell; all by acclamation. Council, A. R. Hargraff, John Fleming, Hugh N. Baird, W. J. Bellingen, W. H. McWilliam, J. C. Gage, W. A. Black, Alex. Cavanagh, G. B. Crowe, W. L. Parrish and Robt. Muir.

#### Brandon Grain Growers Meet.

The election of officers of the Brandon, Man., branch of the Grain Growers' Association for 1905 has resulted as follows: President, D. McEwen; vice-president, A. C. McPhail; secretary, R. McKenzie; directors, W. D. Dunbar, James Rae, Thomas Bunklow, J. C. Valens, G. N. Marsden, Fred Smith.

#### Cereal Notes.

P. A. Dorland, has opened a flour and feed store in Otterville, Ont.

Proceedings have been taken to wind up the firm of W. Gibbins & Co., grain and commission merchants, Winnipeg.



## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pocket

In 100-lb. bales, consisting of 100 1-lb. pockets or 33 3-lb. pockets

# Sell



In 1-lb. and 3-lb. pockets

## Pocket Rice

Order a bale from any of the following Distributors:

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

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

ORME & SUTTON RICE CO.,

MILLS: NEW ORLEANS.

104 WALL STREET  
NEW YORK

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



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.

### Have Your Own Brands of Cigars.

**I**N these days of specializing one hears much of private brands of foodstuffs, staple groceries and other articles of merchandise.

The up-to-date grocer is resorting to ways and means innumerable of building up a reputation for his store as the only place in town for buying certain lines of goods. In almost every city, town and village throughout the country housewives flock to Johnson's, say, for good coffee, and to Smith's for holiday fruits. Wherever possible the grocer avails himself of the opportunity of advertising his business by placing his own trade mark upon articles most in demand.

Why should he not extend the practice to include cigars and tobaccos. Hotels, clubs, tobacco stores and even wealthier individuals make a specialty of private brands of cigars, and some have been successful in building up not only a large and successful cigar trade, but an enviable reputation for their particular brands of cigars. There is nothing like utilizing an idea in business at the exact psychological moment. Private brands are the fad just now in addition to having an indisputable commercial value, and the judicious grocer can make no mistake in experimenting along the lines mentioned with a cigar suited to his particular class of customers.

The complaint is often heard "that the druggist and tobacconist have all the trade that's worth trying to get and it would be sheer foolishness for me to go to the expense of having a special brand of cigars put up. This may be true enough in cities, but in towns, villages and country districts the grocer has himself to blame if he does not control the local tobacco trade. The "private brand" idea if properly worked out is one way of cultivating this particular trade. If it is worth while for the druggist or tobacconist it is also worth the grocer's while to get out after the tobacco trade in his town, especially when his claim to it is a just one. Ingenuity and enterprise in the cigar and tobacco department of a grocery store will not only win back trade that has drifted

away to the tobacconist or druggist but pay well as far as direct profits are concerned.

### A Visit to Cuba.

J. Bruce Payne, president, and J. Topp, director of J. Bruce Payne, Limited, cigar manufacturers, Granby, Que., who are now in Cuba on one of their annual purchasing trips, write to The Canadian Grocer that this year's tobacco crop is excellent quality although prices for "Pharaoh" standard are high.

Their objective point in Cuba is the Manicaragua district in the Province of Santa Clara, where the finest filler in the world is grown. They have found that the only way to keep up the high standard they have set for their "Pharaoh," "Pebble" and other brands of cigars is to investigate the conditions of the crops personally and buying direct from the growers.

### To Destroy U. S. Tobacco Trade.

Secretary Taft's proposition to reduce the duty on Philippine cigars and tobacco entering the United States to 25 per cent. is being warmly debated in Washington this week. United States

manufacturers look upon the bill as a direct attempt to destroy the commercial existence of the tobacco trade of the Republic.

An interesting solution of the Philippine problem has been suggested to Secretary Taft to the effect that the cultivation of purely tropical products should be stimulated in the Philippines instead of sugar and tobacco which compete with similar products in the United States. For instance, in 1900 the United States paid Brazil alone nearly fifty-three million dollars for coffee and rubber which could be produced in the Philippine Islands, where both grow to perfection. They annually import from \$150,000,000 to \$200,000,000 worth of coffee, rubber fibres, and spices and other purely tropical products which can never be grown in the United States, and every one of which can be produced in the Philippine Islands. In 1871 there was an import duty of three cents per pound on coffee. This was taken off and immediately Brazil put on an export duty, and during the subsequent twenty-eight years the United States lost in revenues \$304,000,000 on Brazilian coffee, which went into the Brazil-

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## The Old Grocer

did not keep cigars because he was afraid his clerks would smoke all the profits. Others, again, tried it, and bought from every salesman that carried cigars as a side line, thus getting unsaleable goods ; were not successful and came to the mistaken conclusion that they had too much to learn about cigars, and gave it up.

The Payne way is a safe way : 1,000 cigars, assorted as desired, express paid. Unsold stock at the end of three months returnable and money back. Haven't you an order. Specify in a 5-center **Pebble**, and in a 10-center **Pharaoh**.

J. BRUCE PAYNE, LIMITED, Mfrs., Granby, Que.

Jan. 27, 1905

Nine tailors cannot  
make a man.

### Inside Quality

is the thing that counts. Take **T & B** SMOKING TOBACCO for example. If it were not good in itself, no amount of outside effort would make it good.

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

ian treasury and the Brazilian trade balance against the United States during the same period has amounted to the enormous sum of \$1,328,000,000.

#### Tobacco Trade in Cuba.

THE following figures represent the output of tobacco in Cuba for the fiscal year ending June 30, 1904:

Cuban tobacco crop in the past year was good in both quality and quantity, and may be safely valued at over \$30,000,000. The exports during 1903 were valued at \$26,046,431, against \$25,400,000 in the previous year. The exports of leaf tobacco in 1904 exceeded those of the previous year by \$600,000. The

total exports of leaf tobacco amounted to 40,977,946 pounds, valued at \$13,245,187, 24,128,430 pounds of which, valued at \$9,931,802, went to the United States, and 10,306,574 pounds, valued at \$1,921,079, to Germany, the next largest purchaser.

Tobacco stems, which are used in the manufacture of snuff, etc., were exported to the amount of 598,178 pounds, valued at \$9,959, principally to the United States, Argentina and Germany.

Cigars exported numbered 205,244,298, valued at \$12,302,969, of which 45,769,422, valued at \$2,888,111, went to the United States; 28,388,074, valued at \$1,968,395, to Germany, and 92,559,817, valued at \$5,197,785, to England. Of

cigarettes, 14,662,209 packages (each package containing about 14), valued at \$404,173, were exported during the year. Of these 287,767 packages, valued at \$7,055, went to the United States; 16,693,372 packages, valued at \$49,070, to Dutch possessions; 1,323,127 packages, valued at \$40,926, to British islands; 7,259,354 packages, valued at \$191,854 to Columbia, and 586,002 packages, valued at \$17,632, to Germany. Much of the remainder went to the Canary Islands. The export of cut tobacco amounted to 226,648 pounds, valued at \$81,031, of which the United States received 75,205 pounds, valued at \$23,583, and Columbia 57,283 pounds, valued at \$21,201.

# Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

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

## Prejudice

sometimes keeps a man from doing the wisest thing. If there is any grocer to-day who is not handling

## McAlpin's Tobaccos

because he imagines his customers want something else, that grocer is making a great mistake. The public has said most emphatically that McAlpin's Tobaccos become favorite tobaccos wherever they have been sold. And there's money in them for the grocer.

# Freights And Charters

**A** GLANCE at the manifests of outgoing steamers shows that immense quantities of grain are being shipped, principally from Portland and St. John to Bristol and Liverpool. Freights are brisk and transportation companies are already feeling in better humor over the prospects. From St. John seven charters have been reported for South American ports and yet business is dull at this port. On January 28, the Allan Line R.M.S. Sicilian which

supplies. The Lake Erie has been loading during the past ten days and an immense grain cargo has been stowed away. SS. Lake Manitoba is the next boat on this line to arrive and her capacity for cargo is large. There is no doubt about the C.P.R. doing the business of the port and this is not surprising when the forces which it controls for success are considered. At any rate the air already is full of the probabilities for next season's shipping at Montreal

## SWEET CAPORAL



## CIGARETTES

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

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

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

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	* 11/6	* 12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	* 12/	* 12/6					
Canned meats, fish.....	* 7/6	* 12/6	* 15/	* 12/6	* 10/	* 15/	* 15/					
Provisions.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Tierces lard.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Pail lard.....	* 7/6	* 17/6	* 20/	* 17/6	* 7/6	* 20/	* 20/					
Butter.....	* 15/	* 25/	* 25/	* 30/	* 15/		* 80/c.s.					
Cheese.....	* 10/	* 20/	* 20/	* 25/	* 10/		* 80/c.s.					
Eggs in c. s. (meas't).....	* 10/	* 15/	* 15/	* 15/	* 10/		* 40/c.s.mt.					
Clover seed.....	* 10/	* 10/		* 15/	* 10/	* 15/	* 15/					
Cotton.....	† 15c				† 15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	† Fine 20/		† Fine 20/	† Fine 20/	† Fine 20/							
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	* 12/6	† 15/					
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	* 17/6	* 25/					
Lumber, hard.....	* 8/	† 10 1/2c	* 12/6	* 14c	* 8/	* 15/	* 20/					
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/		* 15 m't.					

\* Per ton 2,240 lbs.

† Per ton of 40-cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore subject to confirmation.

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

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

has been loading this week will sail for Liverpool. The Parisian which sailed last Saturday had a fair cargo for the time of year and rates have kept up well comparatively.

The Dominion Line has placed the ss. Roman on its service from Portland and she sails Saturday, January 28, for Liverpool. Space in this boat has been booked ahead, although the rates have not changed.

The C.P.R. service from St. John, N.B., is of the best, largely owing to the excellent feeder which their railway

and the different companies are making their plans and contracts in anticipation of one of the largest shipping seasons on record.

#### RETAIL MERCHANTS MEET.

A meeting of the St. Catharines branch of the Retail Merchants Association was held on Jan. 13 for the purpose of meeting E. M. Trowern, general secretary for the Dominion and S. A. Brubacher, secretary of the Berlin branch.

One of the principal topics of discussion was the telephone question, the

sentiment expressed being favorable to an organized effort on the part of members of the Association towards improving the present telephone accommodation. "Assessment," "The Collection of Small Debts," "Peddlers," "Weights and Measures," and "Premiums" were among the other questions discussed.

G. F. Bryan, of the George F. Bryan Co., Winnipeg, has left on his annual trip to New York and Cuba in the interests of the cigar manufacturing department of his company.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.  
Kirkwood,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

### PRACTICAL INSTRUCTION ON ADVERTISING

**I**N this day when advertising is so necessary to the development of business in general and individual business in particular, there is need on the part of many of some helpful instruction on the subject of advertising, presented briefly yet containing desired information of a general and technical sort. To supply this information in compact form is the object of the chapters which follow:

To think that with the purchase of space in a chosen medium one has thereby purchased the favor of its many thousands of subscribers is a fatal error. The purchasing of space in a good newspaper introduces one, well accredited, to a host of buyers, but whether the impression one makes is favorable or otherwise depends upon the advertisement, not upon the newspaper. The appearance, language, and style have all to be considered. Size is not so important, though it has a value—the big advertisement being stronger, other things being equal, than the smaller one. At the same time it is possible for the small advertisement to be so persistent, bright and aggressive that it accomplishes quite as much as its bigger brother.

Advertisements reveal the man behind them. They are the expression of his mind, purpose, character. It is through the advertisement that the reader acquires his impressions of the advertiser. Hence it follows that if the advertisement be dull, and uninteresting and seldom or never changed, the man for whom it was prepared comes to believe that the concern that sends out such an advertisement is sleepy, and unprogressive, and this impression sticks and stands in the way of business. On the other hand, if the advertisements of a firm are always fresh, bright, attractive and businesslike, the reader concludes that the firm they speak for are active, progressive and always on the alert for the best things and best values and there is born in him a desire to do business

with people who are manifestly thinking of his interests as well as of their own.

#### I.—General Instructions.

The first thing to consider is what is to be sold, the second, who should have it, the third, how can possible buyers be influenced to become purchasers.

#### What is to be Sold.

In preparing an advertisement ask these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if

the goods you are advertising, and make the advertisement convince and persuade you. When an advertisement convinces the writer of it it is pretty certain to convince those to whom it is addressed.

#### Who Should Have Your Wares.

Without having clearly defined in your mind the buyers of what you have to sell, it is impossible to prepare the best copy. One must have an audience to develop inspiration. You know more about your goods than does the buyer of them, and it is for you to suggest reasons why your goods should be purchased in preference to anything else. Run over in your mind the names of some buyers of your wares. Pick out from among them the one whom you believe to be the most shrewd buyer, the man most difficult to persuade. Talk to him. Convince him. What will make him a customer will do the same with others.

Again, there are many people who would profit by having your goods, but have not yet discovered their desirability. They need to be awakened. An illustration of this is afforded in the accompanying advertisement.

It suggests a use for metal ceiling that does not occur to many a builder of houses, and provides excellent reasons why metal ceiling should be used for kitchens. The good advertiser creates business by suggesting things which people will want or ought to have but either did not know the advertiser could furnish or had overlooked purchasing.

#### How to Influence and Persuade.

This is a subject upon which numberless counsellors have written, and is so vast that the last word will never be uttered. It is the psychological side of advertising and is boundless in extent.

From among the mass of good things said on the subject of the preparation of advertisements the following have been selected as being at once terse, sane and instructive. They have no special sequence, and in some instances may seem to be out of agreement, but possibly they may be the more valuable on that account.

These paragraphs have been somewhat roughly grouped under different headings for ease of consultation. It is pretty certain that the truths contained in them will be perceived only according to the development of one's advertising experience, therefore read them over from time to time.

(To be Continued)

### Housebuilders

**A METAL CEILING** for the kitchen is the only proper article. It improves the appearance of the room and always looks well. It is not affected by the steam and heat from cooking which loosens and cracks plaster.

Any defects in plumbing are easily got at by simply removing one plate. Most sanitary. Lasts a lifetime. First cost is last cost.

Write or call and we will give you estimate.

**John Smith & Co.**

that is its claim, or upon the price if that be its advantage.

Do not depend upon memory when you describe goods. Set a sample on your desk before you begin to write. Take it up for inspiration. Try to draw a picture of it in short, forceful words. Become enthusiastic over it. Hunt out its novel points, its excellent points, its marvelous points, and try to convey them adequately. The result ought to be as convincing a statement as you are capable of writing.

Go to the best salesman selling the goods you are advertising. Learn from him how he sells, what he says to customers, the points he has found to be effective. Ascertain what buyers of the thing you advertise are interested in and talk the points that appeal to them. Become in imagination a buyer yourself of

# WM. BRAID & CO. COFFEE IMPORTERS

## How is your Coffee Trade?

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

### ARE YOU SWIMMING WITH THE TIDE?

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

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

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

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

**Write us for  
Samples**

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

## Quotations for Proprietary Articles.

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

January 26, 1905.

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

**Baking Powder.**

Ammonia Powder—  
"Bee" brand, 48 5c. pkgs., per case... \$1 75  
" " " " 27 10c. pkgs. " " " " 2 00  
" " " " 10 25c. pkgs. " " " " 1 75

Cook's Friend— Per doz.  
Size 1, in 2 and 4 doz. boxes... \$2 40  
" 10, in 4 doz. boxes... 2 10  
" 2, in 6 " " " " 0 80  
" 12, in 6 " " " " 0 70  
" 3, in 4 " " " " 0 45

Found tins, 2 doz. in case... 3 00  
12-oz. tins, " " " " 2 40  
5-lb. " " " " 14 00

W. M. GILLARD & CO.

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

**IMPERIAL BAKING POWDER.**

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
2 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
2 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

**JERSEY CREAM BAKING POWDER.**

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

**OCEAN MILLS.** Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	80
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkts. 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 50
4 " "	8 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	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.**

Sizes.	Per Doz.
Royal—Dime	\$ 1 00
" 1 lb.	1 60
" 3 oz.	2 25
" 1 lb.	4 50
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

**Cleveland's—Dime.**

Sizes.	Per Doz.
" 1 lb.	\$ 1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 30
" 12 oz.	4 25
" 1 lb.	5 50
" 1 lb.	15 00
" 5 lb.	25 00

**"VIENNA" BAKING POWDER.**

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

**BEE BAKING POWDER.**

1-lb. tins, cases 4 doz. per doz.	\$3 25
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**HOME BAKING POWDER, CO., MONTREAL.**

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



**EAGLE BAKING POWDER.**

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



**JAMES DOME BLACK LEAD.**

Per gross	
6a size	\$0 40
2a size	2 50

**"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.**

"Bluecol"—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:	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

**Borax**

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " " " 10 oz., cases, 48 " "	3 25
" " " " 16 oz., cases, 48 " "	4 25

**EAGLE BORAX.**

Per doz.	
Cases of 5-doz. 5c. packages	\$0 40
5-doz. 10c.	0 55

**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.	8 0c
" 7-lb. cotton bags, per bag.	0 13 1/2

**Chocolates and Cocos.**

**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 55
" " " " 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.	2 55







The registered trade mark of a "Crown" on your tins or packages of Table Syrup is a guarantee to you and your customers that the contents are **The Best Syrup** made in Canada.

"Crown" Brand Syrup is delicious, pure, healthy and nourishing. It is **ALL SYRUP.**

FOR SALE BY ALL JOBBERS.  
LOOK FOR THE CROWN.

**EDWARDSBURG STARCH CO'Y, Limited**  
**ESTABLISHED 1858**

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

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

**Put up in Tins—**

2-lb. tins—cases	2 doz.	Also in Brls., ½-Brls.,
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

**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.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

**Cane's Clothes Pins.**

**UNITED FACTORIES LIMITED.**

Clothes pins (full count), 5 gross in case, per case	\$0 22
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

**Cleaner.**

**BRUNSWICK'S EASYBRIGHT**  
INSTANTANEOUS CLEANER  
CLEANS EVERYTHING

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

Wholesale Agent

The Davidson & Hay, Limited, Toronto

**Feed.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

**SOUTHWELL'S GOODS.**

Frank Magor & Co., Agents	Per doz
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. \$0 25
2-lb. tins, 2 doz. in case	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06
7 and 14-lb. wood pails	per lb. 0 06
30-lb. wood pails	0 06

**Pure Fruit Jellies—**

12-oz. glass jars, 2 doz. in case	per doz. 0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06
30-lb. wood pails	0 06

**Home Made Jams—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	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 75
Dulce large cent sticks, 100 in box	.....

**Lye (Concentrated).**

**GILLET'S PERFUMED.**

1 case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases or more	3 40

**Matches.**

**UNITED FACTORIES LIMITED.**

Sunlight (Parlor)	Per case \$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 50
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** 3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D. S. F., 1-lb. tins	per doz. \$1 40
1-lb. tins	2 80
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
1-lb. tins	1 45

**E. D. MARCEAU, Montreal.**

**"Condor," 12-lb. boxes—**

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32
4-lb. jars	per jar 1 20
1-lb. jars	0 35

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22
4-lb. jars	per jar 0 70
1-lb. jars	0 25



**Orange Meat.**

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

**Orange Marmalade.**

**THE EBY, BLAIN CO., LIMITED.**

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

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 08

**Pickles.**

**STEPHENS.**

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$2 20
Corked	1 80

**Soda.**  
**COW BRAND.**



**DWIGHT'S BAKING 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.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	Per case. \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " (60 1-lb. " )	3 00
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**Soap and Soap Powders.**

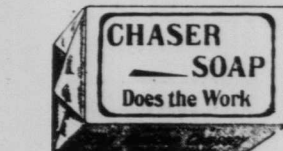
**A. F. TIPPETT & CO., Agents.**

Maypole soap, colors	per gross \$18 20
" " black	15 20
Oriole soap	19 20
Gloriola soap	19 00
Straw hat polish	18 20

**RABBIT'S.**

**Babbitt's "1776" 8-oz. pkgs. \$2.50 per box. 5 boxes a freight paid and half box free. Babbitt's "Best" soap, 100 bars \$4.10 per box. Potash or Lye, boxes each doz., \$3 per box.**

**WM. E. DUMM AGENT.**



**CHASER SOAP**  
Does the Work



# START 1905 RIGHT— by placing an order for “PRINCE OF WALES” Mocha and Java Coffee

Put up in 1 and 2 lb. (air-tight) tins

## S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills,

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

**CHASER SOAP.**

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.

**Laundry Starches—** per lb.

No. 1 White or blue, 4-lb. cartons	\$ 0 06 1/2
No. 1 " " 3-lb. "	0 06 1/2
Canada laundry	0 07 1/2
Silver gloss, 4-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 06 1/2
Canada White Gloss, 1-lb. pkgs.	0 05 1/2
Benson's enamel	per box 1 25 to 2 50

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05 1/2

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

**"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, 100lb. keg	0 06 1/2
laundry " " 50 "	0 05 1/2
"Gem" " " 100 & 200 lb. kegs	0 05 1/2

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
4-lb. canisters, cases of 48 lb.	0 05 1/2
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2

**Lily White Gloss—**

1-lb. fancy boxes, cases 80 lb.	0 07 1/2
6-lb. toy trucks, 8 in case	0 07 1/2
6-lb. enamelled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 48 cartons, per case	3 50

**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Malt Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

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

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05 1/2

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 06 1/2
" " 3-lb. cartons, 36 lb.	0 06 1/2
" " 2-lb. bbl.	0 05 1/2
" " 100-lb. kegs	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05 1/2
Ivory Gloss, 2-4 family pkgs., 48 lb	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs	0 05 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Alton Gloss, 1-lb. packages, 48-lb.	0 05 1/2



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

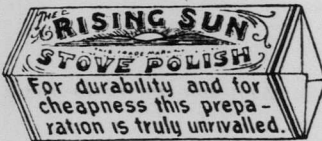


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb., "	0 20
Blue Label, retail at 30c.	0 23
Green Label, " " 40c.	0 28
Red Label, " " 50c.	0 35
Orange Label, " " 60c.	0 42
Gold Label, " " 80c.	0 55

**San Toy Starch—**  
10c. pkgs., cases 5 doz., per case.... 4 75

**Stove Polish.**



**Rising Sun, 6-oz. cakes, 1-gross boxes** Per gross. \$4 50  
**Rising Sun, 3-oz. cakes, gross boxes** 4 50  
**Sun Paste, 10c. size, 1-gross boxes** 10 00  
**Sun Paste, 6c. size, 1-gross boxes** 5 00



Cases, each 60 1-lb. \$0 35  
" " 40 1-lb. " 0 35  
" " 30 1-lb. " 0 35  
" " 120 1-lb. " 0 35



DUNN, AGENT.



**Enameline stove dressing, per doz.** 0 70

**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.** Per case.

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 " " " " " "	3 25
20 " " " " " "	4 10
(10 and 20 lb. tins have wire handles.)	
<b>"BEAVER" BRAND.</b> Per case.	
1 gal. tins, square, 6 in case	\$4 50
1/2 gal. tins, round, 12 in case	4 50
1/4 gal. tins, round, 24 in case	4 90
<b>SMALL'S BRAND—Standard.</b> Per case.	
1 gal. tins, square, 6 in case	\$4 70
1/2 gal. tins, round, 12 in case	4 90
1/4 gal. tins, round, 24 in case	5 30



**SALADA OYLLON.** Wholesale. Retail.

Brown Label, 1/2 lb.	\$0 20	\$0 25
" " 1 lb.	0 21	0 25
Green Label, 1/2 lb. and 1 lb.	0 22	0 25
Red Label, 1/2 lb. and 1 lb.	0 23	0 25
Gold Label, 1/2 lb.	0 44	0 50

**Blue Label, 1/2 lb.** \$0 18 1/2 \$0 25  
**Blue Label, 1 lb.** 0 19 0 25  
**Orange Label, 1/2 lb. and 1 lb.** 0 21 0 30  
**Brown Label, 1/2 lb. and 1 lb.** 0 28 0 40  
**Brown Label, 1/2 lb.** 0 30 0 40  
**Green Label, 1/2 lb. and 1 lb.** 0 35 0 50  
**Red Label, 1/2 lb.** 0 40 0 50

E. D. MARCEAU, Montreal.

**Japan Teas—**

"Condor" I 40-lb. boxes	\$0 42 1/2
" " II 40-lb. boxes	0 40
" " III 80-lb. boxes	0 36 1/2
EMD AAA Japan, 40 lb "at.	0 32 1/2
" " AA " " "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27 1/2
"Condor" IV 80-lb. "	0 32 1/2
" " V 80-lb. "	0 27 1/2
" " XXXX 80-lb. boxes	0 23 1/2
" " XXXX 30-lb. "	0 24 1/2
" " XXX 30-lb. "	0 21
" " XXX 30-lb. "	0 22
" " XX 30-lb. "	0 19
" " LX 80-lb. per case, lead packets (25 1/2 and 10 1/2)	0 27 1/2

**Black Teas—"Nectar" in lead packets**

Green Label, retails 0 35 at 0 30	
Chocolate Label " " 0 35 at 0 35	
Blue Label " " 0 50 at 0 35	
Maroon Label " " 0 50 at 0 45	
Fancy tins—Chocolate, 1-lb.	0 55
" " Blue, 1-lb.	0 45
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 00

"Condor" Ceylon black tea in lead packets

Green Label, 1/2, 1 and 1 1/2, 60-lb. cases	retail 0 35 at 0 30
Grey Label, 1/2, 1 and 1 1/2, 60-lb. cases	retail 0 30 at 0 25
Yellow Label, 1/2 and 1 1/2, 60-lb. cases	retail 0 35 at 0 35
Blue Label, 1/2, 1 and 1 1/2, 60-lb. cases	retail 0 40 at 0 30
Red Label, 1/2, 1 and 1 1/2, 60-lb. cases	retail 0 50 at 0 34
White Label, 1/2, 1 and 1 1/2, 60-lb. cases	retail 0 50 at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 60-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17 1/2

**Tobacco.**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 5/8, 5/8 and 10c.	\$0 30
" " Amber, 5/8 and 10c.	0 20
Chewing—Stag, bars, 10/10s	0 45
" " Bobs, 5/8 and 1 1/2	0 44
" " 10c. bars, 6c.	0 44
" " Currency, 12 oz bars, 12c.	0 47
" " 6c. and 1 1/2c.	0 47
" " Old Fox, narrow, 1 1/2c.	0 47
" " Snowflake, 14/10s 6/10s, sp'd 6/10s	0 51
" " Fay Roll, 7c. and 6c.	0 52
" " Fair Play, 8c. and 1 1/2c.	0 52

**Vinegars.**

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 25
Old Crow	0 20

Special prices to buyers of large quantities

**GRIMBLE'S MALT.**

Bulk, 1-casks, 25 gals.	\$5 45	\$10 05
cases, 60 "	10 25	20 40
Bottles, cases, 3 doz.	3 25	4 00

**Washing Powder.**

FAIRBANK'S GOLD DUST.

Five cases assorted—

24 25c. packages	\$4 45
100 10c. "	7 00
100 5c. "	3 50

1 case 50 c. packages free with 5-case lots  
Freight prepaid.

**Cane's Woodenware.**

UNITED FACTORIES, LIMITED.

Washboards, Victor	Per doz \$1 20
" " Crown	1 35
" " Improved Globe	1 50
" " Standard Globe	1 50
" " Original Solid Globe	1 50
" " Superior Std. Globe	1 50
" " Jubilee	1 50
" " Pony	0 90
Diamond King (glass)	2 50
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 25
" " No. 3	2 00

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillet's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 50

Try a barrel of

# WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it.

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

## Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

### SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

## "Butterfly Brands"

	1/2 lb.	1/4 lb.	1 lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.



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Best Interests and Consult Us.

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make the largest assortment of any factory in America of THE CASE of the latest up-to-date automatic machinery.

We are the only concern in Canada of  
MANUFACTURING GREAT CANS, SOULTRY CANS.

They are our specialties.

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Acme's Half-Mocking Saw  
Acme's Half-Mocking Saw  
Acme's Half-Mocking Saw

## 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.

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