

# THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

A few reasons why Grocers should handle

## ROBINSON'S PATENT BARLEY.

- It pays a good profit.
- It can be sold at a reasonable price.
- It always does what is claimed for it.
- It pleases your customer.
- It brings new customers.
- It has 70 years' reputation behind it.



SAMPLE AND BOOKLET SENT FREE.

FRANK MAGOR & CO., 408 ST. PAUL ST., MONTREAL  
DOMINION AGENTS

## A TRIAL

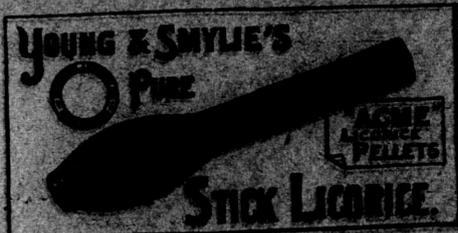


The worth of anything cannot be known until it is tested. **High Tea** is a biscuit that has been given a trial by thousands of merchants throughout the country, and it has stood it well, as its large sale indicates. Have you yet given it a trial?

**CHRISTIE, BROWN & CO., Limited**  
TORONTO and MONTREAL

ADOLPHE E. SMYLIE President  
HENRY ROWLEY Vice-Pres't  
H. W. PETHERBRIDGE Gen'l and Insp'or

### NATIONAL LICORICE CO.



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

Y. & S., SOUDDER, and M. & S. Brands of PURE STICK LICORICE, AGNE Licorice Pellets, M. & S. Wafers in 1887, Licorice Lozenges, and a full line of Licorice Confections, including the celebrated soft licorice Hubs and under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—108 JOHN ST.  
108-110 John St., } Brooklyn, N. Y.  
227-237 Plymouth St., }  
Illustrated Catalogue on request.

## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

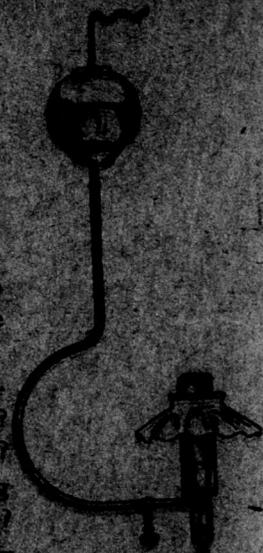
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 20  
100 Candle Power.

Then write for our Catalogue and Discounts.

BEST LAMP GUARANTEED.

AUER LIGHT CO., 1625 NOTRE DAME ST., MONTREAL.

# PURE CANE SUGAR

is the name of a class and does not mean sugar made from cane. Chemical analysis shows that Canadian beets produce pure cane sugar.

## Crystal Granulated

is the equal of any on the market and it is a strictly Canadian product.

# The Wallaceburg Sugar Company

LIMITED

# Instant Powdered



This is put up in packets  
making one quart of rich  
**Gelatine.**

---

It dissolves **instantly** in hot  
water.

**The Standard Gelatine of the World.**

---

ARTHUR P. TIPPET & CO.,  
General Agents.

Montreal and  
Toronto.

# FISH —

**THE HEALTHFUL DIET.**

THE BEST FLAVORED FISH IN THE WORLD ARE CAUGHT IN WATERS ADJACENT TO NOVA SCOTIA and are put up as

**“HALIFAX,” “ACADIA”  
AND “BLUENOSE” BRANDS  
OF PREPARED CODFISH.**

THESE ARE **EASY** LINES TO PUSH AND **PROFITABLE** TO SELL.

Put up by

**BLACK BROS. & CO., Limited, Halifax.**

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

Representatives in Quebec and Ontario, Board of Trade Building, **MONTREAL.**

**Messrs. Grimble & Co.**  
LIMITED

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

**VINEGARS**

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

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

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

**“Sterling” Brand Pickles, Favorite  
with Grocer and Consumer.**

There's reason for this double favor. With the grocer they sell well, and please. They please the consumer, because they are really a first-class pickle. They win on their merits.

—“Sterling” is a name to conjure with,  
—placed on pickles, relishes, marmalades or  
—jams.

The **T. A. LYTLE COMPANY, Limited**  
124-128 Richmond St. West, **TORONTO.**

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

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

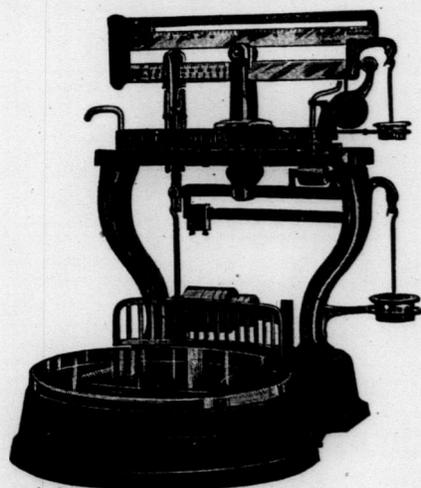
## High-Grade COFFEES

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

### THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



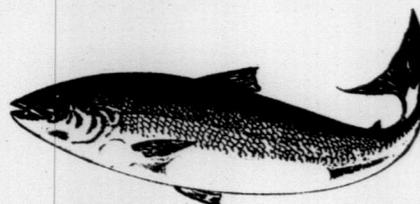
### The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.  
MONEY-WEIGHT SCALES.

### SOCKEYE SALMON



### "Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



## YOU WILL DO

yourself good by handling

# REINDEER BRAND

condensed milk. Unquestionably the best on the market.

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

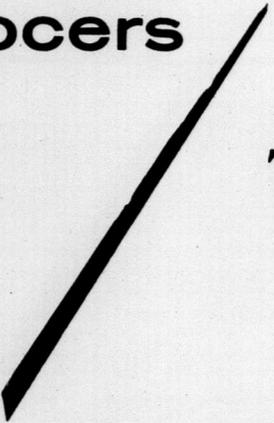
it is an easy matter to talk about the  
**qualities** of

# JAPAN TEAS

to your customers, because their  
absolute **purity, cleanliness, health-  
fulness** and **invigorating** qualities have  
been known and admitted for centuries.

Experience has taught Tea Experts that  
**JAPAN** Teas cannot be improved upon—  
they alone stand out as **perfect, safe-  
drinking** teas.

**Grocers**



The teas of **Japan** are the  
teas that make your trade safe,  
sure, steady and profitable.

April 22, 1904

THE CANADIAN GROCER

# CORKS—

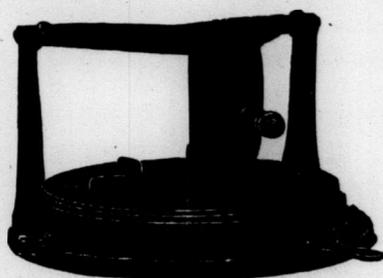
—We have special job lots of Grocery Corks, all sizes and shapes.  
 —Will be pleased to submit samples and prices suitable for grocery  
 —trade. You are often asked for corks, why send your customers to  
 —the drug stores when you can supply them?

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

Telephone Bell Main 65.  
 " Merchants 522.

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.



We have recently taken up the manufacture and sale of the

## Templeton Cheese Knife

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

**KEEPS CHEESE FRESH  
 SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE  
 PLEASES EVERY CUSTOMER**

Write us for particulars.

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



## "IMPERIAL BRAND" MAPLE SYRUP

is sold by grocers  
 who are wise in  
 knowing a good  
 thing.—Do you?

ROSE & LAFLAMME,  
 Agents,  
 MONTREAL.



"The best business man is the one who  
 learns wisdom from his own mistakes."

If you have made the mistake of not keeping

## Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—  
 you may have a call for Paterson's any time, as it is a  
 fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL,  
 AGENTS.

# Ceylon Tea

**BLACK AND GREEN**

**is PERFECTION in Tea.**

It has a "natural bouquet" peculiar to itself, and unapproached by any other tea, and the "vital essence" of the leaf is preserved in all its purity and flavor.

Why handle other teas when Ceylon Tea, Black and Green, stands easily "first"?

Why indeed !!!

# TEA.

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

"COMMISSIONER,"

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

## Use Live Bait.

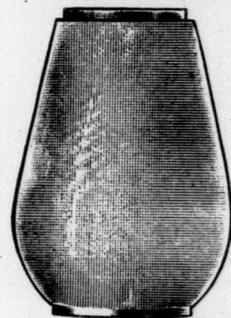
R-O-Y-A-L  
S-A-L-A-D D-R-E-S-S-I-N-G

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

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

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

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.  
OF WALLACEBURG, LIMITED.

## A Two Cent Mistake

Don't amount to much  
in any business, but the  
striking point is that  
a clerk is just as liable  
to make a mistake of  
\$2.00 as he is of two  
cents, and a few mis-  
takes like this would  
pay for enough of  
Allison's Coupon Books  
to last a year or more.  
With these books mis-  
takes are impossible.



## 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.

## DON'T SELL

useless stuff. Who wants, when  
buying Canned Tomatoes, Fibre,  
Skin and Seeds? We remove  
these. A can of our Tomato  
Pulp is equal to 3 cans ordinary  
tomatoes. Price, \$1.00 doz.,  
F.O.B. Burlington.

Send an order.

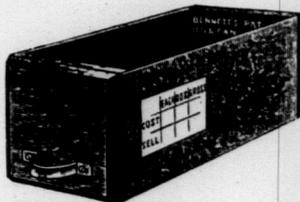
The Burlington Canning Co.  
Limited  
BURLINGTON, ONT.

...THE...

## Bennett Manufacturing Co.

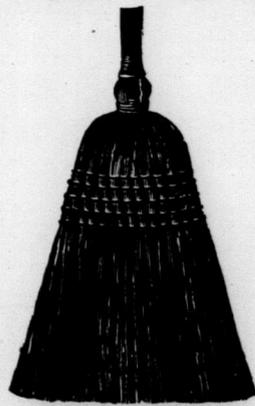
Bennett's Patent Shelf Box and Cabinets  
for Hardware, Grocery, Seed and  
Drug Trades, etc.

Owing to  
the steady  
and rapid  
growth of  
our business  
new quar-  
ters were  
needed.



Address all communications to our New Factory:

Pickering, Ontario  
Every Housewife...



knows the advantages of  
a good broom. It's the  
foundation of a clean  
home. We want you to  
know our brooms. They  
are good brooms. Drop  
us a line and our traveller  
will call.

The  
Waterloo  
Broom and  
Brush  
Co.,

WATERLOO,  
ONT.

## Want Ads.

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

MacLEAN PUBLISHING CO., Limited  
Montreal and Toronto.

## The Canadian Vinegar Company HIGH-GRADE VINEGARS

Under Excise Supervision  
Reputed the best on the market.  
Factory and Office: 35a, 35c, 37 St. Antoine Street,  
MONTREAL.



ROW'S  
GUM

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

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

## "ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb.  
cartoons in a case, and in 60-lb. box.  
TORONTO SALT WORKS, Toronto, Ont.



IF  
FLIES CARRY  
DISEASE

AS YOUR CUSTOM-  
ERS WELL KNOW

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

## MAPLE LEAF



Your goods are All quality. — J. H. Ad-  
erson, Produce Co'y., Winnipeg, Man.

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

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

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



MAY BE HAD THROUGH ALL WHOLESALE GROCERS.  
PUT UP BY

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

# AURORA CORN SYRUP

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

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

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

Freight paid on 5-case lots.

Price subject to change without notice.

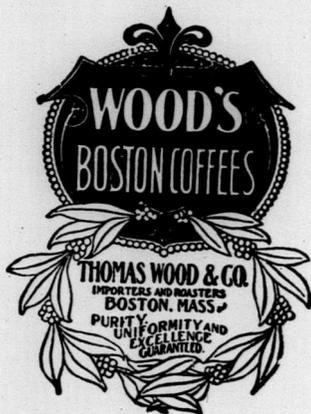
Ask our travellers about our Pure Maple Syrup.



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

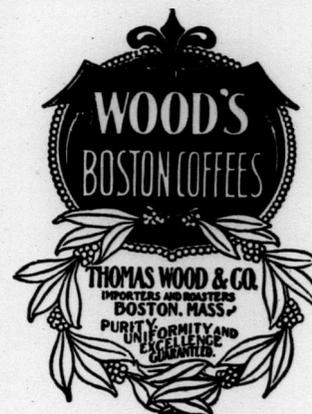
**HAMILTON.**

Branch CANADA GROCERS LIMITED.



## YOU ARE A BUSY MAN.

Your customers are many; your time is fully occupied.  
You have none to spare for long stories.  
But, you must buy goods, and perhaps buy them on the same principle of "hustle."  
You must hit your mark every time, without bother, and that is precisely what you do with **WOOD'S COFFEES**.  
All the hustling to insure pure, honest, high-class goods has been done for you.



Canadian Factory and Salesroom,  
No. 428 St. Paul St., MONTREAL.

## It Will Pay You to Handle It.

We beg to call the attention of all Retailers and General Storekeepers to the important advantages of **"BLUEOL"** has over all other Washing Blues, viz.:



1st.—It yields a greater profit because in a 10-lb. box there are 50 4-square packages as compared to 40 in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, is as strong, if not stronger, in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING**.

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it?

Ask your dealer for it, and if he will not supply you write direct to—

**J. M. DOUGLAS & CO.,** (Established 1857) **MONTREAL, CANADA.**  
Manufacturers,

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

## COMMERCIAL PIRATES

have endeavored to imitate the Famous

# LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up" of the bottle as possible, without infringing upon **LEA & PERRINS'** rights. The unique flavor and exceedingly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

**J.M. DOUGLAS & CO., MONTREAL**  
CANADIAN AGENTS.

# TEA AND ITS CULTIVATION\*

(Continued from last issue.)

## Japan Tea.

THE principal Japan tea might be described as an unfermented natural-leaf tea. It has found favor chiefly in the American market, very little being used in England. The process of manufacture resembles in many respects the process of the manufacture of green tea in China. The tea is picked by the farmers, the pickings corresponding very closely with the pickings in China. The tea is brought down from the farm promptly after picking to the godowns or factories at the shipping ports. It is then fired in metal pans over a slow charcoal fire, being rolled constantly by hand during the firing process. The tea is then carefully sifted, the dust and fannings being sifted out and packed in the usual Japan-matted chests.

No nation has shown a more progressive spirit during the past 10 years than Japan, and as might be expected numerous changes are taking place in her methods of handling and dealing with tea. Some of the factories have introduced modern machinery, following in design that used in India and Ceylon, and it is not unreasonable to expect some improvement in the quality of their product. The opinion is entertained by some that the quality and characteristics of Japan tea are due so largely to the character of the soil and climate, that change in the method of manufacture can make no substantial difference in the quality of their tea. The Japanese have heretofore been adepts in the art of coloring and facing their tea, soapstone and China clay being used to give the greyish color, and indigo being used to give it a bluish cast.

As indicating the relative consumption of Japan tea in tea consuming countries, the exports of Japan to the United States for 1903 amounted to 38,626,368 pounds, and to Canada 5,598,123 pounds. The best Japan teas are mostly exported from Yokohama. The other two

ports are Kobe and Nagasaki, stocks from the latter being considered inferior.

## India and Ceylon Tea.

The existence of the indigenous tea plant in India was discovered by Major R. Bruce, and some years later, in 1826, some of the plants and seeds were brought down by his brother, C. H. Bruce. At the time they appear to have attracted very little notice. Five years later they were re-discovered. This was the starting point for the great Indian tea industry. As the result of an enquiry by a Government committee, an experimental garden was started by the Government at Lakimpore, which was shortly afterwards transferred to Jaipore. In 1840 this was transferred to the Assam Tea Estates, and inside of ten years many gardens had been started in Assam, from which the cultivation rapidly spread to other parts of India, Keemaon, Durrung, Cachar, Darjeeling, Dooars, Neilgherry, Chittagong and more recently to Chotu, Napore, Travancore and Ceylon.

The Indian product at once got in favor in the English market. Experts praised it and good prices were obtained. There was then a rush to form new companies and to open new gardens. In many cases patches of waste land were roughly cleared, planted with tea seed and sold as established tea estates. Ignorant men put in as managers were anxious to show large output, and thus large quantities of poor stuff were shipped and a disastrous fall in prices occurred. A collapse naturally followed, and the years 1865, 1866 and 1867, saw widespread ruin among Indian tea concerns. The disaster was retrieved after some bitter experiences. Tea growing and tea manufacture in India has become both a science and a fine art and in the hands of men of experience and resource the methods both of cultivation and manufacture have steadily improved, until now the methods in use are the most advanced that can be suggested or devised and one might almost say that there is no product grown in the ground which has more time devoted to its care

and cultivation than tea in India and Ceylon.

The increase in consumption in India and Ceylon tea has been enormous. From 2,500,000 or about 21-2 per cent. of the total consumption in 1864, it increased to 90,600,000 or 49 per cent. of the total consumption in 1888 and in 1903 the production was 354,688,547 pounds.

In India the indigenous Indian plant which is a comparatively large plant and produces large and frequent flushes, as well as the China plant are grown. There have been so many crossed and hybrids that nowadays a pure plant of either species is rarely seen in cultivation.

The picking is in some respect equivalent to a pruning of the shrub. Only the young leaves from fresh shoots are of use for the purpose, and in fine picking only about two leaves and buds are taken. Coarse picking would take three leaves and a bud. The smallest and youngest leaf, that is the bud or budding leaf, make Orange Pekoe; the next size, Pekoe; the next, Pekoe Souchong or Souchong. The leaves are not kept separate at the time of picking but are all manufactured together and after-estate. At that time the leaves so far picked are carefully weighed and turned in. The afternoon picking lasts until about four or five o'clock, when the tea is again turned in.

The next thing to be done is to spread it out in the withering shed on shelves about four feet deep with Hessian or wire netting for a bottom, so that the air can pass freely all about the leaf. This process of withering is carefully watched and when complete the leaf becomes soft and flexible like a kid glove. It may take eighteen hours to three days according to the weather, to complete this process. When completely withered the leaves are of a brown color like an ordinary withered leaf. Withering is a very important part of the manufacture. If carefully done it makes a perfect tea. If the leaf is insufficiently withered it breaks up in the rolling machine and makes a bad looking tea. Sometimes in order to get a very tight roll it has to be over withered. Whether

\* An address delivered by Mr. R. McKay, manager of the Blue Ribbon Tea Company, Toronto, at the meeting of the Toronto Retail Grocers' Association, April 11, 1904.

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DORABLE**  
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.**



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

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

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

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

done for this purpose or allowed to happen it spoils the cup quality.

When the withering process is finished the tea is put into a rolling machine, the effective part of which is composed of two rolling disks. The tea is fed into the middle and after the rolling process is complete falls into a receptacle at the bottom. The object of the rolling is to break all the minute cells in the leaf, which contain the sap. It is very essential to the making of good tea that you get good rolling, neither too much nor too little.

#### Rolling.

If you do not get an even rolling you do not get an even fomentation, and it is consequently an inferior quality of tea when it is drawn. The effect of even rolling is not only to break all the cells, but to crush the juice right out of the leaf. The effect of insufficient rolling is that all the cells are not broken, complete fomentation does not take place, and when the leaf is infused all the desirable properties are not extracted, and the tea is not so good.

#### Fomentation.

After the leaf is rolled it is taken out of the receptacle at the bottom of the rolling machine and spread out on a floor specially constructed for the purpose, usually of cement, and about six inches deep, the depth being according to the weather. The tea is allowed to foment, this process taking from two and a half to six hours, according to the weather and temperature, but three and a half hours being the most usual time. If the tea is under-fomented it is usually a greenish looking leaf, and a light pungent liquor when drawn, but not a good tea to keep. The effect of over-fomentation is that you get a dark looking tea with a black infusion. A pro-

perly fomented tea from a good garden should have a bright copper-colored infusion, and be all of one color, free from bits of dark green. The more even the fomentation, the better the tea is, and the better it is likely to keep.

After fomentation is complete, the tea being still moist, it is run again through the rolling machine, the purpose being to give it the final twist, the first roll being chiefly to break up the cells. The next process is the firing. A firing machine consists chiefly of trays one above the other, heated by hot air pipes underneath, the trays being composed of fine wire netting. A draught of air is drawn up through the trays and through the tea, by means of a revolving fan on top, which has the effect of not only distributing the heat evenly through the tea, but of carrying off all steam and moisture given off by the leaf, wards sorted. The picking is carried on steadily every day, the whole season through. On a well managed estate the ground is divided into sections and each section picked in rotation, day after day, so as to insure close and careful picking of the whole at regular intervals.

No old leaves are plucked, the purpose being to keep a strong, vigorous shrub, capable of producing rapid succession of flushes, that is young tender shoots. The manner of the picking in order to keep the plant in good condition and produce a crop high in quality, is one of the most important matters in connection with the management of the estate, and receives the most anxious care and attention from the manager.

Those engaged in picking stop work at noon for half an hour, for a meal, usually of rice, which is taken on the spot and leaving it completely dry at the end of the process. Speaking generally the

more slowly the tea is fired, the better. If fired too quickly, the outside gets properly fired, but the inside does not, and the tea is likely to sweat, the result being a sour, weathery tea.

#### Sifting Tea.

The tea is then sifted through a sifting machine, consisting of a series of sieves, one above the other, and so graded as to size that the bold Souchong stays on top, Pekoe No. 2 coming next, then Pekoe, Orange Pekoe, Broken Pekoe, the Broken Orange Pekoe, Fannings and finally Dust. The Bold Souchong leaf is put through a cutting machine which necessitates its being again sifted. To take the Fannings and Dust out of the tea, each grade is put into an air-tight bin, and kept until sufficient tea has accumulated to make an invoice. Each grade is then emptied out on the bulking floor separately, and shovelled over with large wooden spades, in order to make the quality perfectly even. It is next run through the firing machine again, but only for a short time to take out any moisture that may have accumulated from the air. Finally it is packed by means of specially designed packing machines, which spray the tea from above into the chest standing on a very rapidly vibrating platform. As soon as a chest is filled a coolie removes it, and another solders the lid carefully; a third hammers down the top of the chest and it is ready for market.

#### Ceylon Green.

The process of treating Ceylon or Indian green is practically the same as the above with the process of fomentation eliminated. The omission of fomentation leaves the tea a dark green color; another slight variation of the process is that instead of the final fir-

# FIGS

## WHILE THEY LAST

Mats, <b>Comadra 1902</b> (5 mats or over)	1c.
Bags, <b>60-lb. Tokat</b> (5 bags or over)	2c.
Boxes, <b>Jewel of Asia</b> (10 bricks per box), (5 boxes or over)	7c. brick
Boxes (5 lb) <b>Smyrna Blossoms</b> (5 boxes or over)	7c. lb.
Baskets, <b>Defender</b>	15c. each

# PEACHES

<b>Yuma</b> , 25-lb. boxes	7½c.
5 boxes	7¼c.

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

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

Give us a trial order and be convinced.

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

# James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited.

 **HAMILTON, ONT.**

**Save Money by Writing for our Samples**

**Ceylon and Indian Greens**, at 12c. to 18½c.—Special value. Try a sample lot.  
 Special values now in **Japans**, all grades, from 15c. to 35c  
 Also Japan Siftings and Fannings, from 5c. up to 10c.  
 We carry a full range of all other kinds and our prices will prove attractive.  
 Pleased to send you samples. Say what grade and price you want.

● **Teas**  
 ● and  
 ● **Coffees**

**James Rutherford & Co.**

27 St. Sacrament St.

DIRECT IMPORTERS

**MONTREAL.**

# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

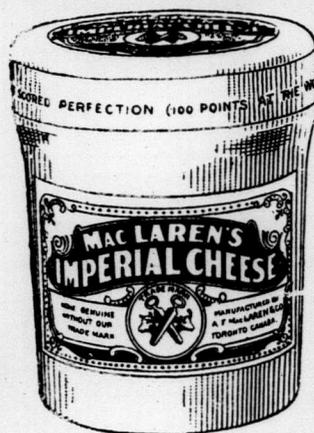
JAPAN

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

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

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

## MacLaren's IMPERIAL ROQUEFORT CANADA CREAM



Goods such as these will never be "dead" stock. Your customers know them for the best brands of cheese on the market.

Don't run out of them



**WE** help you to sell them by keeping them always before the public. **YOU** can recommend them with confidence to your trade.

A. F. MACLAREN IMPERIAL CHEESE CO.  
LIMITED,  
TORONTO, ONT.

ing which takes place with the black tea, the Ceylon green tea is put into a large octagon shaped cylinder with a hollow copper axle heated to a certain temperature. This cylinder slowly revolves around the axle which drives off the moisture and leaves the tea dry, warm and ready for packing. This process obviates the necessity for the use of any coloring matter, and produces an absolutely pure green tea. The various teas produced by this process are Young Hyson, Hyson No. 1, Hyson No. 2, Fannings and Dust.

The development of Ceylon as a tea producing country has been almost sensational. It was known long ago that tea grew wild on the island, but it was not until the leaf disease in the coffee plant had caused ruin to the coffee planters, that tea growing was taken up. It was at once found that the island teas were of the very highest quality and that the gardens were prolific far beyond those of any other country. It is well known that Ceylon teas are, as a rule, matchless for fullness of body and richness of flavor. The Indian teas are stronger and more astringent, but have not the soft, rich flavor of the Ceylon.

### MOLASSES PRICES DOWN.

**O**LD blended molasses have had a shock. It was prophesied by The Grocer some time ago that there was plenty of old time stock in the market, and some holders have parted with their molasses in round lots for as low as 22 cents. This, of course, is not applicable to genuine old Barbados. Several lots of the blended variety have been sold for 22 cents at outside points and some in the city. It was stated by a dealer that the drop from 25 cents to 22 was the only way to get rid of the class of molasses referred to. A recent report from the Indies states that the market there is a quarter of a cent stronger.

**Business Changes**

ONTARIO.

C. E. HALL, general merchant, New Castle, has sold out to J. E. Coulson and removed to Warton.

M. Faulkner, grocer, Ottawa, has sold out to W. Gratton.

G. J. Millar, grocer, Ottawa, has sold out to H. Brouse.

H. W. Echlin, general merchant, Keewatin, has been incorporated.

W. B. Armstrong, grocer, Perth, has sold out to C. A. Farmer.

J. Scandrett, grocer, London, has advertised his business for sale.

Gratton & Freres, grocers, Ottawa, have been succeeded by J. D. Gratton.

C. E. Graves, general merchant, Tillsonburg, has sold out to W. B. Ho-garth.

The stock of the O'Neil Supply Co., general merchants, Elora, has been advertised for sale by auction.

A. Duncan & Co., general merchants, Wyoming, have dissolved partnership: W. Duncan is continuing the business.

E. A. Gauthier & Co., general merchants, Plantagenet Springs, has assigned to D. M. Viau, Plantagenet; a meeting of creditors is announced for the 25th of April.

QUEBEC.

A. Deschamps, grocer, Montreal, has registered.

Pouliet & Delage, grocers, Quebec, have registered.

Watier & Watier, grocers, Montreal, have registered.

M. Turcotte & Cie., grocers, etc., St. Eulalie, have registered.

Baril & Tourigny, general merchants, Gentilly, have registered.

H. Cadorette & Cie., grocers, St. Hyacinthe, have registered.

M. A. Gauvreau, general merchant, St. Raymond, has compromised.

The assignment of C. St. Onge, grocer, Montreal, has been demanded.

H. Girard & Co., cigar dealers, Montreal, have sold out to J. Millar.

E. E. St. Jean & Co., grocers, Hull, are preparing a statement of affairs.

H. A. Sirois, manufacturer of self-raising flour, Montreal, has assigned.

J. A. Renault, general merchant, St. Ephrem De Tring, has compromised.

The British America Fish Corporation, Montreal, has been incorporated.

The assets of H. Drouin, general merchant, Beauce Junction, have been sold.

The stock of Carrier & Co., general merchants, Garthby, was sold on April 20.

C. R. Jenkins, general merchant, Smith's Mills, is offering his business for sale.

Cousineau & Freres, general merchants, St. Lazare De Vaudreuil, have registered.

The stock of H. Pepin, general merchant, Stanfold, has been sold at 52c on the dollar.

The stock of T. E. Levesque, general merchant, St. Gedeon, has been sold at 55c on the dollar.

The assets of J. Savoie, general merchant, St. Jean L'Evangeliste, are to be sold on April 27.

The assets of T. Fournier, general merchant, Cedar Hall, have been sold at 76c on the dollar.

C. St. Onge, grocer, Montreal, has assigned; a meeting of creditors was held on the 20th of April.

The assets of Lecker Bros., general merchants, New Carlisle, have been advertised to be sold on April 27.

NEW BRUNSWICK.

Allan, Fox & Co., general merchants, Canterbury, have sold out to C. E. Sharp.

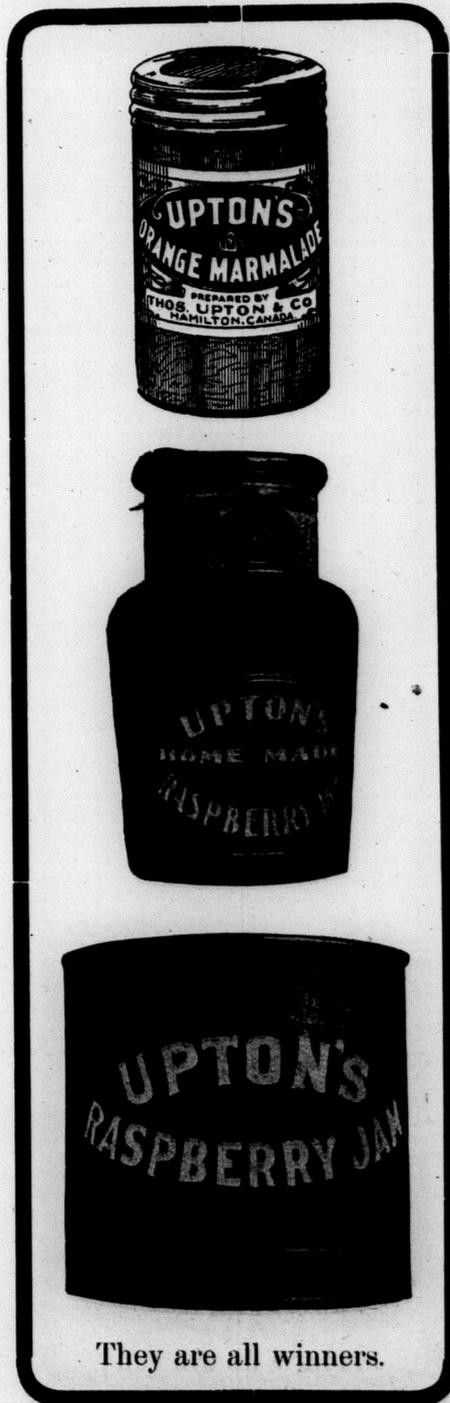
The smoke and fish house of McLaughlin Bros., grocers and fish dealers,

Evaporated  
Peaches  
in bags.

Apricots  
in boxes.

SPECIAL PRICES.

THE  
Davidson & Hay,  
LIMITED,  
Wholesale Grocers,  
TORONTO.



Grand Manan, has been destroyed by fire.

J. A. Humble, general merchant, Stanley, has sustained a loss by fire; loss covered by insurance.

NOVA SCOTIA.

C. C. Nickerson, lobster packer, Shelbourne Co., has assigned to G. A. Black.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has sold out to P. D. Hines.

E. A. Holmes, general merchant, Star, has been succeeded by Holmes & Walker.

R. C. Hetherington, confectioner, Souris, has sold out to M. Hetherington.

M. W. DeGagne, general merchant, Mariapolis, has assigned to C. H. Newton.

C. A. Waggoner, general merchant, Aikenside, has sold out to J. A. Mitchell.

Westaway & Skelton, general merchants, Battleford, have assigned to H. T. Cherry.

W. Mitchell, general merchant, Birson, has been succeeded by J. M. and W. Mitchell.

BRITISH COLUMBIA.

W. D. Kipp, cigar dealer, Chilliwack, has sold out to A. Chadsey.

Mowat & Wallace, grocers, Victoria, have registered dissolution of partnership.

The assets of the estate of Peter Herman & Co., general merchants, Port Essington, have been sold to the Skeena River Commercial Co.

THE PROFITABLE HEN.

THE past year has served to confirm the opinion that the hen on the farm is a paying branch of the farmers' occupations, says a local exchange. Time was, when the chicken was regarded as a sideline to provide pin-money for the farmer's wife and his daughters. Eggs available principally during the Spring season were disposed of to the huckster at from 8 to 10 cents a dozen, and the surplus stock of fowl found a market with a like individual in the early fall at from 30 to 40 cents a pair. Exportation of eggs and fowl in recent years has left the home market unglutted, with a consequent enhancement in prices. Chickens are no longer dealt in by the flock at so much per head, but are now treated as other commodities, and a basis of value at so much per pound has been established. With the care bestowed upon other sections of the mixed farm, it is now asserted that the hennery is equally, if not more, remunerative than some

others. Thrifty hens are computed to return at least one dollar each clear profit a year, and an up-to-date hen-house with ordinary care will be found a valuable adjunct to the farm.

A MUSICAL GROCERY.

It is announced that a musical grocery store is about to be started at Crookston, Minn. No explanation of what this means is given beyond the statement that the patrons of the store may have free music lessons for their children. The kerosene oil will now be measured to the famous march air of "Squeeze Me Tighter, John." The potatoes may be shoveled into the measure while the orchestra plays "I Have Eyes for None But You." The ham and ham bone will be sold to the tune of "Coon, Coon, Coon." The vinegar will trickle through the faucet while the choir sing "Life Would Be Sweet Without You," and the bills will be collected while the collector plays "I Have Come to Shake You Down."

GROWING TEA IN JAMAICA.

ADVICES from Jamaica say: The culture of tea seems destined to become an important industry in the island. The experimental stage was passed last year, when 5,000 pounds was the crop; this year 15,000 pounds were produced, and it is confidently predicted by those engaged in the business that inside of five years an annual production of 250,000 pounds will be attained. Each year in December the plant is cut off about eight inches above the ground, and as it throws out its bud and leaf bearing shoots the buds are nipped off every two or three weeks through the year, and the curling, fermenting and curing processes contribute to the making of the marketable product. That it meets the requisite standard of quality would seem to have been fully demonstrated for the expansion of facilities on a large scale is in progress.

LESS THAN ASSIGNEE'S FEES.

In connection with a statement of receipts and disbursements on account of the Home Cake Company, insolvent, issued by H. McMillan, assignee, The Grocer notes that a dividend of 31-2 per cent. has been declared on claims amounting in all to \$4,563.04 and that the amount available for the payment of dividends to creditors, \$159.70, is less than the assignee's fees, which total \$186.26.

Association News.

Federation of Associations.

ANOTHER step has been taken in regard to the federation of trade associations in Montreal. As announced in The Grocer some time ago the initiatory steps were taken by the Retail Grocers' Association. On Wednesday, April 13, a meeting was held in the Monument National, at which delegates appointed at previous meetings of the various associations came together. The following representatives were present: Grocers—Messrs. N. Chartrand, J. A. Beaudry and A. Bastien. Butchers—Messrs. J. Lamoureux and J. Pare. Boots and Shoes—Messrs. J. G. Watson and Adelstein. Dry Goods—Messrs. J. O. Garneau, A. Giroux and T. Oakes.

By unanimous consent Mr. Chartrand was elected to take the chair. A general discussion as to the possibilities of a federation took place in which the various delegates took part. It was the general opinion that a federation would be desirable, provided that the respective constitutions did not clash in any way. Finally the following resolution was adopted: "That the delegates in session assembled are of the opinion that federation of the different associations is desirable and that a committee composed of the delegates as well as the officers of management of each association reassemble on a date to be fixed by the secretary for the purpose of evolving suitable regulations and constitution for the federation, the whole to be submitted and approved by the respective associations represented."

REFERENCE TO CANADIAN GROCER.

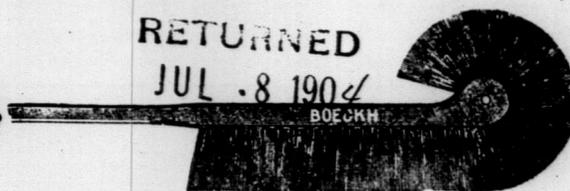
WRITING from Winnipeg under date of April 15, 1904, J. J. Philp, the Dominion Fruit Inspector, has the following reference to Canadian Grocer:

"I wrote you on September 22nd, 1902, as follows: 'Enclosed herewith please find amount of my subscription to end of year. I took it for six months on trial, but find that there is more news concerning the fruit crop and fruit trade generally than I can get from any other publication that comes under my notice. Since that time I think you have improved respecting the fruit reports, and the only improvement I can suggest is to urge upon everyone interested the necessity of more care in packing.'"

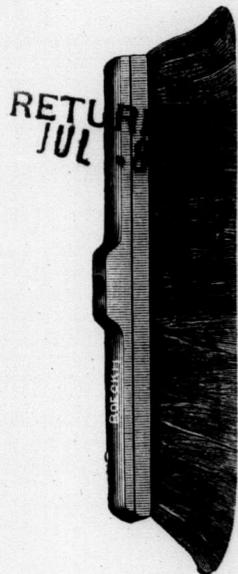


April 22, 1904

THE CANADIAN GROCER



# Household Appliances for Spring Cleaning



should be prominently displayed at this time of the year. The merchant's idea of the housekeeper's requirements is always appreciated. Remember that a good, rousing sale of Spring requisites stirs up enthusiasm, especially when you offer such desirable goods as

## Boeckh's Standard Brushes and Brooms, Bryan's London Brushes and Cane's Newmarket Woodenware



We manufacture Painters', Toilet, Household and Horse Brushes, Bamboo-Handled House Brooms, Plain Corn Brooms, Stable Brooms, Tubs, Pails, Washboards, Clothes Pins, Baskets, Matches, etc.

If you have not yet received our Illustrated 1904 Catalogue and Price List, send us your name and address.



### United Factories, Limited

Head Office, TORONTO.

Operating—

Boeckh's Toronto Factories,  
Bryan's London Factories,  
Cane's Newmarket Factories.



Branch Offices—

1 and 3 De Bresoles St.,  
Montreal,  
71 Dundas St., London.

# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Butter Making Experiments.

THREE lots of butter made the previous week from the same vat of milk were recently tested at the Ontario Agricultural College, Guelph. One of these lots was made from un-pasteurized milk, the other from pasteurized ripened cream and the other from cream the whole milk of which was pasteurized before separating. The class were almost unanimous in pronouncing the sample made from the pasteurized milk cream as being the finest flavor. This is another illustration of the value of making pasteurized butter, especially in Winter, when it is more difficult to get a fine flavor in butter.

There is said to be "nothing new under the sun," but a few tests of making butter by pasteurizing cream, cooling to churning temperature, adding a pure culture and churning immediately after separating would lead one to believe that under certain conditions, and possibly under all conditions, this method may be considered an essentially new and favorable method of making butter. It would save all the labor and expense of cream ripening, the danger from developing bad flavors while ripening, extensive vat and cooling apparatus, as well as a great deal of worry on the part of the buttermaker, if this plan be feasible. It certainly seems worthy a trial.

### Cheese Outlook.

SEVERAL cheese factories in Oxford County have already started operations for the season, according to the Woodstock Review, and within the next two weeks it is expected that practically every factory will be manufacturing cheese. Many have been making butter during the past Winter. The product brought a price above the average, and patrons are well pleased with the result.

The idea of factory butter-making is gaining steadily in popularity on account of its lessening work on the farm, and also because the farmer is enabled to have the sweet milk returned for feeding purposes. It is not unlikely

that within the next few years butter making in factories will be as general as cheese-making in the Summer season.

Prospects for a heavy output of cheese the coming season are bright. Dairy stock has increased and is in good condition, and in addition, the meadows and pastures are in excellent shape. A number of sales of cheese have already been made this Spring. The prevailing price has been 9 cents. Some lots sold at 83-4 cents and the latter figure promises to be general. The prospects for fancy prices early in the season are not bright. In fact salesmen do not look for anything better than 9 cents for several weeks at least.

### Close Season in Tomatoes.

THE canned tomato pack of California for 1903, is estimated at 835,394 cases of 21-2 and 3 pounds and 122,901 cases of gallons. Despite the large fruit pack, the market absorbed the goods so readily that the clean up both from packers' and dealers' hands this season will be the closest in the history of the business in California since it has assumed its present proportions. There are some few tomatoes still on hand, but probably not more than will go out between now and the new pack at reasonably steady figures. The pack of asparagus in 1903 was 256,220 cases. The demand for this vegetable is so great that packers are sold out before the asparagus is ready for shipment.

### Meat Preservation.

Public tests have been recently held in Germany of a new process of meat preservation which it is claimed will revolutionize the packing industry and go far towards solving the problem of supply for armies in the field.

The process is said to be no more expensive than the simple process of dry-salting. It obviates, however, the costly necessity of refrigerating, while from a hygienic point of view it is pronounced by conservative German experts to be absolutely harmless.

### Value of Refrigerators.

"IT'S only a small child yet," said a C.P.R. official referring to the refrigerator car service which their company has been running and intends to enlarge. As the West develops the need for a service for butter, eggs and cheese will be better appreciated. Especially when the output of these commodities reaches such a mark as will ensure a steady demand for these lines in the eastern and British Columbia markets will the value of an enlarged refrigerator service be better understood. At present the demand is not regular and exists only at certain seasons while at other times a return service from the east is not necessary. As the country develops the return service can be used for bringing fruits west and thus a splendid reciprocity be brought about. Mr. G. E. Graham chief inspector of the weighing and refrigerator service is at present in the West on a tour of inspection.

### Firms Amalgamate.

AN important amalgamation of two large houses for years engaged in the dairy produce business took place in Montreal last week and should be one of the strongest concerns in that city. The union comprised the business carried on formerly by Mr. P. W. McLagan and that of Messrs. Lovell & Christmas, Limited. The business will be carried on in future under the firm name of Lovell & Christmas and Mr. McLagan assumes the position of managing director jointly with Mr. R. M. Ballantyne.

### U. S. Packers Exploiting Canada.

A representative of one of the largest Chicago packing houses is reported to be making large purchases of cattle in Western Canada, to supply the demand created by large orders from the Japanese and Russian Governments. This particular firm are under contract to deliver 2,000,000 pounds of tinned beef to the Japanese army by June 1.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

*Charlottetown, P.E.I. Canada*



We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

NOW IS THE TIME TO BUY

## BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

### PORK

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

### BEEF

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



THE DOMINION PACKING COMPANY, Limited.

## BOLOGNAS

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

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

WE ARE HAVING GREAT  
DEMAND FOR OUR

Sugar Cured Hams  
Breakfast Bacon  
Roll Bacon



The best quality obtainable is what your trade requires.

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

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

# LONG CLEAR BACON

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

## SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

Your customers' interests are your own—  
sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous**, an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that



### Magic BAKING POWDER

is the popular  
Canadian Pow-  
der.

Do you  
handle it?  
If not, order  
trial lot.

"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

### E. W. GILLETT COMPANY LIMITED

London,  
Eng.

TORONTO, ONT.

Chicago,  
Ill.

We are buyers of

# Poultry, Butter AND Eggs.

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

### The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions — The provision market continues steady. The demand in light smoked meats is improving. Prices of live hogs have advanced largely on account of the firming of the bacon market in England although few are selling on the street and more are arriving by rail. The range of prices in heavy mess pork is 50c less than last week, short cut being 50c easier. There has been an advance of 1-4c all round in lard. Lamb is 1c easier than at last quotations. We quote the following prices:

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

Butter—The butter market is very active this week, with supplies rapidly increasing, particularly those of pound rolls. Stale stuff is pretty well out of the market now and stocks arriving show improved quality. The demand is good and as yet the local market is not over supplied. Dairy tubs are practically out of the market. Dairy rolls are 1c easier and dairy prints from 1 to 2c below last week's quotations. We quote the following prices:

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

Cheese—The cheese market continues quiet with no changes in last week's quotations to record. There has been very little new cheese on the market as yet, small quantities, however, selling at 81-4 to 81-2c at the factories. Our quotations are as follows:

Cheese, large	0 10½	0 11
" twins	0 11	0 11½

Montreal.

Provisions—The demand for lard remained strong all over and as the supplies increased there was a drop in pure lard of a quarter of a cent. In one day there were over 1,000 packages of lard received in the city. Trade in hams and bacon is improving and the demand is first rate. Fresh killed abattoir dressed hogs remained in steady demand and brought \$7.25 per 100. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	18 00
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13

Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00	0 00
20-lb. tin pails, tierce basis	0 00	0 00
Half-bbls, over tierce	0 00	0 00
40-lb. tubs	0 00	0 00
20-lb. wood pails	0 00	0 00
10-lb. tins	0 00	0 00
5-lb. tins	0 00	0 00
3-lb. tins	0 01	0 01

Wood net, tin gross weight—		Wood. Tin.
Pure lard, pails	1 77½	1 77½
" tubs	0 08	0 08
" cases (6 10-lb. tins)	0 02	0 02
" cases (12 5-lb. tins)	0 09	0 09
" cases (24 3-lb. tins)	0 09	0 09

Butter—The butter market remains in a bad state. The price was much easier to-day owing to increased receipts. Some quantities of fodder butter are being made now and it has to be handled quickly as it is hard to keep. Western rolls are in small demand but little trade is doing. The noticeable feature of the market is that no exporting is being done to the Old Country. We quote:

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

Cheese—Cheese is tame and there is nothing doing. At country points the prevailing bid was 8 cents, which is equivalent to 81-2 to 83-8c here.

St. John, N.B.

Provisions—Barrelled pork is dull and rather lower. Beef, while in light demand is unchanged. Pure lard is a large stock. The market, though a little higher than some weeks ago is rather dull. Rolls and hams are slightly lower with improved sale. In fresh meats beef is quite plentiful and low. Veal of good quality is freely offered. It is too early for lamb. Mutton is dull. There is fair sale for pork:

Mess pork, per bbl.	\$18 00	\$19 00
Clear pork	20 00	20 00
Plate beef	13 50	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05½	0 07
Western beef	0 08	0 08½
Mutton	0 07	0 07½
Veal	0 05	0 09
Lamb	0 06	0 07
Pork	0 12	0 14
Hams	0 10	0 11
Rolls	0 09	0 09½
Lard, pure, tubs	0 09	0 09½
" pails	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" pails	0 08½	0 09

Butter—Quite a little Western Canadian creamery is still being received. Prices remain unchanged. Stock of any grade is not large.

reamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair	0 14	0 15

Eggs—Stock is coming to hand more freely and prices are lower.

Eggs, henery	0 25	0 28
" case stock	0 23	0 24

Cheese—The stock is light, a few new cheese have been seen. Market seems easier.

Cheese, per lb.	0 12½	0 13
-----------------	-------	------

Plenty of Lima Beans.

A telegram from California states that the outlook is now favorable for a crop

WANTED.

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

JOHN HOPKINS,

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

NAPOLI MACARONI

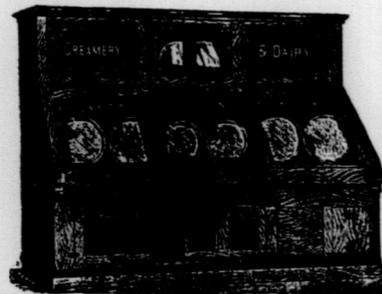
is becoming more and more the recognized good Macaroni sold in this country.

- Quality.
- Cleanliness.
- Price.
- Appearance.

Send for Samples.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA



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

C. P. FABIEN,

Merchant and Manufacturer.

3167 to 71 N. Dame St., Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

of lima beans of about 400,000 bags. Last year the output in Vendera County was 700,000 bags.

#### Starch Machinery For Russia.

Twelve new factories for potato starch are in course of erection in the Warsaw district, as a result of the large crops of potatoes in that section of Russia. About 90 potato starch factories are already in operation. There is a large demand for machinery for the manufacture of this starch, and there is a decided tendency to give preference to all foreign machinery other than German.

#### Largest Frog-Leg Market.

In two adjoining American cities is located the largest frog-leg market in the world, namely, St. Paul and Minneapolis. The total receipts last year from the frog catchers of the State of Minnesota exceeded 500,000 dozen, requiring the slaughter of no less than 5,000,000 frogs. Five years ago no frogs were shipped out of Minnesota. Now the business amounts to upwards of \$100,000 a year.

#### Aluminum in German Sausage.

Somewhat of a stir was caused recently in the Government Bureau of Chemistry, Washington, U. S., when a chemist in the course of his analytic work on imported foods discovered aluminum salts in two distinct samples of imported German sausage, which salts are highly deleterious to the human stomach. The aluminum salts were apparently used by the German manufacturers as a preservative. Since it is within the power of the Government to object to the importation of German sausages containing such preservatives, the result of the official investigations now being pursued will be awaited with interest.

#### Provision Notes.

One of the largest meat stores in Ontario has recently been opened in Berlin by the Whyte Packing Company, of Stratford.

A public meeting of the citizens of Essex, Ont., was held last week to discuss the advisability of starting a canning factory.

R. V. Winch, the well-known British Columbia canner, is reported to have purchased the cannery at Skeena, B. C., river recently, owned by P. Herman.

The plants of the Pakenham Pork Packing Company at Stouffville have just been sold to Puddy Brothers, butchers, Toronto, in accordance with the winding-up order. The plants are valued at \$18,000.

# GROCERS!

OUR entire plant (Building and Machinery) was totally consumed in the awful conflagration which swept part of Toronto on Tuesday night, April 19th, and we must therefore ask your indulgence for a few weeks. Fortunately, we have a duplicate set of machinery stored safely in another building, and this will enable us to turn out goods within a reasonable time. Every Wholesale Grocer in the Dominion has a stock of

Royal Yeast,  
Gillett's Lye,  
Magic Baking Powder,  
ETC.

so we are hoping, by the careful use of the goods now in their hands, that no one will be inconvenienced.

"Gillett's Goods are the Best,"  
and will be more popular than ever.

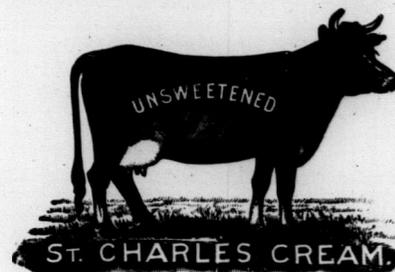
## E. W. Gillett Company Limited

TORONTO, ONT.

April 22, 1904

THE CANADIAN GROCER

Has stood the test of every climate.



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

## YOU MUST NEED CANNED FRUITS

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

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

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

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

"MADE IN CANADA."

### In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot lose.

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

### Sovereign Lime Juice

is refined and bottled by

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



THE GREATEST  
SUMMER BEVERAGE  
OF THE DAY...

Cases  
6 doz. at **\$24.00** gross

Order Through Your Jobber.

## COCOANUT

"WHITE DOVE" brand, the finest, whitest, purest and best shredded cocoanut on the market; the handsomest lithographed packages ever offered to the trade.

Assorted cases, ¼, ½ and 1-lbs.

No retailer should be without this. Write for sample and prices—it will pay you.

W. P. Downey

26 St. Peter Street, - - MONTREAL.

Keep your eye open for

# Mrs. Dooley's

## LAUNDRY

## SOAP

a better Soap than has been.

Better for the customer  
10 per cent. more for the grocer.

THE  
**Metropolitan Soap Co.**  
LIMITED  
**TORONTO.**

# 35c. worth for 25c.

Those 15-cent packages of breakfast cereals have appeared to a good many—both users and grocers—too dear. Whether or not this is so we pass no opinion. But we are putting up a package of

# Orange Meat

which holds considerably more than twice as much than does our 15c. package. This new package retails for 25c. The customer saves 10c. at least, and the grocer makes an even 25 per cent.—a better profit than package cereals have paid heretofore.

Cases hold 20 packages.  
Price per case \$4.00.  
Freight paid on 5-case lots.  
Order from your jobber.

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

### CANE SUGAR vs. BEET SUGAR.

THE following dissertation on the respective merits of cane and beet sugars appearing in the Louisiana Planter, is of particular interest in view of the attention being given in Canada at the present time to the fostering of the beet sugar industry.

The friends of cane sugar claimed in the early days of the beet sugar industry that beet sugars were repulsive, ill-flavored and ill-looking, and entirely inferior to cane sugars. As soon as it was found that pure white sugar could be made in any good beet sugar factory directly from sugar beets, and that such sugar would analyse 100 per cent. pure "cane" sugar from a technical point of view, then other arguments were advanced by cane sugar producers to the effect that while cane sugars and beet sugars were chemically the same, their sweetening power was something so elusive as not to yield to chemical analysis. They advanced the peculiar argument that there was no scientific test by which to determine the relative sweetness of cane sugar as compared with beet sugar, or vice versa, excepting the human test of taste, and thus far there was no measure that could be applied to that, all presumptive evidence being to the effect that beet sugars were inferior in actual sweetening powers to the cane sugar, all other things being equal.

This left the question outside chemical analysis, and made the human taste sole arbiter.

As a matter of fact no really scientific effort has been made to determine whether or not there is any intrinsic difference in the sweetening powers of the two sugars. At the same time it is suspected that the intrusion of this wonderful beet root into the sugar world has aroused the jealousy of cane sugar producers everywhere. Surely, however, unless some definite determination can be had, the intangible charge of less sweetening power ought no longer to be pressed against beet sugars.

It is well known that the use of salt in seasoning food is for the purpose of exciting the gustatory nerves, and cane sugar, especially all kinds of cane sugar short of those absolutely pure, carry with them a certain proportion of the salts of the soil on which the canes were grown, from which the sugars were originally produced. These salts of the soil are generally found in the very thin film of moisture or molasses enveloping the sugar crystals. Any salinity of a brown or yellow sugar, hence, necessarily accentuates the flavor of the sugar, and this has led to the common belief prevailing among sugar consumers that

brown or yellow sugars are sweeter than absolutely pure white sugars. Such sugars have been spoken of as having a pleasant, or delightful and agreeable flavor. Pure sugar in reality is neutral in its flavor, and conveys no taste, except that of absolute sweetness, and, hence, any perceptible flavor comes from some other element in the sugar, necessarily an element not sugar. The repulsive or disagreeable flavor of beet sugar in its history was due to the same cause, the enveloping film of molasses or moisture on the crystals that, on the other hand, gives the pleasant and agreeable flavor to the present brown or yellow crystals of cane sugar.

### IMPORTANT WINNIPEG AGENCY.

PRICE, CHAMBERS & CO., who are the successors to Cameron, Gordon & Co., Winnipeg, have inaugurated their commercial career by obtaining the agency in Manitoba and the Northwest Territories for the many and varied goods manufactured by G. F. Sutton, Sons & Co., the well-known French and Italian warehousemen and manufacturing chemists of London, England, where their goods have a very large sale, and an excellent reputation. It is only a matter of a few weeks before their goods will be well known to Westerners, as the opening orders in Winnipeg far exceeded the most sanguine expectations of Sutton's export manager, M. Niermeyer, who has been making a commercial tour through Canada in the interests of his firm. Mr. Niermeyer left Winnipeg recently after having appointed Price, Chambers & Co. as representatives for the above named territory.

The goods manufactured by this firm are essences, sauces, relishes, dried herbs, curry powders, compound cream of ammonia, etc., etc., the quality of the goods and the neatness of the packages are sufficient to guarantee a ready sale for them in the West.

### ABATTOIR FOR WINNIPEG.

Plans have been drawn up by W. R. Perrin, of W. R. Perrin & Co., architects, Toronto, for the erection of the Gallagher, Holman & La France Company's large abattoir at Winnipeg. The site chosen for this proposed building will be the corner of Logan avenue and Brighton street. No expense will be spared in making it one of the most modern and up-to-date abattoirs in Canada and with a frontage of nearly 200 feet on Brighton street it will, when finished, present a splendid appearance.

# Increased Sales and Profits

RETURNED  
APR 26 1904



GO HAND-IN-HAND TO THE MERCHANTS HANDLING

## "WHEAT-OS"

THE IDEAL  
BREAKFAST  
FOOD.

### PUT UP IN

- 2-lb. Cartons, to retail at 10 cents.
- 6-lb. cotton bags, to retail at 25 cents.

### SPECIAL—

FREIGHT PREPAID

ON

5-SACK LOTS.

SACKS Contain 16-6 lb. BAGS.

### A FEW POINTS—

MADE FROM THE FINEST WHEAT—It contains all the phosphates of the whole wheat berry.

IT IS A FOOD—Neither fad nor fake—that gives the consumer actual value.

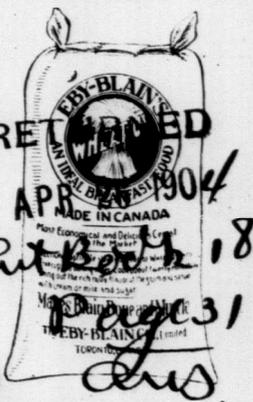
SOLD AT A POPULAR PRICE—Within the reach of all and pays the dealer a handsome profit.

NO LOSS—IN WEIGHT OR TIME tying up parcels. It is put up in clean, attractive packages.

TRY A SACK WITH YOUR NEXT ORDER  
— IT WILL PAY YOU. —

THE EBY, BLAIN CO., LIMITED.

Sole Wholesale Distributors, TORONTO.



### A TRIP TO THE WEST INDIES.

**A** CALLER at the Montreal offices of The Grocer last week was Mr. A. B. Hardwicke, the Canadian representative of Pearline. Mr. Hardwicke was on his way home to Toronto from a trip to the West Indies and British Guiana, having left Halifax February 22nd, in company with Mrs. Hardwicke. A most enjoyable and beneficial holiday was spent and Mr. Hardwicke, whose health had not been of the best for some months, returns very much improved in health. The island touched at and visited were, Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbadoes, St. Vincent, Grenada, Tabago, Trinidad, and Demerara on the mainland.

As regards trade impressions Mr. Hardwicke's experiences were similar to those of other Canadian tourists who have visited the Indies—the people are ready and prepared to do business with Canada, but the impression is left on the minds of the merchants that Canadians do not consider their trade valuable enough to encourage it properly. There is not that persistency to drum up the trade that is in evidence with

United States manufacturers and merchants. Canadian attempts to get the trade are of a very desultory character, and trips made every two or three years are of no value for building up lasting and profitable trade. The idea of a combination of Canadian manufacturers having a permanent sample room at some important point like Georgetown or Port of Spain has been suggested and the idea is a very practical one. The expense of maintaining the department would be divided and bear but lightly on each individual exhibitor. Trips to the islands by this local representative could be made periodically and regularly and so a good hold could be obtained on the market. As it is now, the expense of the trip is heavy and at times the profits on certain lines will not bear making more frequent journeys.

A good deal of the trade is for cheap goods and these naturally will not stand big profits, but if it pays England and the United States to look after the trade it ought to be equally as valuable to Canadian manufacturers. The best islands are Bermuda, Trinidad and Barbadoes. There is a good trade to be

done in furniture, woodenware, umbrellas, flour, butter, soap, etc.

"I noticed a peculiar taste for mottled soap on part of the natives, the old style that prevailed in our Canadian market some years ago, and it is difficult to sell any other soap to the natives. They seem to have a liking for the fancy kind. Among the white population there is, of course, the same variety of choice in toilet and laundry soaps as prevails here. I must say my trip was a most enjoyable one and many interesting facts were gathered."

After landing at Halifax on the 8th inst. Mr. and Mrs. Hardwicke paid a few days' visit to relatives in the Annapolis Valley.

### CORRECTION.

In last week's issue of The Grocer, page 41, line 4 of Warren Bros. & Co.'s advertisement read "New style in linen bags 8-12s. now ready for shipment." This should have read "New style linen bags 14-7s. now ready for shipment." Warren Bros. & Co.'s new style wheatine contains 14 very attractive linen bags, net weight 7 lbs. each.

# SPICES

We wish to call your attention to **NABOB SPICES**. We have given considerable attention and gone to no little expense to produce a line of Spices that can be sold at a moderate price and yet meet all the requirements of those who want good Spices.

They are absolutely pure, of full strength, and have the natural aroma of the whole Spice, and are guaranteed to meet all food law requirements. A comparison with the Spices you are now handling will prove them to be equal, if not superior, to most manufacturers best brands.

We give you below two introductory offers as an inducement to those who have not already placed them in stock, and at the low prices that are figured you can hardly fail to take advantage of at least one of the offers :

### SPECIAL OFFER NO. 1—

¼-lb. Cans, full weight.

2 doz.	Nabob Black Pepper
2 doz.	“ Cinnamon
2 doz.	“ Allspice
2 doz.	“ Ginger
1 doz.	“ Cayenne
2 doz.	“ White Pepper
1 doz.	“ Mustard, <u>free</u>
<hr/>	
12 doz.	

**Special Offer Price \$9.29**

### SPECIAL OFFER NO. 2—

¼-lb. Cartons, full weight.

2 doz.	Ginger
2 doz.	Cinnamon
2 doz.	Pepper
2 doz.	Allspice
2 doz.	Cloves
2 doz.	Nabob Mustard, ¼ F. W. Cans
<hr/>	
12 doz.	

**Special Offer Price \$6.68**

### SAIGON CINNAMON, pure.

(Ground Fresh.)

Bbbs.	-	per lb.	<b>15c.</b>
½ Bbbs.	-	“	<b>16c.</b>
Drums	-	“	<b>17c.</b>

### WHOLE SPICES.

Singapore, black,	per lb.	<b>12½c.</b>
Singapore, special,	“	<b>12¼c.</b>
Pepper Shells,	- “	<b>2½c.</b>
Singapore, white,	“	<b>20½c.</b>
Penang,	“ - “	<b>20c.</b>
Decorticated, No. 1	“	<b>21c.</b>
“ Fancy	“	<b>30c.</b>

## FRANCIS H. LEGGETT & COMPANY,

WEST BROADWAY, FRANKLIN and VARICK STREETS,  
and 132 to 138 KING STREET,

**NEW YORK.**

Foreign Office—BORDEAUX, FRANCE.

# “The Come-Back Habit”

A grocer will prosper as he pleases his customers and no more.

The buyer of your goods must contract the “come-back” habit.

When a good man calls for good coffee, give him Chase & Sanborn’s High-Grade Coffee.

## Chase & Sanborn MONTREAL

The Importers



### More Profit.

Until May 1st. we will ship a Half-Box **Babbitt's Soap Powder** (“1776”) **FREE** with each order of 5 cases of 100-6 oz. packages, and **Prepay Freight.**

5 boxes Babbitt's Soap Powder, at \$3.50, - - - \$17.50  
 $\frac{1}{2}$  “ “ “ “ equal to 10 per cent. discount.  
This makes cost to you **3 $\frac{1}{2}$**  cents a package, or 19 cents for 6 packages. **YOU CAN SELL** 6 packages Babbitt's Soap Powder for 25 cents, and make over 32 per cent. profit.

Order from your jobber, or from the sole agent in Canada

### WILLIAM H. DUNN

394-396 St. Paul Street, MONTREAL.

P.S.—Send for latest premium and panel catalogue.



CLASSIFIED LIST OF ADVERTISEMENTS.

**Ammonia.**  
Harvey, John G., Todmorden Ont.

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

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

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

**Biscuits, Confectionery, Etc.**  
Browne & Wells, Toronto.  
Canada Biscuit Co., Toronto.  
Christie, Brown & Co., Toronto.  
Imperial Biscuit Co., Guelph, Ont.  
Lamont, Corliss & Co., Montreal.  
McGregor-Harris Co., Toronto.  
Mooney Biscuit & Candy Co., Stratford.  
Mott & Co., John P., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Stewart, A. J., Toronto.

**Blue and Black Lead.**  
Douglas, J. M. & Co., Montreal.  
Oakey, John, & Sons, London, Eng.  
Reckitt's—Gilmour Bros., Montreal.

**Brooms, Brushes, Etc.**  
United Factories, Toronto.  
Waterloo Broom and Brush Co., Waterloo, Ont.

**Canned Goods.**  
Anglo-British Columbia Packing Co., Vancouver, B.C.  
Balfour & Co., Hamilton, Ont.  
Black Bros. & Co., Halifax, N.S.  
Burlington Canning Co., Burlington, Ont.  
Gardiner & Co., Vancouver, B.C.  
Todd, J. H., & Son, Toronto.

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

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

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

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Empire Tobacco Co., Montreal.  
Erie Tobacco Co., Windsor, Ont.  
Fortier, J. M., Montreal.  
Horricks, T. J., Toronto.  
McAlpin Consumers Tobacco Co., Toronto.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Reid, W. B. & Co., Toronto.  
Steele, W. H., Co., Toronto.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Cocoa Nut.**  
Downey, W. P., Montreal.  
Greig, Robt., Co., Toronto.

**Cocoas and Chocolates.**  
Cowan Co., Toronto.  
Dutch Chemical Works, Amsterdam, Holland.  
Epps, James, Co., London, Eng.  
VanHouten's—J. L. Watt & Scott, Toronto.

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

**Commission Merchants and Brokers.**  
Cameron, Gordon & Co., Winnipeg.  
Clark, R. W., & Co., Victoria, B.C.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dunn, Wm. H., Montreal and Toronto.  
Hopkins, John, St. John, N.B.  
Lambe, W. G. A., & Co., Toronto.  
Nicholson & Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Patrick, W. G., & Co., Toronto.  
Rutherford, Marshall Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Thomas, J. P., Quebec, P.Q.  
Watt, J. L., & Scott, Toronto.  
Wilson Commission Co., Brandon, Man.

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

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

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal and Toronto.  
St. Charles Condensing Co., Ingersoll.  
Truro Condensed Milk & Canning Co., Truro, N.S.

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

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

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dominion Packing Co., Charlottetown.  
Fearman, F. W., Co., Hamilton.  
Mathews, Geo. Co., Brantford.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.

**Financial Institutions.**  
Bradstreet Co.

**Fish.**  
Black Bros. & Co., Halifax.  
Connors Bros., Ltd., Black Harbor, N.B.  
James, F. T., Co., Toronto.  
Johnson, C., Gardiner & Co., Vancouver.  
Kinneer, T. & Co., Toronto.  
Todd, J. H., & Son, Toronto.

**Flours and Cereals.**  
Eby, Blain Co., Toronto.  
Force Food Co., Buffalo, N.Y.  
Frontenac Cereal Co., Toronto.  
Greig, Robt., Toronto.  
Keewatin Flour Mills Co.  
McCann, Wm., & Co., Toronto.  
McIntosh, P., & Son, Toronto.  
Mackay, John, Bowmanville, Ont.  
Napoli Macaroni Co., Toronto.

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

**Fruits—Dried, Green, and Nuts.**  
Canada Brokerage Co., Toronto.  
Davidson & Hay, Toronto.  
Gibb, W. A., & Co., Hamilton.  
Husband Bros. & Co., Toronto.  
McWilliam & Everist, Toronto.  
Tippet, A. F., & Co., Montreal.

Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

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

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Canada Brokerage Co., Toronto.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
"Ozo" Co., Montreal.  
Turner, James, & Co., Hamilton.

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

**Hides.**  
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Keen, Robinson & Co., London, Eng.

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Horton-Cato Mfg. Co., Windsor, Ont.  
Laird's, Dr.—W. G. Patrick & Co., Toronto.  
Leggett, Francis H., & Co., New York.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
Patterson's—Rose & Lafamme, Montreal.

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Oakey, John, & Sons, Montreal.

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Toronto Salt Works, Toronto.

**Shelf Boxes.**  
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Metropolitan Soap Co., Toronto.

**Soap Powder.**  
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Dutch Chemical Works, Amsterdam, Holland.  
Ewing, S. H., & A. S., Montreal.  
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Japan Tea Traders' Ass'n.  
Kinneer, T., & Co., Toronto.  
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there are the bees.”

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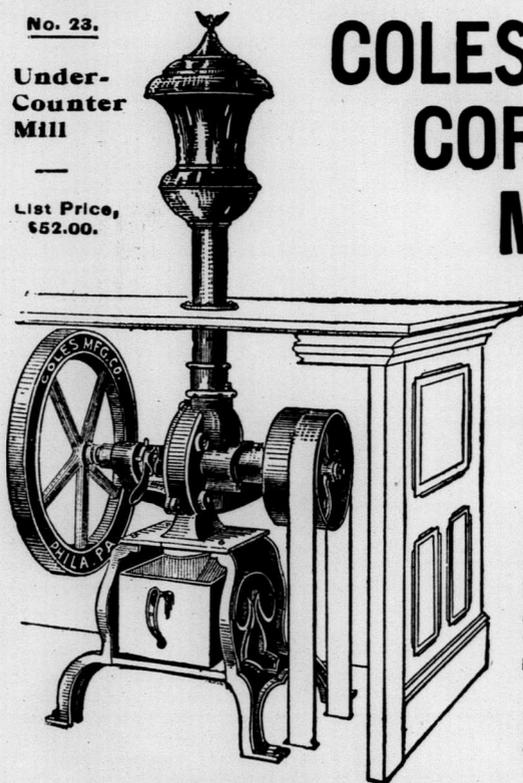
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President:

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

## OFFICES.

MONTREAL	-	-	-	232 McGill Street. Telephone Main 1255.
TORONTO	-	-	-	10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN.	-	Room 308,	McIntyre Block. Telephone 1846.	L. P. Luxton.
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MANCHESTER, ENG.	-	-	-	92 Market Street. H. S. Ashburner.
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NEW YORK	-	Room 1241	New York Life Bldg W. T. Robson.	
VANCOUVER, B.C.	-	-	-	Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.  
Great Britain and elsewhere 12s

Published every Friday.

Cable Address } Adscript, London.  
Adscript, Canada.

#### A MENACE IN THE WEST.

WITHIN the next few years the character of the Northwest Territories of Canada will be formed for generations to come. Even to-day, influences are at work which will have their bearing on the future of the country. The importance of taking the utmost care in our dealings with the embryo provinces of the West will be readily admitted by every true Canadian.

The country is there to be developed, and it cannot be gainsaid that Providence has given to the Canadian people the task of bringing its vast resources to light and developing them for the advantage of all mankind. The land must not remain a barren wilderness. Its inherent riches must be exploited and to accomplish this task population must be brought to the Canadian shores and settled upon the vast stretches of unoccupied territory.

With this task the immigration authorities of the Dominion are endeavoring to cope, and with a fair measure of success, so far as numbers go. Sta-

tistics show that each year, increasing thousands of immigrants have arrived from Great Britain, Europe and the United States, and have been settled on the Western plains. And yet their coming has been but as a drop in a bucket. Still the call goes forth for more and more. The immigration agents are responding nobly and, if we mistake not, 1904 will witness a phenomenal influx of settlers.

It has frequently been pointed out by opponents of the Government, that there exists a tendency on the part of officials to sacrifice quality for quantity and that they imagine their obligation ends when they have placed another settler, good, bad or indifferent, on Canadian soil. This was particularly emphasized when the colonies of Doukhobors and Gallicians were brought to this country and settled in the West. Opposition to the Government's action was most pronounced at that time.

Without commenting on the wisdom or folly of this particular action of the Government, we would like to speak in general terms on the lamentable lack of foresight which has been displayed by the authorities in another direction. It would appear as if the Government were working entirely for the present, as if their instructions were simply to bring in so many settlers like so many head of cattle and dump them into the West; as if their salaries were in direct proportion to the number of immigrants landed at Canadian ports. They have forgotten the all important thing that a day of reckoning will come for everything they have overlooked.

Possibly the most important feature of the case, which they have overlooked, relates to the method of settling the immigrants. They have apparently forgotten that the future weal of Canada depends directly on the proper assimilation of the heterogeneous mass of foreigners, who are annually entering the country. Only a lamentably small proportion of our immigrants are British subjects, inspired with those British ideals of justice and equity which have made Canada what she is to-day. The

huge majority lack these traits and to such they must be taught. This can best be accomplished by direct contact. Otherwise the newcomers will offer a serious menace to future progress.

Let us ask, are these new settlers being placed in such a way that they will come into direct contact with sturdy British ideals or are they being herded in isolated colonies, in which their own beliefs and institutions will have an opportunity to flourish and multiply? Are they being placed in such a way that the process of assimilation will be as rapid as possible, or are they so situated that the process will take generations? We are compelled to say that the Government has displayed a serious lack of foresight in placing these colonies, and that in herding settlers of similar race and sympathies together, they have seriously hampered the process of assimilation.

It is an actual fact that in many districts in the Northwest a traveller can journey for miles without encountering a single Britisher, the country being completely occupied by Mennonites and other peoples of peculiar beliefs. This is a condition which should not exist in Canada and the policy which has produced it should no longer be permitted to hold sway. Let us make Canada a united whole, true to British institutions and British ideals, and that as rapidly as possible.

#### THE GROCERS SAFE.

IT is matter for congratulation that, although nearly every trade suffered serious loss in the great conflagration in Toronto on Tuesday, April 19, not one of the wholesale grocery houses was damaged. The paper supply houses were completely wiped out, and the large dry goods warehouses, with a single exception, suffered a like fate. The hardware men were also included in the ruin. Only among the grocers was there rejoicing and thanksgiving at the preservation of their interests.

But, while thankful for so safe an outcome, Toronto wholesale grocers unite in sympathy with their fellow merchants in their severe losses. They realize that though their own interests are safe for the time-being, much of their future prosperity will depend on the restoration of the properties which have been destroyed.

## CANADA'S UNDERPAID JUDICIARY.

FROM time to time, out of as well as in Parliament, public attention is called to the meagre salaries paid in Canada to the judiciary, and the bad results which are the inevitable consequence of such misplaced economy.

Canada has become a great and wealthy nation, her industrial and commercial interests are expanding with exceptional rapidity. So matters litigated in our superior courts are often of great magnitude, involving very large sums of money. It is becoming more and more imperative, in the interest of Canadian industry and commerce, that they should have for their determination the best legal talent our country can produce.

No feature of British institutions has been more universally recognized than the importance of having, as the expounders of the law, those who in their day have been the most brilliant members of the British bar. This fact, more than any other, has induced that profound respect for the law which has always characterized the English nation.

Most of the British self-governing colonies have recognized how important it is that the highest legal excellence should be attracted to the bench, and have followed the English precedent as far as possible by making the salaries commensurate with the importance of the office. Consequently, we find that whereas in England the lord justices have salaries of \$25,000, correspondingly adequate salaries have been provided by statute in most British colonies. For example. In Victoria, with a population of 1,200,000, the chief justice receives \$17,000, and each of the puisne judges \$15,000. In Queensland, with a population of only half a million, the chief justice receives \$17,500, and each of the puisne judges \$10,000. In Cape Colony, with a European population of 400,000, the salary of the chief justice is \$15,000, the puisne judges \$10,000. And even in little Tasmania, with a population of only 175,000, the chief justice receives \$7,500, and each of the puisne judges \$6,000, and most recently of all, in the new Commonwealth of Australia, the salaries of the supreme court judges were, at the last session of Parliament, fixed for the chief justice at \$17,500 and the puisne judges \$15,000. In Ireland, with a population considerably less than Canada's, the salaries are fixed as follows: Lord chancellor, \$40,000; master of the rolls, \$20,000; vice-chancellor, \$20,000; land judge, \$19,500; lord chief justice, \$25,000; chief

baron, \$23,000; eight puisne judges, each \$17,500. The lord chancellor may be eliminated as not offering any comparison, but the salaries of the other judges, and especially those of the puisne judges, are fair matters for comparison.

In Canada alone do we find this English precedent not followed, and the judiciary treated with the utmost parsimony. The average salary of our superior court judges is but little above \$1,600, and the salary of the chief justice of the supreme court of Canada is only \$8,000, and the puisne judges \$7,000, a sum little more than that given to the corresponding judges in Tasmania, notwithstanding the fact that we have in Canada a population of nearly six millions, and a wealth per capita higher than many of the leading nations of the world.

When the salaries of the supreme court of Canada were fixed the standard adopted by the then prime minister, Hon. Alexander Mackenzie, and his minister of justice, was the salaries paid to the ministers of the crown. At first sight that looks eminently fair. But when it is remembered that these salaries of ministers were fixed at a time when the cost of living in Ottawa was certainly not two-thirds of what it is to-day, and further that the ministers receive \$1,500 a year for sessional allowance in addition to their salaries, and enjoy with their families the privilege of travelling free over all the great railway lines of Canada, it will at once be seen how unfair to the judges the standard taken is. No one contends the ministers are overpaid. On the contrary, the opinion of all those whose opinion is worth anything is that they are under paid. Still they receive a good deal more than \$2,000 per year beyond the salaries paid to the judges of the highest appeal court in Canada.

Here is a court, comparing smaller things with greater, ranking in Canada on a par with the supreme court of the United States and the appeal court of Great Britain in those countries, and from which is demanded a comprehensive knowledge of both the civil and the common law, who sit in appeal upon cases from the Yukon to Halifax, who by their judgments settle the judicial foundations on which the future of this great country will be raised up, and we pay them about between one-third and one-half of what men in similar positions in other parts of the empire with equal responsibilities or lesser ones receive.

Heretofore mere politicians have succeeded in defeating every proposition to remedy this wrong. A judge, to them, is a judge and no more, whether sitting in a county court or a superior court, settling disputes between their neighbors or sitting as the highest Canadian court of appeal and determining the meaning of the constitution of the country on matters involving millions in money and property to its Government or its people.

We do not desire to under-rate the importance of the duties discharged by the county or superior court judges. But we do maintain that if a general leveling up of the salaries of the judges cannot at present be attained, there can be no question that the time has arrived when at any rate the supreme court of Canada, the appellate tribunal to which cases are carried from the highest appellate courts of every province, should have paid to its judges salaries in some respects commensurate with the importance of the office, and which will avail to attract the best legal talent of our country.

We desire to express in the strongest terms at our command our view that the first step at any rate should at once be taken to remedy this evil, by a substantial increase being voted by parliament for the salaries of the judges of the supreme court of Canada. And we are convinced that in doing so we are voicing the sentiments of the business men of Canada generally.

The absurd answer which from time to time we find made to this state of affairs, and at the last session of Parliament we regret to say expounded by members on the floor of the House, is that there is no difficulty in getting judges at the present salaries. This is quite true, but the question is not can you get lawyers to fill the judicial positions, as to which there can be no doubt, but the important question is, can you get the best lawyers in Canada to go on the bench with the meagre salaries at present paid to the judiciary? We are convinced to the contrary.

It is indeed lamentable that politicians, merely desirous of the approval of the unthinking, should be permitted to obstruct the carrying out of a national duty by declaring that unless the complicated and difficult question of county court and superior court salaries be considered those of the higher courts must not be touched.

Such a position is unwarrantable, indefensible, and it is to be hoped that the

present House of Commons will have sufficient regard for the industrial and commercial interests of the Dominion to bear down such petty obstructions and to do justice to the judiciary, beginning where the need is most vital by dealing with the appeal courts, where injustice in the shape of inadequate salaries for the responsibilities and duties appertaining to the judges has too long prevailed.

No business man would allow such a relationship between himself and a valued, trusted employe. Why should the Dominion of Canada treat her most trusted and honored servants as no business man would his employe? The remedy is simple. Increase the salaries to an equitable figure.

This important subject is at present receiving more than ordinary attention from the more thoughtful business men of Canada. It is felt by them to be a matter of supreme importance, not only that the services of the best men should be obtained for our appeal courts, but that when secured they should be paid salaries commensurate with the dignity and responsibilities of their position, and which would ensure the devotion of all their time to the study and decision of the cases before them.

It is a matter of public notoriety that in some, at least, of our principal cities this is not so and that the members of the court have found themselves compelled to accept outside positions of emolument, acceptance of which, while perhaps not absolutely inconsistent with their position as judges, at least gives a great shock to the traditions which Canadians have inherited and maintained with respect to the judiciary. For our own part we have no hesitation in saying that a system which not only tolerates but in the cases of those judges who have large families compels a resort to these methods of eking out an insufficient income is an intolerable one.

#### DEPRESSED CHEESE SITUATION.

CANADIAN cheese merchants and dairymen have not escaped the general depression ruling the market at home and abroad at the present time. A glut in stocks is reported on both sides of the Atlantic. The nearness, moreover, of the new-make season, together with the ridiculous underestimation of stocks in the east and west has exaggerated the unhealthy condition of the market. Dealers have been dropping money right and left for the past two months, and many who formerly made trips to England have been compelled to cut them out this season, and trust to agents.

It is hoped for the sake of such losers that the new make of cheese may open low enough to enable them to clear out old stocks at a fair price. Present indications point to the possibility of the bulk of first productions being turned entirely into cheese, the volume of which promises to be away behind that of last year, the reason being the poor outlook in butter.

Shipments of cheese for the year 1903-4, covering the period from the opening of navigation May 19, 1903, to April 14, 1904, show an increase over those of last year of 396,727 boxes, the figures for 1903 and 1904 being 2,498,132 and 2,894,859 boxes respectively. Shipments for the week ending April 14 are interesting; those from Portland, St. John, and New York being 572, 5,767 and 16,961 boxes, as against 1,014, 97 and 3,066 boxes respectively for the same week last year.

Butter shipments to the same date show a decided falling off, those of 1904 being 361,402 packages, while those of 1903 were 592,850 packages, a decrease of 231,448 packages.

#### JAPANESE FLOUR TRADE.

IT is quite businesslike on the part of Canada to seek new markets for her food stuffs of all descriptions. Just at present, two markets, in which there seem to be bright prospects for the development of a Canadian flour trade, are being brought to the attention of business men. These are the West Indies and Japan. Heretofore Canadian flour has not been sold to the extent it deserves in either market.

Owing to the war, the prospects in Japan have been more or less emphasized. Statistics show that in 1901 and in 1902 the United States supplied 97 per cent. of the flour imported into Japan. In 1903 the Japanese were preparing for war. They had an intuitive belief in the inevitable and they bought accordingly. The imports of flour reached 269,000,000 pounds, or three times the total imports in 1901.

Canada had only a small share in that amount. Yet, as Mr. McLean, the newly appointed commercial agent to Japan, said, last year Canada made a notable impression with her exhibits of flour at the Osaka exposition. What has been the result? Canadians have been stirred to a new interest and rightly so, for American millers are after the Japanese trade with great eagerness.

The New York Journal of Commerce the other day published a long interview with the Japanese Consul at New York, pointing out the advantages of the Japanese market. He stated that the Japanese had been very successful in cultivating wheat and, now that the war would prevent them from working the farms, other countries would be looked to for supplies. In his remarks he said Canada was looking out for the market and kindly added that Americans who had previously supplied such a large percentage of the flour might be superseded.

Canadian millers will certainly be considered very much behind the times if they do not energetically set to work to co-operate with Mr. McLean in an endeavor to capture the flour trade of Japan.

There is another important aspect of the wheat situation in the Far East. Following the steady advance of Japan towards civilization, it is only sane and natural to believe that, when war shall have ceased, Japan will have become a wheat-eating nation. Rice will have declined in popularity and flour will have advanced. Then, too, the grade of flour used there now is not the highest. The change from the use of low-grade to high-grade flour will be a matter of evolution. To give an idea of how little wheat has been grown in Japan, let us quote from the official reports on commerce. These show that in 1902 there were cultivated 1,063,915 acres of wheat yielding about 15,370,000 bushels, or 14.4 bushels to the acre; rye, 1,592,145 acres, yielding 30,285,000 bushels, or 19 to the acre; barley, 1,600,199 bushels, yielding 34,045,000 bushels or 20 bushels to the acre.

#### MR. JULES COTE A BENEDICT.

Mr. Jules Cote, manager and secretary-treasurer of S. J. Major, wholesale grocer, Ottawa, having decided to say adieu to the lonely life of bachelorhood, joined the ranks of the benedicts on Tuesday, April 19. Miss Catherine Gravel, eldest daughter of Mr. L. Gravel, of Rockliffe, near Ottawa, is the lucky lady, and The Canadian Grocer desires to extend to them its best wishes for a life full of joy and happiness. Mr. and Mrs. Cote's wedding journey will take in New York, Atlantic City, Washington and other southern points of interest.

Don't you find that when you once get customers started on the use of "Salada" Ceylon Tea they stay right with you . . .

(Showing no desire to budge.)



Pretty convincing proof of its goodness and worth. — Then, as you know,

"A satisfied customer is a valuable asset to your business."



"SALADA" is packed in Black, Mixed or Natural Green Sealed Packets only.

Wholesale Terms and samples from

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For 25 years the standard in Canada.  
Every can guaranteed.  
The quality unexcelled.  
It is so thoroughly known among consumers that all grocers should give it prominence.

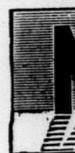
**New Pack** is in the hands of the wholesale trade.

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- Information respecting our goods will be cheerfully given.
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PACKERS OF SEA FOODS,  
**BLACK'S HARBOUR, - N. B.**



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outlook and the ed in the b active, and to er thi Syrup mand is qui are g pass. largel crease report portec contin say th Curra

The and f movir and t in bu advar proba dition the fo Apples, Asparag Beets, 2 Blackbe Beans, 1 Corn, 2 Cherries Peas, 2 Pears, 2 Pineapp Peaches Plums, 1 Pumpki Rhubar Raspber Strawbe Succota Tomato Lobster Macker Salmon Chums Sardine



TEAS.

The tea market is somewhat quiet for the week with firm prices ruling. The demand for Ceylons and Indian blacks is in the lead while that for Ceylon greens has only been moderate. Japan teas are in small compass in Canada today, very little tea remaining in first hands, and stocks held by dealers generally light. The demand for Japans is not brisk. Notwithstanding this fact, the quantity available is so small in the country that higher prices are looked for before any low priced teas may be expected from Japan. Owing to war conditions in the East it is entirely problematical whether there will be any low priced tea during the season.

In Ceylon and Indian blacks buyers are numerous for low grades at prices of a month ago, but as there are no sellers on this basis, business may be said to be dull notwithstanding short supplies. Doubtless buyers will have to pay the market price on these grades as no tea is expected before June shipments from Ceylon and October shipments from Calcutta.

There is some demand for China Young Hyson teas for export to the United States and it is believed they are used for mixing with Japans in order to reduce the cost of the latter. There has also been some export to the United States of higher grades of gunpowders. We quote the following prices:

Congou—half-chests, Kaisow Moning	0 12	0 60
caddies, Peking	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
seconds	0 23	0 23
thirds	0 16	0 18
common	0 15	0 15
Pingsueys—Young Hyson, 1/2-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Choice	0 38	0 40
Japan—1/2 chests, finest May pickings	0 33	0 37
Choice	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

COFFEES.

The coffee market continues very firm with comparatively free movement of milder grades of coffees, and reports of increased arrivals of the same at primary markets. The Rio market continues to become firmer, and the local demand is increasing slightly; prices for Rios are advancing in primary markets. Reports as to Rio crops in Brazil are conflicting and bears and bulls have caused prices to fluctuate at times from 35 to 40 points. Owing to the fact that dealers stocked heavily last September when prices were easy they have not been compelled to buy recently. With supplies gradually dwindling, however, it looks as if they would have to pay the increased price very soon. We quote the following prices:

Green Rios, No. 7	Per lb.	0 08
" " No. 6	0 08	0 08
" " No. 5	0 08	0 08
" " No. 4	0 08	0 08
" " No. 3	0 09	0 09

Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 10	0 12
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

RICE AND TAPIOCA.

There is no special feature of the rice and tapioca market to record this week, except a steady demand for both at firm prices. Our quotations are as follows:

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

SPICES.

A fair demand is reported for spices of all kinds at quotation prices. Cloves are somewhat easier than last week, and a slight decline in peppers is noted varying from 1/4 to 1/2c per lb. We quote the following prices:

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

Foreign Dried Fruits.

The demand for dried fruits continues steady at firm prices with prunes still the special feature of the market. Since the improvement made in Oregon prunes, these have largely taken the place of the California variety. The demand for prunes is particularly brisk. Increased sales of currants are reported at advanced prices. Advices from Smyrna say that the rumors of the previous week regarding the coming crop of Sultana raisins have been confirmed. There is little doubt but that the damage from frost will amount to fully 15 per cent. of the crop, and in some districts it will be even greater. This fact has influenced buying to a considerable extent and together with an improvement in the demand abroad has caused an advance in prices on an average of 4s. per hundredweight above the level of a fortnight back. Dealers in Smyrna, following instructions from their clients in the interior are either asking substantial advances or withdrawing stocks from the market altogether for the present. Evaporated apples are quoted this week at 6 1/2c per lb. We quote the following prices:

100-110s	Per lb.	0 04	0 04 1/2	60-70s	Per lb.	0 06 1/2	0 07
90-100s	0 05	0 05 1/2	50-60s	0 07	0 07 1/2	0 07	0 07 1/2
80-90s	0 05 1/2	0 05 3/4	40-50s	0 07 1/2	0 08	0 07 1/2	0 08
70-80s	0 06	0 06 1/2	30-40s	0 08 1/2	0 08 1/2	0 08 1/2	0 08 1/2

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

Californian evaporated	Per lb.	0 12 1/2	0 15
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PEACHES.

Californian evaporated	Per lb.	0 08 1/2	0 12
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CURRANTS.

Fine Filiatras	Per lb.	0 04 1/2	up	Vostzizas	Per lb.	0 07	0 08
Patras	0 06	0 06 1/2					

RAISINS.

Valencia, fine off-stalk	Per lb.	0 06 1/2	0 06 1/2
" selected	0 07	0 07 1/2	0 07 1/2
" selected layers	0 07 1/2	0 09	0 07 1/2

Sultana	0 06 1/2	0 10
Californian seeded, 12-oz.	0 08 1/2	0 09
" " 1-lb. boxes	0 10 1/2	0 11
" unseeded, 2-crown	0 08	0 07 1/2
" " 3-crown	0 08	0 08 1/2
" " 4-crown	0 09	0 10

DATES.

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

Country Produce.

APPLES.

Evaporated apples, per lb	0 06 1/2
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EGGS.

The egg market is brisk with supplies increasing steadily although dealers so far have not been apprehensive of a glut in the market. We quote the following prices:

Eggs, fresh laid, per doz	0 14
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POULTRY.

Nothing new is reported in poultry for the week, the market being particularly quiet. Last week's quotations continue unchanged. We quote the following prices:

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

MAPLE SUGAR AND SYRUP.

Trade in maple sugar is quiet. The season is reported to have been short and unsatisfactory, and very little genuine maple sugar is offering. We quote the following prices:

Maple sugar, 30-lb. boxes	Per lb.	0 08
" syrup, wine gallon, per tin	0 75	
" imperial gal. per tin	0 90	

BEANS.

The bean market continues featureless with trade quiet at last week's quotations. We quote the following prices:

Beans, mixed, per bush	1 40
" prime	1 50
" handpicked, per bush	1 65
" water-stained	1 75
" Lima, per lb	0 05 1/2

HONEY.

The honey market is slow and very little trade is reported. Our quotations are as follows:

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

Fish.

The fish market remains quiet, dealers being mostly employed in sorting up what remains of last Winter's stocks. Fresh fish are expected in a couple of weeks. Our quotations are as follows:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04 1/2
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04 1/2
Finnan haddies, per lb	0 05
Oysters, standard, per small pall	4 50
selects	5 00

Green Fruits.

The green fruit trade has been somewhat quieter as a result of the recent cold spell and fruit dealers who looked for their usual week-end rush were disappointed. Supplies of California navel oranges have been plentiful and quality good, but they are beginning to give way to pineapples and bananas for

which there is an improved demand. Valencia oranges are quiet, very few fancies having been sold this week. Lemons are quieter and prices have dropped 25c. Grape fruit is practically out of the market although some fancy stock is offering at fancy prices. Receipts of pineapples have been heavy and stocks are extra fine. The price of pines is easier and the same remark applies to bananas. Florida tomatoes are in active demand at easier prices. Strawberries have advanced in price and are arriving freely to supply increased demand. We quote the following prices :

California navels, per box	2 75	3 50
Mexican oranges, per box	2 00	2 00
Seville oranges, bitter, per box	2 50	2 50
Bitter oranges, Palermo, boxes, per box	2 40	2 40
Messina lemons, new, 300's, per box	2 50	2 75
360's, per box	2 25	2 50
Valencia oranges, 420 case	4 50	4 50
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 30
Havana pineapples, per crate	3 75	4 00
Jamaica grape fruit, per box	1 75	2 25
Bananas, large bunches	2 50	2 50
Bananas, red, per bunch	1 25	2 50
Apples, per bbl	8 50	8 50
Almeria grapes, per keg	2 50	3 30
Florida tomatoes, per crate	0 25	0 30
Tomatoes, green house, per lb.	5 50	5 50
Cranberries, Jersey, per bbl	7 00	7 00
" Budd's longkeepers	1 20	1 20
Limes, per box	2 20	2 20
Limes, in 3-straps	0 22	0 25
Strawberries, Louisiana, quarts	0 25	0 30
" Florida pints	0 12	0 15

**Vegetables.**

There is a good demand for vegetables this week with supplies of cabbage, beets, carrots, parsnips, and green stuff difficult to obtain. Cabbage is 25c firmer, and carrots 15c firmer. Potatoes are scarce and slightly firmer, although local prices have not been affected as yet. Onions are scarce and will continue so for a week. Valencias have advanced 50 to 75c. Supplies of Egyptian onions received on the local market have been undersized and not fully matured. Lettuce is quiet and easier in price. California celery has advanced 50c to \$1.50 and is very hard to get. The last shipment of California celery is reported to have reached Toronto, so that very little more will be procurable. Bermuda potatoes have advanced 50c. Green peas have appeared on the market for the first time this season. Our quotations are as follows :

Cabbage, per doz.	0 75	1 00
" red, per doz.	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl	5 50	5 50
Sweet potatoes, crates	2 50	2 50
Onions per peck	0 50	0 50
Onions white, per bag	2 25	2 50
Spanish onions, per crate	1 25	1 25
Spanish (Valencia) onions, large cases	4 00	4 00
Bunch lettuce, per doz. bunches	0 30	0 30
Radishes, per doz. bunches	0 50	0 50
Mushrooms, per lb.	0 75	0 75
Mint, per doz bunches	0 30	0 30
Parsley, " "	0 20	0 20
Sage, per doz.	0 15	0 15
Savoury, per doz.	0 15	0 15
Beets, per bag	1 00	1 00
Carrots, per bag	1 00	1 00
Parsnips, per bag	0 75	1 00
Artichokes, per bush.	1 00	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz.	0 40	0 40
California celery, large case	5 00	5 00
small case	2 50	2 50
Celery, per doz.	0 75	1 00
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz.	0 20	0 20
Green house water cress, per doz.	0 25	0 25

Green cucumbers, American per doz.	1 75	2 00
" Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch	0 25	0 25
Florida spinach, per bbl.	3 00	3 00
Florida spinach, per bush. hamper	1 25	1 25
Bermuda new potatoes, per bush	4 00	4 00
Green peas, per bush	3 00	3 00

**Seeds.**

The seed market is brisk at quotation prices. Finer grades of all seeds are reported to be becoming scarce. We quote the following prices :

Red clover, per bush	5 75	6 35
Alsike " "	4 75	5 75
Timothy, per " "	1 15	1 75
" fail threshed	2 00	2 00

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

The grain market is quiet this week. Manitoba wheat No. 1 hard is  $\frac{1}{2}$  to 2c easier, while oats have declined  $\frac{1}{2}$ c. Prices are rather weak at the following quotations :

Manitoba wheat, No. 1 hard, per bush, Toronto	1 01 $\frac{1}{2}$	1 02 $\frac{1}{2}$
" " Northern No. 1 " "	1 00	1 01
" " No. 2 " "	0 97	0 97 $\frac{1}{2}$
Red, per bushel, on track Toronto	0 97	0 98
White " " " "	0 97	0 98
Barley " " " "	0 50	0 52
Oats " " " "	0 35 $\frac{1}{2}$	0 36 $\frac{1}{2}$
Peas " " " "	0 70	0 71
Buckwheat " " " "	0 57	0 57
Rye, per bushel, " " " "	0 64	0 65

**FLOUR.**

The flour market continues steady and quiet this week. The range of prices in Ontario wheat patents is 5c greater than last week, and prices are 10c easier. Straight roller is 10c easier. We quote the following prices :

Manitoba wheat patents, per bbl.	5 00	5 15
Strong bakers " "	4 75	4 90
Ontario wheat patents " "	4 70	5 00
Straight roller " "	4 40	4 50

**BREAKFAST FOODS.**

The market for breakfast foods continues brisk at firm prices. As farmers expect to begin seeding operations in a few days, local deliveries will in all probability be lighter, which will tend to make the market firmer. Everything, however, depends on supplies of grain in local elevators. Last week's prices continue unchanged. Our quotations are as follows :

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

**Hides, Skins and Wool.**

The market is quiet this week and prices firm. New season lambskins have advanced 5c since our last quotations. Deacons (dairies) have also gone up 5c each. We quote the following prices :

<b>HIDES.</b>		
No. 1 green, per lb.	0 07	0 07
" 2 " " "	0 06	0 06
" 1 " steers, per lb.	0 07	0 07
" 2 " " "	0 06	0 06
Cured, per lb.	0 08	0 08

<b>CALFSKINS.</b>		
Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	0 09
" " " 2 " " "	0 07	0 07
" " " 1 15 to 20 lb " "	0 08	0 08
" " " 2 " " "	0 06	0 06
Deacons (dairies), each	0 05	0 05
Sheep skins	1 15	1 15
Lamb skins	0 20	0 20

<b>WOOL.</b>		
Unwashed wool, per lb.	0 09	0 10
Fleece wool, new clip, per lb	0 15	0 16
Pulled wools, super, per lb.	0 18	0 20
" " extra " "	0 20	0 22

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

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**TOBLER'S SWISS MILK CHOCOLATE**

is delicious. Try it.

**BROWNE & WELLS, Limited, TORONTO**  
CANADIAN AGENTS.

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**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

QUEBEC MARKETS.

Groceries.

Montreal, April 21, 1904.

VERY quiet week has passed in the grocery trade. Business in spices has been limited. Black pepper is dearer than it was last year at this time owing it is said to the smaller arrivals and the smallness of the stocks. Chillies for instance are more plentiful while the price is higher than it was last year. There is a large amount of Jamaica ginger in stock and the price is low with little demand. Sugar remains active with steady prices and fair demands. From the demand noticeable in the country it would appear that no heavy stocks were being carried by retailers and the policy of maintaining their holdings at a rather high level has been adopted. In the United States a sudden falling off has been noticed in the Cuban receipts and the value of raw sugar has been well maintained. Grocery crystallized seems to be very cheap and no doubt will attract some attention. Walnuts have become much easier and are selling at 18 and 19 cents. There is a continuous general demand for currants and dried fruits at the advanced price. Pickles are getting scarce and are dearer. Canned fruits are in splendid demand. The drop in molasses has been maintained, though steadiness now characterizes this market. In green fruit the activity in some lines has been noticeable. Grape fruit jumped from \$7 to \$9, with a good demand. Celery has advanced \$1. Pineapples have dropped from 50 cents to a dollar a crate in New York. In tea there is a period of expectancy now awaiting some early news of the new crop of Japans. There has been little change in price, the general tone being firm. In coffee news comes from abroad that the drouth and unexpectedly hot weather in Sao Paulo has injured crops. It will be good for the Mexican coffee if the Costa Rica crop should continue to be short. The unusual arrivals of large quantities of Egyptian onions will tend to make the market easier. Canadian apples are decidedly firm and good Spies, extras, have brought \$5 a bbl.

SUGAR.

A steady market has ruled all the week and plenty of offerings from the West Indies still maintain harmony between refiners and brokers. Some important arrivals have been reported at Halifax and as soon as navigation opens Montreal will be alive. We quote:

Granulated, bbls.	\$4 15
1-bbls.	4 25
bags.	4 02 1/2
Paris lump, boxes and bbls.	4 65
1-boxes and 1/2-bbls.	4 75
Extra ground, bbls.	4 70
25-lb. boxes.	4 80
50-lb. boxes.	4 30
Powdered, bbls.	4 50
50-lb. boxes.	4 50
Domino lumps, boxes and bbls.	4 55
1-boxes and 1/2-bbls.	4 65
Phoenix.	4 05
Bright coffee.	3 95
yellow.	3 95
No. 3 yellow.	3 85
No. 2.	3 65
No. 1.	3 55
No. 1 bags.	3 45
Raw Trinidad.	3 20
Trinidad crystals.	3 30

SYRUPS AND MOLASSES.

The decline recorded last week is holding well. According to other reports it is likely to go further. There is a fair demand and the dealers seem to act as if

there was abundance of stock in the country. We quote:

Barbadoes, in puncheons.	0 27
in barrels.	0 29 1/2
in half-barrels.	0 30 1/2
New Orleans.	0 22
Antigua.	0 37
Porto Rico.	0 45
Corn syrups, bbls.	0 02 1/2
1-bbls.	0 03
2-bbls.	1 30
35-lb. pails.	0 90
25-lb. pails.	2 75
Bbls., per 100 lb.	3 00
1-bbls.	1 90
5-lb. 1 doz.	2 35
10-lb. 1 doz.	2 25
20-lb. 1 doz.	2 10

COFFEE.

The market up to date has not changed but the big merchants are dubious as to future prices. Reports from Brazil show discouraging conditions, owing to the drouth and excessive heat. We quote:

Good cucutias.	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

TEA.

The position of tea seems to have strengthened. Taking into account the demand, which is steady, the supply appears well within requirements, though the statistical position however would not indicate an easier market than last year. The arrivals of Ceylons seem to be lighter than last year and the demand is fair. From China the report comes that Russia still keeps up continuous demands and the local trade there has made some calls so that China tea shows a considerable increase with notable shrinkage in stocks. Stocks in the hands of the large dealers would indicate an exceptionally strong position, disclosing the likelihood of a further advance in all the lower descriptions. At any rate tea is worth watching now as the markets are peculiar. We quote:

Good to medium Japans.	0 18	0 24
Fine to choice Japans.	0 25	0 35
Ceylon greens.	0 16	0 20
Indian greens.	0 18	0 30
Japan style China congoes.	0 10	0 10 1/2
Pealeaf and Pinhead Gunpowders.	0 23	0 40
Coarse to good Gunpowders.	0 13	0 22
Ceylon blacks.	0 14	0 30
Indian.	0 12	0 20

CANNED GOODS.

HOLDERS of canned goods are reserved and in salmon the interest remains unabated. Dealers short of stock are trying by some adroit methods to find sellers at prices quoted last week but without any marked success. For the retailer the market should be acceptable as he can buy without any likelihood of a decline for the next two months anyway. Canned fruits are in good demand but the California reports are discouraging. Canned pines have advanced owing to short crop. There has been no naming of prices except on a speculative basis. However, the report from the Niagara and Erie district is also discouraging for a circular to the trade states that field mice have ravaged the peach and other trees, also the cold and snow has killed buds, etc., so that short fruit crops may be looked for. The big wholesalers here look upon the circular as an usual thing and facetiously smile with a sort of a hint at the idea as a business dodge. The future will indicate who was right. We quote:

Tomatoes.	1 15
Corn.	1 15
Peas.	0 87 1/2
String beans.	0 85

Strawberries, preserved.	1 40	1 60
Succotash.	1 00	
Blueberries.	1 10	
Raspberries.	1 40	
Lawtenberries, 2s.	1 50	
Raspberries, black.	1 35	
Gooseberries.	1 55	
Pears, 2s.	1 45	1 40
3s.	2 10	2 10 1/2
Peaches, 2s.	1 55	1 67
3s.	2 40	2 60
Plums, Lombard 2s.	1 30	
Green Gage, 2s.	1 40	
Cherries, red pitted, 2s.	2 20	
Baked beans, 3s.	0 90	
3-lb. apples.	0 90	
Gallon apples.	2 20	
2-lb sliced pineapples.	2 00	2 10
Grated pineapples.	2 40	
Singapore whole pineapples.	2 40	
Pumpkins, per doz.	0 95	
Spinach.	1 00	
Sugar beets.	0 90	1 40
Salmon, pink.	0 90	1 00
spring.	1 40	
Rivers Inlet red sockeye.	1 50	
Fraser River red sockeye.	1 50	1 70
Lobsters, talls.	3 45	
1-lb. flats.	4 00	
1/2-lb. flats.	2 25	
Canadian Sardines, 1s.	3 65	4 00
California asparagus.	4 50	5 00
Asparagustips.	3 50	3 75

Foreign Dried Fruits.

With no marked change in prices the demand has been first rate. From the east it is learned that further damage has been sustained by the Smyrna Sultanias and experienced dealers believe that the yield will be of a restricted character. Valencia raisins are very likely to increase in price owing to the reports of stocks. Any grocer who has an all year round sale for these fruits should watch the market as an advance is likely. The low price of Sultanias might check the demand but the stock this year is light in comparison to last. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06	0 06 1/2
Selected, per lb.	0 07	0 07 1/2
Layers.	0 07 1/2	0 07 3/4

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 3/4
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 12 1/2
Peaches.	0 09 1/2
Pears.	0 12 1/2

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 1/2	0 08
"seeded, in 1-lb. packages.	0 10 1/2	0 10 3/4
"in 12-oz. packages.	0 08	

PRUNES.

	Per lb.	Per lb.
30-40s.	0 09	
40-50s.	0 08	
50-60s.	0 07 1/2	
60-70s.	0 06 1/2	
70-80s.	0 06	
80-90s.	0 05 1/2	
90-100s.	0 05	
Oregon Prunes (Italian style) 40-50s.	0 08	
50-60s.	0 07 1/2	
Oregon prunes (French style) 60-70s.	0 06 1/2	
90-100s.	0 04 1/2	
100-120s.	0 04	

CURRENTS.

Fine Filiatras, per lb. in cases.	0 04 1/2	0 05
"cleaned.	0 05	0 05 1/2
"in 1-lb. cartons.	0 06	0 06 1/2
Finest Vostizzas.	0 06 1/2	0 07 1/2
Amalias.	0 05 1/2	0 05 3/4

SULTANA RAISINS.

Sultana raisins, per lb.	0 06 1/2	0 08
1-lb. carton.	0 09	
Shelled Walnuts.	0 19	0 20

Green Fruits.

Strength and animation mark the fruit market. Grape fruit, which has been high enough at \$7, with one swoop

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rose to \$9. Some dealers reported that special lines brought as high as \$11. This is exceptional, of course. Then there seems to be a chase after high grade Canadian apples and some beautiful Spies brought as high as \$5 a bbl. Celery jumped from \$5.50 to \$6.50. Sweet potatoes have advanced 50 cents. Cucumbers have dropped from \$2 to \$1.50, and spinach also hardened 25 cents. There has been a free demand for strawberries at 40 cents a quart. We quote:

Cranberries.....	8 00
Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	2 75
Pineapples, 24 to case.....	4 25
30 to case.....	4 00
Bananas.....	1 50
Valencias oranges 714's.....	4 00
420's.....	3 75
Sweet potatoes, per bbl.....	6 50
Spanish onions, cases.....	3 50
French onions, 110-lb. cases.....	3 00
New Messina lemons 300's.....	2 75
360's.....	2 50
Florida oranges, per box.....	5 25
California navels.....	2 50
Florida tomatoes, per crate.....	3 00
California celery.....	6 50
Californian cauliflower, case.....	3 50
Florida grape fruit.....	9 00
Jamaica oranges.....	6 50
Jamaica grapefruit.....	1 25
Boston lettuce, per doz.....	1 50
Cucumbers, per doz.....	3 25
Spinach, bbl.....	5 50
Asparagus, doz. bunches.....	45
Radishes, per doz.....	40
Strawberries, qts.....	25
Chicago strawberries, small boxes.....	12
Peanuts, Bon Tons.....	10 1/2
Sun brand.....	9 1/2
Diamond G brand.....	8
Coon brand.....	8

**Fish.**

There is still a lull in the fish market. Owing to the continued cold weather and the delay in the ice leaving the lakes and rivers, early fish are quite a luxury to-day. Even in halibut, consumers have had to fall back on the frozen stock, so little fresh being available. Haddies are scarce and it is almost impossible to keep up a regular supply. Prices remain about the same as last week in most lines. Live lobsters are coming in more freely and are selling at from 17 to 18 cents. Oysters have gone up a little, selects selling for \$1.75 and standards at \$1.50. The close season has set in from the 15th for pickerel and bass; for the former it will last until May 15, and for the latter until June. We quote:

Haddies.....	0 07 1/2	0 08
Smoked herring, per box.....	0 16	
Fresh haddock, per lb.....	0 04	0 04 1/2
Pike, " round.....	0 05	0 05 1/2
Halibut, frozen, per lb.....	0 09	0 10
Fresh halibut.....	0 12	0 14
Gaspé salmon, frozen, per lb.....	0 11	
Frozen B.C. salmon, per lb.....	0 09	0 10
Fresh B. C. salmon.....	0 18	0 20
Fresh steak cod.....	0 06	0 06
Choice round trout.....	0 06 1/2	0 07
No. 1 Labrador herring in 20-lb. pails.....	0 75	0 85
No. 1 Herring, Labrador, per bbl.....	5 00	5 00
half bbl.....	2 75	3 00
No. 1 Holland herring, per half bbl.....	6 50	6 50
No. 1 Scotch herring, per keg.....	0 95	0 95
Holland herring, per keg.....	0 65	0 75
No. 1 green codfish, new, per 200 lb.....	7 00	7 00
No. 2 green cod, bbls. 200.....	5 00	5 00
No. 1 large green codfish, new, per 200 lb.....	7 50	7 50
Green pollock, bbls. 200.....	4 00	4 00
Salt eels, bbls. 200 lb.....	0 6 1/2	0 6 1/2
Salt mackerel, pail of 20 lbs.....	1 50	1 50
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06 1/2	0 06 1/2
fish.....	0 05	0 05
" loose, in 25 lb. boxes.....	0 04 1/2	0 04 1/2
Boneless fish, in crates 12 1/2-lb. boxes.....	0 05	0 05
Pure Georges cod, 40 lbs.....	0 7 1/2	0 7 1/2
Skinless cod, cases 100 lb.....	4 75	4 75
B. C. salmon, choice red, per bbl.....	15 00	15 00
B. C. salmon, 1/2-bbl.....	8 00	8 00
Marshall's kippered herring, per doz.....	1 40	1 40
Canadian kippered, per doz.....	1 00	1 00
Canadian 1/2 sardines, per 100.....	3 75	4 00
Canned cove oysters, No. 1 size, per doz.....	1 30	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25	2 25
Shell oysters, No. 1 Malpeques.....	6 00	8 00
common.....	3 00	4 00
Standard bulk oysters, per gal.....	1 50	1 50
Selects.....	1 75	1 75
Qualla salmon, frozen, cases.....	0 07	0 07

**Country Produce.**

**EGGS.**

Quite a surprise has dominated the egg market as it has refused to slump. Firmness was maintained and dealers were sometimes puzzled to understand the situation. For instance the arrivals on Monday amounted to about 630 cases, merely sufficient to fill regular requirements. The demand remained active at 15 to 15 1/2 cents per dozen.

**BEANS.**

No new features have shown themselves in beans; in fact the same old prices rule. In a jobbing way some sales were effected of choice primes at \$1.45 to \$1.50. Primes also sold at \$1.40 a bushel, while car lots of choice primes sold at \$1.40 and primes at \$1.35.

**HONEY.**

The tone of the honey market remains steady and prices are unchanged from last week. White clover is still scarce at 13 1/2 and 14c. Extracted white clover was quoted at 8 1/2 to 9c in ten lb. tins, and 7 to 7 1/2c in 300 lb. kegs. Buckwheat still remains 6 and 7c.

**POTATOES.**

The market is still firm and a good demand has been recorded. Firmness all over is reported and 70 to 75 cents a bag was quoted ex track.

**MAPLE PRODUCTS.**

A steady trade has been done all week in maple products and the prices have risen slightly. Some of the stock coming in has not been as good as the earlier deliveries. We quote:

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

**Flour and Feed.**

**FLOUR.**

Flour remains firm and the demand is still good. No doubt the prophecy of The Grocer that flour will go up in price will come true and the consensus of opinion among the big dealers is in concurrence with that idea. The manufacturers are all preparing for the advance and wheat of course in its natural value, that is in distinction to its speculative, will likely be in sympathy. We quote:

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

**FEED.**

No change has been noted in the feed market. The demand is good with fair prices ruling. We quote:

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

**OATMEAL.**

A steady market has existed for oatmeal and demand has been active for all grades. We quote:

Fine oatmeal, bags.....	2 06
Standard oatmeal, bags.....	2 30
Granulated.....	2 30
Rolled oats, bags.....	2 55
bbls.....	5 30

**HIDES.**

There has been no change in hides. We quote:

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

**NEW BRUNSWICK MARKETS.**

Office of The Canadian Grocer,

St. John, N. B., April 18, 1904.

**B**USINESS is quite good in spite of the late Spring. The river has only just opened up, being later than for several years. At the Winter port the active season is about done. Several steamships having made their last trip. One encouraging feature of the increased export business done via St. John is that several of the lines are finding it to their advantage to continue their sailings to our port during the Summer.

The molasses situation, which has created so much interest here growing out of local conditions, is again a matter of particular interest. New Porto Rico is now arriving freely and the consumer is enjoying the benefit of the competition in the low prices. This is a very large importing point. Not only is general business good here but what is more encouraging is the large amount of building and re-building which is being done.

There has been quite a movement in potatoes during the past few weeks. American buyers, going through the province, have picked up a considerable quantity. Cream of tartar is again higher. In fish, the stock held is light and prices are high. Rice continues to be offered low. Large shipments have been received.

**Oil.**

In burning oil there has been no change in price and it is doubtful if the reported decline in the States has affected the market. Business is light. Linseeds are still offered low. Large shipments are being made on account of previous sales. Turpentine is high. Lubricating oils have considerable attention at this season. Fish oils are scarce.

**Salt.**

In Liverpool coarse salt there is quite a large stock held. Arrivals will be less frequent as the Winter port steamers cease sailing. This will lead to rather higher prices, as orders will be filled ex store in place of ex steamer. In Liverpool factory filled there is improved demand. The stock held is light. Canadian fine salt is having increased sale as the season advances. Shippers promise more prompt delivery than last year.

**Canned Goods.**

There is a steady trade. In vegetables quite a heavy stock is held. Corn with some is rather short. In fruits the market seems well supplied. Peaches are about the only short line. Blueberries are firmly held. Salmon remains unchanged though quite firm. There are a few lobsters. Meats begin to move more freely. Oysters are firm at rather higher prices. Domestic fish

are in light supply, haddies being very scarce.

#### Green Fruits.

The backward Spring causes rather dull business. Some four cars Western apples, chiefly Spies, have been received. In oranges prices are firmer. Lemons are still low. Bananas have been in rather light supply. Pineapples are offered but the sale is small. Tomatoes have little demand. In rhubarb and strawberries some business is being done but total sales are not large.

#### Dried Fruits.

There is only a quiet business. In prunes dealers buy small sorting lots, chiefly small sized. Some evaporated peaches are offered at low prices. Apricots are high. Currants are unchanged. Dates are low. In evaporated apples market is higher and firm. Onions have free sale and prices keep quite firm. Bermuda onions are offered. There is said to be a large crop.

#### Sugar.

There is no change in price but the market is firm and dealers are holding full stocks and are expecting a nice profit.

#### Molasses.

Three cargoes of Porto Rico arrived this week for one of our importers. The molasses war, so called, is still on, though our local importer does not seem inclined to meet the present price quoted by the American firm with whom all the wholesale trade except one importer seem to be working. This American firm still carries a large stock of old goods, while Barbadoes is rather easier at the island and there is a large crop. The reports from Porto Rico advise that the crop is likely to be quite short.

#### Fish.

The supply of fresh fish is light. Gasperaux were quite plentiful last week but the colder weather seems to stand them off. In halibut there is a fair supply. The high price of dry cod fish is still held. Smoked herring are in very light supply. Pickled herring are scarce and high. The outlook is for firm prices for some time.

#### Flour, Feed and Meal.

In flour the market is not so strong. During the past week Ontarios went off ten cents. Feed is scarce and high. Large quantities of New Brunswick hay continue to be shipped to Nova Scotia. Oatmeal is firm at the high price. Cornmeal is unchanged. Beans are rather easier. A fair stock is held. Seeds are moving slowly. The season is backward.

#### MANITOBA MARKETS.

Winnipeg, April 18, 1901.

**B**USINESS for the past week has been good and jobbers report that they are well satisfied with the appearance of trade in general. It is reported that the rising of the South Saskatchewan River at Saskatoon has carried away two spans of the C. P. R. bridge on the main line. This will undoubtedly delay traffic to some extent west of Saskatoon. Throughout Southern Manitoba there is some anxiety over

the prospects of a flood. The Red River for a time has been rising at the rate of 10 inches in 24 hours, but it is yet a long way from the flood danger line and at present it is nearly stationary.

**Evaporated and Dried Fruits**—All lines are firm with the exception of evaporated apples, which are very scarce and have gone up in price, being now quoted at 5½c to 6c a lb.

**Corn syrups** are a little higher owing to the advance in corn. The market quotes corn brand, 2 lb., at \$2.40 a case; 5 lb. at \$2.80; 10 lb. at \$2.50, and 20 lb. at \$2.45.

**Sugar**—The market is still firm, Montreal granulated being quoted at \$1.90 in barrels and \$4.70 in sacks, and yellows at \$4.25.

**Teas**—The market is firm and prices on Japan teas and other lines practically remains unchanged.

**Flour**—The flour situation is unchanged. No. 1 patent is still quoted at \$2.75.

**Eggs**—The market is a great deal easier and eggs are now jobbing at 20 cents.

**Green Fruits**—The market is firm and bananas are scarce and are quoted from \$3 to \$3.50 a bunch. Apples from \$5.50 to \$6. Box apples, 50 lb. cases, \$2. Cucumbers, \$2.25 per dozen. Tomatoes, 6 basket crates, \$5, and onions, radishes and lettuce, 60 cents per doz. Oranges, \$3.50 a case, and fancy brands \$3.50 to \$4.

**Cured Meats**—The market remains firm. Hams are quoted at 13½c, shoulders 8½c, picnic hams 9c, breakfast bellies, 13½c, breakfast backs 11½c, long spice rolls 11½c, short rolls 10½c, and long dry clear 9c.

**Lard**—The market remains firm with pure lard in 50 lbs. \$5.20, 20 lb. pails \$2.15, 10 lb. pails in cases \$6.50, 3 lb. tins \$6.65, and 5 lb. tins \$6.60. Compound lard in 20 lb. pails \$1.75.

#### CARTAGE OF FRUIT.

**L**OCAL fruit dealers are evincing considerable interest in a prospective fruit regulation for the Toronto market. The upshot of such a regulation will be that retailers will have to do their own carting from the fruit markets. At the present time wholesalers undertake the responsibility of delivering fruit to their city customers.

The principal object in view of wholesale fruit dealers in suggesting the new cartage regulation is to bring about an early morning market which has always been much sought after by wholesaler and retailer alike. Under present conditions such a market is impossible. The wholesalers claim that they cannot supply all or even the majority of their customers with supplies early in the day, when they have to guarantee the delivery of goods. They are not slow, however, to see the advantage of supplying their customers with crisp, fresh fruit and produce, so that it can be placed on show in ample time to catch

the morning marketer, and the disadvantage in a retailer being obliged to wait for supplies until the day is well advanced.

Apparently wholesale fruit dealers will have nothing to gain if the new regulations come into force, beyond sharing in the results which will undoubtedly accrue from a general improvement in trade. They claim that they will have to double their staff in order to be able to meet the demands of trade during the early hours of the day, whereas at present a much smaller staff is quite able to manage a day's business which is spread over eight or nine hours instead of three or four.

Meetings have already been held by Toronto wholesale merchants with a view to arriving at a solution of the question, but so far no definite plan has been formulated. Certain retailers express themselves as not being willing to do their own carting. As we shall soon be in the middle of the fruit season, it is unlikely that the present Summer will witness any change in the regulations in force at present. It has been thought advisable, however, to have deputations from the retail and wholesale dealers meet and try to overcome some of the existing difficulties.

#### HINTS TO BUYERS.

Contributors are requested to send news only not puff 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.

Dawson & Co., Toronto, have received a full car of Florida tomatoes direct from Southern Florida.

The Imperial Biscuit Co., Guelph, have an attractive proposition for a 10 cent Saturday candy special. A card would bring the price list.

Dawson & Co., Toronto, report the arrival of a car of Redland Beauty California navel oranges, also of a mixed car of California Beauty and Magnolia brands of navels, together with fifty half boxes of blood oranges, the latter of which are being offered at \$2.

Lucas, Steele & Bristol, Hamilton, report good business in figs resulting from fig ad. two weeks ago. See ad. to-day.

McWilliam & Everist, Toronto, report the arrival of an extra fine shipment of pineapples.

If looking for bargain in peaches see Lucas, Steele & Bristol's advertisement.

**THE WILSON COMMISSION CO., Limited**  
BRANDON, MAN.  
**Commission Brokers,  
Storage.**

Correspondence Solicited.  
If you have any snaps let us hear from you.

Grocerymen, the public meets  
you more than half way in  
your selling of

# Blue Ribbon Ceylon Tea

The Red Label—40c., worth fifty.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

OUR CAPACITY FOR THE MANUFACTURE OF THE CELEBRATED

## Jersey Cream Yeast Cakes

is 500 boxes per day—  
or 150,000 per year.

The sales in Canada amount to about 100,000 Boxes per year, so no  
one need suffer for the want of Yeast

JERSEY CREAM YEAST CAKES are without question the finest  
dry hop Yeast made in the world.

Buy, sell, use the only Yeast "on the Square"—Jersey Cream.

**Hamilton Yeast Co., Hamilton, Ont.**

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

**PERSONAL MENTION.**

Mr. Hopkins, senior member of the retail grocery firm of that name, St. John, is dead.

Baird & Peters, of St. John, N. B., landed three direct cargoes of Porto Rico molasses this week.

Anderson & Letteney, wholesale fish dealers, Digby, N.S., have dissolved partnership. Mr. H. Anderson will continue.

Mr. William Rankin of Halifax was introduced on 'Change, Montreal, by J. E. Hunsicker, one of the leading flour merchants.

Mr. S. A. McGaw, of Goderich, Ont., and Mr. Howard Holmes, London, Ont., were introduced on 'Change this week by Robert Meighen of the Lake of the Woods Milling Co.

Mr. W. H. Dunn, Montreal, has been appointed agent for Gillard & Co., London, for the Province of Quebec, and City of Ottawa. Mr. Dunn has a consignment of Gillard's Relish on the way.

A company to be known as Elliott, Marr & Co., Limited, has been incorporated under the Ontario Companies Act, to carry on the business of wholesale grocers at London. The share capital of the company is \$100,000.

The Telfer Bros. & Co., wholesale grocers of Collingwood, Ont., have just asked for tenders for the erection of a five storey brick and stone warehouse on Lombard street in the City of Winnipeg, which will greatly add to the appearance of the wholesale district.

On 'Change this week the following were introduced: B. Swenerton, of Halifax, introduced by Mr. S. Cookson; Mr. Alex. Miller, of Pembroke, Ont., by J. E. Hunsicker; H. M. Weston, of Minneapolis, by Mr. John Corbett, of the C.P.R.

Mr. Chas. W. Gillett, only son of the late Mr. E. W. Gillett, was in Toronto last week, and while here was elected to succeed his father as president of E. W. Gillett Co., Limited. Mr. Gillett was accompanied by Mrs. Gillett and it is understood they enjoyed their visit to Toronto very much.

Mr. Frank Britton, representing Imperial Extract Co., (Shirriffs), Toronto, was a visitor to the trade in Montreal this week. Mr. Britton was on his way home from the Maritime Provinces, where he reports he had very successful trade. An interesting line he carried was a new style jar of shredded marmalade. The quality of the goods and the general appearance of the package should make it a profitable line for the trade to handle.

Mr. John Turnbull, general manager of the Nasmith Co., Limited, Toronto, was a caller at our Montreal office on

Tuesday last. Mr. Turnbull is making a business trip to New York and Philadelphia. Interviewed as to business he stated that every department of works was running to its fullest capacity. "Permits have been taken out for our new factory on Sherbourne street, and when completed this building will permit of our doing full justice to the demands of the trade, as situated at present. While our capacity is very great we are very much handicapped."

**BRANCHING OUT.**

A representative of The Grocer while in Dundas this week was shown through the works of the Dominion Canister Co. by the secretary-treasurer, Mr. W. E. Woodruff, and witnessed with interest the various processes in the making of a canister. Mr. Woodruff reports that the season is opening very satisfactorily and with their increased capacity a good year's business is anticipated. The company are opening a branch in Victoria, B.C.

**NEW CANNING COMPANY.**

The Dominion Canning Company, Limited, has been incorporated at Toronto, with a share capital of \$100,000 to carry on the business of manufacturing and of purchasing, selling and otherwise dealing in all kinds of canned goods. The provisional directors are P. A. Barry, W. H. Millman, W. J. L. McKay, A. D. Ellis, and J. Montgomery, all of Toronto.

**LOBSTERS.**

A novel method of shipping lobsters has been inaugurated with some little success by Maritime dealers. The difficulty of transporting live lobsters and the further inability of many prospective consumers to properly cook them, has occasioned the experiment of boiling them before shipping, carefully packed in ice. Results are reported as very satisfactory. It may interest retailers to know that lobsters should be boiled till red (about 20 minutes) in salt water.

**FLOOD DANGER OVER.**

All danger of a flood in Montreal is over now. The wharves are practically clear of ice and water, and the harbor is alive with tugs and small steamers which are busily engaged pushing ice out to the current of the main river where it may be carried down. No serious losses were sustained by the large commission houses whose cellars were threatened all last week.

**FLAWS IN THE TREATY.**

Before ratification a flaw has been found in the Anglo-French treaty. The Newfoundland herring fisheries are threatened provided the second clause in the treaty is enforced. This clause states that the British and French must cease fishing on October 20 each year. It simply means that the condition would be worse than before for the Newfoundland fishermen. For six months in the year there would be no fishing at all. It would prevent herring fishing in the Bay of Islands and Bonne Bay. These are vital issues enough but then there is the possibility of trouble with United States and Great Britain, as the American nation secured a right to fish there by a ratified treaty as far back as 1818. It is understood that the Newfoundland Government will not guarantee to ratify the treaty until these points are adjusted.

The paper and stationery houses suffered severely in the Toronto fire, Douglass & Ratcliffe alone escaping the general disaster.

**BOUGHT A CREAMERY.**

The insolvency of a large creamery in St. John's, Que., has led to the purchase of it Mr. A. J. Bryce, Montreal, at the cost of \$12,000. Mr. Bryce is one of the best known and reputable produce merchants in Montreal and this creamery will no doubt profit by the change.

**HAMILTON GROCERS MEET.**

At the regular monthly meeting of the Hamilton Retail Grocers' Association last week, the sum of \$100 was voted to the free department of the National Sanitarium Association, Gravenhurst, Ont. The members of the association were also addressed by Captain T. N. Lester on the subject of Fire Insurance.

**PURE SPICES.**

F. H. Leggett & Co., New York, invite attention to their announcement of pure Saigon cinnamon in bbls. and drums. They also make special prices on white and black whole pepper. Look up this firm's advertisement.

The Grocer extends sympathy to E. W. Gillett Company, Toronto, the only wholesale firm directly interested in the grocery trade whose plant was totally destroyed in the conflagration of April 19. Although the Gillett firm are badly crippled the announcement that they have a duplicate set of machinery in another building, and will be enabled to turn out goods within a reasonable time, is welcomed by their numerous friends.

# 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.

## WHERE CONDITIONS ARE A HANDICAP.

**T**HE following letter voices a condition of affairs met with everywhere in Canada; namely, a merchant who is willing to do newspaper advertising, but who has no newspaper in which to advertise.

Maple, April 8, 1904.

Advertising Department,  
Canadian Grocer.

Dear Sir,—I enclose copy of "dodger" for your criticism. I am aware that you do not approve very much of this class of advertising, but our business is

## BRIGHTEN UP!

Now is the time to brighten up your home. We have the stock to do it with and our prices are easy on your pocket.

<b>Wall-papers</b>	We have recently passed into stock the most up-to-date assortment of Wall-papers that we have ever handled; prices from 3 cents to 15 cents per roll.
	We also have for your inspection, samples of high-grade Wall-papers, orders from which will be promptly filled by us.
<b>Wall-colors</b>	Sixteen shades to select from. One p'k'g will cover 500 square ft. and cost you 25c. The quality is "Sherwin Williams" quality; that's one of the reasons that it sells so easily.
<b>Paints</b>	Our paint trade for the past year was more than double that of any other year. We are aiming higher for 1904. If you have anything to paint from a flower pot to a house, it will pay you to use the "Sherwin Williams" paint. Full stock just received and we positively guarantee every can to give perfect satisfaction.
<b>Specials</b>	Aluminum Paint, for stoves and metal surfaces, 25c. tin. Furniture Varnish—cover up your scratched furniture, 10c. and 15c. tin. Furniture Polish—make your furniture look new, 25c. per tin. Gold Paint, for brightening up gilt surfaces, 20c. per p'k'g. Paint Brushes from 5c. to 45c. each. White-wash Brushes from 20c. to \$1.25 each.

Brighten Up. Do it now.

**H. C. BAILEY,**

MAPLE, April 8, 1904. TELEPHONE STORE.

done in a small village without the medium of any local newspaper; our nearest printer is four miles away and then he has only a limited assortment of type, etc, so that we are handicapped in getting proper display for even a "dodger."

There are in Canada to-day thousands of storekeepers in small villages and hamlets similarly situated as we are, and when we have not got a local paper, we find the "dodger" the next best medium of regularly reaching the homes of our customers.

We try to send them at least once a month, use good paper (when procurable) and whenever possible we mail it to "The Lady of the House."

Yours truly,

H. C. BAILEY.

This letter recalls another received two or three months ago from a firm of merchants in one of the territories of the Northwest, who stated that there was no local newspaper covering the section of country from which they drew trade. This firm sends out hand-written circular letters, reproduced by a neostyle mimeograph, or other duplicating device, using the mail service as a means of distribution.

In such communities, with such conditions the circular and "dodger" are certainly commendable. The object aimed at is likely to be secured—the securing of interested attention. This comes about because of the personal quality of the advertisement. In a large town or city, where the houses are deluged with circulars of all sorts, this form of advertising is weak, but in places where the distribution is comparatively rare, and where every merchant is likely to be known personally by almost everybody reading the circular or handbill, the effect is of quite another sort. The "story" is read by a larger percentage of the community, is read leisurely, attentively, and with an answering interest. In the large town or city, such an advertisement would be merely glanced at, to be immediately consigned to destruction in the great majority of cases. What may be good advertising one place is not necessarily good advertising another place.

So much for my opinion as to the value of this form of advertising. Something remains to be said, however, con-

cerning the preparation of the circular. Mr. Bailey uses a printed handbill 6x9; Messrs. Brown & Black, in a town in Assiniboia, use, as has already been remarked, duplicated handwritten letters. This latter style can be very good or

## BRIGHTEN UP!

Now—when the Winter has gone. Your home needs brightening—Paper and Paint will help. May we not help, too?

### Wall Papers

1904 patterns are exceedingly pretty. It is really wonderful what a newness, freshness, the new patterns show. One can buy paper—a really good paper—sufficient for the orinary room for as low as 75c. border included.

Prices per roll range from 3c. to 15c. For higher priced papers, we are prepared with sample books and can fill orders promptly.

### Wall Colors

Many people prefer to paint their walls—and there is much to say in favor of paint—ease of putting on; walls can be washed; economy, etc. Twenty-five cents will buy paint enough for a big room.

16 shades. Sherwin-Williams Paints. Everybody knows and trusts "S-W-P." brand.

### Paints

Paint saves everything painted. Paint improves the looks of things. Barns, sheds, houses, implements, interiors, floors, and what not. Use paint. It saves its cost in life prolonged.

Full stock of Sherwin-Williams Paint on hand. Every can guaranteed by the makers and ourselves. Since selling "S-W-P" paints, our paint trade has grown enormously. Last year it was just double that of our previous best year.

Brighten Up "Do it now."

**H. C. BAILEY** - Telephone Store

Maple, Ontario.  
Spring 1904.

very bad—it depends upon the excellence of the handwriting and upon the clearness of the duplicate copies. In the case of Brown & Black, the handwriting was good—simple, small and neat. I have had two examples of their work. The first one received was altogether good; the second, I am sorry to say, was far from good—the writing was so faint as to require a very dili-

gent effort to make it out. A good idea is often marred in its execution.

To leave a good impression, a sense of pleasure, of satisfaction, the workmanship must be good; if it be otherwise, criticism is provoked, and disfavor. So much really good work of an advertising sort is being sent into the homes of people nowadays, that the public is quick to perceive the defects of poor work. With regard to Mr. Bailey's circular it is very fair. The paper is of superior quality—better far than most of the handbills one sees; the ink is good, and the "lay-out" or arrangement simple and readable. Possibly had this "dodger" been printed in a larger office, with a wider range of type at its command, something better would have been produced, yet as it stands it is a creditable piece of work.

The "matter" of the circular is perhaps more open to criticism. "Brighten up!" is good. Its double meaning is not objectionable. "Now is the time, etc." is not so good. In the first place the style is a little hackneyed, and in the second place the argument contained in "We have the stock—poeket" is neither strong nor convincing. In the sections devoted to wall papers, wall colors, and paints, the attempt is not so much to stimulate desire, to persuade, as to give information, of more interest to the advertiser than to the desired customer. This is a common failing with many advertisers—the tendency to tell their story from their point of view, telling of things of interest to them, rather than from the customer's point of view. For example, I do not suppose that a single buyer of paints cares a five-cent piece about the increase of Mr. Bailey's trade for 1903. I grant that it is a fact of value, but I do not think it constitutes in the manner in which it is stated, a compelling reason for buying paints from Mr. Bailey. The same fact differently presented can be made more pointed, more influential, but the appeal or argument must be from the reader's point of view rather than from the advertiser's. The section devoted to "Specials" is good. It is short, suggestive and there are no waste words. Prices are quoted, and prices are invariably interesting. The firm name is not displayed with sufficient strength. It would have been better from the view points of good advertising and of "balance" or symmetry for "H. C. Bailey, Telephone Store," to have been extended across the full width of the sheet.

I am re-writing this handbill to sug-

gest a different treatment and at the same time endeavoring to strengthen it.

**TORONTO RETAIL GROCERS' ANNOUNCEMENT.**

On Wednesday afternoon April 27 at 2 o'clock, the Toronto Retail Grocers' Association will inspect the factory of

**CANNED GOODS FROM NORWAY.**

Producers of high class canned goods abroad are awakening to the growing importance of the Canadian market. Messrs. Bickle & Greening, of Hamilton, the other day showed a representative of The Canadian Grocer a line of samples just received from Chr. Bjelland

**Sterling Price per 112 lbs. Converted at 10 per cent. Exchange, into Cents and Mills Currency per lb.**

S.	and	3d	6d.	9d.	S.	and	3d.	6d.	9d.
1s	.2182	.2727	.3272	.3817	51s	11.13	11.19	11.24	11.30
2s	.4364	.4909	.5454	.5999	52s	11.35	11.41	11.46	11.52
3s	.6546	.7091	.7636	.8181	53s	11.57	11.63	11.68	11.74
4s	.8728	.9273	.9818	1.04	54s	11.79	11.85	11.90	11.96
5s	1.09	1.14	1.20	1.25	55s	12.01	12.07	12.12	12.18
6s	1.31	1.36	1.42	1.47	56s	12.23	12.29	12.34	12.40
7s	1.53	1.58	1.64	1.69	57s	12.45	12.50	12.55	12.61
8s	1.75	1.80	1.86	1.91	58s	12.66	12.72	12.77	12.83
9s	1.96	2.01	2.07	2.12	59s	12.88	12.94	12.99	13.05
10s	2.18	2.23	2.29	2.34	60s	13.10	13.16	13.21	13.27
11s	2.40	2.45	2.51	2.56	61s	13.32	13.38	13.43	13.49
12s	2.62	2.67	2.73	2.78	62s	13.54	13.60	13.65	13.71
13s	2.84	2.89	2.95	3.00	63s	13.75	13.81	13.86	13.92
14s	3.05	3.10	3.16	3.21	64s	13.97	14.03	14.08	14.14
15s	3.27	3.32	3.38	3.43	65s	14.19	14.25	14.30	14.36
16s	3.49	3.54	3.60	3.65	66s	14.41	14.47	14.52	14.58
17s	3.71	3.76	3.82	3.87	67s	14.63	14.69	14.74	14.80
18s	3.93	3.98	4.04	4.09	68s	14.85	14.91	14.96	15.01
19s	4.15	4.20	4.26	4.31	69s	15.06	15.12	15.17	15.23
20s	4.37	4.42	4.48	4.53	70s	15.28	15.34	15.39	15.45
21s	4.58	4.63	4.69	4.74	71s	15.50	15.56	15.61	15.67
22s	4.80	4.85	4.91	4.96	72s	15.71	15.77	15.82	15.88
23s	5.02	5.07	5.13	5.18	73s	15.93	15.99	16.04	16.10
24s	5.24	5.29	5.35	5.40	74s	16.15	16.21	16.26	16.32
25s	5.46	5.51	5.57	5.62	75s	16.37	16.43	16.48	16.53
26s	5.67	5.72	5.78	5.83	76s	16.59	16.65	16.70	16.75
27s	5.89	5.94	6.00	6.05	77s	16.80	16.86	16.91	16.97
28s	6.11	6.16	6.22	6.27	78s	17.02	17.08	17.13	17.19
29s	6.33	6.38	6.44	6.49	79s	17.24	17.30	17.35	17.41
30s	6.54	6.59	6.65	6.70	80s	17.46	17.51	17.57	17.62
31s	6.76	6.81	6.87	6.92	81s	17.68	17.73	17.79	17.84
32s	6.98	7.03	7.09	7.14	82s	17.90	17.95	18.01	18.06
33s	7.20	7.25	7.31	7.36	83s	18.11	18.17	18.22	18.28
34s	7.42	7.47	7.53	7.58	84s	18.33	18.39	18.44	18.50
35s	7.64	7.69	7.75	7.80	85s	18.55	18.60	18.66	18.71
36s	7.86	7.91	7.97	8.02	86s	18.77	18.82	18.88	18.93
37s	8.08	8.13	8.19	8.24	87s	18.99	19.04	19.10	19.15
38s	8.30	8.35	8.41	8.46	88s	19.20	19.26	19.31	19.37
39s	8.51	8.56	8.62	8.67	89s	19.42	19.48	19.53	19.59
40s	8.73	8.78	8.84	8.89	90s	19.64	19.70	19.75	19.80
41s	8.95	9.00	9.06	9.11	91s	19.86	19.91	19.97	20.02
42s	9.17	9.22	9.28	9.33	92s	20.08	20.13	20.19	20.24
43s	9.38	9.43	9.49	9.54	93s	20.30	20.35	20.41	20.46
44s	9.60	9.65	9.71	9.76	94s	20.51	20.57	20.62	20.68
45s	9.82	9.87	9.93	9.98	95s	20.73	20.79	20.84	20.90
46s	10.04	10.09	10.15	10.20	96s	20.95	21.00	21.06	21.11
47s	10.26	10.31	10.37	10.42	97s	21.17	21.22	21.28	21.33
48s	10.48	10.53	10.59	10.64	98s	21.39	21.44	21.50	21.55
49s	10.69	10.75	10.81	10.86	99s	21.90	21.66	21.72	21.77
50s	10.91	10.97	11.02	11.08	100s	21.82	21.88	21.93	21.99

**Comparison of French and English Measures.**

1 kilog = 2.2 pounds.  
 100 " = 220 "  
 45.35 " = 100 "  
 50.782 " = 1 cwt.  
 1015 " = 1 ton.

1 litre = 1.75 pints.  
 4.54 " = 1 Imp. gal  
 100 " = 22 "

1 franc = 19.3 cents.  
 5 " = \$1.00.  
 25.20 " = £1.

Christie, Brown & Company. This will be the second visit to be paid to leading manufacturing institutions by the Toronto association, the last having been to the Weston Model Bakery. All members of the association are cordially invited to be present on this occasion.

& Co., Stavanger, Norway, which for the first time were being offered to the Canadian wholesale trade. The goods include sardines in oil, anchovies and fish in a multitude of ways, meats and game. The packages are very attractive in appearance and Mr. Greening says the contents are quite equal to the promise.



When a  
Grocer  
Sells his  
Customers

## Clark's Lunch Tongue

he gives them the Best  
Obtainable and Perfect  
Satisfaction.

### NEW STEAMSHIP LINE.

HOW much trade might be done by a steamship service direct with Italy remains to be seen. Such a line is likely to be started shortly. At least so said Mr. Lawrence Contecin, son of the Hon. Louis Contecin, chevalier of the crown of Italy and founder of the Italian Society of Immigration in New York, who was in Montreal this week. He was there in connection with business interests in citrous fruits, his firm having large consignments of the 12,000 boxes of lemons now en route to Montreal from the Mediterranean. In this fruit matter he explained that a regular service would dissipate the annual glut in the fruit market caused by the first arrival of three or more big cargoes all at once. This, he thought, could be adjusted by a regular service so that the quality of all the fruit would be better.

The movement for the steamship service was instigated by a large Italian company having 120 boats. Further he hoped that the Dominion Government would grant a subsidy and that they would go further and grant a preferential duty on Italian goods, such as Italian wines, olive oil, nuts, brine, and other products in exchange for an Italian

# "MONTSERRAT"

## LIME FRUIT JUICE

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

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto



## CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-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

<p>This design a guarantee of quality.</p>	<p><b>WATERPROOF WRAPPING PAPER</b></p> <p>For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.</p>
	<p><b>CANADA PAPER CO.</b></p> <p>SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL</p>

preference on coal, flour, lumber, wood pulp, petroleum, agricultural implements and other products that Canada exported to Italy.

Three Italian immigration commissioners are now on their way to the Canadian Northwest to select desirable wheat lands for the immigrants from Italy expected to come out this year.

### FORESTRY PLANTATION.

The Ontario Agricultural College, Guelph, is branching out in every department of agricultural education. Some thirty thousand seedlings will be planted, principally Norway spruce,

white pine, white ash, basswood and sugar maple. These young trees will be ready for distribution among the farmers in the Spring of 1905 and 1906.

### EXPORT FIRM FAILS.

A winding-up order has been applied for in the case of the Canadian Export Company, Toronto, insolvent. This company was incorporated in October, 1902, to act as purchasing agent on a commission basis for houses in South Africa, Australia and Great Britain, and to conduct a general commission business in Canadian manufactured goods.

# Window and Interior Displays

Timely Hints  
and Suggestions

## The Window an Advertisement.

**T**HE merchant who does not pay attention to the possibilities offered him in his window space shows a carelessness and a lack of thought that tell strongly against efficiency in any other department of his business. It is hard to see how he can be up-to-date in anything if he is so short-sighted as to neglect his show window.

Is it possible that he fails to see the strong advertisement a well arranged display can give him? How can he be so dense as to fail to grasp the fact that

a daily newspaper with an actual circulation of 4,800, 100 square inches (not square feet) would cost approximately \$10 per day, and in this space you can put only cuts of the articles themselves, and as a rule the cuts but imperfectly represent those articles. Now your window space presents a surface 144 times as great as your \$10 newspaper space, has a depth in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape and everything, and, furthermore, they are seen at the entrance to your store, inside of which a salesman stands

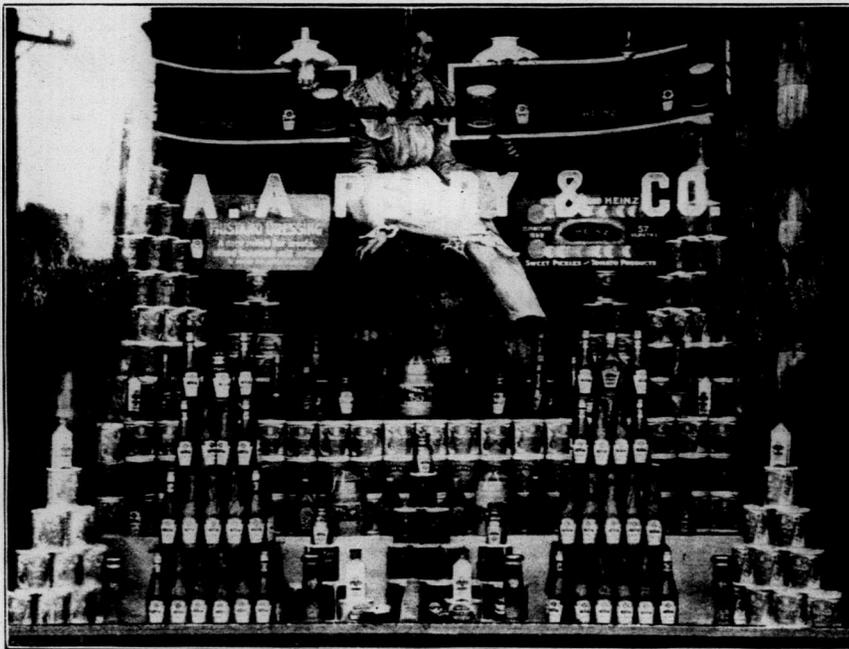
arrangement, which is the only style possible where a great range of goods is carried in the grocery stock. The display is made up entirely of Heinz's goods—pickles, catsups, soups, etc.,—and was displayed by A. A. Perry & Company, Westmount, Montreal.

The method of display shown here is sometimes done to death by merchants whose ideas go no further than the simplest forms of stacking. The arrangement of the bottles and tins illustrated is effective, however, and, contrary to the average window built on the same principle, shows considerable care and intelligence. Stacked goods, as has been said, form the basis of a great many arrangements which fail utterly in their purpose. Many of them require little thought, a small amount of time, and mean no expense in fixtures and trimmings. The result is a succession of them that surfeits the spectator and makes him pass without a look. Still they have their place, and interspersed with other styles form a pleasing variety and a good advertisement.

The stacking here is not of the ordinary kind and the number of different shapes of packages afford great opportunity of departing from the monotony of symmetrical and similar stacks. The foundation is evidently of soup tins. On the top of this at the sides are high stacks of tinned goods and a general arrangement of bottles. At the front are other stacks of canned and bottled goods, the latter making a pleasant variety. The outside decorations are sheaves of grain and a large central advertisement supplied by the Heinz people.

## CANALS OPEN MAY 2.

The Welland canal will not open until May 2nd. A report to that effect signed by Mr. Schreiber, based on a report of the chief engineer of the Department of Marine and Fisheries, was posted in the board of trade hall on Monday. It was stated that owing to the lateness of the ice removal it was impossible to guarantee an opening of the canals before that date.



Shown by A. A. Perry & Co., Montreal.

his displays may reach a great many people?

A Cincinnati paper says in this connection: "To appreciate the value of window display you should do a little figuring. How many people pass your store in a day? If the average is 10 a minute, in the eight busiest hours of the day 4,800 people would pass your window. This number, 4,800, represents what in newspaper parlance is called 'daily circulation.' Now, your show window occupies, say, 100 square feet surface, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In

ready to give additional information and exercise his ability in making a sale. This window space is yours every day and all day, it presents wonderful possibilities as an advertising medium, and it's up to you to get those possibilities out of it. If newspaper space properly used is worth its cost (and we are firmly convinced it is) how important it is that so valuable an advertising medium as the show window should not be neglected."

## This Week's Illustration.

In the window illustrated this week is shown a good example of the stacking

# The Roof

## Gets the Worst of it

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

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

### Eastlake

### Steel

### Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE  
**Metallic Roofing Co., Limited**

TORONTO, MONTREAL, WINNIPEG.

## Merchants Who Buy Hides

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

**CARROLL S. PAGE, - HYDE PARK, VT.**

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

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

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

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

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

"I Want Brock's."

Poor Bird Seed, poor  
bird seed business.  
Good seed, good busi-  
ness.

SELL BROCK'S.

**NICHOLSON & BROCK, - TORONTO**

## TRAPPISTS IN JAPAN.

TO a province like Quebec, where the per centage of the population is French Canadian, there is a natural strong respect and interest in affairs that have a bearing on the Roman Catholic church. When the church or those connected with it become concerned with trade, interest in commerce attaches. Near Montreal are the busy self-sacrificing Catholics known to the trade for their famous Trappist cheese and butter. They are monks who during their probationary studies devote spare time to cultivating the soil, perfecting the animal breeding and advancing the general welfare of the farm. Their life and character may be dealt with later as they are a mine of interest and their products have an enormous sale in Quebec. In fact the purity and excellence of their cheese and butter has never been surpassed for the prices charged. However, it is interesting to find from a Japanese traveller that away off in the Far East in a comparatively remote corner of the country, the Trappists make butter and cheese. In fact he declared that at Tobetsu near Hakodate there was a monastery and, there, in the neighborhood the most delicious butter was produced by the Trappists on their farms. At Tokio it brought big prices.

## POTATO ALCOHOL

The use of potato alcohol to furnish light, heat and motive power has been developed rapidly and to a very high degree in Germany. Germany produces about 55,000,000 tons of potatoes a year, and uses for human food, stock food and starch only about 35,000,000 tons. The remainder is converted into alcohol, and used as a power generator for both land and water motors, and for cooking, heating and lighting. The alcohol vapour is burned like gas in chandeliers and street lamps, and gives a very bright light. In districts distant from mines it is cheaper than coal.

## U. S. BEET SUGAR.

Similar difficulties to those which have confronted the beet sugar industry in certain parts of Ontario, have overtaken the same industry in certain sections of the United States. A refinery at Binghamton, N. Y., is to be moved to the State of Idaho, because it has been found difficult to persuade farmers in the vicinity to raise sufficient supplies of beets.

## 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.

### SITUATIONS VACANT.

**WANTED — BAKER** — Good all-round bread baker; state wages required. H. S. Ruby, Midland. (f)

### SITUATIONS WANTED.

**WANTED**—Position as grocery, fruit or confectionery salesman; would go West; capable of taking charge; willing to go on road; strictly temperate; highest references; age 31. Address Box 122, CANADIAN GROCER, Toronto. (17)

**WANTED**—Situation as assistant miller, good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. (f)

### BUSINESS CHANCES.

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

**FOR SALE**—Roller flour mill and woollen mill. The executors of Sarah Harrison's estate will receive offers until May 3, 1904, for Harrison's flour and woollen mill property. The flour mill has four double set Cochrane rolls; the woollen mill is a one-set mill; water-power used the larger portion of the year; steam used if necessary; situate in the central part of the town; to be sold to wind up the estate; inspection invited. For particulars apply to A. D. Creasor, executor of the Harrison Estate, or R. W. Evans, Solicitor, Owen Sound. (f)

**GOOD** paying grocery business in large Western Ontario manufacturing town for immediate sale. Stock and fixtures about two thousand. Stock clean, well bought. Corner store and swell stand. Last year's business sixteen thousand. Owner going west. Balfour & Co., wholesale grocers, Hamilton. (17)

### AGENT WANTED.

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

### Reliable Goods Pay to Handle.

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

**JOHN G. HARVEY,**

Manufacturing Chemist, Todmorden, Ont.

## I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER,** 172 North American Bldg., Philadelphia.

**IT IS A GREAT MISTAKE**

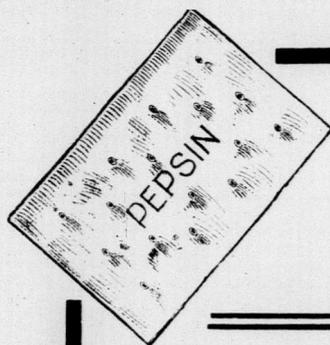
to suppose that only the Wealthy can enjoy

**VAN HOUTEN'S COCOA**

It is the **Cheapest** in use, because a little goes a long way.  
It is not only **Pure**. It is also **Delicious**.

**ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.**

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



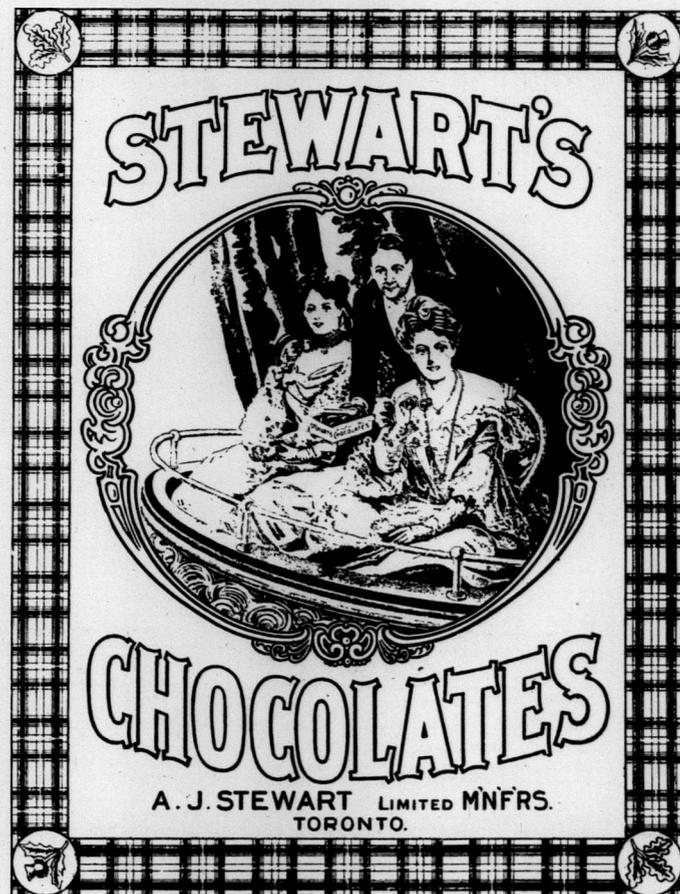
**The Biscuit  
that sells.**

"Pepsin" Sodas are sellers from the word "go." The name excites curiosity—the package is attractive—and the biscuits are above ordinary. Besides, you realize a larger profit because we are not in the combine.

Ever try "**METROPOLITAN MIXED**" at 8 cents per pound? One store sold three boxes first day.

Write us for price list for a 10-cent Saturday Candy Special.

The  
**IMPERIAL BISCUIT CO., Limited**  
Guelph, Ont.



If you want the Best we have it.

A trial order will convince you.

**THE CANADA BISCUIT CO., LIMITED**

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

**King and Bathurst Streets, TORONTO.**

**FODDER SHIPMENTS FROM VICTORIA.**

It may interest Canadian exporters of agricultural products to know that very large shipments of fodder are being regularly made at Melbourne for South African ports. The brand which is in the greatest demand is that supplied by a company who claim to subject their fodder to a patent process of moist heating, by which means it is said it will keep for any length of time.

Shipment is made in hydraulically pressed bales of about 112 lbs. each, steel hooped, and covered with coarse hessian. The fodder is composed of a mixture of oaten hay, bran and oats. The pressure to which the various ingredients are subjected requires considerable force to loosen the materials of which the fodder is composed. Some ordinarily prepared compressed fodder is also exported, but is not popular with shippers, owing to the fact that the slightest moisture causes the swelling of the oaten hay and the consequent bursting of the bales.

**A NEW IDEA IN MARMALADE.**

The Imperial Extract Co (Shirriff's) Toronto, have placed on the market a style of marmalade jar that should commend itself to the grocery trade. It is a small "individual" glass and contains sufficient shredded marmalade for one person. This package should sell freely to restaurants, clubs, hotels, dining cars, boats, camps, etc., and can be sold profitably at 5c. a glass. Its use does away with the serving of different people with the same spoon. It is a decidedly good idea and those of the trade who have not seen it yet can no doubt secure a sample by addressing the company and mentioning The Canadian Grocer.

**THE SCOTCHMAN'S OATMEAL.**

The following story, told in a daily paper, is worth repeating:

An old Scotchman while visiting this country and travelling on the Grand Trunk Railway got into conversation with an American. The latter asked him what he thought of America. He replied, "Weel, it's a verra big country and the folks are a verra nice, but they are a' too busy makin' and talkin' about dollars to ha' much pleasure in this world." He continued: "There is one thing I notice the folk here have learned from Scotland, and that is that oat-

meal is a grand article of food for man as weel as beast. But I don't know wha learned them to take sugar wi' it, to defile their stomachs and rot their teeth." The American asked him what the Scotch took with their oatmeal. "Weel," said the Scotchman, "when we're short of sweet milk or buttermilk we tak' a wee drop whusky."

**LIQUOR ADULTERATION.**

A BULLETIN has been published by the Inland Revenue Department showing the results of an analysis of liquors sold in Canada. Ninety-one samples of rye whiskey were examined, twenty-four of Scotch whisky, two of Irish whisky, twenty-seven of gin, twelve of rum and thirty of brandy. The analyst, Mr. McGill, reports that he found no deleterious substances in any of these samples. Search was made for alkaloids in all whisky samples having less than seventy-five per cent. proof strength, but none were discovered. The liquors most tampered with in this way are those most in demand, rye and malt whisky and gin. Except in the case of gin and brandy the results show a decided improvement in the quality of these spirits in the last twelve years. Gin shows a noteworthy falling off in strength.

**WINNIPEG BUSINESS CHANGES.**

CAMERON, GORDON & CO., wholesale commission agents, of Winnipeg, have changed partners, and the firm from the first of this month will be known as Price, Chambers & Co. The change is very slight except in name, as Mr. Price bought out Mr. Cameron a year ago, and has been a partner with Mr. Gordon ever since, and Mr. Chambers has recently purchased the interest of Mr. Gordon. Mr. Chambers has been connected with the firm for the last ten months. The new firm are still to be found in the Odd-fellows Block and are always open to receive communications of firms who are interested in the Western Canada markets.

**INDUSTRY FOR HAMILTON.**

Hamilton has secured another industry, which, though at present only of modest size, yet bids fair to blossom into something more important. A. C. Shaw & Co., formerly of Orangeville, have secured a portion of the premises of the Kerr & Coombes' factory at the corner of Queen and Peters streets, and will can all kinds of fancy syrups.

If you, for example, were to begin the manufacture of Soda Biscuits, could you not equip a plant equal to the finest in the land? and buy the finest flour? But could you make an article equal to

**PERFECTION CREAM SODAS?**

It takes more than machinery and materials—it takes human skill. We have the best bakers in the country.

3-lb. cards or tins.

**THE Mooney Biscuit & Candy Company**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG and HAMILTON  
Manitoba and Ontario

STRONG DURABLE LIGHT



POROUS AND CHEAP

**Sell Flower Pots**

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

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

TELEPHONE { MAIN 1257  
" 4675

**Wm. McCann  
Milling Co.**

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.

**John MacKay**

Limited  
Successors to John MacKay, deceased  
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent  
process), SPLIT PEAS, BUCKWHEAT  
FLOUR, Etc., CHOP of all kinds BY  
CAR LOAD.

**Caledonia Mills,  
BOWMANVILLE, ONT.**

Correspondence solicited.

**REFRIGERATORS.**



Fit up your store with  
a Eureka Refrigerator  
and you will have a  
refrigerator that will  
dry wet matches.

Write for our cata-  
logue, guarantee test  
and testimonials which  
are free.

**Eureka  
Refrigerator Co.**

Wilbert Hooley, Manager.  
54 Noble St., TORONTO  
Phone Park 513.

This cut represents No. 13.

**New Crop Maple Syrup and Sugar**

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots.  
Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

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

**ADVERTISERS:  
IT IS YOUR  
BUSINESS.**

The Annual Spring and Export  
Number of **The Grocer** is to be issued  
May 20th. You have in this number an  
unexcelled chance to make your appeal  
for greater business—domestic and export.

**ORDER SPACE NOW.  
SEND "COPY" EARLY.**

It is your business interests that we  
emphasize

**The Canadian Grocer**  
Montreal Toronto Winnipeg

**GREIG'S**

WHITE SWAN

**Barley Crisps**

Thin, flaky and light—the very  
choicest form in which Barley  
can be offered.

Can be used for a great variety  
of tasty dishes.

Makes an ideal food for infants  
and persons of weak digestion.

Put up in attractive packages,  
3 dozen in a case.

**THIS LINE IS A WINNER.**

**The ROBERT GREIG CO., Limited**  
WHITE SWAN MILLS,  
TORONTO

**G  
Ge  
Gel  
Gel-O**

The new dessert. A jelly powder.  
Made by a firm of gelatine  
specialists.

Send for sample.

**THE CANADIAN GELATINE CO.**

528-530 Front St. W.,

**TORONTO, CANADA.**

**COWAN'S**

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

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

Are the standard goods for purity and excellence.

Manufacturers

**THE COWAN CO., Limited**

**TORONTO**

An  
Irresistibly  
Delicious  
Confection



Gives  
Eating  
Chocolate  
a New  
Meaning

MADE IN VEVA, SWITZERLAND—FOR EATING ONLY.

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

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



**Mott's  
Diamond Chocolate**

made in and known throughout  
Canada as the standard eating  
Chocolate, is unequalled as a steady  
and profitable seller.

**"Elite"**

Cooking Chocolate, in ¼-lb. blocks,  
at 30c. per pound, is a saleable  
size at an attractive price.

Try a box when next ordering  
goods from your jobber.

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

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

**EAGLE  
BAKING  
POWDER**

—does not cost you too much  
—and pays you a good profit.  
—Why not try a sample order?

(See prices in Current Market Quotations)

**J. H. MAIDEN**

Selling Agent

**MONTREAL.**

## Fresh and Cured Fish

### Requirements of Salmon Industry.

IN his report for 1903, the fisheries commissioner of British Columbia attributes the small run of salmon in the Fraser River during the past season to the excessive fishing and the consequent absence of fish upon the spawning grounds. The greatest movement of the sockeye seeking entrance to the Fraser passes through the American channels of Puget Sound. With no limitation on the United States side as to the taking of sockeye in those waters, all, or most all, of the fish which attempted to pass through those channels were captured by trap, purse or drag nets. On the Canadian side, an excessive number of gill nets were used.

After showing the advantage of hatcheries over the natural methods of spawning, the commissioner advises the construction of hatcheries at the head of Lillooet Lake, at or near the mouth of Owl Creek, on Birkenhead River, and on Oweekayno Lake, at Rivers Inlet, as well as the enlargement of the Skeena River hatchery.

With proper protection in both provincial and American waters, and an annual plant of 100,000,000 of fry in the Fraser, an average yearly run of salmon to that stream would be insured in time which would approximate in number the year of the present big run. The establishment outlined means an initial cost of \$50,000, and an annual expenditure of \$35,000.

### Branding Fish.

A MONTREAL fish dealer has stated that it would be a good thing if Canadian members of Parliament would urge the Government to take some action regarding the branding of fish, especially canned salmon. In the United States there is a bill just now before the Senate to prevent the misbranding of salmon. The dealer declared that there was ample room for such action in Canada, as it was notorious that fish, inferior to the poorest brand of salmon, have been branded and sold as the best salmon, etc. This same misbranding applies to all fish and, in a country like Canada, famed for its reliability in trade, it would be beneficial both to the consumer and to the producers to have such a law.

Present advices from the lake fisheries show that they will not open up for about ten days, so that customers can only be supplied by Winter caught fish.

### Lobster Fishing in Nova Scotia.

A petition is being circulated among the residents of the eastern shore of Halifax County, N.S., requesting the Dominion Government not to enact the law permitting only licensed packers to ship live lobsters from the Dominion of Canada, which is likely to be introduced at the approaching session of Parliament. The petitioners claim that a large number of fishermen along the eastern shore of Halifax County have been in the habit of shipping lobsters to Boston, New York and elsewhere on their own account, and that the proposed legislation will be injurious to their individual trading.

### Further U. S. Legislation.

The Ohio Legislature has before it at the present time an amended game and fish law, the important feature of which is a closed season extending from November 1 to March 1, during which all net fishing in Lake Erie shall be prohibited. This will be the first time an Ohio law has provided for a closed season in Lake Erie, but it is recommended by the State Fish and Game Commission as absolutely necessary for the preservation of the fish during spawning periods. Further restrictions are to be placed on the localities for fishing. There will also be definite regulations regarding the size of fish which may be taken with nets.

### B. C. Cannery Operations.

The British Columbia Packers' Association will operate seventeen canneries this season, according to the Pacific Fisherman. This reduces the number of plants rather more than one-half, it having originally taken over forty-one canneries. The plants to be operated, however, are the very best, supplied with the most modern equipment and in the choicest locations, so that their total capacity will not be materially reduced. The association will this year pursue a policy of retrenchment in all depart-

ments. Last season a large pack was anticipated, and heavy stocks of materials laid in, and as the runs of fish did not materialize they have carried over sufficient supplies to do for this season. No new canneries will be built and no improvements of importance made.

### Operations Against Carp.

The Department of Fisheries of Ontario is making an effort to destroy the carp in Ontario waters, because of the ravages committed by them among other more valuable members of the finny tribes. To that end permits to fish for carp have been granted to the Toronto and Big Creek Fishing Company, the St. Clair Flats Fishing Company, the Turkey Point Fishing Company and the Longue Point Fishing Company. It is stipulated that the fishing must be done under the supervision of a responsible officer of the several companies.

### Fishing Laws for Lake Champlain.

The Senate of the State of New York has passed a concurrent resolution for the appointment of a committee of two senators and two assemblymen to confer with the Vermont authorities and those of the Canadian Province of Ontario as to uniform fishing laws for Lake Champlain.

### Fish Notes.

A fish ladder is being put in at the Quesnel dam, British Columbia, by the Provincial Government.

J. H. Todd & Sons, Victoria, one of the largest canning firms in British Columbia, will next month commence the construction of fish traps on the southern coast of Vancouver Island in preparation for the coming salmon fishing season.

Lake Superior fishermen are petitioning the Ontario and Dominion Governments against the proposed alterations in the fishery laws. They object particularly to the size of whitefish and trout being increased and to the establishment of a close season for herring on the lake.

The Government are about to appoint a commission to investigate the Georgian Bay fisheries, the particular object being to enquire into the vexed questions of pound nets, submerged trap-nets, seines and gill nets. The commission will probably also investigate and report upon the extension of the close season in the fall, as suggested by the Provincial Fisheries Department.

# ESCAPED

from the Japs, one carload of "Salad" Brand choice Pink Salmon; while it lasts we will sell at **\$3.50** net per case of 4 dozen tins.

## DRINKING

comes cheap when you buy your teas from us. We have a few too many on hand and we mean to sell them. We are going to knock them down in price all at once. Look at these bargains and send for samples.

Indian Green Pekoes, 14 to 15 cents.	Indian Pekoe (Black), 14½ cents
Ceylon " Pekoe, 16 "	" Orange Pekoe, 17 "
" " Orange Pekoe, 18 "	and a " Special" in an Indian Green at 12c.

## SELECTED RAISINS

London Standard . . . . . **5¾ cts.**

## DRESDEN SUGAR

We can give interesting prices to carload buyers. Will send you samples and prices on application. They are **new** sugars and quality is fine.

## SALT

If you haven't had a case of LeRoy 3 doz. cartons, 3-lbs. each, order one now. It will pay you well. Everybody repeats when once ordered. Price, **\$2.40** per case; freight paid on 5 cases at **\$2.50**.

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# CANADA BROKERAGE CO., Limited

**9 Front St. East, TORONTO.**

PHONES { 2282 } MAIN  
                  { 870 }

McWILLIAM  
**Mc. AND E.**  
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25-27 Church St., - TORONTO

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**When we say  
we ripen  
Pines**

We mean we ripen them in an entirely different manner than anybody else—they're not cracked or dried up—we don't spoil the outside in ripening the inside—the natural flavor and appearance is fully retained—we have, without doubt, the only practical **Artificial Ripening Process** in America.

If you would make money in handling pines, buy properly ripened stock (that's ours). You can buy them this week by mentioning the "GROCER," at \$3.50 per case.

18s. 24s. 30s.

The

**DAWSON** Commission  
Co., Limited

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

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

**WE BUY**

**BRIGHT DRIED APPLES.  
HIGHEST MARKET PRICES.**

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

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

**TWO SNAPS.**

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

You can make no mistake in ordering bananas now

**HUSBAND** Bros. &  
Co.

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

## GREEN FRUITS

### Money in Orchards.

**P.** J. CAREY, Dominion Fruit Inspector, was in Toronto last week on his return from the western counties, where he has been engaged for the last month attending a series of Fruit Institute meetings.

Mr. Carey reports that in many sections farmers display a great lack of interest in the care of their orchards, due largely to the fact that the present unsatisfactory system of marketing the fruit gives but little encouragement to the orchardist, yet a new interest has been awakened by the movement now on foot to promote the better handling of the fruit when ready for shipment. The "central packing house" system of co-operative shipping is being adopted in many localities, and "power spraying," as introduced in the County of Oxford last season by the Fruit Division of the Department of Agriculture, Ottawa, is now a live question. Local associations are purchasing outfits, and the work of spraying the trees will be performed by competent men for the members.

Another thing that tends to stimulate fruit growing is the fact that while last season's crop was an enormous one, the fruit found a ready market at high prices. The European markets took some 3,500,000 barrels, while the Northwest took large quantities. There is no danger of overproduction, providing the fruit is of good quality and properly and honestly packed.

### Advice to Apple Growers.

**A** LOCAL apple exporter gives the expert of apples to Great Britain: following timely advice on the "Packers should only put up one grade of apples, the very best, and the greatest possible care should be taken in packing in order to guard against slack. The use of paper pads for the tops and bottoms of the barrels is to be highly recommended for this purpose. In about 2,000 of the barrels shipped by one Canadian firm to Great Britain during the past season these pads were used, the balance of their consignments going in the ordinary way, and the difference

in the condition of the apples in the barrels in which the pads were used afforded ample proof of the importance of the use of paper pads. Shipments in small lots, say a car or two at a time are also recommended. Sometimes a shipment of 2,000 or 3,000 barrels will cause a temporary glut in even the largest markets in Britain and on occasions of this kind the system of large shipments tends to create a condition of uncertainty that prompts commission men to sell apples at sacrifice prices.

"Newtown Pippins, Golden Russets, Greenings and Baldwins are the best apples to ship to Great Britain. Spies are a little too delicate to stand the journey and it is very difficult to land them in the British markets in good condition."

### Oranges Are Rotting.

Advices from Los Angeles state that the orange growers of Southern California are facing a condition of affairs which to many of them will prove ruinous. Throughout the great orange belt fruit is rotting on the trees. Men conversant with the situation say that it will be utterly impossible to market the crop. Representatives of the California Fruit Agency state that the severe eastern Winter is responsible. They also say that the railroad companies have failed to supply cars for transporting the fruit.

### Fruit for Montreal.

**I**NSIDE a couple of weeks it is likely that the docks at Montreal, now so dangerously flooded and flecked with huge chunks of ice, will be packed with one or two of the largest cargoes of oranges and lemons yet seen. The first boat from the Mediterranean sailed a week ago from Sorrento and as she has several calls to make on the voyage, she may not reach Montreal before the first week in May. On board there are 69,135 packages of fruit, 37,985 of which were shipped from Sorrento and 31,150 from Messina. Last season and the season before the Fremona was the first ocean steamer to reach Montreal. She is usually caught in the ice in the Gulf and her reports are graphic and interesting.

**Australian Dried Fruits for Canada.**

IN the way of rendering assistance towards building up reciprocal trade between Canada and Australia some sample cases of Australian dried fruits were recently forwarded to Vancouver. These fruits are grown at Mildura, Victoria. The Mildura Fruit Growers' Association are hopeful of securing an opening for their fruits at Vancouver, and possibly as far east as Calgary, or perhaps Winnipeg. The various qualities of raisins, known as "Brown Lexias, Extra Brown Lexias, and Golden Lexias," grown at Mildura, command a large sale throughout Australia. The growers look forward to the benefit of a preferential tariff in Canada at no distant date.

**Snow Kept Apples.**

Samples of local apples have been received, says the Acton Free Press, which have lain in an orchard all Winter, and are in prime condition. Snow came before the packers arrived, and the apples were covered temporarily with straw. Owing to heavy snow storms which followed, the apples were left outside until a few days ago, when they were discovered perfectly preserved and untouched by the frost.

**Bad Winter for Fruit.**

W. T. Macoum, horticulturist of the experimental farm, Ottawa, confirms the reports of the disastrous effects of the recent severe Winter on the fruit crop for 1904. Mr. Macoum states that fruit trees from points in the Province of Quebec, as far west as Leamington, Ont., have been affected.

**About Cured Fruit.**

An American contemporary has the following interesting information about cured fruit: A car of cured fruit will weigh about 30,800 pounds, while if the fruit is fresh—that is, green—it will weigh 24,000 pounds. Pears are packed in 50 pound boxes, requiring 480 boxes to make a carload. It takes 1,117 boxes of peaches for a car, as this fruit is packed in 21½ pound boxes, plums and prunes being placed in 26 pound crates, 924 of them making a minimum carload. Apricots and grapes are figured at 25 pounds to the crate. Of oranges it takes 362 boxes to make a car and 312 boxes of lemons.

**Apples From Orillia.**

The fruit division, Ottawa, received on April 11 from C. L. Stephens, of Orillia, a basket of very fine Salome apples. These had been stored in a cel-

**PINEAPPLES**

Havannas, well ripened, in crates, sweet and luscious, a ready seller—20s, \$3.75 crate; 18s and 24s, \$4.00 crate.

**TOMATOES**

Another car 462 crates Florida Fancy Tomatoes received. Extra Fancy, 30-lbs. net, \$3.00. Extra Choice, \$2.75 crate—ripe and as good as hothouse.

If you are handling fruit (and it will pay you to do so) you will find it to your best interests to deal with us.

**WHITE & CO.,** Direct Importers  
Fruit and Produce.

64 FRONT ST. EAST,  
TORONTO.

PHONE Main 4106.  
Private Branch Exchange connecting all departments.

**When You Want**

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

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

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

lar all Winter, but are still in perfect condition, although the Salome is generally considered an early Winter apple. Their handsome appearance and excellent condition in the month of April are highly creditable to the Orillia district as an apple growing section.

**Foreign Lemon Agreement.**

If reports from Italy are true that an agreement has been reached between importers of lemons and steamship companies, under which the latter will not speculate in lemons and the former will limit cargoes to 25,000 boxes, says an American exchange, two important points have been gained in the rehabilitation of the lemon business in this country. The next thing to be done is to stop the division of shipments, concentrating them all in this country, and the business will once more resume normal conditions.

**Prefers Canada.**

A prominent fruit dealer in Paris, France, writes the fruit division, Ottawa, that "in years like 1903, when French fruits were scarce, the amount of business done between France and California was very large, and that this trade might have been done as well with Canada, the sympathy being greater between France and Canada."

**Provincial Orchards.**

The Committee on Supply of the New Brunswick Legislature now in session have been discussing the question of the

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

27 St. Sacrament Street,  
MONTREAL.

Tel. Main 778.

Government planting of orchards. The proposal is to plant an orchard of two acres in each county. The farmer will prepare the soil, while the Government instructor will set out the orchard. The former will be required to sign a bond to keep his orchard in a proper state of cultivation for ten years. The object of the Government is to foster the fruit-growing industry in New Brunswick.

**OFFICE AT WINNIPEG.**

Owing to the large and increasing business to and from the Old Country, some of the largest and strongest Atlantic steamship lines, including the Dominion, American, White Star, Red Star, Atlantic Transport and the Leyland, now realize the necessity of having a general western office. Mr. Wm. McLeod, who has been connected with the passenger business of Winnipeg for a great many years has been appointed general agent for Western Canada to represent these lines. His office will be at 210 Portage avenue.

**NEWFOUNDLAND.**

**R**ECENT advices from Newfoundland represent the condition of affairs in that colony as extremely satisfactory and flourishing. The general industries of the country have almost doubled in every branch during the past fifteen years, while the import and export trade have almost doubled. New industries are springing into existence and being prospected with marvelous rapidity, among which is an extensive cold storage system for the preservation and preparation of fresh fish for the foreign markets. The company have engaged to erect or establish a system of cold storage plants for that purpose between St. John's and Port-aux-Basques, on the southwest coast, as well as at such other points as may be agreed upon, capable of shipping at least 100 tons and of freezing daily at least thirty tons of fresh fish. The company will also undertake the storage and preservation of a bait supply for service of the fishery.

The total foreign trade of the colony has increased within the last five years (1897-8 to 1902-3) from \$10,406,677 to \$13,305,965. During the same period the revenue increased from \$1,511,188 to \$2,328,044. The general result is that the total exports of the province have increased from \$5,326,933 in 1897-8, to \$9,975,864 in 1902-3—that is, they have nearly doubled in that short period.

**JAPANESE TEA OUSTED IN RUSSIA.**

**O**F late years Japanese tea has gradually been ousted from the Russian market by the Chinese article, says the Japan Times. This is, of course, partly due to a heavy duty on Japanese tea in Siberia, from which Chinese tea is exempted within certain limits on the boundary between that region and Manchuria. According to the report of the Bureau of Commerce and Industry in the Department of Agriculture and Commerce, however, the failure of Japanese tea in Russian dominions is to be traced in the following three causes: (1) That its quality does not suit the taste of Russian consumers; (2) that it is so imperfectly packed as to be utterly unfit for transportation to distant countries; (3) that the plan pursued in trying to find new markets is defective. Though Japanese black tea is now fairly good in quality, it cannot yet equal the Chinese product, while brick tea from Japan is almost out of the question. As already intimated, the defective condition of the packages is often the cause of much inconvenience while passing through the Russian customs. Lastly, almost all the attempts to develop Japanese tea trade with Russian

dominions have proved so far a failure, the only success attained being in the retail line, which has steadily developed.

**CANADIAN EXPORT TRADE.**

Mr. Bruce, general merchant of Aberdeen, Scotland, has been in St. John, N. B., within the past fortnight looking into the possibilities of increasing the exportation of goods from Canada to South Africa and Great Britain. With this end in view Mr. Bruce will look over the Maritime Provinces and endeavor to persuade eastern farmers to do more in the production of live stock for shipment. Later he expects to go west to agitate the raising of more live stock for the export trade.

**BROOM CORN TRUST.**

The forming of a gigantic broom corn trust by which the entire crop of brush in Illinois as well as other states will be controlled, is occasioning considerable interest across the line at the present time. It is not known definitely what effect the combination will exert on the planting and cultivation of broom corn in the United States. Everything depends on what prices prevail for the crop of this year.

**BET SUGAR IN IRELAND.**

Encouraged by the success of experiments in sugar beet culture carried on in England during the last four or five years, Irish capitalists have completed arrangements for the purchase of a large tract of land in the Emerald Isle which will be given up to sugar beet growing. It is interesting to note that the quality of beet grown in England in 1903 was pronounced superior in every way to the German grown product.

**TRADE IN NEW ZEALAND.**

**A**CCORDING to the latest report money is hardening a little owing to advance in interest offered by Government savings banks, but trade in New Zealand continues to be good and increasing. The wheat promises a large yield, and the acreage is eighteen per cent. over that of the previous year. Oat prospects are not quite so good. The shipments of meat and butter were larger in 1903 than in 1902, while that of cheese was slightly less. The total imports of merchandise the last two years were: 1902, £10,945,171; 1903, £12,075,959.

There is strong complaint in New Zealand that British ships are carrying for-

eign goods at a lower rate than is charged on British. In some lines the figures are one pound two shillings per ton on foreign as against one pound seventeen shillings and sixpence on British. In these lines the difference in freight is about equivalent to the preferential duty. Unless closely watched, Canadian trade may be affected by similar discriminating freight rates. Minimum freight rates are the foundation of a successful export business.

**PETERBORO' SUGAR COMPANY.**

The proposal of D. A. Gordon, president of the Wallaceburg Sugar Company, to complete the Peterboro' Sugar Company's plant has been accepted by the municipal authorities on condition that the ratepayers of Peterboro', to whom the question will be submitted on May 5, approve of the scheme.

**CHAIR OF POULTRY.**

**A**MONG other interesting items of news from the State of Missouri, U.S., comes the announcement that a chair of poultry has been established in the University of Missouri. The study of poultry raising has been put on an equal plane with studies in other academic departments, and full instructions in the breeding and handling of domestic fowls and the production of eggs will be given.

The reasons for extending the course are due to the increasing importance of the poultry industry, and the remarkable interest manifested at the university last year, when the study was first introduced. Records show that it proved to be the most popular course ever offered at Missouri University. Another reason for the extension of the course is that the poultry business has become one of the leading industries in Missouri, the annual income from the same now being estimated at over \$10,000,000.

**SOLUBLE TEA.**

A new commodity is being placed on the Australian market, known as soluble tea. It is in the form of a powder prepared by a patented process, and the particular advantages claimed for it are first, its concentrated form and consequent portability; second, its freedom from fatty acids which are often the cause of bitterness in leaf tea; and third, it is soluble in cold or hot water which obviates the necessity for boiling.

# Flett's

## PICKLE TRUTH

FLETT'S PICKLES are so remarkably fine flavored—so actually and honestly full of **quality**, that people who know what's what in the pickle line, are using Flett's, more and more.

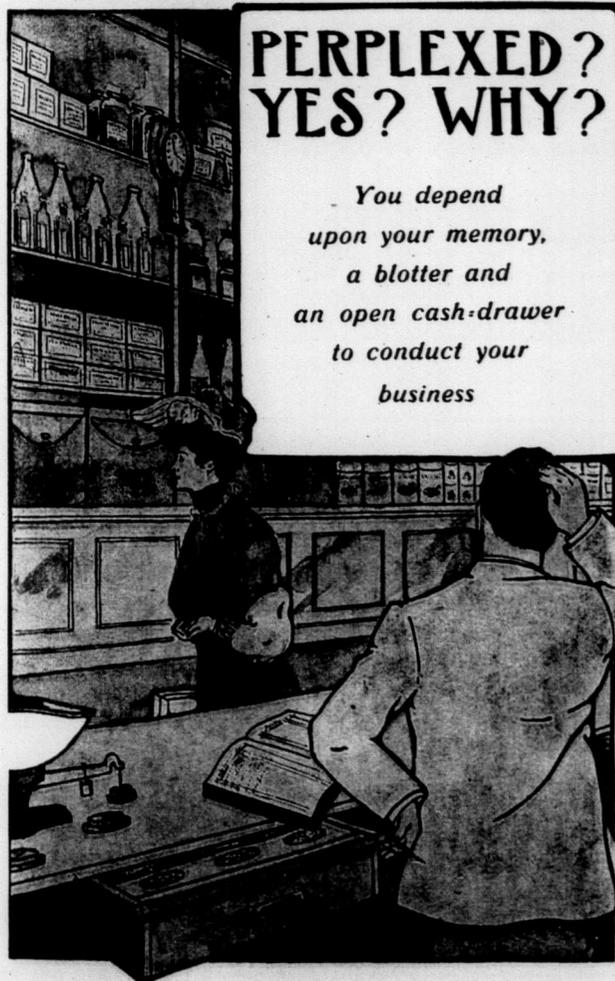
ROSE & LAFLAMME  
Agents, MONTREAL.

MIS

*Nonpareil Jellies.*

ARE NOTED FOR  
THEIR STRONG  
AND NATURAL  
FRESH FRUIT FLAVOUR

Agents,  
ROSE & LAFLAMME,  
MONTREAL.



**PERPLEXED?  
YES? WHY?**

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

## DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

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

**"Machinery makes no mistakes"**

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

**National Cash Register Co.**  
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

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

Name \_\_\_\_\_

Address \_\_\_\_\_

# FLOUR AND CEREAL FOODS

## More Flour Mills Needed in the West.

IT is doubtful if, in the general development of Western Canada, the milling industry has received due consideration, says the Winnipeg Free Press. In the growing prosperity of the country the fact has been overlooked that the first object of Canadians should be, not to rush the wheat into foreign lands, but to mill it into flour, and thus reserve to Canadian labor and Canadian capital the money spent in that necessary process. A recent shipment of flour for export from Kansas City consisted of four trains of 24 cars each. With Canadian flour in big demand in foreign markets, the uninitiated may wonder why export cargoes of these proportions are never taken from our shores. The explanation, of course, is that Canada has not, as yet, the necessary milling capacity to supply such quantities of flour. There is every reason to believe that if more Canadian capital were employed in erecting flour mills, a greater percentage of the amount of wheat that now goes to other countries would go in the shape of flour. The result would be a decided advantage from a Canadian standpoint, for it would give to Canadian workmen the money that must be spent somewhere to turn the wheat into flour.

The record of the large milling companies already existent in the Dominion shows that milling is exceptionally profitable in Canada; and Canadian enterprise and capital may be relied upon to develop this industry to its fullest capacity.

Other large milling companies will inevitably be called into existence by the obvious business opportunity which exists. A large mill is shortly to be built in Winnipeg with a daily output of 2,500 barrels; and there are well-founded reports that additional mills of large capacity are to be established in the near future on the Lake of the Woods, which as a milling centre is not unlikely to rival Minneapolis.

The building of immense flour mills in the interior of Canada will also have an important bearing on the fortunes of the new transcontinental railway. While

wheat lends itself easily to water and rail carriage, owing to its adaptability to transshipment, all-rail shipments are preferable for flour; and a national transcontinental railway with low rates, is expected to do a very considerable business in hauling flour for export from interior points to Canadian seaports. The higher the proportion of wheat turned into flour near the source of supply, the more all-rail freight business there will be for the new road, and the more trade there will be for Canadian seaports.

The building of large modern and fully equipped flour mills at points in Western Canada easily accessible from the sources of wheat supply would be a decided advantage to the country. The success of the present mills implies that new mills under capable management would also be financially profitable to their owners. The country would enjoy the advantage of having the work of transforming the raw material into the finished product done at home—a decided advantage when commercially feasible, as it is in this case. The valuable by-products would remain in the country.

Another advantage would be that a larger consumption of wheat for milling purposes would help to safeguard the wheat market against the speculative flurries which from time to time demoralize the Canadian grain trade.

## Canadian Flour in Norway.

SOME idea of the favor with which Canadian flour is looked upon in foreign countries can be had from a letter recently received by the Keewatin Flour Mills Co., from Christiania, Norway.

It is to the effect that Norway grows practically no wheat, which makes the comparative imports very considerable. In 1902 these amounted to 500,000 bags of 220 pounds each, and the consumption of wheat is steadily increasing. The bulk of this trade so far has gone to the United States milling concerns. Last season, however, the large Canadian milling companies, Ogilvie and Lake of

the Woods, commenced work in Norway, especially the former, with satisfactory results. Besides disposing of large quantities of flour they established a market for Canadian rolled oats. Other Canadian mills of lesser capacity have also tried to sell their flour there, but have been unable to compete with the larger mills. It is easily seen that there is ample room for effort on the part of Canadian mills to cultivate a large and profitable outlet in Europe.

## Manitoba Expects Bumper Crops.

It is estimated that no less than four million acres will be seeded in Manitoba this year. Experts are agreed that with favorable weather from now on 1904 will be a bumper crop year, as it is a remarkable fact that a hard Winter always means a better yield from grain crops.

## New Milling Company.

The success that has attended the operations of the large Canadian flour mills has induced the incorporation of a new company, to be called the Keewatin Flour Mills Company, with an authorized capital of \$2,000,000. It is said that a flour mill having a capacity of 3,000 barrels a day will be erected at Keewatin, and that elevators will be provided throughout Manitoba and the Territories. The company will in all probability manufacture exclusively from the grain products of northwestern Canada.

## U. S. Bill re Bran and Milling By-Products.

A bill which is now before the Congress of the United States proposes to allow American millers grinding imported wheat in bonded mills and exporting flour, to sell their bran and other by-products in the United States on payment of the duties that the bran and by-products would be liable to if imported. The millers of the Northwest States who grind Canadian wheat for export have trouble in disposing of the bran. As the law now stands they can either de-

THE

# Keewatin Flour Mills

## COMPANY, LIMITED.

- Incorporated by Letters Patent of the Dominion of Canada.

**Capital Authorized, \$2,000,000; Par Value per Share, \$100.**

**PROVISIONAL DIRECTORS:**

**JOHN MATHER**, Director The Bank of Ottawa, Ottawa.

**ANGUS W. FRASER, K.C.**, Ottawa.

**ROBERT M. COX**, Lumber Merchant, Ottawa, and London, Eng.

**EDWIN C. WHITNEY**, President St. Anthony Lumber Company, Whitney.

**DAVID L. MATHER**, Lumberman, Rat Portage.

**Hon. JAMES D. MCGREGOR**, Vice-President Nova Scotia Steel Company, New Glasgow, N.S.

**R. L. BORDON, K.C.**, Director The Bank of Nova Scotia, Halifax.

**GEO. BURN**, Gen. Mgr. The Bank of Ottawa, Ottawa.

**Hon. E. H. BRONSON**, Pres. Bronson Co., Ottawa.

**JOHN COATES**, M. Inst. C.E., of John Coates & Co., of London, England, and Melbourne, Australia.

**BANKERS:**

The Bank of Ottawa and The Bank of Nova Scotia.

**SOLICITORS:**

Perkins, Fraser, Burbidge & Gibson, Ottawa.

This Company has been formed for the purpose of carrying on a general flour milling business.

It is proposed to acquire a water power situated at Keewatin, on the main line of the Canadian Pacific Railway, 129 miles east of Winnipeg and 4 miles west of Rat Portage, with about 18 acres of land fronting on the railway. This water power, it is estimated, is capable of being developed to the extent of at least 5,000 h.p., and is a permanent, never-failing power, having the Lake of the Woods, about 3,000 miles in area, for a mill pond.

The Company intends to erect a flour mill at Keewatin with a capacity of 3,000 barrels per day, so designed as to be capable of being extended as future requirements may demand. Large storage capacities at the mill and elevators throughout Manitoba and the Northwest Territories, will also be provided.

Manitoba and the Northwest are already recognized as the coming granary of the Empire, and the unequalled reputation of the flour made from "Manitoba No. 1 Hard Wheat" must ensure an increasing demand for it in the markets of the world.

The Company proposes to manufacture exclusively from the grain products of Manitoba and the Northwest Territories.

**MANAGEMENT**—It is the intention of the Directors to secure men of the highest experience for the management of the various Departments.

**PROFITS**—The great success achieved and large profits shown by leading Companies engaged in manufacturing flour from Manitoba wheat, indicate that under proper management, and with the advantage of economical power, this new enterprise offers an excellent opportunity for investment.

It is proposed to organize the Company on a strictly cash basis, with a present issue of \$1,000,000 stock. A large amount of this has already been taken, and the remainder is now offered for subscription. It is not the intention to issue bonds or preferred stock.

Application will be made in due course to have the stock of the Company listed on the Montreal and Toronto Stock Exchanges.

As far as possible stock will be allotted pro rata in case the amount is over-subscribed, but right is reserved to allot small amounts in full, or to decline any application.

**TERMS**—20 per cent. of the par value on application, and the balance in calls not exceeding 10 per cent. per month, as the Directors may determine.

Forms of application for stock may be obtained and subscriptions made at the offices of The Bank of Ottawa and The Bank of Nova Scotia throughout Canada.

Subscription lists will be open on 14th April, and closed on 22nd day of April, 1904.

stroy it or export it. In theory they can ship it abroad as readily as they can ship flour, but in practice they cannot do so. The value of the bran is not sufficient to leave much profit after paying freight, and the bran is liable to great deterioration in shipment. If, therefore, United States millers engaged in this trade are to be able to compete with their flour in European markets on even terms with Canadian millers they must have some means of disposing of their by-products at an advantage.

**Big Profits in Canada.**

SOME idea of the very large profits made in the milling business in Canada, when well managed, is given by a reference to the returns submitted by two of the largest concerns in that line. In one case when the prospectus was issued a couple of years ago the average net earnings for seven years were shown to be \$284,293, or over 14 per cent. on a capital of \$2,000,000. The following year they appear to have

earned over \$300,000, and a comparison of the last two balance sheets shows that last year they claimed earnings of about \$650,000. Another large milling company has been equally successful in proportion to its capacity. On an original capital of \$500,000 they paid handsome dividends for years and increased their reserve until it reached \$1,000,000, when they paid a 20 per cent. dividend and divided the reserve by paying a stock dividend. This establishment has since been sold it is understood at a

large advance, over \$1,500,000, and continues to prosper. From these figures it looks as if there was money in a good-sized, well managed milling business.

#### U. S. Flour in South Africa.

A SHORT time ago one of the largest shipments of flour for export on record was made from the Kehler Flour Mills Company's Rex mill at Kansas City, Mo. It consisted of four trains of 20 cars each. That should at once bring home to Canadians the fact, that, although there is such a marked demand abroad for Canadian flour, Canada is not able to supply that demand. The question arises, why? Because she has not the milling capacity. There is every reason to believe that if more Canadian capital was employed in erecting water-power flour mills, a great percentage of the amount of wheat that now goes to other countries would go in the shape of flour. The result would be a decided advantage from a Canadian standpoint, for it would give to Canadian workmen the money that must be spent somewhere to turn the wheat into flour. The record of the large milling companies of the Dominion shows that this industry is exceptionally profitable in Canada.

#### Seedsmen Complain.

Prominent Canadian seedsmen are complaining in regard to the proposed Government bill for regulating the sale of seeds, that it is theoretical but not practicable, and have suggested a number of amendments. The necessity for the Act has risen owing to the discovery of a large quantity of inferior seed on the market against which purchasers must be protected.

#### Cereal Notes.

The Ogilvie Milling Company have purchased additional property at the corner of Dock street and North Wharf, St. John, N.B., which they intend transforming into a modern office building.

The Empire Elevator Company are reported to have closed a contract with a Minneapolis firm for the erection this season of a terminal elevator at Fort William with a capacity of one and three-quarter million bushels.

According to the Winnipeg Free Press the Northern Elevator Company, Winnipeg, have issued a writ against the Lake Huron-Manitoba Milling Company, Goderich, claiming \$10,000 damages for the wrongful conversion of 10,000 bushels of wheat, which they say was consigned to the defendants, to be held to the order of plaintiffs, but was conveyed to the defendants' own use.



## Going! Going!!

Next week it will be

## Gone!!!

Your last chance to get the free packages with a bill of "FORCE" is to order of your jobber before May 1st.

5 packages free in 2 cases.  
18 packages free in 5 cases.

Summer is coming and the \$500,000.00 worth of newspaper and magazine advertising we're putting out in the United States and Canada will create a greater demand than ever before for "FORCE," the best of all the Cold Flaked Foods.

Stock up now for the hot-weather trade.

This is positively the last "deal" we shall ever offer, either to jobber or retailer on "FORCE."

Fixed prices from now on.

THE "FORCE" FOOD CO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.  
**W. G. PATRICK & CO.,**  
 AGENTS AND IMPORTERS,  
 29 Melinda St., - TORONTO

**W. G. A. LAMBE & CO.**  
 TORONTO.  
 Grocery Brokers and  
 Agents.  
 Established 1885

QUEBEC, P.Q.  
**J. P. THOMAS**  
 GENERAL AGENT AND  
 COMMISSION MERCHANT,  
 25 ST. PETER STREET.  
 QUEBEC.

VICTORIA, B.C.  
**TRADE with the ORIENT**  
 We maintain Mr. A. R. TUFTS, at Kobe, in the interests of Canadian manufacturers and shippers. Write us for information if you are interested in Japanese, Chinese or Australian trade.  
**R. W. CLARK & CO., Brokers, VICTORIA, B.C.**

CALGARY.  
**CALGARY**  
 is now the great Western  
**WHOLESALE and DISTRIBUTING CENTRE.**  
 Consign your goods to us. We will Reship and Distribute them for you.  
 Our large track Warehouse where you can place your goods on Storage is also at your disposal.  
 Increase your trade.  
**Appoint us your Representatives.**  
 We are in direct touch with all the Wholesalers from Winnipeg to the Coast.  
 Correspondence Solicited.  
**NICHOLSON, BAIN & JOHNSTON**  
 Wholesale Commission Merchants and Brokers.  
 CALGARY, ALBERTA.

VANCOUVER, B.C.  
**C. Gardiner Johnson & Co.,**  
 VANCOUVER, B. C.  
 Importers of...  
**Skinner's Queensland Turtle Soup.**  
 Sole Agents for Canada.  
 Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.  
**Dingle & Stewart**  
 WINNIPEG, - - CANADA.  
 COMMISSION BROKERS.  
 Excellent Storage Accomodation.  
 Consign Your Cars to Us.

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

**EASTERN MANUFACTURERS -AND- SHIPPERS.**  
 All EYES are turned on  
**MANITOBA AND THE WEST.**  
**WE**  
 Represent some of the leading houses in  
**CANADA and the U.S.**  
 INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
 Wholesale Commission Merchants and Brokers.

BRANDON.  
**To Manufacturers' Agents**  
 THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.  
 Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.  
 Address, BUSINESS MANAGER,  
**CANADIAN GROCER,**  
 Montreal and Toronto.



**When an Apple Drops**

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.  
 And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression. Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

**The Canadian Grocer**

Montreal and Toronto.



Grant -05-

Dept. of Advertising Service

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Tobacco Leaves.

THE first Europeans who saw tobacco smoked were two men whom Columbus dispatched on an embassy immediately after the discovery of the Island of Cuba. The names of these envoys, worthy of memory by the smoker, were Rodrigo de Jerez and Luis de Jerez and Luis de Torres, the latter a Christianized Jew of special proficiency in Arabic and Hebrew. Six days were allowed to these two worthies in which to accomplish their mission, but after penetrating inland for some twelve leagues and stopping at a village of a thousand inhabitants they rejoined Columbus on November 6th, 1492, and recounted the several wonders which had fallen under their notice.

It was on their way back to the Spanish caravels, accompanied by three natives, that they first saw smoking practised. Several of the aborigines were making use of dried tobacco leaves which they formed into a long roll, lighted and put in their mouths, swallowing and puffing out the smoke. These primitive and gigantic cigars the natives called tobacos, a name since transferred from its original application to the plant itself.

### Cigarmakers Ask for More Wages.

At a meeting of the Cigarmakers' Union, Hamilton, on April 13, the wage scale was discussed, and it was decided to ask for an increase of \$1 per thousand for the manufacture of cigars, dating from May 1.

### Apprentice Deserting.

A LAW concerning apprentices in the cigar trade was emphasized in the Montreal courts the other day. Two young men were sentenced to a fine of \$5 each and costs, for deserting their employer at a time before their apprenticeship was completed. They were used as examples to try to check an evil which has become rampant. The average apprentice in the cigar making trade is quite accomplished after three years of training and thus is anxious to earn money in keeping with his abilities and not to hang on at apprentices' salary

for another year; the compass of the trade-learning period being four years. Desertions have been frequent and often to the loss of the employer, as the efficiency of the latter years was the only compensation available for the first weak years.

### Tobacco and the Cold.

THERE has been a marked shrinkage in the output of cigars and manufactured tobacco in the United States so far this calendar year, as compared with the corresponding period last year, says an American exchange. The falling off in the demand for these products is not confined to sections, but is general throughout the country. The reason is the unusual cold weather, which "acted as an embargo on smoking extensively in the open air." There was an increase, however, in the demand for "short smokes," such as cigarettes and small cigars, which, according to authorities on the subject, are in popular favor for indoor smoking.

It is stated that the falling off in the output of cigars in the entire country for January amounted to 36,114,493 in

a total production of 468,275,713, against a total production of 504,390,206 in January, 1903. The output of manufactured tobacco decreased 4,345,640 in a total output of 19,878,402 pounds, which compares with a total output of 24,224,051 pounds for January, 1903. The production of snuff, which aggregated 1,577,165 pounds, decreased 234,491 as compared with the corresponding month in 1903. The output of cigarettes and little cigars showed substantial increases, amounting to 26,619,104 and 12,217,730 respectively.

## Old Chum

**CUT PLUG  
SMOKING  
TOBACCO**

satisfies the most exacting  
customers.

Sold By All Leading Wholesale Houses

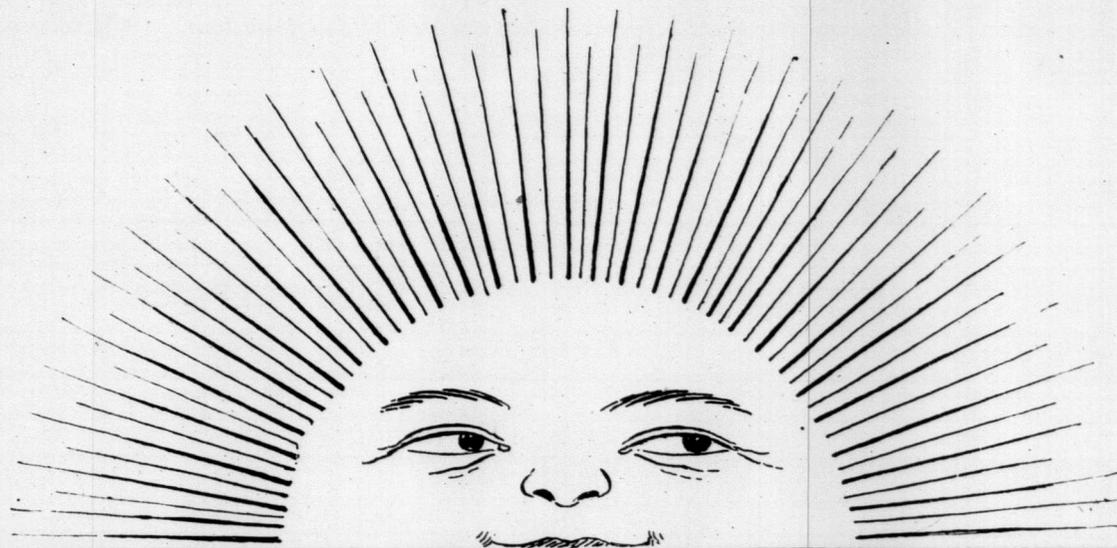
# CURRENCY

## Plug Chewing Tobacco

is a

## Quick Seller.

Handled by all Leading Wholesale Houses.



**DOES THE SUN SHINE ON A BETTER OFFER?**

Here's our standing offer to the grocery trade of Canada :

*We will send 1,000 Cigars, assorted as desired, and prepay the express charges, on usual terms. If at the end of three months the grocer has any stock left and wishes for his money back, we shall take back the unsold goods allowing invoice price.*

We always advise that **PEBBLE** in a **5-cent** cigar and **PHARAOH** in a **10-cent** cigar should constitute a portion of the order.

**J. BRUCE PAYNE, Limited, Mfrs., - Granby, Que.**



The Wise Sell **T. & B.**

It gives satisfaction.  
 It holds trade.  
 It attracts new trade.  
 It is profitable to handle.  
**10-cent size is best.**

**GEO. E. TUCKETT & SON CO., Limited, HAMILTON.**

Easy money in pipes  
—if you have pipes  
that are right in style  
and price.

We sell you 72 pipes (6 dozen), for \$13.00, an average of 18 cents per pipe. These pipes are worth from 25c. to \$1.00 each, retail—say an average of 38c. 20c. profit on 72 pipes is \$14.40, over 100 per cent.

We pay express.  
No risk—return if not satisfactory.

**W. B. REID & CO.,**  
Wholesale Tobacconists,  
58 YONGE ST., TORONTO.



The Erie Tobacco Company  
WINDSOR, ONTARIO.

THE GROCER'S FAVORITE.

The  
**RONTO**  
5c. Cigar.

There must be some reason for the large increase in the sale of this Cigar.

**T. J. Horrocks,**  
Manufacturer,  
176 KING ST. EAST, TORONTO.

# The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

## 300 days in a year

### BRANDS

#### Smoking—

Tonka,  
Solid Comfort,  
Pinchin's  
Hand-Made.

#### Chewing—

British Navy,  
King's Navy,  
Beaver,  
Apricot.

UNION MADE

in which you sell Tobacco. Some tobaccos pay practically no profit. That is, you work 300 days to enrich a manufacturer who doesn't enrich you.

We go on another principle. Our tobaccos pay a profit to *you*—the grocer. You don't work 300 days a year for nothing if you sell our tobaccos.

**McAlpin Consumers Tobacco Co.,**  
LIMITED,  
TORONTO.

**Japanese Monopoly Bill Amended.**

**D**ESPATCHES from Japan state that the monopoly bill, which proposes to form a Government monopoly of the tobacco business in that country, has been amended in such a manner that the total sales for the past three years of all cigarette and tobacco factories will be considered as the basis on which payment will be made on account of good will. It was proposed heretofore to give a sum equal to the profits for the past three years only. The bill will undoubtedly pass in its present form.

The regulations governing the Japanese tobacco trade are as follows:

Leaf tobacco is sold by the Government according to fixed prices, but when necessary it may be sold at auction.

Nobody except a manufacturer or dealer can buy or receive any leaf tobacco. An exception is made to leaf tobacco bought as samples under permission of the officers authorized.

No manufacturers can make use of any material other than tobacco in manufacturing, nor can a dealer buy or sell any material other than tobacco with the object of supplying it for manufacture of tobacco.

Any manufacturer or dealer who has any leaf tobacco placed in warehouses outside of his establishment shall send a report, countersigned by the proprietor of such warehouses, to the local monopoly office, indicating the location of warehouses and quantity of each of different kinds of leaf tobacco, this report to be repeated whenever the places of storage are changed.

Manufacturers and dealers must keep books, and enter therein particulars of all business transactions to be submitted to the examination of the proper officers, who will visit them from time to time.

Any leaf tobacco not sold by the Government, if found in possession of any manufacturer or dealer, will be collected by the Government, whomsoever it may belong to, and remuneration will be paid at the proper rate.

The Government can inspect warehouses or any place of storage of tobacco belonging to anyone whatever, and the officers authorized can enter any place where tobacco is kept, or supposed to be kept, and take necessary measures for proper supervision. If in course of transmission it can be examined on the spot, wherever it may be.

With regard to the effect of this monopoly upon the tobacco growing industry

of the Japanese empire, in the interest of which it was adopted, United States Consul Lyon, of Kobe, Japan, in his last annual report makes the following interesting statement:

From January 1 to August 15, 1899, there existed a duty of 35 per cent. on leaf tobacco; and from the latter date the Japanese Government has monopolized the import. While the 35 per cent. duty was in force, and in anticipation of the exclusive importation by the Japanese Government, there was imported by merchants and manufacturers an enormous quantity of leaf tobacco, valued at \$2,533,004, against \$2,254,774 in 1898, and \$159,785 in 1897. The import of 1899 seems to have glutted the market during the two years following, and to have destroyed the Government's chances to do much business in the commodity, the value of the import having decreased to \$226,237 during 1900, and to \$15,075 in 1901. The establishment of the Government monopoly has had the effect to encourage the raising of tobacco in this country upon a much larger scale than formerly, official estimates increasing the acreage to yield 78,177,012 pounds.

As to quantity the Japanese are not such excessive users of tobacco individually as are found in many other countries. They make more frequent use of it, but in lesser quantities; the small Japanese pipe, carried at the belt and holding less than a thimbleful, being emptied many times a day. Tobacco is largely used by the natives at seaports and in larger cities in the form of cigars. Many are consumed by the jinrikisha men, and when one is called, he places the cigarettes behind his ear, ready for another draw at the end of his run.

**Leaf Tobacco for Free List in U. S.**

**A** BILL has been recommended by the Commissioner of Internal Revenue in the United States, by which all restrictions will be taken off the handling of leaf tobacco in its unstemmed condition. This amendment to the existing law will remove all external revenue changes or charges of any kind from unstemmed tobacco in the natural leaf which is unmanufactured or altered in any manner. It will be lawful, moreover, for any person to buy and sell such unstemmed tobacco in the leaf without payment of tax of any kind, such person selling natural leaf tobacco to manufacturers of tobacco, snuff or cigars, however, to be consider-

**GROCERS!**



**We Want Money**

and to raise \$30,000.00 we offer some great snaps in Cigars and Pipes — brands well bought and can sell cheap.

Call and examine or see travellers' samples.

**THE W. H. STEELE CO., LIMITED**  
Importers and Wholesale Tobacconists.  
40 Scott St., - - TORONTO  
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

**D. McDougall & Co., Glasgow, Scotland.**

ed a dealer in leaf tobacco and to become subject to all the regulations in respect to the same. Farmers and growers of tobacco may sell leaf tobacco of their own growth and raising to manufacturers of tobacco, snuff or cigars without being considered leaf dealers or manufacturers of tobacco.

**Union of U. S. Tobacco Interests.**

A conference of various American tobacco interests has recently been held in Louisville, Kentucky, looking toward the formation of a combine between a number of cigar, stogie, and plug tobacco manufacturers. It is reported that there is \$20,000,000 behind the new venture, and that the intention is to conduct the individual concerns interested as separate factories and make combination offers of its cigars with the tobaccos.

**Tobacco Men's Petition.**

The Toronto News is authority for the statement that a deputation of tobacco-growers from the Counties of Joliette, Berthier, l'Assomption and Montcalm saw Sir Wilfrid Laurier last week, and asked that the Government introduce legislation to forbid contracts which the American Tobacco Company makes with storekeepers, binding them to handle no other company's goods. They ask also that the distinctive stamp by which Canadian tobacco and cigars are now recognized be abolished and that the Government increase by ten cents the excise rate payable on imported tobacco.

## Trade and Commerce in the Magazines

### Rice Supersedes Cotton.

SEVERAL years ago the cotton planters of Louisiana and Texas were face to face with a problem, which threatened the complete extinction of the cotton-growing industry. The boll weevil, an insect pest, invaded the country and destroyed the crops year after year. In Collier's Weekly of recent date, C. Arthur Williams narrates the interesting story of how the planters solved the difficulty by transforming their cotton plantations into rice farms.

"Everybody talked rice and soon rice-growing spread all over the great stretch of country along the Gulf of Mexico, between Bayou Teche, in Louisiana, on the east, and a point not far from the mouth of the Rio Grande on the west. It is still spreading, and unless all indications are at fault, it will continue to spread for many years to come. There are now about 340,000 acres of rice lands under cultivation in Louisiana, and something like 250,000 in the coast country of Texas. . . . A few years ago all the rice raised in the United States came mainly from the Carolinas, with a small production in Georgia, Florida, Alabama and Mississippi. Now the centre of production has moved far to the west, and last year the Texas-Louisiana fields produced approximately 5,000,000 sacks of 162 pounds each, as against only 470,000 sacks for all the other states named."

### The Beef Trust

The Outlook for April 9, explains the reason for the investigation, ordered by Congress, into the disparity between the prevailing prices of live beef cattle and the selling prices of dressed beef in the United States.

"Last August good to extra fresh beef sold in Boston at \$8.37 1-2 per 100 pounds. In the preceding April such beef, in the same market, had brought only \$6.50, although the packers in Chicago had actually paid a few cents more per 100 pounds for the live cattle in April than they paid in August. In April, with live cattle quoted at \$5.35 in Chicago, the dressed beef in Boston brought only \$1.15 more per 100 lbs.,

while in August, with live cattle quoted at \$5.17 1-2, the same quality of beef brought \$3.20 more—a difference of 61.8 per cent. between the live cattle and the marketable meat. It will be hard to convince the public that such a rise, within four months, was due to any combination of natural causes."

### Contraband of War.

Macmillan's Magazine for April contains an instructive article defining "contraband of war" and explaining the international law regarding it. By the Declaration of Paris in 1856, the principal nations of Europe bound themselves to respect certain principles. The first and most important has been expressed in the jingle, Free ships, free goods.

"The early practice of nations had been to seize their enemies' goods where they could get them. Sometimes they confiscated the neutral carrier as well; occasionally they went so far as to prohibit all trade with the enemy at all. . . . The leading innovation of the Declaration of Paris, was, accordingly, the protection of the property of belligerents when on board neutral merchant vessels. Clearly, the new rule, Free ships, free goods, protected the neutrals' carrying trade; for under its operation belligerents could safely put their goods on board neutral carriers without fear of capture; and moreover, the vexations ancillary incidents of stoppage, search, and adjudication, were gone. On the other hand, neutral property still remained safe on belligerent ships; the converse rule, Enemy's ships, enemy's goods, was unrecognized, and neutral goods, which could have been confiscated if lying on an enemy's wharves, were safe at sea under his flag.

"The Declaration, however, has never been signed by the United States, Spain, or Mexico; and Japan and Russia can accordingly seize each other's goods on United States' ships, though they are not in the least likely to do so."

### Three Imperial Trusts.

Three trusts made the British Empire, according to Hartley Davis, who writes

in the April Muncey about the Hudson Bay Company, the East India Company and the South Africa Company.

"The founders of the original trusts had the same motives as the organizers of the modern ones,—the making of more money; but they wanted the money for itself rather than for the power it gives. Merchants of London, conning their account books in dim and musty offices, grew lean with discontent over the safe and moderate returns of an ordinary, conservative business. Their imaginations were inflamed by tales of treasure to be won in strange and mysterious lands beyond the oceans, and their covetousness made them take gamblers' chances in the boiling jungles of the tropics, amid the eternal ice of the Arctic seas. These tradesmen, seeking only to fill their strong boxes with gold, became the sovereign rulers of three hundred million people and of six million square miles of territory. The area of the whole continent of North America is but little more than six million square miles, and its population is less than one hundred million souls. The three great chartered companies gained for England practically all her important colonial possessions save Australia."

### WANT A UNION.

The Canadian Meat Cutters and Butchers' Workmen, who are affiliated with the Amalgamated Union of America, will make a big effort at the annual convention to be held in Cincinnati on May 9 to have a Canadian organization formed. They believe that the membership in Canada warrants the formation of a separate organization, though they will retain their connection with the Amalgamated Association. Delegates will be sent from Montreal, Toronto, Hamilton, London and other western Canadian towns and cities. The Canadian delegates will also try to bring the next convention to Toronto, which would mean about 1,000 visitors.

The Toronto butcher workers announce that they have decided to ask for an advance in wages. Several firms have already agreed, but one of the largest abattoirs in the city has declined to consider the new wage scale. At present the men engaged in the trade are divided into 37 different classes, each of which has a separate scale of wages.

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# Yes, you can.

And you don't have to worry through a lot of nonsense to be able to, either.

Send us a dollar and we will send you "One Hundred Good Ads"—containing a capital lot of crisp advertisements for the retail grocer.

Worth the Dollar, send it.



**THE CANADIAN GROCER,  
TORONTO.**

# THANK YOU!

MAIL OR PHONE US AGAIN  
AT OUR EXPENSE OR  
ORDER FROM YOUR  
WHOLESALE GROCER  
WHEN REQUIRING

## LEES' & LANGLEY'S WORCESTERSHIRE SAUCE.

Highest Standard of Excellence.

MADE IN CANADA.

**AMERICAN COFFEE & SPICE CO.  
TORONTO.**

### Current Market Quotations for Proprietary Articles

April 21, 1904.

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

#### Baking Powder.

Brand	Size	Per doz.
ook's Friend		
Size 1, in 2 and 4 doz. boxes		\$4 40
" 10, in 4 doz. boxes		2 10
" 2, in 6 "		0 80
" 12, in 6 "		0 70
" 3, in 4 "		0 45
Pound tins, 3 doz. in case		3 00
12-oz. tins, " "		2 40
5 lb. " "		14 00

#### W. H. GILLARD & CO.

Brand	Size	Per doz.
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
1 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
1 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

#### MAGIC BAKING POWDER.

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



#### JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

#### OCEAN MILLS.

Brand	Size	Per doz.
Ocean Baking Powder	1 lb., 4 doz.	\$ 45
Ocean Baking Powder	1 lb., 5 doz.	90
Ocean Baking Powder	1 lb., 3 doz.	1 25
Ocean Borax	1-lb. packages, 4 doz.	40
Ocean Cornstarch	40 pks. in a case.	73

#### ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

#### CLEVELAND'S

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

#### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

#### BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.	\$2 25
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#### EAGLE BAKING POWDER

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

#### Blackening.

##### HENRI JONAS & CO.

Jonas'	Per gross	\$9 00
Froments		7 50
Military dressing		24 00

#### Blue.

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



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

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 15c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

#### Black Lead.

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



#### JAMES DOME BLACK LEAD.

6a size	\$2 40
2a size	2 50

#### Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

#### EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 40
" 5-doz. 10c. " "	0 85

#### Brooms.

##### UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 " "	4 40
" " " C, 3 strings	4 10
" " " D, 3 " "	3 85
" " " F, 3 " "	3 55
" " " G, 3 " "	3 30
" " " I, 3 " "	2 85

#### Canned Goods.

##### HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
extra Lenoir	22 00

##### Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	\$9 00
" No. 1	10 50
1 Fins	12 50
2 Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alps	2

##### FRED. MAGEE

Smelts in spices, in 1/2-lb. round tins	0 90 \$1 00
" mustard, in 1/2-lb. oval "	0 95 \$1 05
" Tomato, in 1/2-lb. "	0 95 \$1 00

#### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	00



THE BRAND OF **SODAS**  
 THAT INSPIRES THE HOUSE-  
 HOLDER WITH CONFIDENCE.

**BRUNNER, MOND & CO., Limited,**  
**NORTHWICH.**

**BAKING SODA—WASHING SODA.**

**WINN & HOLLAND,**  
**MONTREAL.**

**SOLE AGENTS FOR CANADA.**

# Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

## SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

### "Butterfly Brands"

<b>COFFEE and CHICORY</b>	1/2-lb.	3/4-lb.	1-lb.
per doz. tins.....	2/3	4/-	7/-
<b>PURE DUTCH COCOA</b>			
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.**

**Chocolates and Cocoas.**  
 THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins..... per doz.	\$6 75	
" 1/2-lb. tins.....	3 50	
" 1-lb. tins.....	2 00	
" fancy tins.....	0 85	
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50	
Perfection, 1/2-lb. tins, per doz.	2 40	
Cocoa Essence, sweet, 1/2-lb. tins, per doz.		
Chocolate—	per lb.	
Queen's Dessert, 1/2's and 1/4's.....	\$0 40	
" 1/2's.....	0 42	
Mexican Vanilla, 1/2's and 1/4's.....	0 35	
Royal Navy Rock, ".....	0 30	
Diamond, ".....	0 25	
" 8's.....	0 28	
FRY'S.		
Chocolate—	per lb.	
Caracas, 1/2's, 6-lb. boxes.....	\$0 42	
Vanilla, 1/2's.....	0 42	
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box.....	2 40	
" 1/2's.....	4 50	
" 1-lb. ".....	8 25	
Homoeopathic, 1/2's, 14-lb. boxes.....		
" 1/2's, 12-lb. boxes.....		
pp Cocoa, case of 14 lb., per lb.....	0 35	
s quantities.....	0 37 1/2	
BENSNDORP'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
h tins, 1/2 doz. to case..... per doz.,	\$ 90	
" 4 ".....	2 40	
" 2 ".....	4 75	
" 1 ".....	9 00	
JOHN P. MOTT & CO.'S.		
R. S. McIndoe, Agent, Toronto.		



Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, 1/2's in boxes...	0 27
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, 1/2, 1 and 5-lb tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	per box.....
Soluble chocolate (hot or cold soda)	3 00
1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box,	per box.....
	1 56

**LOWNEY'S.**

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	45c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins.	42c.
Sweet chocolate powder—"Always Ready."	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins.	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	34c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	36c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	40c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	25c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs. in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs.	19c.

**Condensed Milk.**

Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



**Borden's Condensed Milk Co.**  
 Eagle brand..... \$1 50  
 Gold Seal brand..... 1 30  
 Peerless brand evaporated cream..... 1 20



**"Reindeer" Brand**  
 Case (4 doz) \$5.60

**Coffee.**

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House.....	0 32
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

**JAMES TURNER & CO. Per lb.**

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2
E. D. MARCHEAU, Montreal. Per lb.	
"Old Crow" Java.....	\$0 25
" Mocha.....	0 25
"Condor" Java.....	0 30
" Mocha.....	0 30

15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
100 lb. delivered in Ontario and Quebec. " 2-lb. tins.....	0 30
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	47c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

**WILLISON'S TURKEY COFFEE.**

1-lb tins, 48-lb cases.....	Per lb. 30
Case (4 doz) \$5.60	
S. H. & A. S. EWING'S. Per lb.	
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

**Cheese.**

Imperial—Large size jars..... per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size.....	2 40
Small size.....	1 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un- num bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.
100 to 500 books.....	3c.
100 to 1,000 books.....	3c.

# RECKITT'S BLUE and ZEBRA PASTE

{ Always give your Customers Satisfaction.



**Two Lines That Lead.**

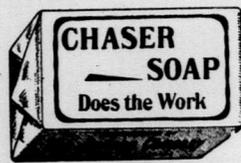
**A Vinegar with Advantages.**

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

**Quinine Wine with a Reputation.**

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

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



**CHASER SOAP.**  
 1 case ..... \$2 40  
 5 cases ..... 2 30  
 10 cases ..... 2 20  
 20 cases ..... 2 10  
 25 per cent. 10 days or 60 days acceptance.  
 Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per bx.  
 5 boxes, freight paid and a half box free.  
 Babbitt's "Best" soap, 100 bars, \$4 10 per bx.  
 Potash or Lye, bxs., ea. 2 dz., \$2 per bx.  
**WM. H. DUNN, AGENT.**



**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  
 1/2-lb. .... 0 30  
 Blue Label, retail at 30c..... 0 22  
 Green Label, " 40c..... 0 28  
 Red Label, " 50c..... 0 35  
 Orange Label, " 60c..... 0 42  
 Gold Label, " 80c..... 0 55

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.  
 No. 1 ..... per lb. 0 35  
 No. 2 ..... " 0 30  
 No. 3 ..... " 0 25  
 No. 4 ..... " 0 20  
 No. 5 ..... " 0 17 1/2

**LIPTON'S TEA (in packages).**

1 lbs. & Sold  
 Color of 1/2 lbs. & 1 lbs. for  
 Label per per  
 lb. lb. lb.

Ceylon-India, Ex. ch't A Yellow 45 47 70  
 " " B Red 40 42 60  
 " " No. 1 O Pink 35 37 50  
 " " 2 O Orange 28 30 40  
 " " 3 O L. Blue 22 24 30  
 " " 4 O L. Green 20 22 30

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 3/4s, 5s. and 10s. .... \$0 39  
 " " Amber, 5s. and 10s. .... 0 50  
 Cheewing—Stag, bars, 10oz. .... 0 45  
 " " Bobs, 5s. and 10s. .... 0 44  
 " " 10oz. bars, 5s. .... 0 47  
 " " Currency, 12oz. bars, 15s. .... 0 47  
 " " 6s. and 12s. .... 0 47  
 " " Old Fox, narrow, 12s. .... 0 47  
 " " Snowhaze, 14oz. b'rs, sp'd'd 6s. .... 0 61  
 " " Pay Roll, 7s and 6s. .... 0 62  
 " " Fair Play, 8s. and 13s. .... 0 53

**Vinegars.**

**E. D. MARCEAU, Montreal. Per gal.**

EMD, pure distilled, highest quality.. \$0 30  
 Concor, pure distilled..... 0 25  
 Old Crow..... 0 20  
 Special prices to buyers of large quantities

**GRIMBLE'S MALT.**

Bulk, 4-casks, 25 gals. .... \$5 45 \$10 95  
 casks, 60 " ..... 10 25 22 40  
 Bottles, cases, 3 doz. .... 3 25 4 40

**Washing Powder.**

**FAIRBANK'S GOLD DUST.**

Five cases assorted—  
 24 25c. packages..... \$4 65  
 100 10c. " ..... 7 80  
 100 5c. " ..... 3 90  
 Freight prepaid.

**Cane's Woodenware.**

**UNITED FACTORIES, LIMITED.**

Per doz  
 Washboards, Victor..... \$1 35  
 " " Crown..... 1 45  
 " " Improved Globe..... 1 60  
 " " Standard Globe..... 1 70  
 " " Original Solid Globe..... 2 00  
 " " Superior Sld. Bk. Globe..... 2 15  
 " " Jubilee..... 2 10  
 " " Pony..... 0 95  
 Diamond King (glass)..... 3 10  
 Tubs, No. 0..... 10 50  
 " " 1..... 8 50  
 " " 2..... 7 50  
 " " 3..... 6 50  
 Pails, No. 1, 2 hoops..... 1 75  
 " " " ..... 1 90

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs. in case.... \$1 00  
 Gillet's cream yeast, 3 doz. .... 1 00  
 Jersey cream yeast cake, 3 doz. 5c. .... 1 00  
 Victoria " " 3 doz. 5c. .... 1 00

**EDWARDSBURG STARCH CO., LIMITED.**

**Laundry Starches—** per lb.  
 No. 1 White or blue, 4-lb. cartons. \$ 0 06  
 No. 1 " 3-lb. " 0 06  
 Canada laundry..... 0 05  
 Silver gloss, 6-lb. draw-lid boxes. 0 07 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 05 1/2  
 Benson's enamel. per box 1 25 to 2 50

**Culinary Starch—**  
 Benson & Co.'s Prepared Corn..... 0 06 1/2  
 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, cases, 4 packages. .... 5 00

**BRANTFORD STARCH WORKS, LIMITED**  
 Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40-lb. \$0 05  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lb. .... 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lb. .... 0 06  
 Barrels, 200 lb. .... 0 05 1/2  
 Kegs, 100 lb. .... 0 05 1/2  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lb. 0 07 1/2  
 6-lb. toy trunks, 8 in case. .... 0 07 1/2  
 6-lb. enameled 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 45 cartons, per case. .... 40

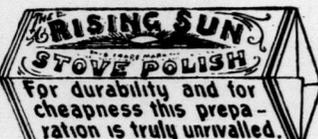
**Culinary Starches—**  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lb. .... 0 05 1/2  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lb. .... 0 06 1/2  
 Orystal Maise Corn Starch—  
 1-lb. packages, boxes 40 lb. .... 0 06 1/2

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

**Culinary Starches—**  
 St. Lawrence corn starch, 40 lb. 0 06 1/2  
 Durham corn starch, 40 lb. .... 0 06 1/2

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb. 0 06  
 3-lb. cartons, 36 lb. 0 06  
 " " 200-lb. bbl. .... 0 05 1/2  
 " " 100-lb. kegs. .... 0 05 1/2  
 Canada Laundry, 40 to 48 lb. 0 05  
 Ivory Gloss, 8-8 family pkgs., 48 lb 0 07 1/2  
 " " 1-lb. fancy, 30 lb. 0 07 1/2  
 " " large lumps, 100-lb. kegs. 0 06 1/2  
 Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2  
 Akron Gloss, 1-lb. packages, 40-lb. 0 06 1/2



Per gross.  
 Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50  
 Rising Sun, 3-oz. cakes, gross boxes 4 50  
 Sun Paste, 10c. size, 1-gross boxes.... 10 00  
 Sun Paste, 5c. size, 1-gross boxes.... 5 00

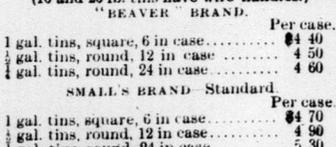


**WM. H. DUNN, AGENT**



**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 " " " ..... 2 15  
 20 " " " ..... 2 10  
 (10 and 20 lb. tins have wire handles.)  
 "BEAVER" BRAND.  
 Per case.  
 1 gal. tins, square, 6 in case..... \$4 40  
 1/2 gal. tins, round, 12 in case ..... 4 50  
 1/4 gal. tins, round, 24 in case ..... 4 60

**SMALL'S BRAND—Standard**  
 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



**Teas.**  
**SALADA CEYLON.**  
 Wholesale. Retail.  
 Brown Label, 1's..... \$0 20 \$0 25  
 " " 1/2's ..... 0 21 0 26  
 Green Label, 1's and 1/2's ..... 0 22 0 30  
 Blue Label, 1's, 1/2's and 1/4's ..... 0 30 0 40  
 Red Label, 1's and 1/2's ..... 0 36 0 50  
 Gold Label, 1/2's ..... 0 44 0 60



Cases, each 60 1-lb. .... \$0 35  
 " " 80 1-lb. .... 0 35  
 " " 30 1-lb. .... 0 36  
 " " 120 1-lb. .... 0 38



Blue Label, 1's..... \$0 18 1/2 \$0 25  
 Blue Label, 1/2's ..... 0 19 0 25  
 Orange Label, 1's and 1/2's ..... 0 21 0 30  
 Green Label, 1's ..... 0 28 0 40  
 Brown Label, 1's and 1/2's ..... 0 30 0 40  
 Brown Label, 1/2's ..... 0 35 0 50  
 Red Label, 1's ..... 0 40 0 60

**"CROWN" BRAND.**

Wholesale. Retail.  
 Red Label, 1-lb. and 1/2's..... \$0 35 \$0 50  
 Blue Label, 1-lb. and 1/2's..... 0 28 0 40  
 Green Label, 1-lb. .... 0 19 0 25  
 Green Label, 1/2 ..... 0 20 0 25  
 Japan, 1's ..... 0 19 0 25

**E. D. MARCEAU, Montreal.**

Japan Teas—  
 "Condor" III 80-lb. boxes ..... \$0 37  
 EMD AAA Japan, 40 lb "at..... 0 37 1/2  
 AA 40 " ..... 0 35  
 Blue Jay, basket fired Japan, 70 lbs., 0 30  
 " " Condor" IV 80-lb. " ..... 0 43  
 " " V 80-lb. " ..... 0 28 0 30  
 " " XXXX 80-lb. boxes. .... 0 25  
 " " XXXX 30-lb. " ..... 0 26  
 " " XXX 80-lb. " ..... 0 22 1/2  
 " " XXX 30-lb. " ..... 0 23 1/2  
 " " XX 80-lb. " ..... 0 20  
 " " XX 30-lb. " ..... 0 21  
 LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 28 1/2

**Black Teas—"Nectar" in lead packets**

Green Label, 1's and 1/2's ..... 0 26 at 0 20  
 Chocolate Label..... 0 35 at 0 25  
 Blue Label..... 0 50 at 0 36  
 Maroon Label..... 0 60 at 0 45  
 Fancy tins—Chocolate, 1-lb ..... 0 32 1/2  
 " " Blue, 1-lb. .... 0 42 1/2  
 " " Maroon, 1-lb. .... 0 50  
 " " Maroon, 1-lb. .... 1 50

**"Condor" Ceylon black tea in lead packets**

Green Label, 1's, 1/2's and 1/4's, 60-lb. cases ..... retail 0 25 at 0 20  
 Grey Label, 1's, 1/2's and 1/4's, 60-lb. cases ..... retail 0 30 at 0 23  
 Yellow Label, 1's and 1/2's, 60-lb. cases ..... retail 0 35 at 0 28  
 Blue Label, 1's, 1/2's and 1/4's, 50-lb. cases ..... retail 0 40 at 0 30  
 Red Label, 1's, 1/2's and 1/4's, 50-lb. cases ..... retail 0 50 at 0 34  
 White Label, 1's, 1/2's and 1/4's, 80-lb. cases ..... retail 0 60 at 0 40





## A SPECIAL SNAP...

Take advantage while stock lasts. Supply is limited.

W. B. Jelly or Honey  
Height 3 1/4 in. Diam. at top 3 1/4 in.  
Diam. at bottom 2 1/4 in.

This is a well-finished, heavy glass tumbler with slip tin cover. One of the most convenient and useful shapes ever offered. While they last we will enter orders for immediate shipment at following low prices:

2 dozen in box, per dozen \$0.40  
1 gross lots " gross 4.20  
5 " " " " 4.00  
Cases free. Terms 5 per cent, 30 days.

**GOWANS, KENT & CO.,**  
TORONTO and WINNIPEG.  
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Perfectly clean means a good deal in food. Your customers are particular about what goes on their tables. That is why they discriminate in favor of

### Wethey's Mince Meat

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**J. H. Wethey, Limited**  
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**Crosse & Blackwell's**  
**Celebrated Candied and Drained Peels.**  
ORANGE, LEMON, CITRON and MIXED (O. L. & C.)  
7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.  
SPECIALLY LOW NEW SEASON PRICES.

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CHAS. F. CLARK, President.

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