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PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

The Blue of Blues

Keen's Oxford Blue

THE DELIGHT OF THE LAUNDRY.

SOLD EVERYWHERE IN CANADA.

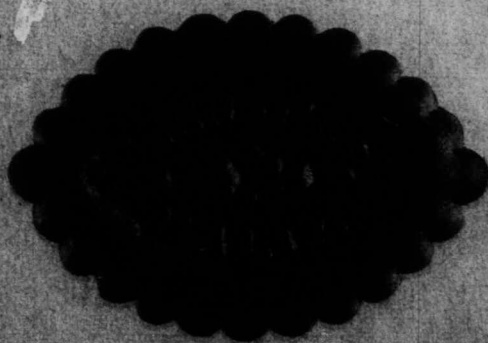
MARK THE NAME

KEEN'S OXFORD BLUE.

MALTA

A Coffee-Flavored, Sugar-Coated Biscuit

MALTA



MALTA

A Good Thing for Your Trade.

MALTA

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Successors to
YOUNG & SMYLIE
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S. V. & F. P. SOUDDER
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DOMINION LICORICE & NOVELTY CO.
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Y. & S., SOUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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 106-116 John St., }
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 Illustrated Catalogue on request.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in day-light colors?

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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



No. 29
200 Candle Power.

ENTERPRISE on an article is a Guarantee of **QUALITY**

ENTERPRISE

FOOD CHOPPERS

Four Knives with each Machine

No. 100, chops 2 lbs. per minute, \$1.50
 No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$8.50.

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoppers
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

14 Sizes & Styles for Hand & Power, \$1.25 to \$60.00



No. 24, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Folsom Street



This Kind Of A Man

does not jump at conclusions—
he investigates! He is not “a penny wise and
pound foolish,” you can rest assured of that. He is
not misled into buying new things said to be “just as
good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up con-
fidence among his customers. You’ll find a clean stock
in *his* store—nothing unsalable, because “*Standard
goods are best to handle.*”

COX'S Powdered Gelatine.

The new Gelatine is
new in form only. It is Sparkling Gelatine reduced to powder, and re-
tains all its old, good qualities with this addition, that it dissolves
instantly in warm water.

The “Griffin” Brand California Fruits.

There is but one grade
of quality in the “Griffin” brand, **the highest.** And this refers to the
growing, the picking and the packing, which is all done right at the vineyards
and orchards on the Pacific coast. You get the “Griffin” brand **always** at
first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

The name P. Codou
stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes.
It is not alone because only the very best quality of Russian Wheat is used,
but because of the long experience and consequent great skill of the makers.
They are standard goods.

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

Messrs. Grimble & Co.

LIMITED

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

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 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

are just right

In price and quality and in flavor the Sterling Brand Pickles are very satisfactory. It is very handy to have some article in your store that you can always depend on. You can then recommend it to your most particular customers. These pickles are of a dependable quality. Put up in an attractive form they sell well.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

PINTS

sell to your customer at

35c.

a bottle.

PRIZE MEDAL

Worcestershire Sauce gives the flavor to soups and steaks that brings your customers back for more of it.

HALF-PINTS

sell to your customer at

20c.

a bottle.

The Line of Goods that Show a Big Profit

HALF-PINTS

sell to your customer at

10c.

a bottle.

"PURE" WORCESTER

Made in the same English manufactory for a quick seller, good value and a good profit.

Importing Wholesale houses supply these sauces in any quantity you desire.

Stretton & Co., Limited, WORCESTER, ENGLAND.

GOOD COFFEE.

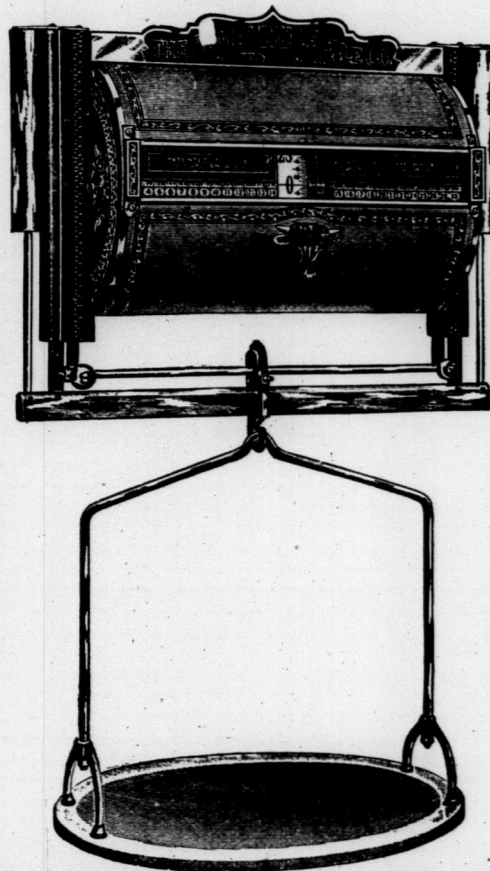
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

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

S. H. & H. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

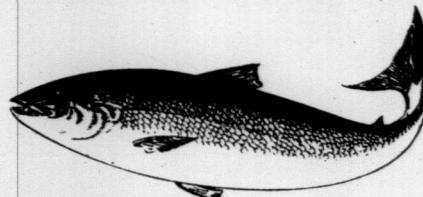


A MONEY SAVER.

SOON PAYS FOR ITSELF.

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

SOCKEYE SALMON



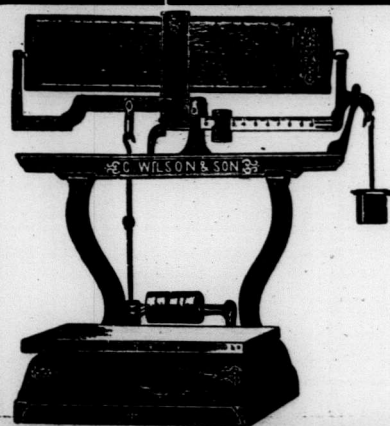
"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

TOMATOES

ALL NEW GOODS.

\$1.00 per Dozen F.O.B. Kingston—usual terms.

Geo. Robertson & Son,  Kingston, Ont.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1903

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

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

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

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

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

--all the world is looking

to **JAPAN**



for teas
that are
pure,
clean,
flavory
and
healthy.

Stick to **JAPAN** Teas

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 29 Front St. West
TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold**
Water

STARCH IVORINE

**ASK
TRAVELLERS
THE PRICE**

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

TEA ROSE DRIPS

**When
Children
Bring Home**

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.



**SELLS
WELL**

**PATERSON'S
CAMP COFFEE
ESSENCE**

ROSE & LAFLAMME,
Agents, Montreal.

**Your
Bank
Account** will grow and wax fat if you make a
specialty of

Ceylon Teas

Composition of the soil, climatic conditions, methods of cultivation, experience in plucking, processes in manufacture, all contribute and make Ceylon Tea the best on the market.

Canadian people are solid for Ceylon Tea. The Canadian Grocer who would be solid with his customers will push no other.

If you haven't placed your order for your Ceylon Teas, do it now.

**Procrastination is a Thief
of time and money.**

Ceylon Tea

Black and Green.

Ceylon Tea

Green and Black.

CENTRAL Business College.

STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

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.

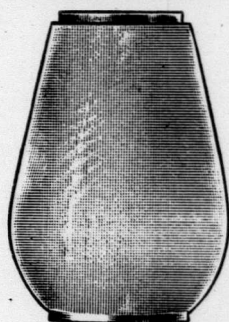
Let your customers know you recommend
the BEST.

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.

Modern Merchandising

demand modern
methods. The ALLISON
COUPON BOOK is a strictly
modern CONVEN-
IENCE and SAFEGUARD
against mistakes and
consequent loss of
money. It is better than
any pass-book, punch
or check system ever
invented, and its absolute
accuracy makes it
the CHEAPEST SYSTEM
on this big earth—ex-
cepting, of course, the cash system. See here:



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE CANADIAN GROCER

THE "BURLINGTON" WAY

of preparing tomatoes. Skin, seeds
and fibre removed. Remainder is
Tomato Pulp, equal to 3 cans of
ordinary preparations. Excellent for
Soup. Sells at same price.

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

Any quantity.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

In this paper cost 2 cents per word first
insertion, 1 cent per word subsequent
insertions. Contractions count as one word,
but five figures (such as \$1,000) may pass
as one word. Cash remittance to cover
cost **must in all cases** accompany orders,
otherwise we cannot insert the 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.

Do you use . . . FOSTER'S POTS ?

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

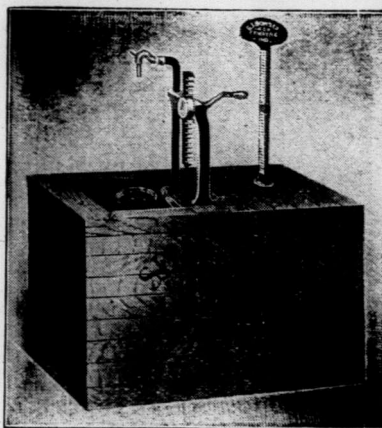
In manufacturing wrapping papers
you have to think of the use to
which they are put. Our brown
and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.
Limited

Toronto, Montreal and Windsor Mills Que.

ECONOMY IS CLEAR GAIN



FIRST FLOOR OUTFIT.

So Stop Wasting Time and Oil

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

IMPROVED

BOWSER SELF-MEASURING AND COMPUTING OIL OUTFIT

It Saves Oil

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

It Saves Time and Labor

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

SAVES OIL-TIME LABOR MONEY.

Bowser Outfits ARE BUILT TO LAST.

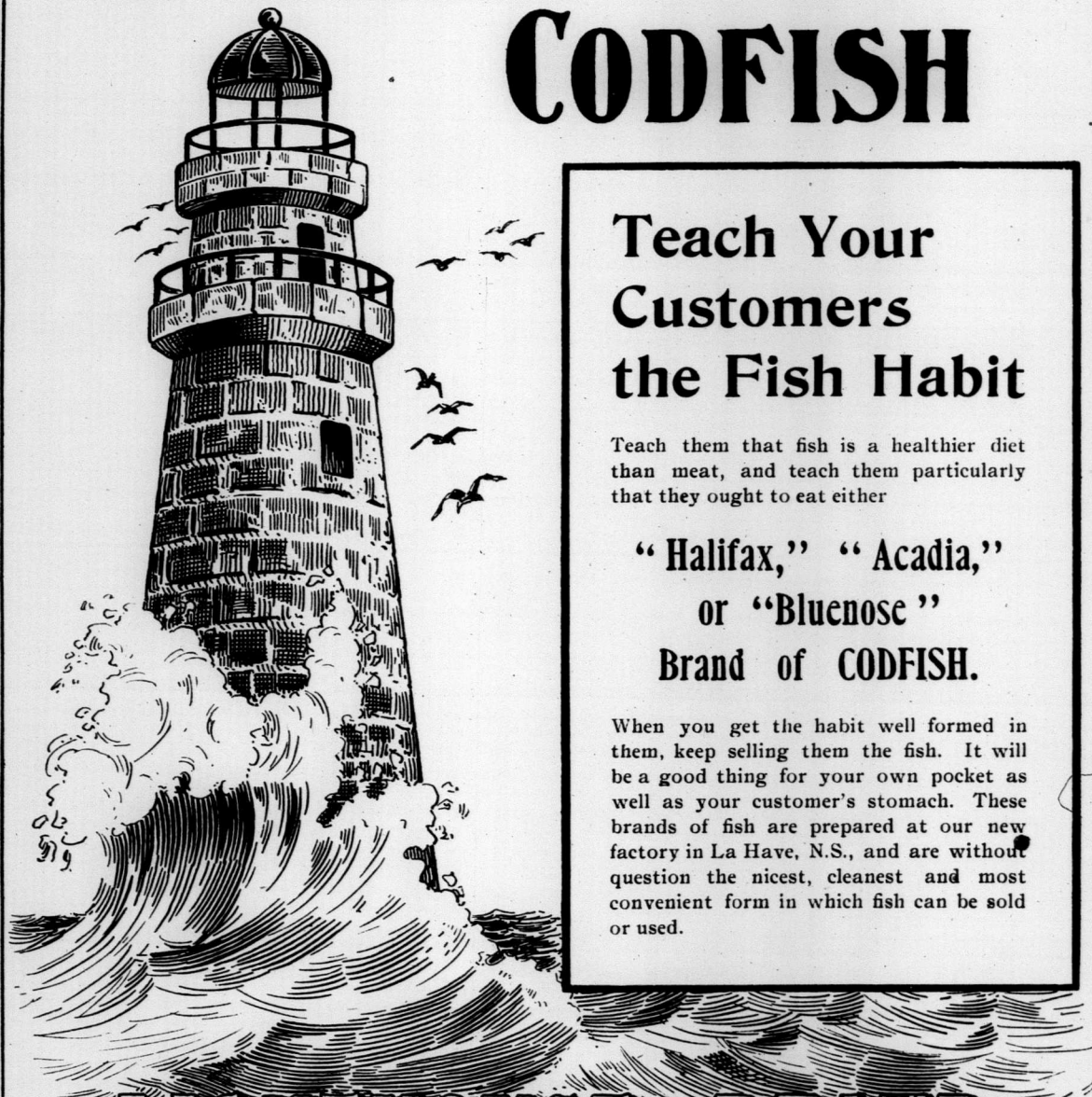
THEY HAVE . . .

All Metal Pumps—Dial Discharge Regis-
ters—Money Computers—Anti-Drip Noz-
zles—Float Indicators—Double Brass
Valves—Double Plungers—Galvanized
Steel Tanks—Handsomely-Finished Cabi-
nets—They Pump Accurate Gallons,
Half Gallons and Quarts.

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

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

HALIFAX. ACADIA. CODFISH



Teach Your Customers the Fish Habit

Teach them that fish is a healthier diet than meat, and teach them particularly that they ought to eat either

“Halifax,” “Acadia,”
or “Bluenose”
Brand of CODFISH.

When you get the habit well formed in them, keep selling them the fish. It will be a good thing for your own pocket as well as your customer's stomach. These brands of fish are prepared at our new factory in La Have, N.S., and are without question the nicest, cleanest and most convenient form in which fish can be sold or used.

LIGHTHOUSE BRAND

TRADE MARK REGISTERED

BLACK BROS & CO., LIMITED HALIFAX, N.S.

A. H. Brittain & Co., Agents, Board of Trade Building, Montreal.

SPRING TRADE.

We have had pretty cold weather for some time past, but there are signs of things moderating and Spring will soon be here, and with it the cleaning up and putting away of stoves, stove pipes, etc.

JAMES' DOME LEAD

is the very best preservative that you can recommend your customers to use for this work.

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

(1) Dr. Laing's Cream Sauce

An English Sauce.
Nothing else like it made.
Nothing equal to it.
Contains Pure Grape Juice and
Rich Devonshire Cream.
A Sauce for Connoisseurs, but
modest as to price.

(2) Bromley's Coffee Essences

The choicest, richest, coffees grown,
contribute their best to this extract.
A Coffee Essence is a good seller in
the hands of good salesmen, and a
good profit-maker. Good also for
the customer to always have on
hand.

(3) Cerebos Salt

The King's Household uses
Cerebo's Salt. A Table Salt, specially
prepared. Has properties that distin-
guish it from all other Table Salts.
Will not cake. Handsomely put up.

SEND FOR PRICE LIST ON THESE HIGH GRADE GOODS.

Sole Agents
for Canada

W. G. PATRICK & CO., MERCHANTS,
29 MELINDA STREET, Toronto.

SEND BACK

to your Jobber any tins that may have been damaged in transit,
or in any other way injured, of

REINDEER BRAND CONDENSED MILK



We stand behind every tin.

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

AURORA CORN SYRUP

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

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, \$1.90 per case.

5 " " " 12 " 2.35 "

10 " " " 6 " 2.25 "

20 " " " 3 " 2.10 "

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

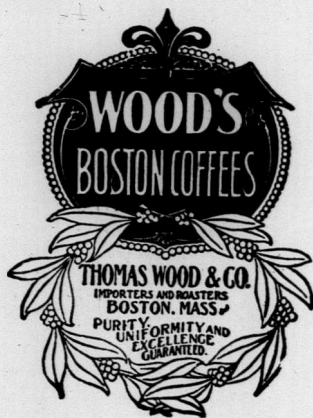


W. H. GILLARD & CO., Wholesale Grocers,

HAMILTON.

Branch CANADA GROCERS LIMITED.

THE ART OF SELECTION



One of a good general's best gifts lies in the capacity to select able lieutenants.

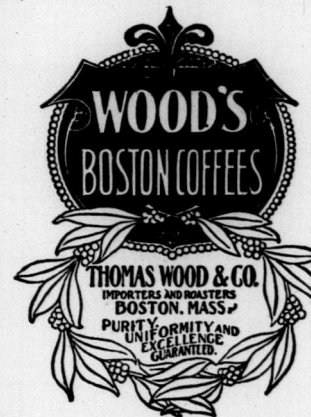
The art of selection in goods must be exercised by the merchant and the grocer if he would achieve success.

It is applied with all possible detail in "winnowing out" **WOOD'S COFFEES.**

They are the chosen berry in every grade from the humbler to the highest.

And the prices are made to fit.

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



Japan-Style Ceylon Green Teas BUTTERFLY PEACOCK CLIPPER

We are sole importers of these brands—finer than the finest Japans—the delight of tea connoisseurs. **Profitable** to the grocer. **Economical** for his customers.

WRITE FOR SAMPLES.

WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders,

35 and 37 Front Street East,

TORONTO.

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by 

BALFOUR & COMPANY,

Branch Canada Grocers, Limited,

HAMILTON.

DOMINION WHOLESALE GROCERS' GUILD.

THE Dominion Wholesale Grocers' Guild held its annual meeting in Montreal last week, a reference to which with list of members present appeared in our issue of the 26th ult. The meeting, in point of attendance and as regards to the number and importance of the matters discussed, was one of the best ever held by the Guild.

A large proportion of the matters discussed at this meeting were of such a character as to be of interest to the members of the Guild, relating as they did to certain features of the harmonious working of the different associations composing the Dominion Wholesale Grocers' Guild.

One of the questions of general interest considered was that of the responsibility of public carriers for goods carried in transit and the fixing of such responsibility upon the last carrier in cases where goods passed through the hands of two or more carriers. A strong committee was formed to consider this and other matters in connection with freights.

The question of canned goods, the basis of packers' prices, terms, contract deliveries, and the position of the wholesale grocers to the Canners' Association was thoroughly gone into and some very warm discussions resulted. The presence by invitation of W. B. Innes and D. Marshall, of the Canadian Canners' Consolidated Co., was an interesting feature in the debate, and the attendance of these gentlemen was an evidence of the interest taken by the wholesale grocers of Canada in this important branch of their trade, and the desire on part of the canners to facilitate the more harmonious workings of all parties. It is reported, though unofficially, that certain objectionable features and discriminations that the trade were subjected to were thoroughly gone into and a basis arrived at for the present season's business.

The meeting passed a cordial vote of thanks to the council of the Montreal Board of Trade for its courtesy in placing its handsome council room at the disposal of the guild for the meeting.

Invitations to hold the next annual meeting of the guild were received from St. John, N. B., Toronto and Winnipeg, but owing to Toronto being more conveniently located than the other cities

it was decided that the next meeting would be held there. The members, however, being anxious for an opportunity of visiting Winnipeg, are considering the advisability of holding an extra special session of the guild in Winnipeg towards the end of July, at which the Dominion Exhibition is to be held in that city. Arrangements are being made looking to the attendance of about 100 of the grocers from the various cities in the East.

The election of officers for the ensuing year resulted as follows: President, H. Laporte, of Montreal; vice-presidents for the various provinces,—Nova Scotia, H. G. Bauld, of Halifax; New Brunswick, C. H. Peters, of St. John; Prince Edward Island, W. H. Aitkin, of Charlottetown; Quebec, Hon. Richard Turner, of Quebec; Ontario, Col. J. I. Davidson, of Toronto; Manitoba, K. Mackenzie, of Winnipeg; British Columbia, J. H. Todd, of Victoria.

The Banquet.

The banquet tendered to the visiting members of the guild by the Montreal section, held at the Windsor Hotel, on the evening of Wednesday, February 24th, was a most enjoyable affair and the various speeches were of a high order, breathing loyalty to the interests of the guild and the trade.

In the absence of L. E. Geoffrion, president of the Montreal Wholesale Grocers' Association, on account of his recent bereavement, Mayor H. Laporte, president of the Dominion Guild, presided, Albert Hebert, of Hudon, Hebert & Cie, ex-president of the Montreal Guild, acting as vice-chairman. Occupying seats on the right and left of the president were Hugh Blain, of the Elby, Blain Co., Toronto; A. C. Cross, of Hall & Fairweather, St. John, N. B.; L. E. Dubuc, of Cote, Boivin & Cie., Chicoutimi, P. Q.; H. C. Beckett, of W. H. Gillard & Co., and K. Mackenzie, of Kenneth MacKenzie & Co., Winnipeg. The following gentlemen were also present: William Logan, Thos. Kinnear, John Sloan, F. W. Humphrey, W. Ince, jr., H. Blain, Toronto; A. G. Olive, Brantford; S. M. Kenney, Belleville; L. M. Smith, J. Scott Chisholm, Halifax; Chas. H. Peters, W. C. Cross, St. John, N. B.; D. Marshall, A. G. Osborne, H. C. Beckett, H. C. Balfour, Hamilton; A. M. Smith, Wm. Turnbull, London; Wm. H. Innes, Sim-

coe; James F. Smyth, Windsor; R. Mackenzie, Winnipeg; L. E. Dubuc, Chicoutimi; H. Laporte, Albert Hebert, Armand Chaput, L. O. Demers, Z. Hebert, J. Stanley Cook, secretary of the association; Colonel J. B. MacLean, of the MacLean Publishing Co.; Wm. H. Seyler, representing the Canadian Grocer, and F. E. Fontaine, of "Prix Courant."

The Menu.

The menu cards, such as the Windsor Hotel knows how to get up, was an appropriate one, as may be judged below:

Oysters on Half Shell

Anchovy Canape Celery Olives Pickles

Chicken with Okra
Bisque of Crawfish

Boiled Shad with Roe, Maitre d'Hotel
Pommes Noisettes

Mignon of Beef Tenderloin, Cheron
Oyster Pate, Cream Sauce

Broiled Fresh Mushrooms on Toast French Peas

KIRSCH PUNCH

Roast Prairie Chicken, Bread Sauce
Lobster, Newburg

Fried Hominy Brown Sweet Potatoes
Lettuce and Tomato Salads

Monte-Carlo Pudding, Sauce Sabayon
Wine Cream Tartelette Fancy Cakes
Fantaisie Ice Cream

Cheese Fruits Coffee Crackers

After justice had been done to the good things provided Mayor Laporte proposed the toast of "The King," and this was loyally honored. The president then called upon Albert Hebert to propose the toast of

THE VISITING DELEGATES.

Mr. Hebert said: "I may say, gentlemen, that I am only a substitute, as vice-chairman, and did not expect that this honor would fall upon me. However, I may say it is with great pleasure that I accept the position and the honor to propose this toast. I can say that the members of the Montreal section of the Dominion Guild are indeed very happy to have had this year such a numerous gathering of members from our sister provinces. We have met quite a number of gentlemen this year whom we knew only by name. We have made new acquaintances and pleasant ones. I need scarcely tell you what pleasure we have had and how pleased we are to see you at these guild meetings, particularly

when they are held in Montreal. It is always a very agreeable time for us when we meet you, and there is only one thing that I regret, and that is that at our business meetings we cannot be as unanimous on all subjects that are brought up as we are over 'the wine and walnuts.' I shall not undertake to make a speech, as most of you must be tired of hearing my voice. I hope that none of you think that I am a graphophone,—if any of you do I may tell you that I am not open to make 'an exclusive contract,' not even with a 10 per cent. rebate. In proposing the toast of 'The Visiting Delegates,' I couple the names of Mr. Blain, Mr. MacKenzie, Mr. Cross, Mr. Beckett, Col. Smith and half-a-dozen others."

Mr. Hugh Blain.

Hugh Blain, of the Eby, Blain Co., Toronto, said: "I thank you, gentlemen of the Montreal Association, for the hearty manner in which you have received this toast, and I feel certain that my colleagues and visiting conferees are as sensitive and appreciative of the honor you do us as I am myself. As there are half-a-dozen other speakers to follow me I will be brief. On an occasion of this kind I feel we ought all to do our duty and though at best only an inferior talker I hope you will bear with me in the few remarks I have to make. I am sure it affords the visiting members great pleasure to be here. The splendid manner in which you have now and are always entertaining us when we come to Montreal, convinces us that we have conferees here of whom we may be justly proud. It is a matter of great gratification to the member coming from a distance to know that in coming to the great commercial metropolis of Canada he feels sure of a right royal reception. I think it is good for us to be here; we are gaining knowledge and experience, and it is good for the trade generally. We should meet more frequently in order that we should know each other's minds. We always go away benighted by our conferences. I think it is within the knowledge of a great many here to-night that we were not always quite so friendly as we are now, or understood each other so well. I recall coming here in the early days of our guild with Col. Davidson, to see if we couldn't arrange about the selling price of tobacco. We were all selling it at 37½c. when it was costing us 38c. I recall the difficulty we had in arranging this matter. This was about 1882-1884, and since that time we have had an arrangement adhered to faithfully and with a modicum of profit to us. I am glad to know that we are branching out in other directions. We are getting some

of the wealthy aristocrats of money, I may be allowed the expression, in the shape of the manufacturers to look our way, and in seeing with us to-night and at our meetings the two leading members of the Canadian Cannery Consolidated Company, it looks to me as if they feel they can trust themselves amongst the grocers. I am glad to see Mr. Innes and Mr. Marshall here, and think it marks an era in the history of the Grocers' Guild. We have had men come before to our meetings and go away again. The refiners occasionally look in on us, but they don't give us their views in such a generous way as these gentlemen. I hope we can arrange to have some understanding with one another. This is the day of co-operation and though we cannot despise the advantages of a great individuality, yet the day of individual effort is pretty well gone, and that of combinations and co-operation is at hand. We cannot hope to have any great results realized unless we join and work together, shoulder to shoulder. It is only by standing shoulder to shoulder, by being united, that we can hope to elevate the standard of business."

Mr. Kenneth MacKenzie.

Mr. Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, expressed great pleasure in replying to the toast just drunk. He took occasion to say that this was his second appearance at the Dominion Wholesale Grocers' annual meeting, and he was interested and pleased with what he had seen and heard. He took occasion to felicitate the chairman on his election to the high office of mayor of the City of Montreal. The feeling of the trade in the West was one of pleasure that Mr. Laporte had been elected to such high honor. "It is an object lesson to business men of other cities of Canada." Mr. MacKenzie reviewed in a few brief words the history of the progress of our country and drew particular attention to the development of his own province and city and the great Northwest—and the pride of his fellow citizens in the progress made, and bespoke a bright future. This development was due to the faith of the people in their own country. He referred to the work in the East of the great Joseph Howe, of Cartier and Laurier in Quebec, and the work of the late Principal Grant, whose distinguished career was a patriotic object lesson. He felt that in the not distant future some man would arise in the West to leave his impress on the history of that portion of our great country. Mr. Mackenzie's remarks breathed a spirit of faith in his country, a loyalty that could not be shaken, as he thought of the great

works done by Canada to the astonishment of the people to the South of us and the world at large. The hope of this country is in the energy of its people, the fisherman, the miner, the lumberman, the rancher, the farmer and the artizan, all are bending their energies toward a greater development and a greater future, and we as business men are doing our share to advance the interests of our land and people.

Mr. A. C. Cross.

A. C. Cross, St. John, N. B., was the next speaker, and expressed the pleasure it gave him to be called upon to reply for his city and province. He congratulated the president on his election to the mayoralty of the City of Montreal; it was an honor to the grocery trade, not only of this city but of the Dominion. It augured well for the country when men like his worship the mayor sacrificed a portion of their valuable time for the interests of their fellow citizens, and it was to be hoped the day might soon come when business men should take their share of public responsibilities. "As regard the affairs of the section of Canada I come from," said Mr. Cross, "we are in pretty fair shape. St. John, my native city, is a city of wealth, the Winter port of Canada, with all due deference to Halifax, and we feel we are citizens of no mean city. We have some things of which we are proud, a river that plays antics and reverses the laws of nature, and twice a day turns around and runs up instead of down stream. Then, of course, our lumbering industries, our fisheries and our hardy men, these latter are second only to our women. There are others who think as I do about our good-looking girls,—there's Mr. Peters, he has one too.

"As regards the wholesale grocery trade, down our way we are striving to make it a successful and honored trade. We are pleased to attend these meetings, and hope that the business and plans decided upon will result in extending our respective businesses and be of benefit to the trade and welfare of the country generally. We can arrange our affairs so as to do business pleasantly, and I don't think that a 10 to 15 per cent. profit an exorbitant one. We are only going through the world once and might as well go through pleasantly with each other. Canada is my country, and we, I am sure, are all proud of its success and its bright future."

Mr. T. Kinnear.

T. Kinnear, of T. Kinnear & Co., Toronto, was pleased to see such a large attendance of the members of the guild, —it spoke of a growing interest in its

affairs. These meetings were beneficial, and conducted, as they are now, on regular lines, were of value not only to the guild, but the retail trade and consumer as well. Mr. Kinnear enthusiastically referred to a trip he had made through the Northwest last season, and his observations led him to the conviction that we in the East did not realize to the fullest extent the immense possibilities of that part of our great country. He had also made several trips through New Ontario, and was equally impressed with its possibilities.

Mr. Kinnear congratulated President Laporte on his election to the mayor's chair of Montreal. "I like to come down here," said Mr. Kinnear, "among my French Canadian brethren, to see the push and energy on all sides." He reminded him, he said, of when he used to live in Ireland. "We are endeavoring to hold our own with you down here, but it is a hard proposition. I am glad to come down here and talk over things with you, we get to know each other better, and all the little petty jealousies are cast to the winds. There is business for all of us. If I don't sell a carload of sugar one time and you gentlemen get the order, why I'll get it next time, that's all—I'm not jealous if one of you get the order. We as grocers are helping to build up this country. Our business is a good one, and though the margins of profit are small, there are very few failures. It is a long time since you have heard of a wholesale grocer failing. They generally manage to pay 100 cents on the dollar. I hope we will have the pleasure of seeing you all up in Ontario next year."

Mr. L. E. Dubuc.

L. E. Dubuc, Cote, Boivin & Cie, Chicoutimi, P. Q., replied on behalf of the Quebec association, though in doing so he regretted that the Hon. Richard Turner, who he said was better and more justly entitled to this honor, was unavoidably absent. He might express himself on points not endorsed by his Quebec confreres. However, it was a pleasure for him to be present and take part in the proceedings of the Dominion Wholesale Grocers' Guild, and he always enjoyed and benefitted from the association's gatherings. He stated that in the Lake St. John districts they were principally interested in pulp and blueberries, but in both these lines they considered themselves as in the van. Not being much of a speaker he begged to be permitted just to express his thanks for the honor done him in coupling his name with the Quebec association.

Mr. L. M. Smith.

The next speaker was L. M. Smith, Halifax, of A. & M. Smith & Co., of

that city. On behalf of himself and his colleagues from the East he expressed gratification and pleasure at attending the guild meetings, and this splendid banquet. Mr. Smith's remarks regarding Uncle Jonathan's present attitude towards reciprocity with Canada and his dictum to the effect that "we are doing fairly well, thank you, Jonathan, just now," were received with applause and evidently spoke the sentiments of all present. "The time for that reciprocity movement had practically passed. Twenty or thirty years ago we might have considered the entering into a deal, but since then the natural energies of Canadian merchants and public had made us self-sustaining and independent."

Col. Smith.

Col. Smith, of A. M. Smith & Co., London, expressed his thanks for the cordial reception and honor done him in connecting his name with this toast, and on behalf of the London association begged to congratulate the president on his recent honors.

Major John Sloan.

The chairman then called on Major John Sloan, of John Sloan & Co., Toronto, to propose the toast of "The Manufacturing Interests." Mr. Sloan was competent from the point of experience to refer to this subject; he was pretty familiar with the early days of the canning industry, the early struggles from the days of roofless factories to the present time of complete and modern equipments. Mr. Sloan also, on behalf of the Toronto association, voiced the congratulations of that body to the chairman for the high civic honor conferred upon him recently. He then called on Messrs. Innes and Marshall for responses.

Mr. W. P. Innes.

W. P. Innes hoped they would not expect him to make a speech, he would leave that to Mr. Marshall, whose oratorical powers were well known. Mr. Innes was pleased at the patriotic sentiments expressed by every one, and it was this element of patriotism that was so much needed in our country. Mr. Innes gave a few facts in connection with the growth of the canning industry of Canada from the early days when all the work had been hand-work and crude to the present time when they are turning out 40,000 to 50,000 tins per hour. "We have here in Canada what is admitted the finest corn that can be grown—and in this connection I may say that we are educating our people in Great Britain to use this healthy food. It is slow work, as the Englishman has always been under the impression that

corn was only fit for cattle food. The Canners' Association is one of the best advertising agencies in Canada, as our goods go broadcast not only to Great Britain but also to South Africa and other British possessions." Mr. Innes hoped that now that the canners and wholesaler grocers were getting to understand and appreciate each other better, they would be able to unite upon some workable plan for better facilitating both trades. He for his part, at least, hoped this effect would result from the present conferences.

Mr. D. Marshall.

D. Marshall, Hamilton, stated that he had never had the pleasure of attending such a gathering before. He was of the opinion that it would be a good thing if every wholesale grocer present had stock in the canning factories; it would be an advantage to every wholesale grocer to have such men as Mr. Hebert taking an interest in the canning industry. He felt that as probably the largest individual buyer of canned goods in Canada, the gentleman in the vice-chair would make his influence felt in the canning industry. Mr. Marshall claimed to be the best advertiser of Canadian canned goods, as his "Canada First" brand going abroad would look after itself all right. "We are getting a good share of the trade abroad as our fine peas are running the French peas a close race. I don't think there is a business that has shown such progress and advancement as the canned goods business. Twenty-two years ago you paid \$1.60 for tomatoes, to-day you pay 85c. This is the result of improved machinery and modern methods. We used to get the corn off with a carving knife, to-day we pack from 2,000 to 3,000 cans an hour, or about 70 per minute on the average,—and all without touching by hand. I remember selling all my first year's pack of canned chicken soup, 10 cases, to Mr. Sloan. The following year I sold him also my entire pack, 35 cases. Gentlemen, last year we packed 25,000 cases, and would have packed more had we been able to get the chickens." (A voice—lots of veal around, Marshall).

Mr. St. Clair Balfour.

St. Clair Balfour, of Balfour & Co., Hamilton, spoke of the pleasure and benefit all members derived from attending these annual meetings. He was particularly pleased to see Mr. Innes and Mr. Marshall taking an interest in the internal affairs of the guild. He was sure if they attended regularly they would find the grocers good fellows all the way through. Mr. Balfour referred retrospectively to the early days of the Dominion Grocers' Guild, and paid a

high compliment to its first president, Wm. Ince, Sr., who might be aptly called the George Washington of the guild. They all owed a good deal to Mr. Ince for his work in the early days of formation. Mr. Balfour also paid a compliment to Mr. Hebert, another ex-president of the Dominion Wholesale Grocers' Guild, to whose faithful work they owed a good deal. These meetings were conducive to better fellowship and understanding among the members of the trade and he for one always found them interesting. "These gatherings loosen us up. Why, even my friend Mr. Kinneer feels twenty years younger since attending regularly." Mr. Balfour referred in glowing terms to the general prosperity existing in Canada. His reception in Montreal by the local association was always the best and he hoped they would make it an annual affair here, they were treated so well, so generously. In conclusion, he hoped that the president, Mayor Laporte, would be obliged to fill the chair for some years to come yet, as he had shown himself thoroughly interested in the guild's work, &c., &c.

President Laporte.

President Laporte, in responding to the very hearty applause accorded the mention of his name so frequently, stated that they were all a happy family. "We have never had such a banquet before, one so well attended and so enthusiastically enjoyed. I am sure we have always enjoyed ourselves when with our confreres in Toronto, Hamilton and London, and you have treated us well. We have heard a good many things about the grocers. The grocers of Canada are a good class of people. I never doubted that for a moment. There was a time, I remember reading in a book when a young man, when a grocer was not considered respectable enough for society, in France. Reading this when I first entered a retail grocery store, I felt discouraged and like going back to my old trade, but I knew that that time was past, the grocers were respected and honored the world over. When I read this some 30 years ago I had just entered a retail grocery store and left the nail factory where I was getting \$12 a week to receive \$3 per week in a Notre Dame street grocery. I worked nine hours a day in the factory and 18 hours a day in the grocery, opening at 5 o'clock in the morning and closing at 11 o'clock at night,—18 hours a day. I thought the poor grocer had a poor chance in the world, but feeling that it was an honest and a good business I stuck to it, and have never regretted the hard work. I have always taken interest in the proceedings of the

Dominion Wholesale Grocers' Guild, and served under the guidance of our friend Mr. W. Ince, Sr., Toronto, also under Mr. Hebert, and our old friend the late Mr. W. H. Gillard. I have been accustomed to work with men of honor, men loyal to the interests of our trade. As regards my election to the mayoralty of Montreal, I am pleased and proud to say that my friends in the grocery trade all stood by me, as well as citizens of all classes without regard to business, politics, religion and nationality, and it was then I realized that the time I had given to public and municipal interests was not wasted. Grocers, wholesale and retail, were active in my interests, and no feeling of business entered into the calculation. They felt that the honor was for our trade. I feel gentlemen, that though I sacrificed a good deal of time in serving the citizens in the capacity of alderman, I never lost a dollar through it. I think a fair portion of a business man's time may be profitably given to the interests of his fellow citizens. I also feel that grocers are the right kind of people to take an interest in public affairs. I thank you again, gentlemen, for the very kind words you have uttered, and I assure you I appreciate them thoroughly."

Mr. H. C. Beckett.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, on rising was received with applause. "If I had been able to make a speech your applause has certainly taken it all out of me. I thank you for honoring me in this way. I am sure we have all listened with profit to the president's remarks about our trade and it only shows that we can accomplish much if we work steadily and hard at the objects we have as a body set ourselves to do." Mr. Beckett regretted that owing to an accident to Mr. Bristol, the president of the Ontario Guild, he was unavoidably absent. Some malicious people up West have attributed Mr. Bristol's accident to getting his foot caught in a frog on the proposed Canada Grocers' Co.'s Hamilton switch, but he was in a position authoritatively to deny this canard. Mr. T. B. Escott, of London, also was absent owing to sudden indisposition. This Mr. Beckett regretted, as he felt these gentlemen could reply better than he was able to do. Mr. Beckett referred to some subjects under discussion as being considered difficult and looking troublesome, but it was only an illusion. By working harmoniously together there was nothing that could not be accomplished.

Mr. J. F. Smythe.

J. F. Smythe, of J. F. Smythe & Co., Windsor, Ont., paid his compliments to the chairman in a few well chosen words, and incidentally referred to the presence at the banqueting board of Col. J. B. MacLean, publisher of The Canadian Grocer, whose paper was in a position to assist the trade in placing all matters of importance before the grocers of Canada. He felt sure that everything pertaining to the trade would be treated with fairness.

Col. J. B. MacLean.

Col. J. B. MacLean briefly responded, stating that he was practically an interloper at the banquet, coming in really to listen to his many friends in the trade gathered around the board. He thanked Mr. Smythe and the gathering for the kind words spoken of The Canadian Grocer, and assured them that all matters pertaining to the grocery and kindred trades would be dealt with in fairness to all concerned. The high standard obtained by The Grocer was a matter of pride with him, and he had pleasure in informing them that it was his aim to obtain the confidence of all the branches of the business. Col. MacLean recalled with pleasure the fact that two of his staunchest friends in the wholesale grocery trade when he established the paper were Mr. Wm. Ince, Sr., Toronto, and Mr. Hebert, Sr., of Hudson, Hebert & Cie, and their friendship, advice and assistance was valuable in the extreme.

The Press.

On behalf of the press, Mr. F. E. Fontaine, representing Le Prix Courant, and Mr. W. H. Seyler, representing The Canadian Grocer, briefly replied.

Mr. H. Stanley Cook.

H. Stanley Cook, secretary of the Dominion Wholesale Grocers' Guild, briefly thanked the members for the kind words they had uttered on his behalf. He had tried to do his duty, which was an easy one, principally listening to their friendly discussions. He had always received the kindest consideration at the hands of the Grocers' Guild.

Mr. Wm. Logan and the Ladies.

Wm. Logan, of the Davidson & Hay Co., Toronto, responded to the toast of "The Ladies," and in very choice language did full justice to this valued toast. He regretted the absence of Col. Davidson, with whom he had been associated since 1872. This was his first visit to Montreal to attend the guild, though he had in years gone by often had arguments on the lacrosse field with the Montreal teams. Mr. Logan re-

ferred to the growth of business in all parts of the Dominion and instanced the development and opening of New Ontario as a field for the enterprising grocer.

Mr. William Turnbull.

Wm. Turnbull, London, also responded to the toast of "The Ladies," paying a high tribute to the women of the Province of Quebec. Mr. Turnbull wittily suggested a blending of the races. If the Scotchman, Englishman and Irishmen of Canada, blended with the handsome and vivacious French-Canadian ladies, could not produce a nation hard to beat there must surely be something wrong—with the men. He was optimistic, however, and of the opinion that in blending properties we can beat the world.

Montreal Wholesale Grocers.

Chas. H. Peters, of Baird & Peters, St. John, N. B., proposed the toast of "The Montreal Wholesale Grocers' Association," and after this had been most enthusiastically honored Albert Hebert replied as follows: "Well, gentlemen, after all the fine speeches that we have heard to-night I do not know what you can expect me to say except to thank you most heartily for all the kind expressions you have made to the Montreal Grocers' Association. You have rather exaggerated our hospitality, and I would rather leave you under the influence of the last speeches you have heard, as at this late hour you might otherwise be troubled with a nightmare. I thank you again for your very flattering remarks to our Montreal Association."

Major Hebert.

Major Zepherin Hebert, of Hudon, Hebert & Cie, in replying said: "You have heard one Hebert, and if I spoke at any length you might think there had been one too many. I am something like the morning star, and rise pretty late, and might not be as brilliant. Like my brother, I think you have been most complimentary to our association, and as he has said you have exaggerated our reception. I have noticed that all through a goodfellowship has prevailed, and this means that we can agree on business matters as well. It has been our privilege for some years past to have you visit this city for your deliberations, and we have always considered it an honor and a privilege to have you here, and when it is Montreal's turn again we will be glad to have you."

Mr. Armand Chaput.

Armand Chaput, of L. Chaput, Fils & Cie., was asked to propose the toast to

"The Secretary of the Guild." He said that he was without doubt the youngest member of the association present and "I feel," he said, "that these meetings are most conducive to a better understanding of our interests. He also joined his confreres of the Montreal Association in thanking the visiting delegates for their complimentary remarks. He hoped to have the privilege of meeting them in Montreal again in the future. As regards Mr. Cook's services, all present fully appreciated the work of that gentleman."

INTERVIEWS.

Mr. J. F. Smythe of J. F. Smythe & Co., Windsor, Ont., who was a visitor to the Dominion Wholesale Grocers' Guild, in an interview with a Grocer representative, stated that the conditions of trade in Windsor and throughout the Counties of Essex and Kent, were favorable. The crops had been good, especially in tobacco, and this year the farmers were getting 100 per cent. more for tobacco than the cost of production. That is, they are getting 11c. per lb. for what practically only costs them 5½c. to produce. "We feel, he says, that they are improving in the manner of cultivating and curing tobacco, and are confident that it will not be long before we will be able to grow tobacco equally as good in quality as that in the South. There is a ready market for all the tobacco that is grown. Business is very prosperous in our neighboring town of Walkerville, with this growing industry, and there is no doubt in the growing trade throughout the country, that the future growth of both Windsor and Walkerville is assured. Collections are all right; we have had few failures and light losses, and as far as our end of the province is concerned I am very optimistic as to the future."

Col. Smith, of A. M. Smith & Co., London, stated that the conditions of trade, so far as his firm was concerned, were good, in fact they had increased their capacity for handling trade by building larger premises next door. Trade conditions were satisfactory and he expressed every confidence of a good future.

Mr. St. Clair Balfour, of Balfour & Co., Hamilton, spoke very encouragingly of the conditions prevailing in the districts in which his firm do business. Reports from all quarters, reaching as far as the Northwest Territories and British Columbia, are bright, and he looks forward to a good year's business.

REBATES.

There was no "rebate" evident at the banquet, full justice was done to the good things provided by Mr. Weldon of the Windsor.

Mr. T. Kinnear, of Toronto, is an impressive, concise and pleasant after dinner speaker, and his remarks were of a heart to heart character.

Mr. H. C. Beckett's trip to the Old Country last Summer seems to have put renewed energy into that strenuous young member of the guild.

As after dinner speakers the men from "down by the sea" are a success. However, as every one knows, everybody down that way is a born orator.

It is generally admitted that the entire affair was a grand success, and informal as were the proceedings they passed off in a very happy manner.

Thanks for the flattering remarks on The Canadian Grocer. Trust us, gentlemen, the interests of the entire grocery trade are our interests. The Grocer wants, gets and gives the news.

Our confrere of Le Prix Courant, Mr. L. E. Fontaine, need not have apologized for his inability to make a good speech in English. We wish we could do as well in "la belle langue française."

Talk about an enthusiastic believer in the future of Canadian grown tobacco, Mr. James F. Smyth, of Windsor, is a regular Colonel Sellers. "There's millions in it," he says, "watch our end of Ontario!"

Mr. L. E. Dubuc, from Chicoutimi, is very enthusiastic in all matters pertaining to the development of the Northern section of Quebec. The pulp industry is flourishing and he has lately booked the largest order for pulp in the world, some 150,000 tons.

It was a pleasant sight to see the chiefs of the Canadian Canners' Consolidated Co. within the fold. Like the hospitality of the Arabs, they had partaken of the salt of welcome and felt safe under the tent of the guild.

General regret was expressed at the absence of Col. John I. Davidson and Mr. Geo. E. Bristol, of Toronto, their personality having been conspicuous at previous meetings of the guild. It is to be hoped that Mr. Bristol's argument with that Hamilton switch will result favorably.

His Worship Mayor Laporte, president, and Mr. Albert Hebert, ex-president, of the Montreal Guild, made excellent presiding officers. Regret was expressed at the absence of Mr. L. E. Geoffrin, president of the Montreal Guild, a recent bereavement in his family preventing his attendance.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD YEARLY

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

CEYLON TEA ESTIMATES, 1904.

THE secretary of the Planters' Association of Ceylon telegraphed to us yesterday evening as follows, says the Times of Ceylon in an editorial article of January 9th:

Kandy, January 8th, 5.34 p.m.

The General Committee estimates the tea crop for export in 1904 at 155,000,000 lbs.; and the acreage in tea 380,000 of which 10,000 acres are not yet in bearing.

On Monday it should transpire how many millions pounds of green tea are expected; but if we place the quantity tentatively at 12,000,000 pounds—which, not knowing the details sent in by the various districts, and considering the approaching termination of the bonus, is a sufficiently buoyant view—143,000,000 pounds remains as the black tea estimate. The P. A. aggregate estimate for last year was 154,000,000 pounds and Messrs. Forbes & Walker's was 150,000,000 pounds. The approximate quantity realised in 1903 was short of the lower calculation, but the General Committee in Kandy evidently does not expect a fourth year of short yields. Nor would it be reasonable to expect it, especially if part of the large area of young tea yet to come into bearing will contribute. Ten thousand acres of young tea indicates, surely that men, counting on another "good time" and the shortage established in past years, are taking time by the forelock. Some of the new acreage may be regarded as balanced by abandoned areas. London shareholders have been told frequently of late that extensions now will not affect the supply for five or six years; but our warning stands substantiated that the past adverse seasons must be remembered and that, given favorable weather, Ceylon can turn out an additional eight

or ten million pounds without any new acreage. The following table shows the general position for the past six years:

	P. A. Estimate.	Customs Figures.
1899	125,000,000	129,661,907
1900	142,000,000	149,264,602
1901	146,000,000	144,275,608
1902	154,000,000	150,829,707
1903	154,000,000	*148,000,000
1904	155,000,000

*Approximate.

In view of the present estimate we would remind planters of the advice not to pluck coarse, and the need of continuing to exploit other markets. If India next season repeats her present increase shipments to the United Kingdom, it will be better for Ceylon not to send to London so much as in 1902, i.e., over nine millions more than in 1903. The labor question, too, has to be considered; and, in view of a probable increased yield, there will be additional interest in learning how this knotty subject was handled in Kandy yesterday.

ENGLISH WALNUTS IN CALIFORNIA.

THE culture of the English walnut in Southern California is one of the new and growing industries in that part of the state. In 1858 the first orchard was planted in the Carpinteria Valley, near Santo Barbara. From the first the undertaking was a success, and the acreage of walnuts has steadily increased, slowly at first, but latterly with rapid strides. The early bearing qualities of the walnut tree, its long life, and the steady demand for its product tend to make the enterprise deservedly popular. Already it is superseding the orange in favor among a number of fruit growers. The chief demands of the tree are an equable climate, a deep, rich soil, good drainage, and a good supply

of water, all of which conditions Southern California answers perfectly.

The walnut grower has three varieties, commercially speaking, to select from, named according to the thickness of the shell, hard, soft and paper shell. Each has its good points, although general sentiment favors the soft shells, which are the surest bearers, and bring the best prices. The paper shells are more erratic bearers and the nuts are so easily broken that it is difficult to ship them in large quantities.

The walnut tree begins to bear when six or seven years old, and nothing is known definitely of the age limit of its bearing, although it appears to be in its prime from its 25th to its 30th year. Seventy-five pounds of nuts is the average yield from one tree and 1,500 pounds to the acre an average yield for an orchard. The harvest time begins about the middle of September and last nearly six weeks. After the pickers complete their work the nuts are carried to the drying grounds where they remain spread out on slats for about a week. They are then sorted, the imperfect and dwarfed ones put aside as culls, and the marketable ones carried to a central walnut house usually built by the community exchange. Here they are graded by means of a wire sieve in constant motion through which small and large nuts pass to their appointed places. They are then dipped in a solution of sulphate of lime, sal soda, and sulphuric acid, which gives them the ecru color known to commerce. After the dipping process they receive a thorough rinsing and are distributed to large bins where they are allowed to stand 24 hours to dry. They are now ready for the final sorting; broken nuts are thrown into one receptacle, dark ones into another, and the perfect ones into sacks for marketing.

Through one walnut exchange 185 tons of walnuts were sent out last year, and the total output from Southern California was 825 car-loads.

NOW IS THE TIME TO BUY

OLD VIRGINIA SALAD DRESSING—pint and half-pint.

ROYAL SALAD DRESSING—pint, half-pint and pic-nic.

SYLMAR OLIVE OILS—pint, half-pint, quart, gallon and half-gallon.

DANDICOLLE and GAUDIN OLIVE OILS—half-pint and quarter-pint.

Also **C. & B. LUCCA**—quart, pint and half-pint.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

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

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

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

You can save money

by asking for our sample when open to buy—

TRY US.

We have a large stock of all kinds always on hand

CEYLON GREEN SIFTINGS, - - - from 5c. up.

JAPAN FANNINGS, - - - - - " 6½c. up.

CEYLON AND INDIAN GREENS, - - - " 12½c. up.

CONGOUS, - - - - - from 10c. up.

JAPANS, - - - - - " 15c. up.

CEYLON AND INDIAN BLACKS, " 14c. up.

Special values now in Japans to retail at 25c, 30c and 35c. WRITE FOR SAMPLES—THEY'LL PLEASE YOU.

James Rutherford & Co.

IMPORTERS

27 St. Sacramento St.

MONTREAL.

Teas
and
Coffees

MODEL METROPOLITAN STORE.

AMONG the many prominent retail grocery stores of Montreal, and there are a large number that may be classed as conspicuously prominent in Canada's premier commercial city, the store of John Robertson & Son, 2257 St. Catherine street, must be given a place of honorable notice. It is located in the centre of the English section of Montreal's retail district on the north side, between McGill College avenue and Victoria street, and is particularly noticeable owing to its being a somewhat lower building than the surrounding stores. It has one large show window, capable of making excellent displays, and before the fact is overlooked by the writer, it may be mentioned that for tasty, artistically arranged, and business-drawing windows, the store of John Robertson & Son has a reputation that few can excel. Robertson's windows always tell a story, a tale of up-to-date business ideas, and the writer has on more than one occasion when admiring the displays heard flattering compliments paid the store by onlookers. In fact it has become an understood thing that "Robertson" always has a good drawing window display, and as the arrangements are changed frequently the public is being constantly kept interested.

Among the latest displays was an object lesson in corn products, the entire window (about 18 feet by 6 deep) containing every conceivable form of the product of corn. It was the Edwardsburg Starch Co. I believe, that supplied the material, syrups, glucose, starches, etc., and to bring the lesson home to the consuming public, there were prepared dishes of puddings, jellies and almost every appetizing dish that can be made with corn starch. The whole arrangement was attractive and a lesson for the public and in all a most creditable display.

Another and a later display was the division of the window into two parts, the one devoted to teas, the other to coffees, and both of these arranged with skill and taste. An inclined plane, at an angle of about 15 degrees was covered with thick layer of black tea about 6 feet square and spelled out in letters of green tea were the words "Pure Ceylon Tea," the green tea on the black background caught the eye. Arranged on all sides of the display were chests, boxes, tins and packages of teas of every description. In the coffee part of the window, on an incline was a layer of dark ground coffee and spelled out with

bright yellow whole Mocha coffee beans were the words "Pure Coffee," the whole being banked on all sides by small bales of Mocha and Java coffees, and different sizes and styles of coffee in tins and glass. It was impossible to pass the store without examining and admiring the display.

The writer only mentions a few of the attractive windows lately arranged by Robertson & Son, as space will not permit him to enlarge on what is to him an interesting feature of the grocery trade.

The interior of the store is arranged with every convenience looking to good display of the goods, and prompt and careful handling of same. All the delivering is done from the rear of the store. A Kimball cash carrier system is installed connected with the cashier and bookkeeper's department at the back end of the store. In the warehouse at the back of the store is a large refrigerator divided into compartments and the temperature graded to suit their large stock of butter, eggs, vegetables, etc., in fact it may more correctly be termed a cold storage system on a scale suited to the business.

John Robertson the founder of the business, entered the grocery trade in Montreal in 1857 and has ever since been directly in the trade. He was for 32 years in business on Phillips square, where Henry Birk & Co.'s jewelry store now stands, and only removed to his firm's present quarters two years ago. The move to St. Catherine street from an advertising point of view was a good one as the traffic is constant and good. Mr. Robertson has associated with him in business his two sons, C. J. and J. H. Robertson, both of whom are practical, experienced and up-to-date grocers, and the large family trade of the firm is thus carefully and promptly looked after.

CANNED GOODS FOR ENGLAND.

MR. R. L. INNES secretary-treasurer of the Canadian Cannery Consolidated Companies, left last week for Europe. He will visit all the important points in Great Britain and the Continent with the object of enquiring into the possibilities of further extending the export trade and also of meeting the various foreign representatives of the company. The Consolidated hope to give special attention to the export trade this season and one of the objects of Mr. Innes' visit is to organize thoroughly for the coming season's operations

Business Changes

ONTARIO.

LAPUM & O'CONNOR, general merchants, Centreville, have dissolved partnership. They have been succeeded in business by O'Connor & McGill.

C. H. Schleaou, grocer and liquor dealer Ottawa, is dead.

A. Lesser, general merchant, Webbwood, has compromised.

A. S. Lawrason, general merchant, Woodburn, has sold out.

C. A. Muma, general merchant, Drumbo, has sold out to G. Ross.

Taylor & Cruso, grocers, Fort William, have sold out to Rutledge Bros.

The assets of the North Star Refrigerator Co., Ottawa, have been seized.

D. McIntyre general merchant, Wainstead, has sold out to A. D. Minelly.

C. Elliott, general merchant, Bradford, has sold out to Whimster & Wilcox.

M. J. Debursy, grocer, Pembroke has succeeded Mrs. Troom in the grocery business.

The premises of G. Marshall & Co., tea merchants, London, have been damaged by fire.

The Essex Flax Mills, Essex, have been destroyed by fire; loss partially covered by insurance.

The Ottawa Fruit and Produce Exchange, Ottawa, have opened a branch at Winnipeg, Man.

The premises of Norman & Dawson, general merchants, Leamington, have been damaged by fire.

The German-Canadian Provision Co., Toronto, have assigned to W. J. Gilks, meeting of creditors March 4.

Ritchie & Campbell, general merchants, Wingham, have dissolved partnership. H. Ritchie continues in business.

W. F. Cockshutt & Co., grocers and hardware merchants, Brantford, have sold their hardware business to A. Ballantyne.

Havill & Morden, proprietors of the International Grocery Co., Hamilton, have dissolved partnership and gone out of business.

J. V. Poaps & Co., general merchants, etc., Ottawa and Oznabruk Centre, have disposed of their Oznabruk business to Gemmell & Burton.

W. A. Reid, grocer, Woodstock, has sold out to O. White. Mr. Reid has

\$150 FOR A MOMENT OF REFLECTION!

How many Votes do you think will be polled at the next Dominion Elections, expected to be held some time this year ?

408 Prizes will be Valued at \$500 given away

All that you have to do to entitle you to guess is to buy a package of "Blueol" (the new Washing Blue) containing 4 Squares. Send in the outside wrapper with your guess plainly stated.

Address envelope as follows :—

"BLUEOL" COMPETITION.

J. M. DOUGLAS & CO.,

21 St. Nicholas Street, MONTREAL, P. Q.

Be careful to write your name and address plainly. Receipt of guesses will not be acknowledged by us and no communications will be replied to in connection with this Competition.

PRIZES ARE

\$150 for the first nearest estimate or guess of the number of Votes polled.

\$ 75 for the second nearest guess.

\$ 25 for the third nearest guess.

\$ 10 each for the next five nearest correct guesses.

A Beautiful Colored Panel Picture for each of the next 400 nearest correct guesses.

To assist you in making-up your figures we give the returns of the last two Elections, viz :—In 1896; 835,600 Votes were cast. In 1900; 952,496 Votes were cast.

The Competition will close one week before the Election and the guesses will be recorded in the order received and Prizes distributed accordingly after the Government authenticated returns are available.



This Competition is for the sole purpose of introducing "BLUEOL" as we know if once used it will always be used in preference to any other. We expect, and are ready to lose money in making this introduction of "BLUEOL" to the homes where washing is done.

Don't forget, if your Grocer or General Store-keeper has not got it, he will have no trouble in getting it from the Wholesale trade in any part of Canada.

"BLUEOL" is manufactured by... J. M. Douglas & Co.

Established 1857—MONTREAL.

Guess Early and Often—A 4-Square wrapper with each guess.

N.B.—This is a Bona Fide Competition and we can refer you to Messrs. A. McKim & Co., the well-known Advertising experts, Star Office Building, Montreal, as to our responsibility.

J. M. DOUGLAS & CO.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

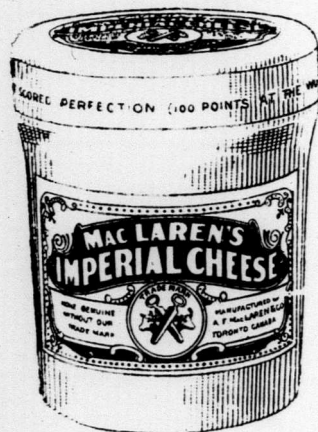
CEYLON

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



There are enough "just as good" articles on the market to worry the life out of retailers and customers alike. In handling jar cheese you can avoid that trouble by offering only "MacLaren's Imperial" and "MacLaren's Roquefort." They are the only "best" kinds. The others are of the "just as good" variety and only give an opportunity for dissatisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited
MANUFACTURERS AND AGENTS,
51 COLBORNE STREET, TORONTO.

been in business for 47 years and is the longest established grocer in Woodstock.

A winding-up order has been granted the Crown Mfg. Co., manufacturers of grocers' supplies, Toronto. J. P. Langley has been appointed provisional liquidator.

Balfour, Stewart & McLaren, wholesale tea and coffee merchants, Hamilton, have dissolved partnership. Balfour & McLaren continue in the tea business and Stewart in the coffee business under the style of the Puritan Coffee Co.

QUEBEC.

The La Rue Tobacco Co., Montreal, have registered.

Charbonneau & Co., grocers, Lachine Locks, have assigned.

The Dominion Linseed Oil Co., Montreal, have registered.

The assets of A. Demers, grocer, Montreal, have been sold.

The Grocers' Trading Mfg. Co., Montreal, have registered.

The assets of H. Lamouche, grocer, Montreal, are to be sold.

Ferron & St. Onge, grocers, Montreal, have dissolved partnership.

The assets of C. Brault, general merchant, La Macaza, have been sold.

D. O. Michou, grocer, etc., Montreal, has assigned to Lamarche & Benoit.

N. Valade, of N. Valade & Co., barbers and tobacconists, Montreal, is dead.

Consent of assignment of J. I. Bissonette, general merchant, Laprairie has been filed.

The assets of N. Desgroseilliers, grocer, Montreal, were advertised to be sold March 3.

The Diamond Starch Co., starch manufacturers, Montreal, have dissolved partnership.

The Austrian Bosnia & Herzegovina Turkish Tobacco Importing Co., Montreal, have registered.

THE CANADIAN GROCER

A. Gagnon, grocer, Quebec has assigned; a meeting to appoint a curator called for 2nd inst.

A meeting of creditors of J. Dupont, general merchant, Valcourt was announced for 1st inst.

The Eagle Mfg. Co., manufacturers of starch and grocers' supplies, Montreal, have registered.

Cote, Boivin & Cie., wholesale produce and hardware merchants, are opening a branch at Roberval.

The dissolution of partnership of Richard & Genois, general merchants, St. Raymond, has been registered.

A meeting to appoint a curator to J. A. Michaud general merchant, Chicoutimi, was announced for 29th ult.

J. Brown wholesale fruit merchant, etc., Montreal, has admitted his sons, R. B. and J. E. Brown to partnership. The style of the firm is J. Brown & Sons.

Demand of the assignment of L. S. Plamondon, general merchant, South Durham, has been made. Mr. Plamondon has since offered 60c. on the dollar, cash.

NEW BRUNSWICK.

H. E. Simmott, grocer, Sussex, has closed out his business.

O. Poirier, general merchant, Shediac, has been sold out by the sheriff under execution.

NOVA SCOTIA.

Anderson & Letteney, general merchants and fish dealers, Digby, have dissolved partnership.

E. S. Tracey, manufacturer of pickles, syrups, etc., Halifax, has admitted N. Fisher to partnership. The style of the new firm name is the E. S. Tracey Manufacturing Company.

MANITOBA AND N.W.T.

A. McCredie, grocer, Pincher Creek, has sold out.

J. Freeborn, grocer, Morden, has sold out to J. A. Hobbs.

G. D. Stephens, confectioner, Wawanesa, has gone out of business.

J. P. Fudge, pork packer, Wapella, has sold his butcher shop to J. Irving.

W. A. B. Hassett, general merchant, Minnedosa, has sold out to J. McMillan.

J. Snyder, miller Morden has been burned out; loss partially covered by insurance.

F. W. Dunn & Co., general merchants, Red Deer, have sold out to W. J. Robinson.

B. J. Matthews, general merchant, Siglunes, has assigned to C. H. Newton, Winnipeg.

A meeting of creditors of W. & M. Olson, grocers, Stratheona, was announced for 26th ult.

M. Rosner, general merchant, Plum Coulee, has been succeeded in business by Rosner & Fraser.

W. Robe, Jr., of Dickson & Robe, general merchants, Indian Head, is dead. A meeting of creditors of Dickson & Robe has been held.

A meeting of creditors of Westaway & Skilton, general merchants, Battleford, has been held.

Burdick & Blair, general merchants, Lacombe, have sold their stock at Blackfolds to W. Ritson.


The stock of A. B. Grout, general merchant, Swan River, was advertised for sale by auction, March 2.

The Condie Supply Co., general merchants, Condie, have been succeeded in business by Tifton & Heggie.

BRITISH COLUMBIA.

C. B. Hume & Co., general merchants, Trout Lake City, have sold out to A. G. Fraser.

Clark & Pearce, tobacconists and liverymen, New Westminster, have sold out to Johnson & Cameron.



QUALITY COUNTS, THAT IS WHY

Upton's

PURE FRUIT
JAMS
JELLIES and
ORANGE
MARMALADE

ARE SO WELL LIKED BY
THE CONSUMER.

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

PIE PEACHES

3lbs.

We offer a splendid value in this fruit to retail at 10c.—and give you a good margin—

**See our travellers
or us drop a card.**

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Developing Pork Industry.

MR. W. E. MATTHEWS, of the George Matthews Co., is quoted by the Ottawa Free Press as a strong supporter of the fat stock and dairy show which is to be held at the capital from the 7th to 11th inst. Mr. Matthews states that when the packing house in Hull was established by his firm, only 600 hogs were purchased the first year in the district east of Kingston. This was less than one-tenth of the number handled that year, but it was all that could be secured. Last year the Hull factory paid out \$725,000 for hogs to the farmers east of Kingston, and \$800,000 to farmers farther west. It was found necessary to go to the extreme Western counties of Essex and Kent for a considerable number of hogs.

These figures show at once the great development both of the Matthews Co., which now have large factories at both Peterboro and Brantford, and the hog raising industry in Eastern Ontario.

At the fat stock show large prizes are offered for live hogs suitable for making Wiltshire bacon, and also for dressed carcasses of the best quality. Practical lectures are given by breeders, butchers, and others with live animals as object lessons in the first part of the program and the carcasses at a later stage of the proceedings. In this way farmers are taught to produce the class of animals that the packers require to maintain and increase their export trade. It was by an educational campaign of this sort through the medium of farmers' institutes that Canadian farmers were first induced to take up the growing of pigs suited to the production of Wiltshire bacon, the result of which was seen in a twenty fold increase (\$600,000 to \$12,600,000 per annum) in the export bacon trade of the Dominion in a single decade.

Peterboro' Cheese Board.

The annual meeting of the Peterboro' Cheese Board was held in Peterboro' Saturday afternoon last, with a full representation of salesmen present. An address by Mr. N. G. Sommerville of Brockville on cold-curing formed a part of the afternoon's program. The only

important matter legislated on was that designed to compel cheese buyers to take cheese purchased at the price at which it was bought. Considerable trouble has been experienced in the past by buyers refusing to pay the price contracted for in the event of the price dropping between the time the cheese was bought and the date of delivery. To obviate this a motion was carried to the effect that the president be instructed to accept no bid on the board unless the sum of \$10 be deposited with the salesman of each factory as selected by the buyer at the time of the sale, and the said deposit be satisfactorily made. The following officers were re-elected: President, J. M. Drummond; vice-president, E. M. Elliott; secretary, J. Riddell; treasurer, J. G. Galvin. The first meeting of the board will be held on May 18th.

To Improve Cheese.

Daniel Derbyshire, president of the Eastern Dairymen's Association, had an interview last week with Hon. John Dryden to ask for an increased grant for the payment of instructors of cheese-makers. Last year \$4,000 was the amount of the Government's grant, and in the eastern district 22 instructors were employed. Mr. Derbyshire asked that the grant be raised to \$8,000 and that the number of instructors be increased. The factories each contributed \$15 to the fund, and it is proposed to increase this to \$20.

Making Cheshire Cheese.

An innovation has been introduced this year at the Ontario Agricultural College, in the way of a lady instructor from England, who is teaching the making of Cheshire cheese. The method is very similar to that followed in Canada, except that less heat and acidity are used, and, consequently the cheese thus made are somewhat softer and to some extent more palatable than much of the Summer cheese made in Canada.

The William Davies Co. have opened a new branch store in Galt.

London Butter Trade.

THE butter trade during the past year has been a notoriously big one, says the London, England, Grocery, and still it seems to expand without stop. Our dependence on foreign countries for the productions of butter they can spare us is greater than ever, and it is no exaggeration to say that the total importations of the article into the United Kingdom are now in cash value at the rate of over £20,000,000 sterling per annum. So well and regularly has the London market been supplied from different quarters that seldom, and then only at short intervals, has anything like real scarcity been experienced, though finest sorts of butter have, of course, been less plentiful in proportion to other kinds, and periods of depression have rarely been prolonged. The system of cold storage has been less extensively resorted to for butter than in 1902, with some advantage to the parties chiefly concerned, and all serious risks have thereby been carefully avoided. Sudden and unwarrantable fluctuations in prices have thus been effectively checked by the movements of the market being more under control; nevertheless, as a result of the year's trading in butter the closing quotations in several instances differ widely from those in January last.

Areated Milk.

A new discovery is announced with regard to the treatment of milk, by which it may be kept without having recourse to preservatives in the shape of boric acid and the like. By means of suitable machinery the milk is impregnated with pure oxygen and carbon dioxide, much in the same manner as areated waters are treated with carbonic acid gas. This has the effect of keeping the milk for almost any length of time, provided the bottles remain unopened until required.

It is said that the discovery will enable Canadian farmers to place their cream on the British market at a price which will compare very favorably with the current price of milk to-day. A large plant has been erected in Battersea, and there is already a demand for areated milk.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



We control the product of

**"The Charlottetown
Preserving Co."**

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

TO THE TRADE

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

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.	Potted and Deviled Meats, sizes, ½'s and ¼'s.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.	Chipped Dried Beef, sizes, 1's and ½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.	Honeycomb Tripe, sizes, 1's and 2's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.	Royal Baked Beans , sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Tongue, size, 1's, 2 doz. to case.	Lunch Sausage, size, ½'s, 4 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.	Vienna Sausage, size, ½'s, 4 doz. to case.
Oxford Brawn, sizes, 1's and 2's, square tins.	Soups, Ox-Tail, size, 2's, 2 doz. to case
Compressed Cooked Ham, sizes, 1's and 2's, square tins.	Kidney Stew, Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.	Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.
--	---

Branches at HALIFAX, SYDNEY and ST. JOHN'S, N.F.L.D.

Cheese

We think now is about the time you should buy for your requirements, especially if you want a few good Septembers to hold for Summer trade. Indications are that Spring making will be late this year and English buyers will soon be along picking up all the choice stock. We can give you excellent value, either new or old and in white or colored, also a few prime Stiltons.

F. W. FEARMAN CO., Limited
PORK PACKERS and LARD REFINERS.
HAMILTON, ONTARIO.

Our Hams and . . . Breakfast Bacon

**are Sugar-Cured, Delicious and
Full-Flavored, Appetising.**

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

**WE ARE BOOKING EASTER
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

Easter Trade

is a holiday trade it wants the best.

Rose Brand Hams Rose Brand Bacon

mild, sweet cured, fresh smoked, give tone and quality to your display. Order now from **Peterborough, Hull** or **Brantford.**

The George Matthews Company, Limited.

Established 1868.



MAGIC
BAKING POWDER

REGISTERED IN CANADA
MAGIC
BAKING POWDER
E. W. GILLETT COMPANY LIMITED

MAKES YOUR **CAKES** LIGHT.
MAKES YOUR **BISCUITS** LIGHT.
MAKES YOUR **BUNS** LIGHT.
MAKES YOUR **LABOR** LIGHT.
MAKES YOUR **EXPENSES** LIGHT.

Order from your Grocer.
E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry,
Butter
AND **Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Packers have found it difficult to get supplies of hogs on account of the disruption of transportation and one large firm bought a lot of 70,000 pounds that have been held in cold storage for some time at strong figures. In cured business is chiefly with places which must get in supplies while the sleighing lasts, but provision men are already looking forward to the opening of navigation. Prices as quoted below are all firm and lard has been advanced another 1-4c. since last week. We quote:

Long clear bacon, per lb.	0 08	0 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 12 1/2	0 13 1/2
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11 1/2	0 12
Shoulder hams, per lb.	0 09	0 09 1/2
Backs, per lb.	0 13 1/2	0 14
Heavy mess pork, per bbl.	18 00	18 50
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 00	14 50
Lard, tierces, per lb.	0 08	0 08 1/2
" tubs	0 08 1/2	0 08 1/2
" pails	0 08 1/2	0 08 1/2
" compounds, per lb.	0 07 1/2	0 08
Dressed hogs, light weights, per 100 lb.	6 50	
" heavy	6 25	
Plate beef, per 200-lb. bbl.	10 50	
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butte.—Complaints are heard as to the quality of creamery, which owing, it is said to irregularity in gathering, is not so good as it should be. Dairy being received is on the whole fair. Considerable quantities of butter are thought to be in the country, but receipts are just about equal to demand. Prices are unchanged. We quote:

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

Cheese—This line continues without interest. Export demand is not making itself felt and local consumption is just normal. Some houses quote as high as 11c. for extra fine large. We quote.

	Per lb.	
Cheese, large	0 10 1/2	0 10 3/4
" twins	0 11	0 11 1/4

St. John.

Provisions—Barrelled pork is again higher, though the advance perhaps not as marked as was expected. Beef has shown but little advance, but is very firm. Canadian shippers have made but little difference in price of pure lard but have in several cases withdrawn prices. Refined lard shows a small advance. Smoked meats are held firm,

sales light. In fresh meat there is little change, beef is quite plentiful at even prices. Veal is now freely offered. In lamb the market is quite firm. Mutton is rather dull. Pork shows little change. Local packers are buying Ontario pigs. Poultry is very high.

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	18 00	20 00
Plate beef	12 00	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 07 1/2	0 08 1/2
Mutton	0 05 1/2	0 07
Veal	0 07	0 09
Lamb	0 07	0 08
Pork	0 07	0 07 1/2
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08 1/2	0 08 1/2
" pails	0 09	0 09 1/2
Refined lard, tubs	0 08 1/2	0 08 1/2
" pails	0 08 1/2	0 09

Butter—Some western is being sold, chiefly in better grades. While stocks of medium are quite large, there seems less bad butter than usual.

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

Eggs—These continue to be very scarce and prices are fully maintained. Ontario stock is freely sold.

Eggs, henery	0 40	0 45
" case stock	0 33	0 35

Cheese—Stocks are small and prices very firm.

Cheese, per lb.	0 12 1/2	0 13
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Montreal.

For Montreal dairy and provision markets this week see general Quebec markets.

London Provisions.

Thomas Nesbitt & Co., in their latest report under date of February 15th, say:

Weather fine and colder. Business somewhat improving.

Butter—Market steady and trade more active.

Bacon—Is selling more freely. Irish unchanged. Continental generally 1s. to 2s. dearer, although the arrivals are still large. Canadian steady at about late values.

Hams—In only limited demand.

Lard—Bladdered in fair request. Pails, etc., quiet.

Eggs—Best quiet. Medium and cheaper descriptions wanted.

Cheese—Trade still dull, and prices easier.

Cut in Provision Rates.

Owing to a reduction of ocean freight rates, says the National Provisioner, the

Grand Trunk, Canadian Pacific and other lines have announced a cut in provision rates from Chicago for export via Boston, Portland, Me., and St. Johns, N.B.

A WHEAT FOOD

Grocers, urge the sale of Macaroni.

It replaces no other goods you sell.

It pays a good profit.

The Macaroni made by us, excels the imported article. Is made cleaner, better and more attractively packaged.

Send for free samples.

When ordering give your wholesaler's name.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts., TORONTO, CANADA

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.

CHATHAM, ONT.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden
are
willow
are

Walter
Woods
& Co.

Hamilton and Winnipeg.

THE SUCCESSFUL TRAVELLER.

By Herbert C. Ridout.

THE ideal traveller is not always the man who, the very first trip, brings back a bag full of orders. They may bear testimony to his good talking abilities, and in value represent his wages for the next two or three years, but they are not much good if in the course of a few months he cannot go back and ask for repeat orders. The firm may have given him that first order simply to get rid of him, because he had talked or persuaded them into it, or they may have been busy just at the moment that he called, and gave the order rather than be subjected to persistent interruptions. Or it is not improbable that the traveller has, in his zeal, "put up the back" of some minor member of the firm he is "nursing" and that this individual has put a word in against him.

It behoves a traveller to be as wary as a cat. A chance word here, or even a joke there, has lost many a repeat order.

The ideal traveller is the man who has a standing connection, with which houses he is as welcome as the day, and where he may invariably look for orders to come his way.

The traveller who knows his business does not always lift an order at the first visit. He wants to have a ground well cultivated and which will bear more than one crop of fruit. To take an order on the first visit savors to him too much of grabbing, and he cannot afford to leave such impressions behind him.

He strives to create a good impression that will serve as a standing introduction for him, that will not cause the customer to refuse to see him next time he comes in, but will rather make him inclined toward seeing him. Creating a good impression at the first time of calling is the most important point to the traveller who wants to make a good thing of it, and who is striving to live by it. He does not always talk "shop," indeed the probabilities are that he has a hobby in common with the man he is talking to. And if we could but follow him into one or two of the houses, we should most likely find that whilst in the first he is an ardent piscator, in the second he is devoted to golf, and in the third a philatelist gone mad.

Of course he has discovered that these are the weak points of his prospective customers, and he is playing upon them. But he plays upon them

lovingly, as an organist handles the stops of an organ, and just as effectively too. He does not make the mistake of showing the customer how much he himself knows about the sport or game, or whatever it is. No, he makes a good listener, just dropping a word here and there to keep the subject alive. But if the other's interest flags the traveller who knows his business is on his feet in a moment, and ready to bid his customer good-day.

The ideal traveller can sum up the character of the man he is dealing with in a trice. He grasps by intuition whether the man is a possible customer or whether he is not. He is a man of many moods, and he can suit himself to the temperament of the man he is conversing with.

He is not ashamed of his business as so many travellers give one the impression of being. The consequence is that he goes about his work in an enthusiastic way which carries most things before it. His enthusiasm carries him through where less perceptive men would stick fast, and he usually imparts a little of his enthusiasm to all with whom he comes into contact. He looks for success, and it comes to meet him half-way.

The ideal traveller looks every word he speaks; his face as often as not carries the conviction of his word, and people like dealing with him because he looks honest.

He is familiar with his goods from first to last, and can explain away a seeming fault so that even a practised workman is obliged to admit its possibility. Usually he has graduated from the lower rungs of the business ladder, a fact which accounts for many of his characteristics as a traveller. The courtesy one meets with at his hands stamps him as one of nature's noblemen. The knowledge he radiates when talking of the goods he is handling, indicates in itself that he has had a practical inside experience of them.

He is in all things the bearing of a gentleman, and the enthusiasm he possesses and the knowledge he displays more than compensate for any deficiency in flow of rhetoric. As a matter of fact this lack is often a blessing in disguise, for it is sometimes the best speakers among the gentlemen on the road who prove such bores to those they call upon. This does not hold good in every case, however, it must be admitted.

His personality is magnetic, and he is attractive in his manner. He has

learnt that there must be as much merit in the man himself as in the goods he stands for, if he is to keep a permanent following and his position. As a natural sequence, his coming is, if not actually eagerly anticipated always welcomed, and he is probably even shaken by the hand whilst other travellers are obliged to content themselves with a wave of the hand as the principal motions them to a seat, or even handed over to a subordinate.

The really successful traveller makes friends wherever he goes, and he is able to claim that measure of success which comes as a reward to keen insight, sagacity, applied wits, resolution, courtesy and unceasing rectitude of behaviour in business matters as well as outwardly. Such men make heads of firms.—Grocery.

THE GROCER OF THE FUTURE.

IS he to be a man or a machine? An organizer or a button in the organization, to be pressed at will? Is his pathway to success through independent policy and action, or through organized effort? Is he to be a mere distributor, or part of a buying organization and manufacturing scheme? These are a few of the questions American grocers are asking, and it is evident that the grocers of the United Kingdom are asking similar questions, and are, like those on this side, going through a process of evolution.

"It is certain," says our esteemed contemporary, the London Grocer, "that the grocer of the future will have to make himself more familiar with the legal points of the trade, and there are three factors that occur to us as important in this connection. In the first place, it has become doubly important that every grocer should regularly and intelligently read his trade paper; secondly, every grocer should belong to a trade association; and thirdly, the coming generation of grocers must be better trained either by a return to the apprenticeship system or some other method. There may not be so much hard manual labor attached to the trade as in bygone days, but it demands a close and intelligent study of a thousand and one details that our fathers knew nothing of, and grocers are entitled to be paid for head work as much as for handiwork. Therefore, while they fight against every form of dishonesty, and endeavor to obey the law in every detail, let traders also see that their legitimate profits are maintained at a level that will remunerate them adequately and raise the whole status of the trade from the foolish cut-throat competition that has too long thrown a shadow over it."—American Grocer. Grocer general Must FITZ

RETURNED

THE CANADIAN GROCER

ONE PROOF
of
the
merit
of
an
article
is
the
number
of
its
imita-
tions.



at Post
George & Co
WE WERE THE FIRST
to introduce to the trade in Ontario a fast selling line
of **PURE TABLE SYRUP**, put up in handsome tins—

OUR
"GOLD MEDAL" TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance—
it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases.....	each 24 tins
5-lb. " "	12 "
10-lb. " "	6 "
20-lb. " "	3 "

THE "MONEY-BACK" KIND.
Every tin has our guarantee.

FREIGHT PAID
—ON—
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

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

PACIFIC CAVIARE.

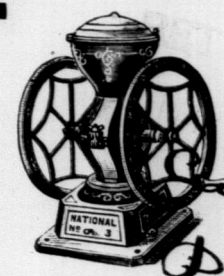
FOR many years, says The Pacific Fisherman, sturgeon was looked upon as a "by-product" of the Columbia River, yet thousands of them were caught and the eggs of the female, pickled and called caviare, netted much profit to a few. Joint legislation of the States of Washington and Oregon recognized the value of this fish and enacted laws that prescribed seasons for the catching of it and the size that could be caught. This law must have answered a long-felt want, or at least attracted attention to the industry, as for several years afterwards no large sturgeon could be caught, it being remembered that the fish laws on the Columbia are very laxly enforced. During the present Winter the catch of sturgeon has shown an increase, and the fish are equally in flavor to any species for the table, but their appearance creates a prejudice against them, and they are generally served at restaurants and hotels as "sea bass," and considered an edible luxury from the ocean. As a matter of fact, if the dealers in the roe of the female was not present, few "sea bass" would ever reach the table.

Practically no supplies of genuine caviare are coming forward at date, and the stricture is intensified by the Arctic weather unprecedented in the district around the Great Lakes. There is a good deal of talk about "spoonbill" caviare of late. The trade is not handling same to any large extent, as the product is susceptible to any change in the temperature and deteriorates greatly if preserved for any length of time. It is, however, in request by delicatessen and saloon counter trade.

W. Scott, general merchant, Hilton, has been succeeded in business by Laird & Gibson.

Perhaps

you have been thinking
of buying a COFFEE
MILL—If so



you have

the opportunity of buying a "NATIONAL."
A better mill you have

never heard of. It yet remains to be in-
vented. It is a

TIME, MONEY AND LABOR SAVER

Are you interested to know more of the good
points of

THE "National"

IF SO—WRITE
THE EBY, BLAIN CO., LIMITED
SOLE AGENTS
IN CANADA. **TORONTO.**

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.

An Improved Grocery Advertisement.

It may recall itself to the readers of this department that I somewhat severely criticized an advertisement of Messrs. Ruppel & Co., Elmira, Ont. The advertisement in question was as follows:

The White Grocery
—
Ruppel & Co.,
Elmira.

I am in receipt of a letter from Messrs. Ruppel & Co., in which they say: "We wish to thank you for the criticism of our advertisement. Same has awakened us in the advertising line, but wish to say that we are not in the habit of advertising in that way. We are mailing you this week's advertisement and would be pleased and grateful for any pointers you can give us in improving it."

The chief criticism I have to offer with reference to the accompanying advertisement relates to the display rather than to the matter. The matter is good, so far as it goes. The enumeration of "Stock Taking Bargains" makes a most readable list, and one that cannot help but interest the thrifty housewife. It will be perceived that these are unusual values. The goods offered are seasonable and are good buying at the prices quoted. Then, too, there is no waste matter. It is a "strictly business" advertisement, and the buying public cannot but approve of it. It is in marked contrast in all these respects to such common announcements as

**Fresh groceries and provisions
of all kinds.**

Everything fresh and clean.

Jas. McMurray.

CHOICE GROCERIES

A Complete Assortment.
Quality Guaranteed.

Prices right.

A trial order will convince you.

Wm. Jones

General statements concerning one's business are all right sometimes, but when it comes to selling goods specific announcements are desirable, indeed, necessary.

This advertisement of Ruppel & Co.'s would have looked better and would have been more easily read had the special prices been brought out in a black face type, and extended to the end of the line in each case, so:

ECLIPSE SOAP, reg. 5c. each, now..... 7 for **25c.**
OLD BROWN WINDSOR SOAP, each..... **.01**
TEA DUST, reg. 15c., now, per pkg. **10**

It is very desirable when making out price lists to keep the eye as much as possible, to enable it to skim over the

Stock Taking Bargains

—AT—

"The White Grocery"

For the Public while they last, as follows:

Eclipse Soap, reg. 5c. each, now 7 for 25c.	Home-made Marmalade, in pint sealers, for 25c. and tumblers at 10c. each.
Ivory Bar Soap, regular 5c. each, now 7 for 25c.	Honey Syrup in 10c., 25c., 5c., and 81 tins.
Old Brown Windsor Soap 1c. each.	Mat Figs, 7 lbs. for 25c.
Strengthfude Breakfast Food, reg. 15c., now 10c.	Oranges, 1c. each or 10c. per doz.
Rokco Cereal, reg. 30c. pkg., now 25c.	Fancy Pepper & Salt Shakers at 5c. each.
Evaporated Pumpkin, reg. 12c., now 8c.	Assortment of Plates at 5c. each.
Tea Dust, reg. 15c., now 10c. pkg.	Jardineres at 10c. each.

Ruppel & Co.

list rapidly, and to grasp in a flash the significance of the prices quoted. This is true even when the prices given are not less than regular. It must never be forgotten when preparing advertisements to make the matter read easily and swiftly. An advertisement that

taxes the attention of the reader over much will in a majority of cases be passed over unread. Some advertisers go on the assumption that the public read their announcements faithfully, no matter how uninteresting they may be. It is much safer to think that the public is not at all interested, and that its attention and interest must be compelled. Better advertising will result if one holds to an idea of this sort. The man who talks to the public of his own accord, and who desires its closest attention, should seek in all ways to please it, to fulfil its severest exactions.

Stock Taking Bargains

—AT—

"The White Grocery"

For the Public while they last, as follows:

Eclipse Soap, reg. 5c. each, now 7 for	.25
Ivory Bar Soap, reg. 5c., now 7 for	.25
Old Brown Windsor Soap, per cake	.01
Strengthfude Breakfast Food, reg. 15c.	.10
Rokco Cereal, reg. 30c. per pkg.	.25
Evaporated Pumpkin, reg. 12c.	.08
Tea Dust, reg. 15c. per pkg.	.10
Home-made Marmalade, pint sealers	.25
"tumblers	.10
Honey Syrup, in tins	.10, .25, .50, 1.00
Oranges, each 1c., per doz.	.10
Fancy Pepper and Salt Shakers	.10
Assortment of Plates, each	.05
Jardineres, each	.10

Ruppel & Co.

The careless advertiser soon loses his audience.

One more criticism of the advertisement under review: It is top heavy. "Stock Taking Bargains" is in a type the size and face of which are too large for what follows. This is a minor fault and must be attributed to the compositor.

I am recasting the advertisement in accordance with my own conclusions and submit same to my correspondents and readers generally for their judgment.

The dissolution of partnership of Newitt & Co., dry goods and general merchants, Ymir, has been registered.

SHARE WITH US

We have built up as you know a large business in Coffees. C. & S. Coffees are considered **Standards**. We have spared no expense in any department. We have spent thousands of dollars in drawing the attention of the public to the merits of our goods. If you will make them a **Feature** and see that your stock in trade is always "kept up" you will **Share With Us** the prosperity that an article of merit always brings.

Chase & Sanborn,

The Growers and Importers,

MONTREAL, P. Q.

RED SEAL

**Tomato Mustard
Tomato Chutney
Chili Sauce
Worcestershire Sauce**

RED SEAL

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can**.

Be a **leader**: Let your competitor **follow**. You will **have** to have them sooner or later—better, **sooner**.

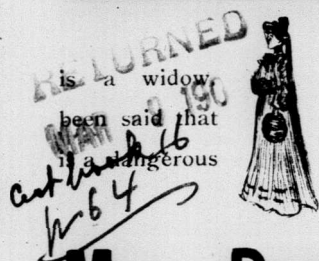
CANADIAN CANNERS' CONSOLIDATED COMPANIES

HAMILTON, ONTARIO.

LIMITED



Mrs. Dooley



And it has
"A little widow
thing."

Mrs. Dooley's Laundry Soap

is being taken up by the retail grocery trade with a fervor quite unusual. Perhaps the charms of Mrs. Dooley may have something to do with it, but a sounder reason is the excellence of the Soap itself—it contains borax, and the fact that it pays about 10 per cent. more profit than other soaps.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots	- - \$3.70	
5 " "	- - 3.60	2.15
10 " "	- - 3.50	2.10
25 " "	- - 3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

Send for Booklet, "The Story of
Mrs. Dooley," Free.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

To Close Canneries.

THE British Columbia Packers' Association will not operate all its canneries during the coming season. G. I. Wilson, president of the British Columbia Packers' Association, says that as but a small run of fish is expected this year, it had been decided to cut a number of the packing plants out of operation on the score of expediency, and next year is expected to furnish the largest run of fish of the past four years. Last year the Fraser pack was but 204,000 cases, and that of the North but 160,000 cases—practically a failure.

The English salmon market is firm just now, according to latest advices of the British Columbia Packers' Association, and while the demand is not very marked at this season of the year, stocks are not so large that prices can be hammered down.

Reports received from Seattle and San Francisco state that many of the canneries of the Alaska Packers' Association will be shut down this year, especially those on the Southeastern Alaskan coast, where the pack is principally pinks. The more northerly of the canneries, which secure reds, will be operated to full capacity if the fish can be secured. Last season's pack of Alaska pinks did not sell very well, on account of there being no demand for that low quality of fish, and packers lost heavily.

B. C. Herring Fisheries.

A Seattle syndicate is thinking of engaging in the herring fishing industry on the east coast of Vancouver Island, says the Victoria Colonist. At the last meeting of the Nanaimo Board of Trade a letter was read in which Mr. Max Johnson, of Seattle, stated that he was considering the advisability of going to Nanaimo to go into the fishing industry. He suggested that permanent traps, fishwheels and seines should be prohibited, and also the deposition of refuse in the harbor, as this practice had driven away the great shoals of herring which formerly visited Port Townsend and Bellingham Bay. He pointed out that the fish which abounded in Nanaimo harbor formed a great

source of wealth only requiring a little care to be retained. A committee was appointed to wait upon Mr. Ralph Smith, M.P., with a view of pressing upon that gentleman the necessity of securing regulations along the lines suggested.

Temiskaming Fish.

It is rumored that all commercial fishing in Lake Temiskaming is to be prohibited and that the existing supply will be preserved for the settlers.

Lake Champlain Fisheries.

In 1901 representations were made by fishery officials of the States of Vermont and New York in favor of abolishing seining in Lake Champlain. The fishing on the Canadian side of the lake was mostly in Mississquoi Bay, but only at certain periods of the year. The Canadian Government adopted a regulation prohibiting seining in Mississquoi Bay, but were surprised to find that the seine continued to be used on the United States side of the lake. In answer to a remonstrance, it is said the reply was made that the action of the Americans could not be controlled. In view of these circumstances the embargo against the use of the seine by Canadians in the waters of Lake Champlain will be removed.

APPOINTED SELLING AGENTS.

The International Brokerage Co., of Toronto, have secured the agency for Mrs. Dooley's Laundry Soap from the makers, the Metropolitan Soap Co., and with their staff of salesmen throughout the Dominion will engage in a vigorous campaign to introduce this new soap.

The name "Mrs. Dooley" naturally has caused a flow of wit and humor among the trade, but the makers recognize in the name an advertising asset of no mean proportions. "The Dooley Booklet" has had a wide distribution and contains a very interesting statement. It is worth writing for.

J. L. Roberge & Co., general merchants, Thedford Mines, have assigned. V. E. Paradis has been appointed provisional guardian.

If a grocer wants a policy by which to do business
we'll give him one without extra charge. Sell

Blue Ribbon Ceylon Tea

and be honest. The one follows the other and both
gleam brightly as the noon-day sun.

Push the Red Label Brand.

Each grocer our agent.



A Profit Earner

B. T. BABBITT'S

TRADE "1776" MARK

SOAP POWDER

Takes the Dirt and leaves the Clothes.

HANDSOME PREMIUMS AND PANEL PICTURES.

FREE FOR TRADE MARKS.

SEND FOR ILLUSTRATED CATALOGUE.

WM. H. DUNN

Agent

Montreal.

ALWAYS ANXIOUS

to please our friends and customers we have had prepared in three colors, a **Map of Japan and Russia**, which we will send **FREE** on receipt of the coupon **BELOW**.

These maps are printed in English and **French**, and will be of great assistance in following the movements of both armies.

Laporte, Martin & Cie.,

— MONTREAL, P. Q.

The Canadian Grocer

Messrs. Laporte, Martin & Cie, Montreal :

Kindly send us the Map of Russia and Japan.

NAME

PLACE

PROVINCE

(Write Address Plainly)

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Ammonia.
Harvey, John G., Todmorden Ont.

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

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

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

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

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Gardiner & Co., Vancouver, B.C.
Robertson, Geo., & Son., Kingston, Ont.
Tippet, A. P., & Co., Montreal.

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

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

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

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocunut.
Greig, Robt., Co., Toronto.

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

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

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, B. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Toronto.

Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

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

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

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

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P. E. I.

Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
MacLaren, A. F., Imperial Cheese Co., Toronto.

McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivory Wagons.
Ewart, James, Toronto.

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canada Permanent, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Tees & Co., Montreal.
Tolman, Montreal.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B. C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tilson Co., Tilsonburg, Ont.

Fruits - Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie - Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.

Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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

Grocers - Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudson, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
McGregor-Harris Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Southwell's - Frank Magor & Co., Montreal.
Upton - A. F. MacLaren Imperial Cheese Co., Toronto.

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

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

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

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

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

Peels.
Batger's - Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Canadian Cannery Consolidated Co., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Catto Mfg. Co., Windsor, Ont.
Laings, Dr. - W. G. Patrick & Co., Toronto.

Lytle, T. A., Co., Toronto.
Patterson's - Rose & Laflamme, Montreal.
Strotton & Co., Worcester, Eng.
Sutton, G. F., Son & Co., London, E.C.

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

INDEX TO ADVERTISERS.

Adamson, J. T., & Co.	65
Allison Coupon Co.	7
American Tobacco Co.	70
Auer Light Co.	inside front cover
Baker, Walter, & Co.	62
Balfour & Co.	10
Bank of Toronto	52
Batty & Co.	42
Black Bros. & Co.	8
Blue Ribbon Tea	31
Borden's Condensed Milk Co.	80
Bowser, S. F., & Co.	7
Bradstreet's	outside back cover
Brantford Starch Works	34
British American Assurance Co.	54
Browne & Wells	42
Burlington Canning Co.	7
Cameron, Gordon & Co.	76
Canada Biscuit Co.	58
Canada Maple Exchange	63
Canada Paper Co.	7
Canadian Bank of Commerce	52
Canadian Cannery Consolidated Co.	29
Canadian Gelatine Co.	61
CANADIAN GROCER	76
Canadian Permanent Mortgage Co.	52
Canadian Press Clipping Bureau	inside back cover
Canadian Vinegar Co.	50
Capstan Manufacturing Co.	55
Carter, G., Son & Co.	67
Castle, F. J., Co.	67
Central Business College	67
Ceylon Tea	7
Chase & Sanborn	29
Christie, Brown & Co.	outside front cover
Clark, W.	55
Clark, B. W., & Co.	76
Coles Manufacturing Co.	34
Colson, C. E., & Son	outside back cover
"Commissioner" Tea	76
Computing Scale Co., of Canada	3
Confederation Life Association	52
Connors Bros	39
Cowan Co.	61
Cox's Gelatine	inside back cover

Cullen, Orlan Clyde	57
Davidson & Hay	21
Dawson Commission Co.	64
Dean & Son	34
Dominion Brokerage Co.	39
Dominion Molasses Co.	58
Dominion Packing Co.	23
Dominion Show Case Co.	73
Douglas, J. M., & Co.	19 63
Duncan Company	62
Dunn, Wm. H., & Co.	Hamilton
Dutch Chemical Works	61
Dwight, John, & Co.	78
Eagle Mfg. Co.	61
Eby, Blain Co.	27
Eckardt, H. P., & Co.	45
Edwardsburg Starch Co.	78
Empire Tobacco Co.	70
Enterprise Mfg. Co.	inside front cover
Epps's Coccos	55
Erie Tobacco Co.	72
Ewart, James	55
Ewing, S. H., & A. S.	3
Ewing, S. H., & Sons	5
Fairbanks, N. K., Co.	75
Fearman, F. W., Co.	23
Fortier, J. M.	72
Foster Pottery Co.	7
Gibb, W. A., Co.	50
Gillard, W. H., & Co.	10
Gillett, E. W. Co.	24
Gowans, Kent & Co.	outside back cover
Greig, Robt., Co.	69
Grimble & Co.	2
Hamilton Cotton Co.	62
Harvey, John G.	76
Hopkins, John	50
Horrocks, T. J.	72
Horton-Catto Mfg. Co.	7
Hudson, Hebert & Cie.	47
Husband Bros. & Co.	64
James Dome Black Lead	9
James, F. T., Co.	43
Japan Tea	4

Johnson, C. Gardiner, & Co.	76
Keen, Robinson & Co.	outside front cover
Kingston "Gleaner"	inside back cover
Kinnear, Thos., & Co.	20
Lambe, W. G. A.	76
Lamont, Corliss & Co.	61
Laporte, Martin & Cie.	32
Lipton, Thomas J.	4
London Guarantee and Accident Co.	52
Lowney, Walter M. Co.	58
Lucas, Steele & Bristol	17
Lytle, T. A., Co.	2
Marceau, E. D.	51
Matthews, Geo. Co.	24
Metallic Refining Co.	57
Metropolitan Soap Co.	30
Metropolitan, The Bank	52
Mooney Biscuit and Candy Co.	59
Morse Bros.	16
Mott, John P., & Co.	59
MacLaren's Imperial Cheese Co.	20
McAlpin Consumers Tobacco Co.	72
McCann, Wm., Milling Co.	67
McDonald, Gordon, & Co.	42
McDougall, D., & Co.	73
McGregor-Harris Co.	43
McKillop, J. G.	76
McLaren's Cooks' Friend Baking Powder	inside back cover
McLean, J. A., Produce Co.	24
McWilliam & Everist	64
Napoli Macaroni Co.	25
National Cash Register Co.	42
National Licorice Co.	inside front cover
Nerlich & Co.	75
Nicholson, E.	76
Nicholson & Brock	57
Oakey, John, & Sons	outside back cover
Oakville Basket Co.	inside back cover
Page, C. S.	57
Park, Blackwell Co.	23
Patrick, W. G. & Co.	9 76

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

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

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

Seed Corn.
Stevens, Fred B., Chatham, Ont.

Soap.
Duhan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas - All Kinds.
Winn & Holland, Montreal.

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

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

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Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Davidson & Hay, Toronto.
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Balfour & Co., Hamilton.
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Chase & Sanborn, Montreal.
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Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.

Ety, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.

Wall Paper.
Staunton's Limited, Toronto.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

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Keen's - Frank Magor & Co., Montreal.

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Cameron, Gordon & Co., Winnipeg.

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

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

Payne, J. Bruce	71
Pure Gold Mfg. Co.	60
Queen City Oil Co.	55
Reid, W. B., & Co.	40 41 72
Ridout, Geo., & Co.	57
Robertson, Geo., & Son	4
Rose & Laflamme	5 77
Rutherford, James & Co.	17
Rutherford, Marshall & Co.	43
Ryan, Wm., Co.	43
"Salada" Tea Co.	39
Sheridan, J. H.	57
Simpson, E. & J. H. Co.	62
Slingsby, H. C.	62
Southwell & Co.	78
"Sovereign" and "Lynx" Salmon	3
Staunton's, Limited	75
Steele, W. H., Co.	73
Stevens, Fred, B., & Co.	25
Stretton & Co.	2
St. Lawrence Starch Co.	54
Sutton, G. F., Sons & Co.	34
Sydenham Glass Co.	7
Tees & Co.	54
Thomas, J. P.	76
Tilson Co.	67
Tippet, Arthur P., & Co.	57
Tolman	54
Toronto Salt Works	76
Tuckett, Geo. E., & Son Co.	71
Truro Condensed Milk & Canning Co.	9
Turner, James, & Co.	17
Upton, Thos., & Co.	21
Walker, Hugh, & Son	65
Warren Bros. & Co.	10
Watt, J. L., & Scott	58
Western Assurance Co.	54
Wethey, J. H.	outside back cover
White & Co.	65
Wilson, C., & Son	3
Winn & Holland	inside back cover
Wood, Thomas, & Co.	10
Woods, Walter & Co.	25

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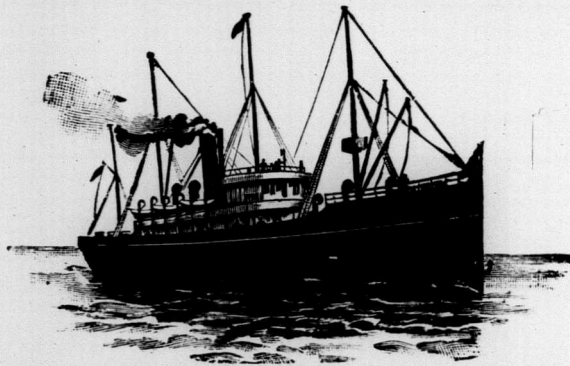
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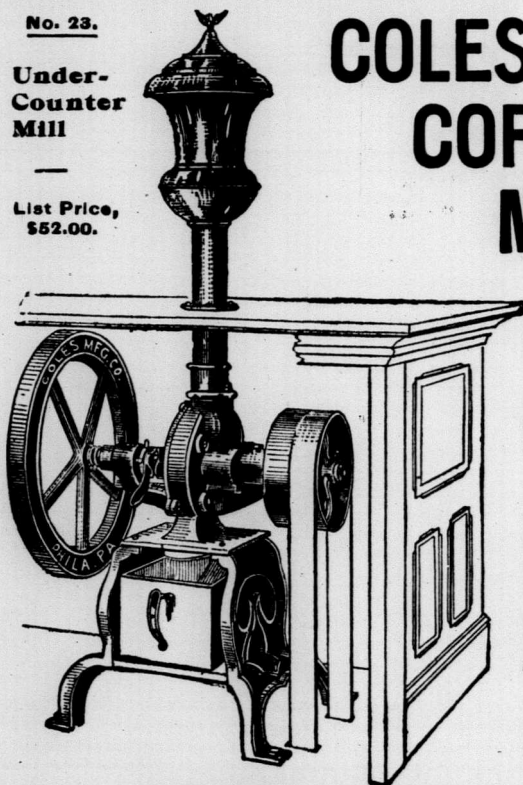
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EXPORT TRADE IN CANNED GOODS

MR. MARSHALL announced at the Dominion Grocers' Guild dinner the other night, that the Canners' Company were making plans to systematically develop the export trade in Canadian tinned products, and that Mr. Innes, the son of the president, was now on his way to establish a permanent agency in England. He also stated that their ambition was to secure the British market for these Canadian products, as that market had already been captured by our cheese.

This is a very important announcement. It is a policy The Grocer has advocated for years. It was strongly advocated by the editor of The Grocer when he was secretary of the Canners' Association 17 or 18 years ago.

Some of the canners have, individually, worked up a nice little business, but it was done spasmodically, and Canadian canned products are not generally known in Europe. In some cases, unfortunately they are known unfavor-

ably, because of the inferior quality of the goods placed on the market by some packers who should have known better: packers, who, if they had no respect for their own reputation, should have had some for their country.

Some years ago, for instance, one well-known Canadian packer made large sales of Canadian canned peas and corn which turned out badly. The fraud was exposed by The Grocer at the time. They were "soaked" goods, simply a green variety of the peas and corn usually sold by the bushel, put into tins and covered with water.

While we may differ strongly on the business policy of the Canners' Company in some respects, we are very confident the success of their export plans, if they continue to be controlled by such men as Mr. Innes, Mr. Marshall and Mr. Ferguson, and others who are at present directing the policy of the combination. It is to be hoped that the ambition which gave the president and some of the other packers now in the company their reputations, will be strongly encouraged.

If this idea can be impressed on the minds of the stockholders generally in the Canners' Company, and if they have patience, we will have an enormous and profitable export trade for our canned products.

We have advantages in quality. The slower ripening of Canadian fruits and vegetables give them a flavor much more delicate and vastly superior to Californian or any other packs with which we will compete in Europe. This is easily proved by testing the good Canadian brands alongside any others.

TO REGULATE LIMITED LIABILITY COMPANIES.

THE discussion on Mr. Hoyle's bill to amend the Ontario Companies Act in the Ontario Legislature last week suggests food for thought. There is no doubt but that the limited liability principle is an invaluable expedient in the modern business world, but it is equally evident that it is and has been used for fraudulent purposes.

The prospectus of many of these companies are fearfully and wonderfully made, framed to catch the unwary investor who is but too often an easy victim to the smooth-tongued solicitor.

It may be urged that selling of stock in a company is no different from the selling of any other article of merchandise, but this can not be successfully maintained. The company is working under a charter from the Government, a fact which gives it a certain prestige, and the Government has a right to see that the charter is not used for fraudulent purposes.

Mr. Hoyle's bill, although lost for the session was a step in the right direction, as is any movement likely to confine the prospectus within the limits of the truth.

The suggestion of a board of expert financiers to whom all charters should be referred, if it could be worked out practically would be an excellent thing. Such a board, possessing the confidence of the investing public would be at once a protection against fraudulent concerns and an encouragement to the investing but uninformed public to put their money in legitimate industrial concerns so much needed to develop the resources of this country.

It is to be hoped that a satisfactory and workable scheme may yet be devised.

A CONSOLATION.

A PHILOSOPHER on the street has discovered a silver lining to the storm cloud that has hung over the trade since the first of the Winter. It has given a capital opportunity he suggests, to merchants in the snow bound towns to get rid of shopworn and unsaleable goods. Goods which in his pride the haughty customer rejects, are taken with gratitude when nothing else may be had. It is to be hoped that the philosopher is right and that in compensation for lessened business the merchant has been able to clean out undesirable lines and is ready to stock up afresh so soon as it pleases the weather clerk and the railroads.

UNIVERSITY OF TORONTO'S NEEDS.

A SHORT time ago there appeared in these columns the summary of an admirable address on the field and needs of Ontario's Provincial University delivered by Mr. W. T. White, B.A., manager of the National Trust Co., before the Canadian Club of Toronto.

Among the needs Mr. White mentioned as retarding the advancement and crippling the usefulness of the university was that of a physical laboratory, an indispensable part of the equipment of an up-to-date university in these days of scientific discovery and progress.

It is understood that the Alumni Association of the University of Toronto are arranging for a delegation of graduates, undergraduates and friends of the university, to wait upon the Premier and the Minister of Education at an early date to represent to them the importance of taking immediate steps to provide adequate laboratories for the physical department of the Provincial University.

Another object of the Alumni Association is to secure from the Government a definite pronouncement of its policy as to the university. A commission to investigate the whole university question and the adoption of a forward policy that will allow the institution to expand naturally would also be welcomed.

It is to be hoped that the Government will meet the university people in no piecemeal spirit. The university represents a very large capital expenditure and its full usefulness should not be suffered to be impaired for the lack of adequate equipment through any petty parish view of economy.

Criticisms have been made at various times of some features of the university, some with good reason. The suggestion of a commission should be seized upon by the Government, the whole university question thoroughly examined, the Provincial University raised to the highest degree of excellence in all her departments.

A curious feature, considering the

EDITORIAL

disultoriness of the Government, is that scarcely a member of the Legislature can be found who does not approve of a vigorous university policy.

WHY IS A COMMERCIAL AGENT NOT APPOINTED?

IT is to be regretted that the Dominion Government has not yet appointed a commercial agent in London. Lord Strathcona has undoubtedly done a great deal for the welfare of Canada since his appointment as High Commissioner, but his duties are such that he cannot possibly give proper attention to the commercial interests of the Dominion. He has too much to do in a general way to look after that which demands special attention. Information therefore that would be of value to business men in Canada or Great Britain the High Commissioner's office in London has seldom been able to give.

A couple of years ago the Dominion Government placed \$25,000 in the estimates for the support of a commercial agency in London and the Ontario Government allotted \$5,000 as a contribution for the same purpose, but in spite of this no appointment has as yet been made.

The Canadian Grocer has been informed on what it believes to be good authority, that Lord Strathcona is in favor of the appointment of a commercial agent in London. In Government official quarters it has been intimated, on the other hand, that the appointment has not been made because of the opposition of Lord Strathcona.

There must be a nigger in the fence somewhere and it is the duty of the Government to state publicly why the appointment has not been made.

Up to within a year or two ago the Canadian Manufacturers' Association and some of the Boards of Trade were active in their advocacy of the appointment of a commercial agent in London, but nothing has been heard from them lately. They appear either to have fallen asleep or to have become discouraged. They cannot expect the Government to be active if they are passive. Governments as a rule do not lead. In most instances they only move as they are

pushed. If the business men of Canada want a commercial agent appointed to look after their interests in London, they must push for it, and keep pushing.

OATMEAL PRICES.

THE recent advances in oatmeal have aroused rumors of a trust which have found currency in the daily papers. In conversation with a representative of The Grocer a large oatmeal manufacturer ridiculed the idea of a trust. The oatmeal business, it is claimed, has been on a losing basis for some time and the advances in the price are said to be amply warranted by the increase in the price of cooerage and of oats. The prices now quoted are moreover for delivery instead of f.o.b., an important item, and afford but a moderate profit. The only arrangement among the manufacturers, it is said, is a gentlemen's agreement not to sell below the price agreed upon, designed to put the industry on a reasonable basis and prevent cutting.

THE FREIGHT BLOCKADE.

SOME idea of the general demoralization of all transportation facilities and complete break down of the railroads in Ontario may be gathered from the fact that a thriving northern town is completely out of sugar and had to have supplies sent in by express at an expense of about a cent a pound. Another town in the Waterloo district, where coffee is consumed largely, ran completely out of this staple article and had also to call in the aid of the express companies. Consignments that were shipped a month or three weeks ago to outlying towns have been completely lost and no one knows where they are. A Western merchant who consigned a lot of butter to a Toronto house a month ago was in that city this week trying to locate his consignment. It has not yet arrived. Brokers are also hard hit. Cars of sugar are three weeks late and as they arrive their contents are distributed thinly among the jobbers. Some lines of tea are short owing to consignments being delayed on the way from the seaboard. Travellers are calling on retailers whose last orders have not yet been delivered.

Things were bad enough until Monday when the blizzard capped the climax. The irritation would be unbearable were we not all comparatively used to the conditions by this time,

THE TARIFF ON MOLASSES.

THE recent decision of the Customs Department that in future the rate of duty on molasses imported into Canada will be determined by subjecting the article to the indirect instead of the direct polarization test, has caused a good deal of comment and no little difference of opinion among the trade.

The duty on molasses testing 40 degrees or over cane sugar or sucrose is 13-4c. per gallon. Molasses under 40 and not less than 35 is charged 13-4c. per gallon and in addition one cent for every degree or part of a degree under 40. All under 35 degrees must pay a duty of 3-4c. per pound.

The effect of the new ruling is that the low grade molasses which has been an important feature in the molasses trade, especially in Ontario, will not test up to 35 by the new test thus being brought under the 3-4c. per pound schedule. The effect is practically to prohibit the importation of this grade of molasses.

Although the desirability of the low grade New Orleans molasses is a more or less disputed point, the trade regard with concern the disorganization of trade by the new regulation and it is understood that a petition, signed by practically all the trade of Hamilton and Toronto and by a large number in Montreal, has been forwarded to the Minister asking a return to the old test.

The Grocer interviewed a number of the trade in regard to their views:

Sam J. Mathewson, of J. A. Mathewson & Co., Montreal, said: "In my opinion this is a cheap article used largely in Ontario and parts of Quebec for cooking or baking purposes only, and for this it has given perfect satisfaction. With all due deference to the Government it seems to me that this molasses cannot be easily replaced, as it comes in packages that are much easier to handle than the huge casks which have heretofore been shipped from the West Indies. It seems to me to be a useless and unwarranted piece of legislation. I do not know of any molasses coming into this country adulterated with foreign substances. You could not impose such goods on any merchant who knew anything at all about molasses. This cheap molasses is sold for what it is, and for baking purposes is a more satisfactory article to those who use it than West Indian molasses."

Mr. W. G. A. Lambe, Toronto, said: "It will insure a better grade of molasses being imported and will entirely

shut out the lower grades. It will be in the interests of the consumer."

Mr. R. S. McIndoe, Toronto, said he was not concerned by the ruling as he did not handle the grades of molasses affected. He thought the regulation would improve the quality of the molasses used in Canada.

Mr. George Stanway, Toronto, said the effect would be to raise the price of cheap molasses about 10 cents a gallon. It would be practically prohibitive, and would shut out a cheap and useful molasses that was in general demand.

Mr. Marshall, of Warren Bros., Toronto, said the ruling would be a blow at low grade molasses and would upset trade.

Mr. J. F. Eby, of Eby, Blain & Co., Toronto, said the department was not well informed on the subject of molasses and that the new test was unreliable.

Mr. Musson, Toronto, said that the molasses shut out though of low grade was in demand in Ontario for cooking and served a purpose.

Other gentlemen on the street interviewed were of conflicting opinions. Some contended that the molasses shut out by the new ruling was unfit for food. Others were of the opinion that though poor stuff it satisfied a demand and should not be excluded from our market. While there were again some who claimed that the molasses was quite suitable for the use to which it was put.

A WAR MAP FREE.

Every subscriber of The Canadian Grocer, by mentioning this paper, may obtain free, a map of the seat of war between Russia and Japan, by addressing Laporte, Martin & Co., Montreal, Que. This map is printed in three colors and may be had either in French or English. Drop them a card and get a splendid map free. Mention The Canadian Grocer.

BOVRIL WINDOWS.

Some very attractive window displays have been made by Bovril Co. in Montreal lately. Two of the most conspicuous and attractive were those of Fraser, Viger & Co., St. James street, and J. B. Berthiaume, corner St. Lawrence and Prince Arthur avenue. Both these windows were very much commented upon by passers-by and as an advertisement must certainly have been a success. Mr. Mitchell, of the Bovril Co., is to be congratulated on the very effective window artist on his staff.

PERSONAL MENTION.

Mr. D. G. Bell, of Bell & McEachern, general merchants, Stayner, Ont., was a caller at the Toronto office of The Grocer this week.

In the personal column of last week's Grocer the name of Mr. W. Ince was inadvertently substituted for that of Mr. W. Innes, president of the Canadian Consolidated Cannery Co.

Mr. Frank Sloan has returned to Toronto and is again busy in the wholesale house of John Sloan & Co., after a six months' trip to the Western States. His trip appears to have done him good.

Mr. Frank Menzie, who has been travelling for the F. F. Dally Co., of Hamilton, in the Northern part of Ontario for the past number of years, has engaged with H. P. Eckardt & Co., and will look after the trade in the Northwest and British Columbia for this firm.

Mr. A. W. Arnott, of Geo. Ridout & Co., Toronto, was a recent caller at our London offices. Mr. Arnott is in the Old Country getting in close personal touch with the houses his firm represents, and is visiting the trade centres of Great Britain and the continent. News of new agencies of interest to the trade will be announced on his return.

Mr. J. B. Hughes, representing the Ozo Co., Montreal, leaves for Eastern Quebec and the Maritime Provinces this week. Mr. Hughes, who is well acquainted with the trade down by the sea, will have besides his company's well-known brands of vinegar, pickles, tea, &c.; an extra line or two of jams and jellies to offer the trade.

EXPORT APPLE TRADE.

The following estimate of the apples exported from Atlantic ports for the week and season ending February 27th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	26,135	1,628	5,302		33,065
New York	4,848	7,296	600	10,008	22,752
Boston	15,765	1,117	1,871		18,753
Halifax	2,284	15,341	3,474		21,099
St. John, N.B.		367	296		663
Week's total	49,032	25,749	11,543	10,008	96,332
Same week, 1903	48,290	13,858	16,593	10,517	89,258
Season to date	1,472,861	792,358	439,512	504,224	3,118,955
Last "	1,321,106	393,008	382,480	219,261	2,316,855

On Wednesday Mr. Barker received the following cable from Liverpool on that morning's apple market:

"Ottoman damaged by frost; market very active; Baldwin's, 14s6d. to 22s.; Ben Davis, 15s. to 22s.; Spies and Russets, 16s6d. to 23s.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, March 3, 1904.

Groceries.

IN response to the usual question the trade generally report business good when the weather conditions are considered. But travellers are now on road taking orders where their last orders have not yet been delivered. The railroads were refusing freight more or less right along but Monday's storm simply paralyzed them. Some outside places are without sugar or coffee and have had to have supplies sent in by express at a cost of a cent a pound in some cases. Some fears of further trouble from floods when the snow melts are also heard, but on the whole the trade is optimistic. Collections have been hurt to some extent but there is no great complaint. Good business is anticipated as soon as it can be got at. Canned goods are firm at the recent advance. Coffee is still unsettled. Spices are unchanged at last quotations. Syrups are unchanged. American molasses is firmer in price, while Barbadoes is lower. Rice is unchanged, with Japan hard to get. A good active demand at firm prices is met for most lines of tea and retailers are coming into the market better than of late. Shelled walnuts are a little easier in France as are also currants in Patras. California peaches are a little higher. Cured fish are without feature. There has been a rise of 5c. per 100 pounds on sugar in barrels and 2-1-2c. in bags since last writing and the market is strong with prices firm as we go to press.

CANNED GOODS.

The situation in canned goods continues strong and purchases have been made freely at the advance while a good steady regular trade is being met. Jobbers are still predicting higher prices for corn and peas before the Summer opens. Salmon are firm and demand for fruits quite fair. We quote:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 85
Corn, 2s.....	1 15
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 97 1/2
Pears, 2s.....	1 45
" 3s.....	1 90
Pineapples, 1 1/2s.....	1 50
" 2s.....	1 80
" 3s.....	2 25
Peaches, 2s.....	1 55
" 3s.....	2 45
Plums, green gages, 2s.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3s.....	0 95
" gallon.....	2 50
Rhubarb, 3s.....	1 80
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 40

Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12
Lobster, talls.....	3 35
" 1-lb. flats.....	3 50
" 1-lb. flats.....	1 90
Mackerel.....	1 00
Salmon, sockeye, Fraser.....	1 65
" Northern.....	1 65
" Horseshoe.....	1 65
" Cohoes.....	1 15 1/2
Chums.....	1 25
Sardines, Albert, 1s.....	0 24
" Sportsman 1s.....	0 15
" Portuguese 1s.....	0 23
" P. & C., 1s.....	0 08
" P. & C., 1s.....	0 25
" Domestic, 1s.....	0 35
" Domestic, 1s.....	0 03 1/2
" Mustard, 1 size, cases 50 tins, per 100.....	0 09
Haddies.....	1 00
Kipperd herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 45

SUGAR

The encouraging features of our last report have been amply sustained during the week under review and there have been large sales to American refiners of Cuba centrifugals on basis of 2-1-16c. c. and f. New York. Purchases have been principally for March shipment and total over 160,000 bags. Tone of tendency favors sellers with the demand apparently in excess of offerings which are light at the moment. Following the improvement in raws all New York refined advanced Friday, 26th ult., 5 cents per cwt. and this was quickly followed by a similar advance in our local market, the full advance applying to barrels, bags being advanced only 2-1-2c. per cwt. Since then there has been a further advance of 5c. per cwt. in the New York market without, however, affecting local quotations which remain unchanged on basis of 4.13 for Montreal granulated and 4.03 for Acadia XXX granulated Toronto delivery. There has been a good business doing in American refined, and we think the same could be said of Canada were it not for the terrible demoralization on the railroads.

With the break up of the roads it is reasonable to expect that a very heavy consumptive demand will ensue and the tone of the market as we go to press is strong with refiners holding for full prices.

There have been some fluctuations in European beet during the week, prices reacting to 8s. basis f.o.b. Hamburg and are nominal at 8s. 3d. as we go to press, which is equivalent to parity of 3.70 for 96 test centrifugals or 30 cents per hundred pounds above to-day's quotation, latter grade. The recent upward movement in beets was entirely unexpected and was caused by rumors of a slight decrease in sowings of Germany and Austria, with considerable decrease in France and Belgium. In Europe the value of beet roots has been declining, while the market for grains has been advancing thus giving the

farmers the inducement to reduce their sowings of the former while going more extensively into the latter.

Looking at the sugar situation as a whole it is worthy of note that speculators are being interested by the improved sentiment and are buying Cuban sugars with the intention of holding them for a further advance which of course necessitates paying storage charges. This action of speculators may have a very appreciable effect on the future of prices. United States refiners' meltings for week ending February 24 were same as previous week, namely 35,000 tons, and since January 1 these show an increase of 40,000 tons when compared with first two months of 1903. Receipts for week ending February 24th were 30,401 tons, leaving stocks of 105,703 tons, a reduction of 4,600 tons for the week. Combined stocks of United States and Cuba are 263,703 tons, or 91,926 tons less than last year. At latest advices there were 167 central factories grinding, an increase of 3 for the week and 12 over the corresponding period last year. Combined stocks of Europe and America at latest uneven dates were 3,609,703 tons, against 3,516,377 tons last year, the increase being 93,326 tons. We quote as follows:

Paris lumps, in 50-lb. boxes.....	4 78
" in 100-lb.....	4 68
St. Lawrence granulated.....	4 13
Redpath's granulated.....	4 13
Acadia granulated.....	4 03
Berlin granulated.....	4 03
Domestic beet, granulated, 1902.....	3 88
Phoenix.....	4 03
Bright coffee.....	3 93
Bright yellow.....	3 88
No. 3 yellow.....	3 83
No. 2.....	3 83
No. 1.....	3 83
Granulated and yellow, 100-lb. bags, 7 1/2c. less than bbls.....	3 53

SYRUPS AND MOLASSES.

The demand for these lines is very fair at present. Syrup is quite active, Barbadoes is lower. For United States prices are firmer. In low grade molasses the trade is quite perturbed in consequence of the department's ruling as to the proper test. Opinion is divided as to the wisdom of the course pursued by the department. We quote:

Syrups—	
Dark.....	0 30
Medium.....	0 32
Bright.....	0 35
Corn syrup, bbl. per lb.....	0 02 1/2
" 1 bbls.....	0 03
" kegs.....	0 03
" 3 gal. pails, each.....	1 30
" 2 gal.....	0 90
" 2-lb. tins (in 2 doz. case) per case.....	1 90
" 5-lb. " (in 1 " ") ".....	2 35
" 10-lb. " (in 1 " ") ".....	2 25
" 20-lb. " (in 1 " ") ".....	2 10
Molasses—	
New Orleans, medium.....	0 25
" 1 bbls.....	0 27
" open kettle.....	0 45
Barbadoes.....	0 38
Porto Rico.....	0 38
Maple syrup—	
Imperial qts.....	0 27 1/2
1-gal. cans.....	0 95
5-gal. cans, per gal.....	1 00
Barrels, per gal.....	0 75
5-gal. Imp. brand, per can.....	4 50
1-gal. " per case.....	5 10
1-gal. " ".....	5 60
Qts. " ".....	6 00

"We shall therefore treat "SALADA'S" challenge as withdrawn and have nothing further to do with it," are the concluding words of Messrs. Galt's advertisement of last week.

WILL THEY ? NOT IF WE CAN HELP IT.

They have deposited their money and they will not withdraw it if there is any law in Canada to compel them to go on with their acceptance of our challenge printed in this paper. They will not back out if we can help it. We will not allow them to pose as accepting our challenge and then "have nothing further to do with it."

In the meantime we are satisfied to go on with our acceptance of their challenge and our money is in the hands of Messrs. Clarkson & Cross, as is also our money with "The Canadian Grocer" covering their cheque which they deposited when accepting our challenge, and we have warned "The Grocer" to hold on to both cheques.

"SALADA" Toronto and Montreal.

Manufacturers

We can take on one more good line.

Up-to-date Representation.

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

Dominion Brokerage Co.

43 SCOTT STREET.

TORONTO, - CANADA

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

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

Take a look at the list of goods we pack, then try them. We are packers of the well-known

"BRUNSWICK" BRAND OF

FISH

SARDINES

In Oil - ¼ s.
" Mustard ¼ s.
" Tomato ¼ s.
" Mustard ¾ s.

HERRINGS

In Tomatoe Sauce
Kippered

Clams,
Scallops,

**Finnan Haddies,
Boneless Fish.**

**Clam Chowder,
Boneless Codfish.**

We offer in season - FRESH FROZEN HERRING and CODFISH.

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

Canned Goods are guaranteed.
For full information, prices, etc., address.

Connors Bros., Limited,

PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

PIPES

THE TITLE TO PIPE SUPREMACY in the Canadian trade is claimed by s
supreme test of prices. It is upon closer prices, coupled with the largest stock ar
price supremacy, and make good the reputation we have obtained as THE PII

58 Yonge St., Toronto.

The Retail Grocery Trade

of Canada.

Gentlemen :

*Many among you sell Tobacco Pipes, and many do not.
From you both we beg attention.*

*First and foremost there is money in selling Pipes.
You sell Tobaccos, why not Pipes? No one has a better
chance.*

*With reference to the outlay, it is less than that
required for Tobaccos. And the profits—is 100% enough?
Frequently it is more.*

*We sell Pipes—read the page opposite. And we want
your business.*

Yours very cordially,

W. B. REID & CO.

March 4th, 1904.

THE PIPE HOUSE

W. B. REID & CO.,

58 YONGE STREET

PIPES

Trade is claimed by several firms. The question can be settled on but one basis---the
 with the largest stock and widest range of pipes shown in Canada that we base our claim for
 obtained as THE PIPE HOUSE OF CANADA.

MAIL ORDERS

Many of our largest customers buy exclusively by mail.
 To give the grocery trade generally an opportunity to dis-
 cover how convenient, simple and satisfactory ordering by mail is
 we make

This Exceptional Offer:

For \$13.00 we will send, expressage paid, 6 dozen
 assorted pipes, the retail price of which runs from 25c. to \$1.00
 each. These goods may be opened and examined and compared
 with any other pipe values you may be familiar with. No risk.
 No expense. If you are not perfectly satisfied, return the lot at our
 expense, and that will end the transaction.

Send an order **TO DAY**. Pipe sales are sure, constant
 and highly profitable.

We carry over 1500 varieties in our pipe stock, including such
 standard lines as "G.B.D.," "PETERSON'S" and "B.B.B."

HOUSE OF CANADA

PIPE SPECIALISTS.

GE STREET, TORONTO.

GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References
Cable Address—"DONABLE," LONDON.
A. B. C. (5th Edition), Riverside and Adams Cable Codes used.

O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name :



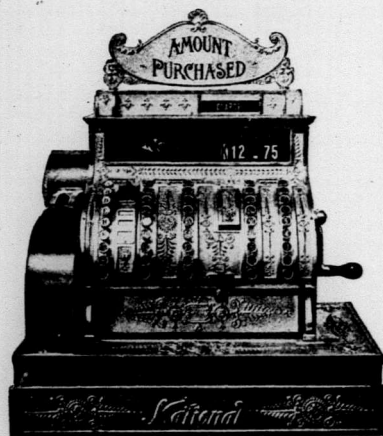
ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.



Our 1904 models are now ready. Prices, \$25 to \$650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales.
2. Credit Sales.
3. Money Received on Account.
4. Money Paid Out.
5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY,
Dayton, O.

Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

Name _____

Address _____

National Cash Register Company

Dayton, Ohio, U. S. A.

THE MARKETS

The Canadian Grocer

TEAS

There has been generally a good demand for all grades of tea, but strictly fine flavory teas are difficult to obtain, the bulk offering being of the good, ordinary class. There is a distinct shortage of several grades of tea on the spot owing to delays in transit from the seaboard. The demand in New York for Young Hyson has been active and shipments have been made from here to that market, which showed a good profit. One jobber reports that this last week has developed a specially good demand for teas, lines being sold where before packages were the limit. London advices show a hardening market in both Ceylons and Indians, owing to reduced offerings. We quote.

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

Foreign Dried Fruits.

Locally the dried fruit trade can not be said to be exceptionally brisk. Currants have been bought more freely for import of late probably in consequence of a favorable offer cabled this week from Patras. There is more of a disposition on the part of French houses to sell shelled walnuts and offers below last week's figures have been accepted. A cable from Smyrna advises considerable activity in sultanias with large orders in the market particularly for lower grades. The indications for next season are that after the very heavy production of last year the crop will in no event exceed an average, and may be less. There is no new feature to California fruits except a slight advance in peaches following large sales in the States. The recent reduction in seeded muscatels has stimulated buying in Canada.

PRUNES.

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

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

Californian evaporated.....	Per lb.
	0 10 0 15

PEACHES.

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

CURRANTS.

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

RAISINS.

Valencia, fine off-stalk.....	Per lb.
selected.....	0 06 0 06
selected layers.....	0 06 0 07

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

DATES.

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

HONEY.

The honey market has picked up considerably this week. Extracted clover honey is $\frac{1}{2}$ c. easier in price. Our quotations are as follows:

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

BEANS.

The demand for beans is good and prices are firmer. Mixed beans are 5c., and primes 10c., firmer respectively. We quote as follows:

Beans, mixed, per bush.....	1 40
prime.....	1 60
handpicked, per bush.....	1 65 1 75
Lima, per lb.....	0 05 0 06

Fish.

The fish market continues brisk, and stocks are becoming more scarce. Owing to the cold Winter stocks have kept well. It will be a fortnight before dealers can tell whether supplies will be equal to the demand, which has been phenomenally large this week. It is likely that Georgian Bay and the upper lakes will be open for navigation before May 1, which may help to precipitate a fish famine. Last week's prices continue unchanged. Our quotations are as follows:

Whitefish, frozen, per lb.....	0 09
Trout, frozen, per lb.....	0 09
Herrings, fresh, per lb.....	0 07
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
Tullibeas, per lb.....	0 06
Fresh-water herring, frozen, per lb.....	0 04
Sea herring, per 100.....	2 00 2 25
Finnan haddies, per lb.....	0 08
Bloaters, mild cured, per box.....	1 25
Oysters, standard, per small pail.....	4 60
selects.....	5 25

Green Fruits.

Trade in green fruits cannot be said to have improved materially since last week. The temporary brightening of the market has been overshadowed by another record storm which is going to hinder outside distribution for some time, shipments by freight being out of the question. The local demand continues good. The demand for oranges is improving and prices are a little firmer if anything. One reason for this is that higher prices are being asked at seaboard. Floridas are scarce, and Mexicans nearly out of the market. The range of prices in California navels is 25c. greater than it was last week. The demand for bitters is excellent. Jambacias are practically out of the market. Valencias find a ready sale and stocks are the best quality they have been in years. Large Valencias are 50c. easier in price. Grape fruit is scarce, but demand is good. One dealer remarks that the day is coming when everyone will use it. Pineapples are coming more freely. Bananas are scarce. Florida tomatoes are becoming more plentiful; stocks are better quality; they show a wider range of prices than last week. The range in prices for apples is wider, poor stock selling as low as \$1 per barrel. Almeria grapes are scarce and firm-

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

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

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

er in price. Local stocks are used up, and only occasional supplies are received from New York. Lemons are scarce and unchanged in price. Cranberries continue plentiful but the demand is poor. Our quotations are:

Florida oranges, per box	3 00	3 25
Florida tangerines, in straps	5 00	5 50
Japan " per bundle (2 boxes)	2 25	2 50
California navel, per box	1 25	0 65
Mexican oranges, " "	2 50	3 25
Seville oranges, bitter, per box	2 00	2 25
Messina oranges, bitter, 106, 200 and 240 boxes, per box	2 50	2 05
Bitter oranges, Palermo, boxes, per box	2 90	2 40
Messina lemons, new, per box	2 50	3 00
Valencia oranges, 7 1/4 case	4 00	5 00
" " 4 1/2 case	3 00	4 00
Valencias, large, per case	5 00	
Bahama grape fruit, per box	4 00	
Bahama grape fruit, per crate	5 00	
California grape fruit, per box	3 50	
Florida pineapples, per crate	5 00	5 50
Bananas, large bunches	1 75	2 50
" " small bunches	1 00	1 25
Apples, per bbl	1 70	3 00
Almeria grapes, per keg	7 50	
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb.	0 25	0 30
Cranberries, Jersey, per bbl	7 00	
" " Budd's longkeepers	8 00	
Limes, per case	1 25	
Limes, in 1/2- straps	2 25	

Vegetables.

The demand for vegetables of all kinds continues brisk and stocks are somewhat easier to obtain, although the big storm this week has occasioned temporary difficulty in this respect. Onions are more plentiful with the demand for Valencias good. The range of prices for Valencias is 25c. lower. The first shipment of onions from Bordeaux, France, known in the history of the vegetable trade is noticed on the local market this week. Sweet potatoes are beginning to come in small lots. Celery is still scarce. Greenhouse rhubarb is not so plentiful as it was; the first growth has already been marketed and the second stock is not yet ready for use. Our quotations are:

Cabbage, per doz.	0 50	1 00
" " red, per doz.	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bush, crate	2 50	3 00
Onions per peck	0 50	0 50
Onions white, per bag	1 50	1 75
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	3 50	3 75
Spanish (Valencia) onions, large cases	0 30	0 40
Bunch lettuce, per doz. bunches	0 50	0 75
Radishes, per doz. bunches	0 50	0 75
Mushrooms, per lb.	0 30	0 30
Mint, per doz. bunches	0 10	0 10
Parsley, " "	0 10	0 10
Sage, per doz.	0 10	0 10
Savoury, per doz.	0 10	0 10
Beets, per bush	0 50	0 50
Beets, per bag	0 85	0 85
Carrots, per bag	1 00	1 00
Parsnips, per bag	0 75	0 75
Artichokes, per bush	0 35	0 40
Yellow turnips, per bag	0 30	0 40
Oyster plants, per doz.	0 40	0 40
Leeks, per doz.	0 40	1 00
Celery, per doz.	5 00	5 50
California celery, large case	2 40	
" " small case	1 00	1 25
Rhubarb, per doz. bunches	0 10	0 10
" " per bundle	0 15	0 15
Green onions, per doz.	0 15	0 15
Green house water cress, per doz.	0 25	0 25

Seeds.

The seed market has been dull for the last day or two as a result of the storm. Trade conditions promise to brighten, however, from now on. The only change from last week is an advance of 25c. in red clover. We quote as follows:

Red clover, per bush	5 75	6 25
Alsike	4 75	5 25
Timothy, per " "	1 15	1 75
" " hail threshed	2 00	

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is dull this week. One buyer stated as his opinion of pre-

THE MARKETS

vailing conditions that the wheat market "had gone to pot." The future of grain is hard to predict owing to its uncertain sale at the present time. Early in the week of March 1-6 wheat sold on the street in Toronto as high as \$1.07, but on March 3 it was down to \$1. Manitoba wheat, No. 1 hard, is 1c. easier; Northern, No. 1, is 2c., and Northern No. 2, 3c. easier, respectively. Red and white wheat are each 1/2c. easier. Barley continues unchanged. Oats are 1 1/2c. firmer and peas 2c. firmer, respectively. Buckwheat has advanced 2c. and rye is 4c. firmer. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 09	1 10
" " Northern No. 1 " "	1 07 1/2	1 08
" " No. 2 " "	1 03 1/2	1 04
Red, per bushel, on track Toronto	1 03 1/2	1 04
White " " " "	1 04	1 04 1/2
Barley " " " "	0 48	0 50
Oats " " " "	0 38 1/2	0 39
Peas " " " "	0 71	0 72
Buckwheat " " " "	0 69	0 70
Rye, per bushel, " " " "	0 69	0 70

FLOUR.

The demand for flour is brisk. Last week's prices continue unchanged, although in the interval since last week's quotations prices have risen and dropped 10c. Wheat has broken, but until the extent is fully known it is impossible to determine whether flour prices will become permanently easier or not. Our quotations are:

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

BREAKFAST FOODS.

The market in breakfast foods is lively with considerable advance in prices on last week's quotations. Manufacturers say the rise in the prices of the manufactured product has not been commensurate with the rise in price of wheat and oats, and that they have purposely kept their prices steady, waiting to see wheat, etc., adjust themselves. Oatmeal is 35c. firmer. Rolled oats, in bags and broken lots, respectively, have advanced 40c. Rolled wheat is 25c. firmer. Split peas have advanced 25c. We quote the following prices:

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

Country Produce.

EGGS.

Receipts of newly laid eggs are improving and the opinion is that there are some in the country which may shortly be expected in. Eggs have slumped 10 cents or more in Chicago and it is reported that some have been brought into the local market. We quote only:

Eggs, fresh laid, per doz	0 35
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POULTRY.

Little interest is manifested in this line. Little is being received and only nominal demand met. We quote:

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

Hides, Skins and Wool.

A weaker tone in the local market for hides is noted. A decline of 1-2c. is reported in all grades except cured, which remain unchanged. As usual, the influence of the outside markets is largely responsible for the weaker tendency. We quote the following prices:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	
" " 2 " "	0 07	
" " " 15 to 20 lb " "	0 08	
" " " 2 " "	0 06	
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 95	1 00

WOOL.

Unwashed wool, per lb.	0 09	0 16
Fleece wool, " "	0 17	0 18
Pulled wools, super, per lb.	0 19	0 22
" " extra	0 23	0 24
Tallow, per lb.	0 04 1/2	0 05

QUEBEC MARKETS.

Montreal, March 3.

Groceries.

FOR a week or so trade showed considerable improvement, owing to improved weather conditions and shipments went forward briskly; but again came snow blockades, and this week the movement of goods has been by no means active. Wholesalers and retailers alike may well be excused a good deal of impatience at the delay in deliveries of goods. Remittances have shown some improvement, but they still are much behind. Sugar, on the 23rd went up 5c. in yellows, and on the 26th another advance followed in all sugars of 5c. in barrels and 2 1/2c. in bags. In the Maritime Provinces, Manitoba and the Northwest Territories advances have also been made. Syrups and molasses have remained unchanged on the local market, and teas have also been fairly stationary. In other staples, canned goods, spices and coffee, rice and dried fruits there has been little change in the condition of the market. Fish continue to be a very active item, and green fruits also are going a little better. Pure lard and American pork are higher, jobbing houses now quoting \$1.77 1-2 for the former in pails, and \$20.50 to \$23 per barrel for American pork. Canadian macaroni and vermicelli has advanced 1-2c. per lb. In boxes the price is now 5c. and in barrels 4 1/2c. Oatmeal is quoted 40c. higher in barrels and 20c. in bags. Some manufacturers of biscuits have advanced the price of their makes 1-2c. per lb., in sympathy with the rising flour market. Coal oil is 1c. lower. Silver Star is now worth 21 1-2c., Acme Prime White, 22c., Imperial Acme, 22 1-2c., Standard Acme, 23 1-2c. and Astral, 25c.

SUGAR.

The price of yellow sugars went up on the 23rd 5c. On the 26th another 5c. was added to all sugars in barrels, and 2-12c. on sugar in bags. Cream

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 cut Book 16
 Page 50
 A12

"BLUE
 CROSS"



IN LEAD PACKETS

CEYLON
 TEA

Ceylon Black Teas, packed in London, England, by THE BRITISH & BENING-
 TON'S TEA TRADING ASSOCIATION, LIMITED, and the favorites since many
 years in Great Britain.

The following shipment just received into store :

YELLOW LABEL. FINE QUALITY CONGOU.		BLUE and GOLD LABEL. CHOICE QUALITY SOUCHONG.	
50 cases, 1-lb. lead packets, each 28 lbs.	- 40c. per lb.	25 cases, 1-lb. lead packets, each 28 lbs.	- 50c. per lb.
175 cases, 1/2-lb. lead packets, each 28 lbs.	- 40c. "	50 cases, 1/2-lb. lead packets, each 28 lbs.	- 50c. "
75 cases, 1/4-lb. lead packets, each 28 lbs.	- 40c. "	25 cases, 1/4-lb. lead packets, each 28 lbs.	- 50c. "
RED and GOLD LABEL. FINEST QUALITY PEKOE.		BRITANNIA.	
40 cases, 1-lb. lead packets, each 28 lbs.	- 60c. per lb.	50 cases, 1-lb. Fancy Enamelled, decorated	
40 cases, 1-lb. lead packets, each 28 lbs.	- 60c. "	tins, each 28 lbs.	- 70c. per lb.
20 cases, 1-lb. lead packets, each 28 lbs.	- 60c. "		

LESS 25 PER CENT. TRADE DISCOUNT.

F.O.B. Montreal, 30 Days Net, or 1 per cent. 10 Days.

Lots of 5 cases or over freight prepaid to any Railway Station in Canada, from
 Halifax to Vancouver.

Ask for miniature sample packets for trial and comparison.

HUDON, HEBERT & CIE.
 Agents in Canada, - - - MONTREAL.

HONEY.

There has been an easing off in prices this week though trade is still very quiet. We quote:

Comb honey.....	0 13	0 13 1/2
Buckwheat.....	0 06	0 07
Strained, white clover.....	0 08 1/2	0 09

POTATOES.

Potatoes are about 2c. per bag higher, on account of a temporary scarcity locally. Carlots have sold at 71 to 72c. per bag, ex-track, and smaller lots at 82 to 85c. per bag.

EVAPORATED APPLES.

The price of evaporated apples is firm, though no quotable change has been made, and wholesalers prices are 61-2 to 81-2c. for small lots.

Flour and Feed.

FLOUR.

Prices are again higher than at our last quotations, following the advance in wheat. But at present, owing to a quiet trade, and an easier tone to the wheat market, there is not the same strength shown. We quote:

Manitoba spring wheat patents.....	5 40
strong bakers.....	5 10
Winter wheat patents.....	5 09
straight rollers.....	4 75
extra.....	3 80
straight rollers, bags.....	2 30
extra, in bags.....	1 90

FEED.

Ontario bran is again higher. There is a fair trade doing. We quote:

Ontario bran, in bulk.....	18 50	19 00
shorts.....	20 00	21 00
Manitoba bran, in bags.....	19 00	20 00
shorts.....	21 00	
Mouillie.....	26 00	28 00

OATMEAL.

There has again been an advance in rolled oats, and prices are very firm. Carload lots are quoted at \$4.55 to \$4.60 per barrel, and \$2.24 per bag. Oat-meals are quoted by jobbers as follows:

Fine oatmeal, bags.....	2 90
Standard oatmeal, bags.....	2 90
Granulated.....	2 90
rolled oats, bags.....	2 55
bbls.....	5 30

HIDES.

There has been no change. Offerings are more liberal, but still not up to what is expected. 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	

MONTREAL.

Provisions—A fair trade in provisions and hog products has been done this week, though the present demand runs mostly on small lots for immediate requirements. The tone of the market is steady. Smoked meats are quiet, as is usual during the Lenten season. Pure lard has again advanced since last report, and the price in pails is now 5c. higher, \$1.77 1/2 for small lots. Grocery jobbers are finding an improved local demand for American pork, and prices are stiffening. They are now quoting \$20.50 to \$23 per barrel in single barrel lots. Canadian short cut mess is also higher, though trade is quiet. The market for dressed hogs is not

active. Prices, however, since last week have risen considerably owing to light receipts. Sales of fresh killed abattoir dressed stock were made at \$7.25 to \$7.50. Light country dressed are quoted at \$6.75 to \$7.25. We quote:

Canadian short cut mess pork.....	\$17 50	\$18 00
American short cut clear.....	16 50	17 00
American fat back.....	17 50	
Bacon, Wiltshire, per lb.....	0 12	0 12 1/2
Extra plate beef, per bbl.....	11 50	12 00
Lard—"Boar's Head" brand, tierce basis.....	0 07 1/2	
Carloads, less.....	0 00 1/2	
20-lb. tin pails, tierce basis.....	0 00 1/2	
Half-bbls., over tierce.....	0 00 1/2	
60-lb. tubs.....	0 00 1/2	
20-lb. wood pails.....	0 00 1/2	
10-lb. tins.....	0 00 1/2	
5-lb. tins.....	0 00 1/2	
3-lb. tins.....	0 01	

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails.....	1 77 1/2	
tubs.....	0 08 1/2	
cases (6 10-lb. tins).....	0 09 1/2	
cases (12 5-lb. tins).....	0 09 1/2	
cases (24 3-lb. tins).....	0 09 1/2	

Butter—The butter market shows a fair local trade, and a better export demand than last week, though, naturally, there is but little butter sold for foreign account at present. Dairy tubs are quoted a shade higher this week, prices being 15 to 16c., though we hear that some butter has been sold by carload at 143-4c. Dealers report that of late there has been quite a good demand for undergrades. Butter exporters are expecting to see a big increase in Canadian exports, should the Russian-Japanese war continue through the Spring. We quote:

Fancy Winter creamery.....	0 20	0 21
Summer goods.....	0 19	0 19 1/2
Dairy rolls.....	0 16 1/2	0 17
tubs.....	0 15	0 16
Finest Fall made.....	0 21	
fresh prints.....	0 21	0 22

Cheese—September and October cheese are both quoted now at 101-2c., there being practically no difference between them now. There is a good deal more enquiry from the other side, but as buyer and seller still cannot come to terms, the enquiry has led to very little business. Buyers in England are doubtless holding off just now to learn the condition of the stocks at the first of the month. The probability is that there will be less than 100,000, which is not at present a very large amount. According to mail advices, however, Old Country dealers are expecting a goodish amount of cheese to go forward later on, and they think the Canadian sellers' outlook is not very rosy. Holders, however, in this market seem confident that their goods will shortly be needed, and have not shown any inclination to shade prices as yet. Local trade is quiet, which is the usual thing at this time of year. Grocery prices (in small lots) are 111-2c. for large cheese, and 11c. for small, mild cheese (20 lbs.).

NOVA SCOTIA MARKETS.

Halifax, Feb. 29th, 1904.

WHILE wholesale houses are making no complaints, business has undoubtedly been very quiet throughout the entire month of February in the Maritime Provinces. The year opened with a heavy failure list and since then weather and other conditions have not been favorable to a revival of trade. For the last ten days

vast quantities of drift ice have been in evidence in all the bays and harbors of the Atlantic Coast, and have interfered with fishing operations. The lobster fishermen have suspended work and it is safe to say that the Nova Scotia Winter fisheries this season have been the smallest on record. The price of lobsters until lately have been low and our people have realized less money than usual from this industry. This, following an unprecedentedly short Spring and Summer fishery, naturally has had a detrimental effect in all the shore counties. On the other hand, the districts in which orcharding is the mainstay, have been unusually prosperous owing to the large crop of apples and big prices realized on the other side. The mining and manufacturing centres are also prosperous and the increased demand for goods from these districts will probably offset any falling off in other quarters.

* * *

There is still much interest in the flour market and prices have further advanced. Stocks in this province are low, there being less than 4,000 barrels held in this city. Owing to the freight blockade it will be some weeks yet before further supplies can be obtained from the mills in Ontario and the West. Several large handlers of flour at provincial points have been buying here of late as their stocks are exhausted and cannot be replenished from the mills as usual. Manitoba hard wheat patents are quoted here now at \$5.80, and one dealer says he is considering the holding of what he has on the spot for six dollars per barrel. The Halifax bakers have announced that the price of bread will be advanced to-morrow. Hitherto the price for a number of years has been five cents for the one and a-half pound loaf, but after to-day it will be six cents. The Sydney and St. John bakers have also advanced their prices. Cornmeal is higher and bran and middlings were marked up 50 cents per ton this week. There is not much middlings on the spot and these are chiefly in the hands of one firm.

* * *

West India merchants here are pleased with the new ruling regarding the importation of mixed molasses, as it is considered that it will lead to a larger demand for the genuine West India article. The principle on which the department seems to be acting is that the lower the percentage of cane sugar in molasses the higher the duty shall be. Merchants here hold that the effect will be to shut out mixtures from the United States now greatly used in the upper provinces, and encourage the use of West Indian molasses. Merchants here also hail with satisfaction the announcement that British Guiana has decided to extend a preference of ten per cent. on Canadian imports. It is expected that West India Islands will follow suit and in a few years the business which now goes to the United States will come to Canada, in which event Halifax, from its situation, is bound to derive an advantage. In the last year there has been a large increase in Canadian trade with British Guiana, and conditions seem to be shaping for a revival of the West India trade in which a half century ago Halifax merchants amassed considerable wealth.

NEW BRUNSWICK MARKETS.

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

THIS has been, what all are terming, an old-fashioned Winter. Steady cold weather with thermometer often below zero, steady sleighing for now over two months, and piles of snow. In two months but two days of thaw, when we had heavy rain. This is also unusual. It has affected business, though the quantity of snow has not been so great in the other parts of the province. The snow blockade on the railways, as well as the rush of Winter port business, makes it almost impossible to get cars of goods for local consumption through from the West. In flour, meal, etc., our dealers have cars which have been out for weeks. In fact stocks in the city are running quite low. There is much dissatisfaction on the part of importers in reference to the service of the Furness Line steamers from London. Not only do the boats run irregularly, paying no attention to sailing dates, and making long trips, but they nearly every trip land their cargo in more or less bad condition. Of course the season has been very stormy, but the boats are too small and cargo is stored very badly on the other side. Where a subsidy is granted, the government should see that a proper service is given. As it is our merchants make heavy losses. Paper is reported very scarce. A large number of mills are shut down, the exceptional season in one way or another being the cause. Our merchants are put to great disadvantage by the service as performed by the New Brunswick Southern. The new railway commissioner should at once take into consideration these branch lines. They should be made to give the public something in return for the privileges they enjoy.

Oil—In burning oil the only change is in the retail price. Our grocers have always sold this line very close, but are trying to get a better profit. In linseeds the price continues low. Turpentine is still high. Dealers in lubricatings are pushing sales. Fish oil continues scarce.

Salt—The steamers are bringing out small lots, quite regularly, of Liverpool coarse salt, for local consumption, as well as larger quantities for shipment West, some going as far as Chicago. In fine salt, there is light sale.

Canned Goods—Holders of stock feel quite happy as nearly every line shows increased value, particularly vegetables. There is quite a fair stock of tomatoes held, but corn is in light supply. The dull line would seem to be gallon apples. Beef tends higher. In domestic fish stocks are light. Haddies are about out of the market.

Sugar—This is one line which keeps very low. Dealers while they carry quite full stocks do not seem to expect much change. Stocks of foreign sugar held are not large.

Molasses—This is a quiet line. Prices are rather lower with still lower prices quoted for the latter part of the month. The trade buy in very small lots. On account of local competition this is likely to be a line of interest during the season.

Fish—This is a season when there is a good, steady sale. The demand is chiefly for fresh fish. There has been a fair

supply. Prices rule quite firm. Herring have been in better supply than for years. In dry fish stocks are light with prices very firm and tending higher. Smoked herring are very scarce. Pickled are a fair supply only. Finnan haddies tend higher.

Flour, Feed and Meal—These have been the lines of chief interest. Flour holds the quite full advance of the last few weeks and millers do not push sales. Feed is higher. Oats show quite an advance with oatmeal again higher. Cornmeal also hold the advance. Beans are following in line, though more slowly. In barley stocks are light and prices firmer. Split peas are scarce and high. Seeds sell quite freely, prices being quite low. Alsike is offered well below red clover, which seems the firm line, prices tending higher.

MANITOBA MARKETS.

THROUGHOUT the week the market for groceries here participated fully in the interest which has characterized it in Eastern cities. The war in the Orient, the changed conditions in the sugar market and the advances in canned goods have all had their due effect here, and in the process the market has been stimulated as has seldom been the case in the Winter season. The first change to take effect was that in canned goods and the lines included were corn, peas and tomatoes. The advance is proportionate with that given in Eastern advices of last week. On Friday all refined sugars were advanced in sympathy with new quotations established at refineries that day. Sugars in wood are now 10c. higher and in bags 5c. higher. The reason assigned by brokers here for the discrepancy between the two is that wood is costing the refiners so much more money now that they are obliged to ask this difference for barreled goods.

Flour has continued its upward tendency and another 15c. has been added to the price, making the jobbing quotation now \$2.75 per sack of 98-lbs. for best Hungarian patents; second patents are worth \$2.60 and strong bakers \$2.20.

The strength in Japan goods continues although there have been no further advances in prices.

The various lines of farm produce are scarce in the Winnipeg market at present, due largely to the cold weather which has been so prominent a feature for several weeks past. Choice dairy butter is scarcely to be had and dealers are offering 21c. for this grade in bricks. Eggs are hardly to be had at all in quantity and the commission house price for case lots of fresh, delivered here, is 30c. per dozen. New laid eggs are quoted at 65c. per dozen, the highest price since 1882.

Trade is good for the season in all departments and expectations for Spring are high.

The large attendance of farmers and breeders in Winnipeg during the past week has given an excellent opportunity of finding out conditions in country districts at first hand, and it would seem that there is a much larger proportion of wheat in farmers' hands than was supposed, the amount is now variously estimated at 6,000,000 to 7,000,000. This is actually in farmers' hands, and does

not include what is in store in country elevators. It is likely that there is at least 5,500,000 in farmers' hands and at present there is practically none moving. The railway companies not being in a position to handle it, even if the farmers were willing to sell, while they certainly are not.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Feb. 26.

UNDOUBTEDLY the most interesting feature of the markets this week is to be found in the flour situation. The prices, as announced in the East and in Manitoba, have continued to increase, several advances having been advised within the past few weeks. The first 15c. advance was not followed sharply by the market here, because dealers were stocked. The second raise of 15c. found dealers here still jobbing at \$5.60 per barrel. They promptly raised to meet it, and last week a further advance of 10c. put the mill price up to \$6. This week the jobbers are quoting flour at the mill price, \$6, and strange to say the retailers are still selling the consumers at the same figure.

Of course many retailers bought at the lower prices and stocked up all they could stand. The jobbers, facing that position, and having also stocked up are selling at \$6, though that is the firm quotation on this market by Ogilvie's, Lake of the Woods, and other big concerns. In fact one big Winnipeg mill has at present withdrawn its quotations, and orders are being accepted subject to approval. None of them have been turned down yet, but as the market is on mill price basis yet, it may not be long till orders are refused.

It is the small miller's opportunity at the present time. In the nature of things many of the smaller and less known mills of the Northwest and Manitoba do not find so ready a market for their make as the better known brands. As a consequence prices are always quoted a little lower per barrel for these mills, not that the flour is of poorer quality necessarily. Now that the price of flour has gone up so very high, the small mills can sell at lower rates and with some attraction to consumers.

The local trade to the north has begun to assume the activity of the Spring season. On the last two steamers sailing from this port there were fully two hundred passengers, most of whom were for Dawson or White Horse. Many of those going to the latter place were preparing to go in to the new fields of the Alsek district. The shipments of provisions and supplies were pretty liberal. A feature was the shipment of a large quantity of goods which will go in over the ice to Dawson.

It is interesting to learn details of how the shippers, or freighters on the trail manage to carry perishable goods in without freezing. Formerly it was done by having closed in sleighs with heaters in them, but this was discarded

as it proved too expensive altogether. Now it is handled about this way. Take eggs for instance. Each egg is wrapped in paper and the crates are also lined and covered outside with several thicknesses of paper. Then as the freight is not all made up of perishables, several teams going together will divide up the perishables placing them in the middle of the loads. Not a very long day is made with the freighting, as men and teams cannot stand it too long with slow travel in the open air.

When a stopping place is reached where it is intended to put up for the night, a tent is pitched. In this a stove is placed and fire is kept up all night so that the precious goods are kept from freezing and are warmed up as well, so that the packages contain sufficient latent heat to keep from freezing during the few hours of the day's travel. Other goods which have to be protected are wrapped in similar manner. With several teamsters travelling together one extra man is carried to keep the fires on at night and heat the perishable goods. But they are expensive at best when landed in Dawson. Some of the shipments going in on last boat were butter and eggs, indicating that these articles were becoming scarce.

Local market conditions are fairly active this week. Aside from flour, butter and eggs are perhaps the most interesting articles on the market. The egg supply is still short though the return of milder weather has induced a more liberal supply of fresh laid local eggs. Prices from California have dropped also. Quotations will bring them now down to 28c. jobbing, which will allow a corresponding reduction in the retail price which has been 35c. for the past two weeks. Local fresh sell for 40c. now.

A car of Ontario butter is due to arrive for local jobbers, to be distributed. It is not yet announced what the wholesale quotation will be. The Australian steamer arriving this week had a consignment of butter for a local firm. The expected arrival of a car from Ontario has caused a slight reduction in the price quoted for Manitoba and N. W. T. Government creamery. It is now at 24c. Local fresh creamery is still quoted at 30c. at which price it is likely to remain.

Lard is quoted $\frac{1}{2}$ c. higher in sympathy with Eastern advances. It costs now $7\frac{1}{2}$ c. in tierces, Eastern base, which makes the jobbing figure about $9\frac{1}{2}$ c. tierces, with smaller sizes $\frac{1}{4}$ c. higher for each size.

• • •
In groceries arrivals of rice by the steamer Athenian have not affected quotations. The steamer brought 125 tons Japan rice, and the local jobbing price is still firm as quoted at \$90 per ton. So long as the Japanese control the sea, as they do now, the shipments of rice may not be interfered with, unless the Japanese Government should prohibit export of Japan rice. China rice is not in favor in the general demand on this market.

Very active feeling marks the movement of California dried fruits. The prices will all have to be moved up $\frac{1}{2}$ c. on peaches, apricots and other lines. The movement of staples from the East

in anticipation of very active demand for Northern shipments has begun. The consignments of condensed milk, for instance on the way for wholesalers here, are very heavy. Last year the trade did not get what they ordered, and in renewing contracts they took the precaution to insert a penalty clause, so that they are more likely to get the goods this season. Canned vegetables are held firm, in anticipation of active movement, as soon as Spring trade North opens.

Local salmon canners are much exercised over the reported granting of permission to set down fish traps. They have protested against the allowing of traps any where near the Fraser river or its mouth. It is likely the salmon canning industry will be very conservatively administered this season, few canneries being operated on account of anticipated small pack. Prices of salmon in the Old Country market are reported firm.

* * *
In vegetables, the California shipments make practically a full line of green vegetables now. There are radishes, green peas, string beans, new cabbage, sprouts, tomatoes, etc., and local forced lettuce and rhubarb is on the market. The rhubarb, which is new on the market this week, is 1 c. per lb. Tomatoes from California are \$2.50 per case. Celery, California grown, is 75c. per dozen.

The potato market is in a rather peculiar situation. There is a very firm belief in some quarters that the ranchers of the Fraser valley are holding up large supplies. Others say that there is not the big stock on hand which has been the experience of recent years. The fact remains that potatoes are held firm and that dealers are looking afield for supplies. One firm this week bought over 300 tons in the Okanagan country, which has not as a rule shipped many potatoes to Vancouver.

* * *
Fruit shows little new. Oranges are, if anything, lower in price. Navels are as low as \$2.50 per box, with the few seedlings on the market quoted at 50c. less. Demand is fairly good. There are a few boxes of Jap oranges which have been in cold storage now being sold at 90c. per box. Apples are beginning to become scarce. The stock of Coldstream apples will be replenished as soon as weather permits of them being shipped down from Vernon.

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.

Special values are offered this week by James Rutherford & Co., Montreal, in Japan teas to retail at 25c., 30c., and 35c. lb. See their ad. in another part of this issue.

The attention of the trade is called to ad. of G. F. Sutton, Sons & Co., London, Eng., in this week's issue. Special lines of essences, sauces, herbs, &c., are noted.

L. Chaput, Fils & Cie, are offering an attractive line for temperance people in Dubonnet Tonic Wine, a very fine appetizer.

L. Chaput, Fils & Cie, report a good demand for canned salmon. They have

a large and well assorted stock, talls, flats, at some very attractive prices.

L. Chaput, Fils & Cie, are offering a very fine range of dried fruits, raisins, valencias, table, sultana, currants, figs, dates, etc.

A shipment of Magee's canned smelts arrived this week for H. P. Eckardt & Co.

John P. Gallagher, Notre Dame street, Montreal, reports that sales for Small's maple cream and other maple syrup specialties are increasing rapidly. Mr. Gallagher's sales of MacGregor butter scotch in the city are also most satisfactory. Eastern trade requirements in these lines are carefully looked after by Mr. Gallagher.

The R. & J. H. Simpson Company report having exceptional value in canned salmon. A word to the wise is sufficient.

The T. Upton Co. wish to remind the trade that they are now shipping this season's orange marmalade. Put up in 12 oz. and 16 oz. glass jars, 2 and 5 lb. tins, and 7 lb. wood pails.

The firm of John Hopkins, St. John, N. B., are in receipt of a car of eggs which will repay attention of interested parties.

Dawson & Co., Toronto, have received another car of Redland Beauty California navel oranges, and report a car of lemons on the way from shipboard at New York. They have received a car of Valencia onions, and expect two additional car shipments within a day or two.

White & Co., Toronto, report the arrival of a shipment of French onions from Bordeaux, the first ever received in Toronto. The shipment consists of 300 cases, each case weighing 115 pounds net, and is going nicely at \$3 per case. This firm have also received a car of bananas. No. 1 Jamaica fruit.

Laporte, Martin & Cie, Montreal, are offering a splendid map of the seat of war between Russia and Japan. See their ad. in another part of the paper.

SITUATION VACANT.

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

SITUATION WANTED.

AS traveller for groceries, flour or cereals; salary or commission. Box 111, THE CANADIAN GROCER, Toronto. (10)

WANTED.

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

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

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.

Madam Huot's Coffee

—THE GEM.—

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

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

TEAS ARE MOVING

Rapidly they are going in spite of cold weather and bad roads.
My stock is heavy and I am in a position to give you
the very best values in all lines.

There is Money in Buying Now—and Don't You Forget It!

THE LAST LOTS INTO STORE.

- 146 Catties Ping Suey Gun Powder, good sound Tea, at - - - - - 13c.
- 34 Chests fancy finished leaf Young Hyson **Indian Green Tea.** The handsomest
leaf and best liquor possible, at - - - - - 22½c.
- 9 Chests Darjeeling Orange Pekoe Indian Black Tea, "Ring Tong," at - - - - - 50c.

THE HIGHEST QUALITY OF ITS KIND, WITH THE TRUE HIGH GROWN DARJEELING FLAVOR.
YOU MAY GO THROUGH FIFTY SAMPLES BEFORE FINDING ONE AS GOOD

Some of my Registered Brands in Special Packages.

"Old Crow" Blend Black Tea, in parchemin lined, air tight, fancy packages, cases 50
lbs., assorted, 1s, ½s and ¼s, at - - - - - 20c.
NO RETAIL PRICE MARKED ON IT.

"Golden Pheasant" Japan Blend Tea, in parchemin lined, air tight, fancy packages, 50 lbs.,
assorted, 1s and ½s, at - - - - - 20c.
NO RETAIL PRICE MARKED ON IT.

All my Teas are selected for their liquoring qualities. Think of that when buying
and ask for my samples. It pays!

Speciality of high class goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"G.M.E."
Baking Powder, Vinegar,
Spices, Coffee

SAVE SAFELY

"Safety is the first consideration, and the matter of interest earnings is of second or even third importance."

Depositors who make absolute safety the first consideration are attracted by the exceptional strength of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto. It has the third largest paid-up capital of all Canada's strong financial institutions.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,
D. W. ALEXANDER, General Manager for Canada.
Canada Life Building, TORONTO.

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
\$2,950,000.00
Reserve Fund
\$3,150,000.00
Total Assets (over)
\$24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS
Invited.
SAVINGS ACCOUNTS
receive interest every six months.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - \$8,700,000
Res., - - - - - \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 109 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	" North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Warton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Anherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York	Portland, Ore	San Francisco.
Seattle, Wash.	Skagway, Alaska	

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

—DIRECTORS—

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President.
D. E. THOMSON, Esq., K.C. His Honor Mr. W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq.

HEAD OFFICE, - - TORONTO.
W. D. ROSS, - - GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED.
Drafts Bought and Sold. Letters of Credit Issued.

SAVING BANK DEPARTMENT

Open at all Branches. Accounts solicited.

FINANCE AND INSURANCE

AS a means of forcing American currency out of circulation, the banks of Edmonton, Alta., have decided to charge a substantial discount on all United States currency passing through their hands, says a western exchange. There is no question that the profit on the coinage in circulation in Western Canada should be made by the Canadian Government, and moreover that the coinage in circulation in Canada should be Canadian coinage. On the other hand it must be remembered that the prevalence of considerable quantities of United States currency in Western Canada at the present time is due to a particular cause, namely, the remarkable influx of settlers from the United States. The whole West has apparently every reason to extend the most cordial welcome to such desirable immigrants; the desire of the business community as a whole seems to be to give the newcomers the full value of their money. It is doubtful in view of the special circumstances whether a wiser course on the part of the Edmonton banks would not have been to invite the local merchants to turn in to them all United States currency coming into their hands. The banks could express it to the United States, and the total expense involved which the banks could charge against the merchants or bear themselves as they saw fit, would be inconsiderable.

* * *

THE annual statement of the Merchants' Bank of Prince Edward Island issued December 31, 1903, reveals the following satisfactory condition of affairs: Net profits for the year were \$55,595.57, to which is added the amount brought forward from 1902, \$1,187.59, making a total of \$56,783.16. From this sum after the payment of two dividends and sundry appropriations the sum of \$30,363.18 was transferred to rest account, together with the premium on new stock issued, \$30,636.82, making that account now \$266,000.00, or \$77,781.51 in excess of paid-up capital.

* * *

IT is reported that the name of the company which will take over the assets and property of the Consolidated Lake Superior Company is the Canadian Improvement Company. It will be capitalized at about \$40,000,000, which with bond issues of \$13,000,000 will bring the total amount of securities of the new company up to \$53,000,000. W. L. Bull and J. T. Terry, of New York, and R. Pitcairn, of Pittsburg, are among the leading interests which propose to rehabilitate the old company.

INSURING BANKS AGAINST LOSS.

THE majority of civilized people are already reasonably well posted on insurance, and if the number of insurance agents continues to increase in the same proportion as it has during the last ten years there is reason to believe every mother's son of us will have at

least an opportunity of becoming a wiser and better man in this generation.

The latest insurance novelty reported is an association to insure United States national banks against loss: what is more, expert financiers have declared the application of principles of insurance to banking to be entirely practicable. The scheme is to levy an annual tax on the capital or deposits of every bank in the country, the amount of tax to be calculated according to the mortality among banks, and the percentage of probable loss. In this way, a reserve will soon be built up which will be sufficient to meet every loss incurred, pay in full the liabilities of every failing bank, and make good every impairment of capital. Statistics show that if a tax of 3-8 of one per cent. had been levied annually upon the outstanding circulation for the last 39 years it would have been sufficient to redeem the outstanding notes of every national bank that has failed during the same period without having to fall back upon bonds held as security or other funds.

WALL STREET AND THE COUNTRY.

Atlantic Monthly.

OF the many lessons to be learned from recent experience, one of the most obvious is that the outsider should not enter the stock market in the gambling spirit, but only for investment, and then only when he has made a careful study of values of properties and their earning power, and of the conditions which affect the market. Other things being equal, two important elements operate upon the price paid for an investment—its safety and the net return paid in interest or dividends. A high degree of safety will contribute towards raising the price of an investment, but the rise in price will render it less attractive upon the other side by reducing the return upon it. For the owner of an investment security and especially for him who has it to sell, a scarcity of safe securities and a rise in their price are acceptable and desirable. For the owner of capital seeking investment, however, an excess of such capital in the market and a high price for securities are an injury, because they reduce the earning power of his capital in whatever securities he may invest it. To meet his needs new demands for capital must be found from time to time, equal to the amount of capital created. The path followed during the past few years has been the conversion into large corporations of industrial enterprises aggregating about nine billions of dollars. When the earning power of a number of mills or factories could be capitalized into bonds and preferred stocks, a supply of securities could be created which would meet the demand for new forms of investment arising from among those who were rapidly making money under favorable commercial conditions. This tendency to create securities has undoubtedly been overdone within the last few years. There followed the phenomenon of a mass of

undigested securities which could no longer find the market of a few years before. The public victimized by such were themselves to blame quite as much as misguided or dishonest promoters. If they passed by conservative companies and safe investments to seize upon glittering offers of speculative stocks by mushroom companies who was to stay them or retrieve their errors, so long as those who deluded them kept barely within the line of indictable fraud.....Every new form of financial organization has to pass the test of fire. The ultimate capacity of the joint stock system of organization is still untested. During the past century it has been extended to nearly every form of manufacture and to the complicated problems of transportation by land and sea. It contains, however, other possibilities which have not yet been developed. Among those recently put into practice have been the consolidation of great industries, the leasing of one corporation's property to another, and the control of operating companies by companies holding their securities. Whether these new forms of joint stock enterprise will be successful must be determined by experience. The secret of success here as in the whole of finance, industry and competition in foreign markets is to obtain a given result by the greatest possible economy of capital and of effort.

BANKING AND INSURANCE NOTES.

The Traders' Bank of Canada is erecting a new bank building at Rockwood.

The Royal Bank has opened branches at Westmount, Montreal, and Amherst, N.B.

The Canadian Banks of Commerce is erecting a \$20,000 building at Portage La Prairie.

Mr. McArthur, manager of the Sovereign Bank, Hensall, has resigned. He will be succeeded by H. Arnold, of Toronto.

G. M. Patterson, Stratford, has been promoted to the management of a branch of the Canadian Bank of Commerce, Winnipeg.

The Metropolitan Bank are erecting a building at the corner of Dundas and Arthur streets, Toronto to be occupied by the bank as soon as it is completed.

P. A. Curry, manager of the Union Bank, Middleton, N.S., has been promoted to a similar position at New Glasgow. He will be succeeded at Middleton by C. E. Jubien, formerly of Sherbrook, Que.

Clay, Sharp & Co., bankers, Burk's Falls, have been succeeded by the Sovereign Bank of Canada. The Sov-

ereign Bank has also opened a branch at Stanbridge East, Quebec., having purchased the private banking business of Colonel Gilmour.

R. H. Fulton, inspector of the Sovereign Bank, has been promoted to the position of superintendent of agencies. He will be succeeded as inspector by L. P. Snyder of the St. Catharines branch. The bank purposes to erect handsome new offices on St. James street, Montreal.

The Crown Bank has secured premises at 34 King street west, Toronto, which will be entirely remodelled and used both as the head office and office of the Toronto branch. The bank has also secured permanent offices in Ottawa, in the G.N.W. building at the corner of Sparks and Metcalfe streets.

On January 7, 1904, A. E. Ames & Co., Toronto, issued a circular letter to their unsecured creditors proposing the formation of a corporation to be known as the Securities Holding Company, Limited, which should take over the firm's assets and assume all its liabilities. Unsecured creditors were asked to consent to accept stock in the proposed Securities' Company to the full amount of their claims against the firm. Since then a great majority of the unsecured creditors have consented to the proposal and Ames & Co. have formed the Securities Holding Company and transferred thereto all their assets, each unsecured creditor having been mailed a certificate of stock in the Securities Holding Company, representing the full amount of his claim against Ames & Co.

Money Loaned

salaried people, retail merchants, teamsters, boarding houses. Easy payments. Largest business in 50 principal cities. TOLMAN, 517 New York Life Building, Place d'Armes, Montreal.

THE BEST STOCK

**TEES
DESKS!!!**

**THE LOWEST PRICES
TEES & CO.**

300 St. James St., - - MONTREAL

WESTERN Incorporated
1851
**ASSURANCE
COMPANY.**

Head Office
**Toronto,
Ont.**

Capital	-	\$2,000,000.00
Assets, over	-	3,333,000.00
Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

**FIRE
AND
MARINE**

**BRITISH AMERICA
ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL,	\$1,000,000.00.
TOTAL ASSETS,	\$1,864,730.13.
LOSSES PAID SINCE ORGANIZATION,	\$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

THE CANADIAN GROCER

REPRESENTATIVE OF ENGLISH FIRM.

MARTIN NIERMEYER, export manager for G. F. Sutton, Sons & Co., London, England, manufacturers of condiments, is at present making a trip through Canada, calling upon the grocery trade. Mr. Niermeyer arrived in Halifax the 14th of February and reports having had very satisfactory business in both Halifax and St. John, N.B.

Mr. Niermeyer is at present calling on the trade in Montreal and Quebec, and is making his commercial headquarters at the Queen's Hotel, Montreal, where he carries a full line of his company's samples.

As Sutton's goods are practically a household article in Great Britain he expects that the trade in Canada will, as it has in every British colony, appreciate and take hold of his goods. "Our principal of business," said Mr. Niermeyer, "for the last 40 years, has been to make pure goods, and supply them to the trade at the most reasonable prices so that we are in a position to compete against any English firm of reputation. The British Lancet in a criticism of Sutton's goods, speaks of them as being prepared with special care, and free from ingredients of an obnoxious kind, their flavoring essences being free from prussic acid."

It is Mr. Niermeyer's intention to visit all the principal commercial centres of Canada. He expects to be in Toronto during the coming week, and will make his quarters at the Queen's Hotel, where he will be pleased to receive calls from the trade. He will also visit the jobbing and retail merchants in each city.

Communications addressed to Mr. Niermeyer at Queen's Hotel, Montreal, will receive prompt attention.

A THREE-IN-ONE LUBRICANT.

This utilitarian age will undoubtedly welcome the suggestion of a universal panacea for the ills of the housekeeper, sportsman, mechanic or artisan. Wood-



work becomes marred, tools rust and get dull, and sewing-machines need occasional lubricating if they are not to clog up. Men needs must tinker up the old until it simulates the new, what better means is conceivable of refurbishing, or renewing the

lost virtue of a thousand and one accessories than "Three-in-one" lubricating, cleaning and polishing oil, manufactured by G. W. Cole & Company, New York. Its uses are legion, and its excellent features mentioned elsewhere in this issue of The CANADIAN GROCER, are sufficient to recommend "Three-in-one" successfully to every man and woman in Canada who have come to the years of discretion, provided only they have 10 or 25c. at their disposal.

U may not be able

2 judge a man by his clothes, but

U can tell a pure article

BY THE TASTE.

Clark's Sliced Smoked Beef HAS THE TASTE.



CAPSTAN BRAND Pure Baking Powder.

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.

Guaranteed to give perfect satisfaction.

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

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

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

James Ewart

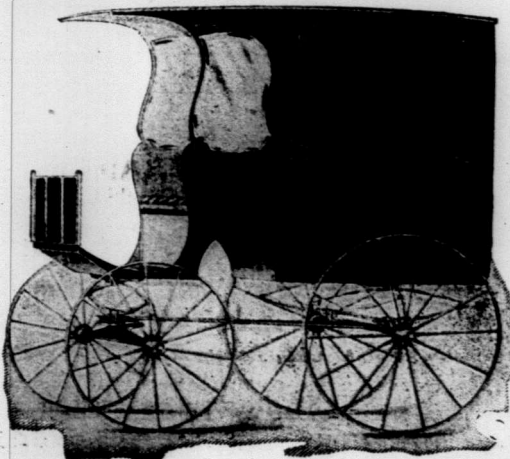
MANUFACTURER OF

High-Grade Delivery WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST TORONTO.

Write For Prices. Phone Main 1188



Window and Interior Displays

Timely Hints
and Suggestions

An Attractive Display.

THE window that sells goods, the window that every merchant wants and that every window dresser strives after is the one that calls attention to a particular line. It is not the window that contains a sample of every line carried, that is going to pay for the trouble

In this window, shown by Michie & Co., Toronto, this idea has been quite well carried out, the main part of the display being bottled goods, catsups, jellies, olives, pickles, marmalades, etc. A background is made up of boxed goods, but this does not in any way distract the attention from the principal line, but rather brings out more distinct-

figure of the bottles and by a design that would have more prominent figures or points.

The floor is covered with crepe paper, one of the prettiest and cleanest appearing foundations that a grocer can use. Some such trimming is necessary at almost all times unless the floor is built of hard wood. The paper is drawn quite



A Bottled Goods Display—Shown by Michie & Co., Toronto.

and time expended upon it. A display must be for the purpose of advertising a particular line, and every other line must be excluded from the window save when it is connected with the main feature, or as it is deemed necessary to be inserted to take off some of the stiffness and monotony of a solid arrangement of one class of goods.

ly the bottles shown. There is nothing intricate in the arrangement, but sufficient design and symmetry is observed to make it effective. The large display bottles contained olives and other fruits with the branches on which they grew. A somewhat better effect might have been obtained by an arrangement that would have had a more prominent central

tight and fastened in small pleats. Any color can be used to match any color in the goods, and the cost is not more than ten cents for an average-sized window. Clean white or yellow paper is sometimes made use of, but it is cheaper looking and not so tasty as the crepe paper or plain colored tissue paper.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joints imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

By ordering from us you make sure of reliable quality.

Full Information in our Catalogue—
It Makes Interesting Reading.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT

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

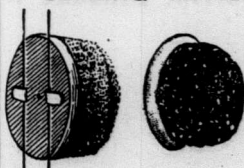
Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

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.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

CLERKS WHO ATTEND TO BUSINESS.

NO clerk who expects to be a success will be lacking in self-respect, says a writer in the Commercial Bulletin. He is lacking in self-respect if he is one of those who are continually trying to work the travelling salesman for extra favors. While the travelling salesman may grant such concessions as a matter of business policy, the opinion of that clerk which he carries away with him is not likely to be favorable.

In the many stores I visit I run across all types of clerks. I can count on my fingers the clerks who have the stamp of real business men and are developing fast. There are many indifferent clerks in those stores who seem to care little about the future. Then there is the big group which is always looking for the treat and seems to attend to business when it has nothing else to do.

It is always easy to pick the clerk who has the right idea. He is there to make money for the store and he shows it in his actions. He is the kind of a clerk the traveling salesman likes to treat, but he is not one of the kind who do business on treats. He wants to know about your goods, why they are better values than others, what their strong selling points are, and the profit they pay.

I have universally found that the clerk who is constantly suggesting free cigars is the poorest kind of a clerk. Instead of attending to business he is hanging around the visitors and "joshing" after his style. He completely loses sight of the fact that by showing a little more self-respect and dignity he could lift himself several notches above his present condition.

By endeavoring to make himself more of a business man and a little less of a grafter he would make friends that might be of use to him, where on his cheap grafting basis he actually damages his prospects.

Among the salesmen with whom I have a close acquaintance is one man who has considerable trouble with these grafting clerks. In a certain store which he visits regularly he was told not long ago that unless he "set up" the cigars his goods would be boycotted. In another store he was asked to contribute a certain amount of money for some "blow-out" the clerks were giving and the gentle hint thrown out that failure to do so would put the clerks at work on another brand of goods.

Now, that is a fine thing, isn't it? Here are clerks paid to sell goods purchased by the proprietor. The proprietor buys them because he considers the quality is what he wants and the price right. But here is an outfit of clerks who propose to "knock" certain goods regardless of the interest of the proprietor, if their demands are not granted by the salesman.

In some cases the proprietors themselves are to blame. I have seen enough of the bad results from this grafting to convince me that I would allow none of it in a store of mine. The clerk who keeps away from it wins in the estimation of people who are in a position to do him good.

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.

AGENCIES WANTED.

AGENCIES wanted for Montreal and Province of Quebec by gentleman with established connection—grocers' specialties and sundries. Close attention paid to all lines. Box 104, Montreal. (10)

BUSINESS CHANCES.

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

FOR SALE.

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixture; about \$3,000; property to be sold with business; four cosy living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

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

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital, to invest in well-established business subject to great expansion; highest references exchanged; only acceptable parties need apply. Box 101, CANADIAN GROCER, Montreal. (10)

SITUATIONS WANTED.

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

TO RENT.

FOR RENT—A large well-lighted floor (size 37 x 100) in a Montreal up-town store (St. Catherine street, west). Suitable for china and glassware, furniture, carpets or house furnishing goods. Use of passenger elevator and goods hoist. Moderate rental to desirable tenant. Correspondence solicited. CANADIAN GROCER Office, Box 25, Montreal. (10)

TRAVELLER WANTED.

TRAVELLER going to the Coast wanted to handle, as a side line on commission, a clear Havana cigar; references. Apply Box 106, CANADIAN GROCER, Toronto. (10)

CLEVELAND WALL PAPER CLEANER

CLEANS WALL PAPER.

1-lb. tin retails at 25c.

GEO. RIDOUT & CO.,
77 York St., Toronto.

IRELAND

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

J. H. SHERIDAN,

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

THE CANADIAN GROCER

Only Those Who Use VAN HOUTEN'S COCOA

KNOW HOW **GOOD** IT IS TO **DRINK**
AND HOW **ECONOMICAL** IT IS IN **USE**
BEST AND GOES FARTHEST

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

MOLASSES

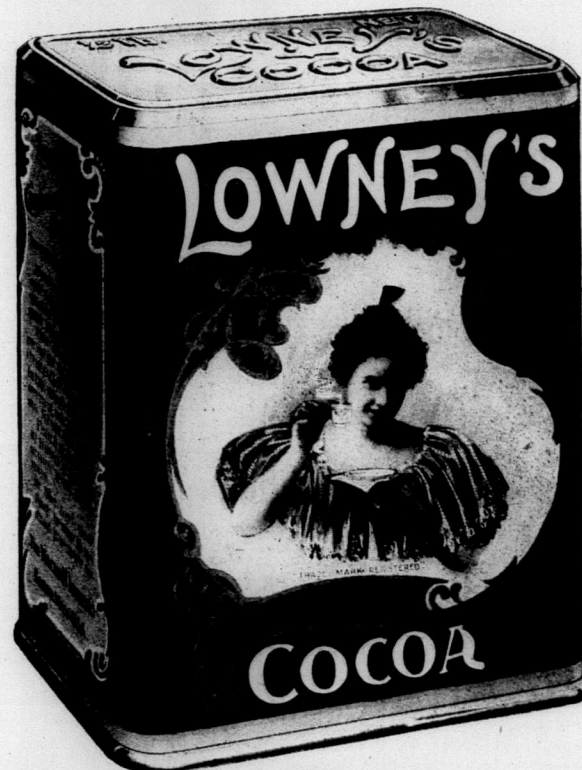
New Crop 1904
Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

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

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

ORANGE MARMALADE

Now is the time to buy. We have it in 5-lb. tins and pails. Quality and price right.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO:

Biscuits And Confectionery

Biscuits in Grocery.

THE wonderful development in the confectioner's and biscuit maker's art in recent years has made a great change in this department in the progressive grocery. With the advent of the individual package and the use of tin as its material of construction the biscuit and cake maker has been able to give his genius full scope. The toothsome confection that comes from his oven, can now be kept for any reasonable period as fresh and tasty as on the day it was baked.

The effect of this on the average housewife has been what one might have imagined. She is no longer under compulsion to experiment with home made dainties when in a hurry, when overcrowded with work or with the thermometer up around the nineties. The corner grocery can supply, if the proprietor is up-to-date, a most enticing variety of fancy biscuits, which in appearance daintiness and healthfulness are in nine cases out of ten away ahead of the domestic product.

Many housewives are acquainted with these facts and are accordingly generous buyers of fancy confections from the grocer, but the trade could be much extended by a little effort on the part of the grocer. The thing itself is its own best advertisement. If the grocer takes the trouble to locate his fancy biscuit department where it will be seen by every person who enters the store he will find a large increase in his sales.

With their glass fronts these handsome tin boxes show forth their sweet contents to very great advantage, and there are few women who looking around for "something nice for tea" are able to see such a display as this without placing an order.

It is not enough, however, in order to get the best results merely to have these biscuits on exhibition, a hint, a suggestion from the salesman will often add the last straw to the customer's determination to invest.

This is a department that will repay attention.

Cakes Gone Up.

An advance of from 25 per cent. to 30 per cent. has been made in the price of cakes by the Toronto master bakers this week. One of the master bakers states that they were forced to make this increase because of the unprecedented prices they had to pay for materials, and especially eggs. Eggs a year ago were available at 15 to 25 cents a dozen, but to-day 40 cents a dozen is the price, or at the rate of \$12 a case for limered eggs. Flour has also gone up considerably.

The increase went into effect on Monday, and will hold until April 1st in any event. The fear is entertained that the bread bakers will be compelled to follow the example of the cake bakers and raise the price of bread.

Modifying the Sweetness.

Mr. Blower had had a difference with the local grocer, and he had openly vowed never to patronize the emporium again. Therefore, the merchant in question was agreeably surprised when one afternoon his late customer entered and ordered half a stone of sugar, with complete nonchalance.

Prudence would have dictated silence; but human nature is weak, and as he tied the string the grocer could not resist saying:

"I thought you declared you would never darken my door again, Mr. Blower."

"That is true, and I should not have done so," was the retort, "but I've just received a fine lot of carnation cuttings, and I had no sand for potting them."
—Stray Stories.

Demise of Biscuit Manufacturer.

The Scottish Trader reports the recent death of Mr. Henry Carr, head of the well-known firm of biscuit manufacturers, Carlisle, from heart disease while walking along Scotch street, Carlisle, to his offices. He was the last surviving son of the late Mr. Dodgson Carr, the founder of the firm, and was about 70 years of age. He took a deep interest in various religious movements, and was

**When a Brand
of Soda Biscuits
Acquires a Fame**

that extends from sea to sea,
it is safe to conclude that it is
a good biscuit.

**Perfection
Cream
Sodas**

are good by this test.

Good also by other tests.

Let us have an order.

3-lb. Cards or Tins.

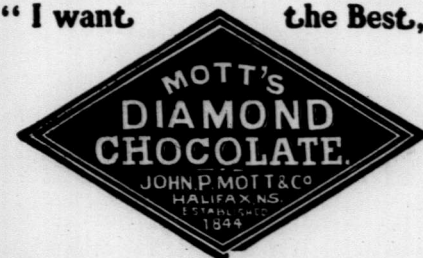
**THE Mooney
Biscuit & Candy
Company,**

LIMITED,

Stratford, Canada.

When You Say

"I want the Best,"



You have said all that can be
said about

MOTT'S DIAMOND CHOCOLATE

A

S

u-American
xposition
cocoa dis-
with alkalis
ter; nothing
ns. A quick

TREET,
N. MASS.

We
pails.

D

ONTONTO:

PURE GOLD TALK.

No. 7.

Some years ago we put on the market a Jelly Powder. It was a new thing, and its acceptance by the trade was immediate.

Since that time there have been twenty-four—we think this figure is right—other jelly powders put on the market. We can't object to this. A good idea is perhaps too good to be long the possession of any one man or firm. But we do think that those appropriating our idea should not have imitated our package, directions, recipes, etc. All we can do now is to insist upon the fact of the unquestionable excellence of Pure Gold products. When the Pure Gold Company undertakes to make anything, the grocery trade may rest assured that what they make is the superlative quality. We experiment a long time before ever the public hears of a new thing bearing our name.

In **JELLY POWDERS** we say without hesitation that ours is still the best made, the standard, and certainly the best for the discriminating grocer to stock and push.

We sustain the grocer's reputation in sustaining our own.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

a strong supporter of the charitable institutions of Carlisle.

Confectionery Notes.

The egg shortage has resulted in many of the Toronto confectioners stopping the making of cream puffs, jelly rolls and other delicacies in which the egg is a prominent constituent.

CORRESPONDENCE.

LOCAL FREIGHT CHARGES.

Editor The Canadian Grocer: You frequently deal in your editorials and through your columns on subjects of interest to the merchants of Canada, and grocers in particular, but there is one grievance which I have not noticed mentioned in your valuable paper, namely, the excessive local freight charges.

Not so very long ago we had a minimum freight rate of 35c. To this rate a minimum charge of 10c. cartage was added, and lately another 5c., making the minimum 50c. to points where there is cartage at one end, and 65c. where there is cartage at both ends.

Would not the manufacturers, jobbers and wholesalers of Toronto, and other cartage points, deliver their goods F. O. B. as at places where there are no cartage agencies. This may seem a trivial grievance, but it means considerable to a grocer who is constantly receiving shipments—some large and others small.

Could not the boards of trade and similar organizations, and all interested, make an appeal to the railroads and make an effort to get this adjusted properly?

I hope I have made myself understood. I am not used to writing up matters of this kind, but I trust you will give it the attention which I think it deserves.

F. A. HADDY,

(Successor to Young & Co.),

Bowmanville, Feb. 19, '04.

THE TEA QUESTION.

Editor Canadian Grocer: Messrs. Galt in their last week's advertisement in your paper endeavored to cover up with a mass of verbiage, the fact that they are trying to escape from the acceptance by the Blue Ribbon Tea Co. of our challenge issued some time back. We want to make it plain to your readers and yourself, that we issued a challenge; this was plainly accepted in a three-quarter page advertisement by the Blue Ribbon Tea Co. Messrs. Galt then issued another challenge; we accepted it, and placed two \$500 cheques to cover both our challenge accepted by Messrs. Galt, and their challenge accepted by us. Messrs. Galt are willing to go on with the latter, and that is proceeding, but if they imagine that they are going to escape liability from the former,

are very much mistaken, as we will invoke the aid of the law to compel them, if necessary, to proceed with both, and, in the meantime, we again take the opportunity of warning you to hold on to Messrs. Galts' cheque now in your hands, as well as ours covering it. Every word in our challenge, and accept-

ance of Messrs. Galts' challenge, appeared in the clearest and best faith, and there was no "bluff," there was a pure statement of facts which we are willing to go on with, and Messrs. Galt cannot expect that they can come out before the grocers of Canada, accept our challenge, then escape from all liability. There are two challenges before the public, one issued by Messrs. Galt and accepted by us; one issued by us and accepted by the "Blue Ribbon Tea Co." These shall be gone on with, if we can compel them to go on with them. So far, as we said, one is being proceeded with and both cheques covering it are in Messrs. Clarkson & Cross' hands; the other must also be gone on with, as we will not allow our competitors to pose before the grocers in Canada as bravely accepting our challenge and then getting out of the acceptance.

With kind regards, we are,
Yours truly,

SALADA TEA Co.

Toronto, Feb. 26, '04.

* * *

HE GOT RESULTS.

The following letter is self-explanatory:

Editor The Canadian Grocer—Referring to advt. in Canadian Grocer in reference to calender, for goodness' sake please say stock exhausted for this year. Since Monday the typewriter has done nothing but open letters and send out calenders to all parts of Canada. Next year will double the quantity and please the disappointed customers.

Yours truly,

W. P. DOWNEY.

Montreal, Feb. 18, 1904.

PROFITABLE LINE FOR GROCERS.

THE activity of makers of stock foods in soliciting the grocery trade to act as selling agents for their wares clearly indicates the increased consumption of cattle, horse and poultry foods throughout Canada. These foods besides being of approved value to stock and poultry raisers are very profitable for the dealer and hence constitute an excellent line for the grocery trade to handle.

A firm that has lately begun operations in Canada is the Myers Royal Spice Co., of Niagara Falls. This concern is by no means a new one; indeed it is among the oldest, having for over half a century been making a spice food, the sale of which has until recently been confined to the old world, particularly England, the centre of its manufacture. Wherever sold Myers' spice has established an enviable record, and medals and diplomas have testified to its good qualities for many years.

A branch has been opened in the United States, and recently in Canada. American stock men have given hearty endorsement to Myers' "Spice of Life," and in Canada there doubtless awaits this food additional triumphs. Interesting and instructive literature will be mailed to grocers on application to the company at Niagara Falls.

SAY "GEL-O"

Your customer wants
a quick dessert.

The New Dessert

Gel-O is the best of
its sort made.

Cases hold 4 and 12 doz.

SEND ORDER DIRECT.

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



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Crosses

are plentiful with
every
housewife.



How is your stock? Order
from your jobber
or direct.

"EAGLE" Brand Baking
Powder will
do it.

Mr. Grocer

you can relieve many
a housewife of these
crosses.

Eagle Manufacturing Co.

MONTREAL.

**Dutch Chemical Works
AMSTERDAM.**

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-

	4/3	8/-	15/-
PURE DUTCH COCOA			
per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

HAMILTON GROCEHS' AT-HOME.

THE Hamilton Retail Grocers held their annual "At-Home" in the Board of Trade rooms on Tuesday of last week and as usual the affair turned out to be a big success. Nearly every grocer in the city was present as were also the travelling fraternity and a number of outsiders.

The invitations sent out were such as not to be overlooked and the programmes which were of a striking character caused much amusement. The "At-Home" took the form of a smoker, and cigars and little clay pipes loaded to the brim were everywhere in evidence, inviting the devotee of the weed to indulge in the entrancing occupation of blowing rings.

Refreshments were served in abundance and of a quality which encouraged the appetite to do wonders. An excellent musical and literary programme was presented and the performers were rewarded with hearty and vigorous applause.

James Main presided and was assisted by Adam Ballentine.

The programme was as follows:

Mandolin Duet.....	Master Wilson and Noble.
Song.....	Walter Hyslop.
Recitation.....	H. S. Moore.
Song.....	R. Woodcroft.
Cornet Solo.....	W. McDougall.
Song.....	George Allan.
Recitation.....	H. Turkett.
Song.....	H. Hawkins.
MIXED DRINKS.....	Everybody.
Song.....	Angus Sutherland.
Recitation.....	M. Cleworth.
Song.....	H. Hamilton.
Magician.....	B. Johnson.
Song.....	F. Hendershott.
Song.....	B. Stoneman.
Recitation.....	J. B. Nelligan.
Song.....	H. Extien.
Remarks.....	B. Hill.

GOD SAVE THE KING.

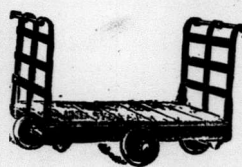
The committee, which had charge of the affair was composed of W. Smye, chairman; Geo. Cann, Geo. Powell, John Forth and M. R. Hill.

Fine speeches were delivered during the evening by the following: J. H. Horning, Mr. Trent, Toronto; D. Dewey, R. Moncur, J. Sommerville, Mr. Stewart, J. Price, B. B. Morden and Cyrus King.

REINHOLD MFG. CO.

The Reinhold Manufacturing Company, of Detroit, Michigan has filed articles of association for the purpose of manufacturing, buying and selling ice choppers, ice shavers, ice cube cutting machines, etc. Capital stock is \$40,000, all paid in. Stockholders are Frank J. Reinhold, Alexander M. Reinhold and Frederick H. Bolton.

TRUCKS
for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY

Star Brand

**COTTON
CLOTHES
LINES**

— AND —

**COTTON
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.



Are You
Selling it?

REMEMBER WE GIVE YOU A LARGER
PROFIT THAN ANY OTHER PREMIUM
SOAP, AND GIVE CONSUMERS BET-
TER PREMIUMS—1 CENT IN GOODS
FOR EACH WRAPPER.

The Duncan Company
of Montreal.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their
manufacture.

Their **Breakfast Cocoa** is ab-
solutely pure, delicious, nutritious,
and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue
Wrappers and Yellow Labels**, is the best plain
chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and
good to drink. It is palatable, nutritious, and healthful;
a great favorite with children.

Buyers should ask for and make sure that they get the
genuine goods. The above **trade-mark** is on every
package.

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

MARKETS ADVANCING

In a great many lines handled by the **GROCERY TRADE** the markets
are advancing or have an upward tendency. **RETAILERS**, has it occurred to
you that it would be a good time now to anticipate your requirements a little
ahead? You can make money by putting in a stock of Japan Teas, Ceylon
Blacks, Ceylon Greens and Hysons, also Canned Goods, Rice, Tapioca,
Sigo, Oatmeal, Rolled Wheat, Lard, etc. It will pay you to communicate
with us. We can name prices that will interest you.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL.

ESTABLISHED 1857.

MAPLE SYRUP,

SUGAR, Etc.

COPY OF CERTIFICATE.

Montreal, May 26th, 1902.

I hereby certify that I have analyzed samples of MAPLE SYRUP, marked "SMALL'S MAPLE DEW DROPS," which were purchased by me on the 19th inst., on the Montreal market, and my tests failed to detect the presence of any adulterant or preservatives whatsoever.

MILTON L. HERSEY,
City and Provincial Analyst.

Maple Syrup sells and brings a price IN SEASON; later it is slow, even though quality be the finest. We have as usual large quantity of No. 1 Bowsse sugar, stored from last season, that we run into syrup, the re-cooking gives a fine flavor that can hardly be detected from new.

We have it. Order now.

SMALL'S MAPLE CREAM bids fair to become World Famous.—Ottawa Evening Journal.

Your Syrup is superior to anything I have seen on the market.—H. Mockford, Charlmoud Road, London, Eng.

Your goods are A1 quality.—J. H. Anderson, Produce Co., Winnipeg, Man.

The Purity, Flavor and High-class Quality of Small's Maple Products have been commended on every side throughout the Dominion.—Ottawa Free Press.

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

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.

Small's brand has captured all Gold and Silver Medals offered in Canada, with awards at Paris Glasgow and Cork. With due appreciation of the many brands, we believe Small's is market standard.



We require 40 cases more, quick. Wire as we have orders waiting.
Clemes Bros.,
Toronto.
April 31, 1902.

Why the delay? We have had to refuse orders. Add to order and ship at once.
De la Ronde & Son,
Ottawa.
Mar. 28, 1902.

Small's brand Maple Syrup Products have won every Gold and Silver Medal offered in Canada, but one exception; also at Paris, Glasgow, Cork, Japan, and wherever exhibited.

For sale through the jobbing and wholesale trade only.
CANADA MAPLE EXCHANGE, Dunham,
Head Office, 118 King St., MONTREAL.
Phone 1315.



McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

**We'll have 'em
for your
Easter Requirements**

We mean: Southern Fruits and Vegetables — arrangements have been made for our supply of Strawberries, etc.

Our purpose in advising you early is that you may know where to get them (if they're on the Market) when in want.

The
DAWSON Commission
Co., Limited

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

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

WE BUY 

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

The W. A. GIBB CO.
5 and 7 Market St., **HAMILTON**

TWO SNAPS.

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

HUSBAND Bros. &
Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 3428.

GREEN FRUITS

Apple Exporting.

A WINTER such as has been experienced this year presents many difficulties to apple exporters, who must ship long distances by rail. Fresh fruit requires protection from frost and as the extreme cold weather has been continuous since the latter part of December the problem of safe shipping has been hard to solve. In conversation with a representative of The Grocer, McWilliam & Everist, apple exporters, Toronto, explained their method of getting apples to the seaboard in good condition during the Winter. The shipping season of Winter apples extends over a period of about 6 months, October to March inclusive, and 50,000 bbls. will represent the exports of this firm during the present season. In order to forward this quantity weekly shipments of about 2,000 bbls. average must be made, and the shipper must quickly adapt himself to weather conditions. Years ago, before suitable cars were provided for fruit, apples were loaded in box cars (about 150 bbls. each) with wood stoves in centre of car. These cars had not the proper facilities for circulation of heat and the result was that those near the stove were too hot while those at either end of the car were too cold.

This to a large extent has been overcome in the best equipped cars of today. Inside the car is a compartment holding an oil heater, which is easily reached through a special small door at the side of the car, when filling or refilling with oil and turning the heat off or on, as the temperature of the apples require it. Thermometers are placed in each car.

Special trains of from 7 to 15 cars each convey the apples to the Atlantic seaboard, and each and every train is accompanied by a representative of the firm whose duty it is to look carefully after the condition of the cars in transit. The railroad companies furnish the heater, supply the oil at divisional points and assist their employe in every way possible.

The apples are in these cars from 5 to 8 days. The last shipment though delayed very much by snow and storms has arrived o. k. This week's lot of 11 cars is now on the way and the exporters are in receipt of a wire from their man,

who posts them daily, that shipment is carrying well.

The importance of delivering our Canadian apples in Europe in first-class condition is two-fold. First, it insures the highest market price; second, increased trade will follow.

Those who have seen apples packed in Canada and the same sold in Liverpool, say, "If we could only land them in the condition we ship them they would sell better."

The shipping facilities are steadily improving both on land and sea, and for our Canadian apple exporters we bespeak a profitable return and a gradually increasing business.

Growth of the Banana.

THERE is a vast amount of ignorance among intelligent people of the north concerning the growth, production and marketing of bananas. Many people imagine that the natives in tropical climes step out of their huts in the early morning and pluck and eat bananas fresh from the plant the same as they would oranges and other fruits.

Bananas ripened on the plant are not suitable for food, and would be much the same as the pith which is found in the northern cornstalk or elder. Bananas, sold in Canada, even after travelling 3,000 miles in a green state, are every bit as good as bananas ripened under a tropical sun. This is probably true of no other fruit. The plant of which the bananas are the fruit is not a tree, nor is it a bush or vine. It is simply a gigantic plant, growing to a height of from 15 to 20 feet. About 18 feet from the ground the leaves, oftentimes 8 feet long, come out in a sort of cluster, from the centre of which springs a bunch of bananas. These do not grow with the bananas pointing upward, naturally, and if the stem grew straight they would hang exactly as seen in the fruit stores and grocers' windows. This, however, is not the case; the stem bends under the weight of the fruit, and this brings it into directly the opposite position, with the large end of the stalk up and the fringes pointing toward the sun.

A word of explanation concerning some banana terms. Each banana is called a "finger," and each of these little clusters of fingers surrounding a stalk called a "hand," the quality and value of each bunch depend on the num-

ber of hands it has. Some may wonder how the fruit is cut from the top of a plant 15 feet from the ground. The native laborers cut the stalk part way up its height, the weight of the fruit causes the stalk to slowly bend over until the bunch of bananas first nicely reached the ground, then the bunch is cut off with the ever-ready machete and carried to the river or railroad for shipment. The plant at the same time is cut close to the ground. The banana is a very prolific reproducer of itself, and at every cleaning of the land it is necessary to cut down many of the young plants, or "suckers," as they are termed, in order that they may not become overcrowded up to a certain limit; the less suckers on a given area the larger the fruit they will produce.—Roxbury Times.

Nova Scotia Apples.

The Crystal Palace authorities have presented a special commemoration medal to the Nova Scotia Government for the splendid exhibition of apples displayed by the Fruit Growers' Association. The exhibition received the personal attention of the agent general.

Advice to Apple Shippers.

Mr. Peter Ball, Canadian Commercial Agent at Birmingham, advises Canadian apple shippers not to pour the whole of their fruit crop into London, Liverpool, Manchester and Glasgow, within a few weeks, for sale in auction rooms, but to spread them over the different towns, placing them in the hands of firms who could take regular supplies. The latter course would pay better.

"I could place," he states, "among different towns in this district up to 10,000 barrels a week, divided among respectable men, if any of our apple shippers would care to get into communication for regular supplies."

Mediterranean Fruit Ships.

Montreal, will the coming Spring, receive the usual number of fruit cargoes from the Mediterranean. The three steamships already arranged for are the Thomson Liners Fremona, Jacona and Escalona or Bellona. Their probable ports of call will be Messina, Catania, Marsala, Palermo, Sorrento and Leghorn, Italy; Tarragona, Valencia, Cadiz, Spain; and at other ports where sufficient cargo is offered. The loadings have been arranged as follows: Steamer Fremona, begins to load at Messina,

Spanish Onions

Marmalade Oranges

Two seasonable lines just to hand, also

Two Cars Lemons, Two Cars Navel Oranges

We guarantee goods free from Frost.
Prices Low. Order Quick.

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

PHONES Main 4106
4107

Wholesale Fruit and Produce.

Dealers in Butter, Eggs and other Country Produce on commission.

Prompt

1904

SAME OLD STORY.

Reliable

Selling best goods obtainable at lowest possible prices.

That's how we hold our trade. Quality tells. Try us.

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

about March 18, completing at Sorrento, and is expected to arrive at Montreal as soon as the opening of navigation will permit.

The Jacona will start loading at Messina about a week later, also finishing at Sorrento. These steamers will be followed either by the Bellona or the Escalona, commencing at Leghorn and proceeding to Sicilian and Spanish ports.

Complaints of Frozen Fruit.

G. W. Hunt, fruit dealer, of Ottawa, has written the Railway Commission, complaining as to the large amount of fruit which was frozen this year, while in transit on railways. He asks if anything can be done by the commission in a matter of this kind. If so, he would like to lay the matter before that body.

B. C. Apples at St. Louis.

British Columbia apples will be exhibited at the St. Louis World's Fair, says the Vancouver World. The Government wrote to Mr. Henry, the Vancouver nurseryman, asking him to take in hand the fruit exhibit for St. Louis. Mr. Henry replied that the Lower Mainland of the province could not produce hardy fruit suitable for exhibition purposes, and he referred the Government to W. L. Fortune, of Kamloops; T. Earle, of Lytton, and Charles Ambrose,

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

of Enderby, as fruit growers who could produce apples fit to compete with any in the world. As a result, arrangements with these gentlemen have been made and there will be an exhibit at the St. Louis Fair of a fine collection of the large, rosy-cheeked, fine-flavored specimens for which the Upper Country is so justly famous.

Green Apples Scarce.

According to the circular issued for the exclusive use of the International Apple Shippers' Association the storage stocks of apples in the United States, Canada and Nova Scotia on February 1 were 2,450,458 barrels, compared with 3,124,689 on February 1, 1903, a decrease of 674,231 barrels. And this proportion of decrease promises to be maintained as long as there are any apples in the refrigerators.

FLOUR AND CEREAL FOODS

The Great Bull Movement.

THE Armour bull operations in wheat, which for months were carried on with the world in opposition, are now moving along with all the world in accord.

Prices are up 23 to 29 $\frac{3}{4}$ cents from the low price last November, when the bull undertaking was begun, and when speculators here and abroad were all believers in wheat in the sixties. May wheat last week sold at \$1.08 $\frac{3}{4}$. The movement for higher prices began at around 76 cents in the middle of last November.

The war situation and the possibility that powers other than Russia will become involved are now the motives which are making wheat speculators buyers the world over. But when the leader in the great movement began his operation in the late Fall there were no signs of war. The Armour buying of wheat was on the theory that good grain was scarce and that the necessities of the millers would compel higher prices before the season was out. The millers themselves were believers in this theory.

About the only company the Chicago man had in his position for higher priced wheat was the group of big flour men in the Northwest.

The Armour effort for high wheat was continued through the Fall and into the Winter without any very exciting episodes. By December the price had been advanced to over 80 cents. The sentiment generally was intensely bearish. The foreigners seemed able to get along without much American wheat, and it was the popular view that, with prices abroad relatively lower than the American, there could be no higher market on this side. Through December and January it was a campaign of defence, with all efforts necessary to support prices against the selling inclination of the world. Toward the close of January the situation seemed to develop in a way that supported the Armour position of scarcity. May wheat price moved from the 80's up to 90.

By this time the speculation in May wheat had become large enough to attract attention everywhere. Europe talked about it. It was everywhere,

however, referred to as a manipulation, and speculators as a body were hostile to it. The Armour holding was probably around 20,000,000 bushels. It was bought for May, with some hedging done for July. In January painstaking efforts were made by this interest to learn the true wheat situation. Men were sent to the Northwest to decide as to the Spring wheat supplies, and to the Southwest to decide as to the reserves of Winter wheat. The cables were used unsparingly and the European sources of information were exhausted to disclose the true wheat position abroad.

The situation had become a bullish one before the war between Russia and Japan began. On its declaration the wheat sentiment the world over seemed suddenly to change. Since then there has been no need of support for prices, but there has been advance upon advance, and the speculation has grown from moderate to vast proportions. The Armour interests has still remained the great one, and the Armour profit is the biggest one. But the market is no longer a one man affair. There have been the two incentives for higher prices. The theory of cash wheat scarcity, the motive for the Armour undertaking, has been demonstrated. With an extraordinary advance in prices, there has been dwindling rather than increasing wheat movement. The millers have been more anxious for the cash wheat at high prices than they were at low.

But this price help has been overshadowed by the more speculative one, the war. It stirred the whole world, and foreign markets have been advancing rapidly on it. The speculative market has been turned from a humdrum contest over prices into a tremendous competition among the grain interests of the world.

The Armour theory has been demonstrated, and there is probably a profit on the Armour operations of \$2,000,000 to \$3,000,000. The great May line held by this interest, probably 20,000,000 bushels, and which cost in the seventies, can now be sold out over \$1. The profits have been secured by enormous sales of July against the May holding, sales at high prices of wheat bought 10 or 15 cents lower. It has been a most

remarkable speculative effort, notable because on such a scale and because begun with the rest of the world in opposition, and finishing with the whole grain world in accord.

It now seems as if everybody was taking a hand in wheat at Chicago.

New Elevator at Fort William.

The Ogilvie Flour Mills Company have signed a contract with the McDonald Engineering Company, of Chicago, for the erection of an elevator at Fort William. The elevator will be constructed of steel, and will have a storage capacity of half a million. The contract calls for the completion of the work by September 1 next.

Mills for Minnedosa.

Minnedosa, Manitoba, is in hopes of securing a flour mill. A recent despatch says: W. H. Harvey, of Brandon, was here this week, looking over the ground with a view to building a flour and grist mill. He has made a proposition to the town council which will be considered at the next meeting of that body. It is also understood that an offer has been made by responsible parties to establish an oatmeal mill here, this point offering splendid facilities for a mill of that character, there being an abundance of wood for fuel, plenty of building stone, easily secured, and an abundance of sand and gravel, while the district round about produces oats of the very highest quality.

Wheat Fields Under the Flag.

Sir Gilbert Parker, M. P., speaking upon tariff reform in Brixton, London, urged that the wheat productions of the United States were decreasing and population increasing so fast that Britain imported American flour as well as wheat. He warned his hearers that in seven years' time, as the United States used up wheat stocks further and further, we should be paying more and more for our bread. We must redress the adverse balance of agriculture by increasing the wheat fields over which our flag was flying. He pleaded for a great colonial alliance, which should ensure our prosperity in the future.

The public are studying food values more than ever before. That is why they are asking for Tillson's pan-dried Oats, a food, not a fad. They know its nourishing qualities and its appetizing flavor. You should always be ready to supply it.

Tillson's Pan - dried Oats



The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257
" 4675

**Wm. McCann
Milling Co.**

**MILLERS
AND GRAIN DEALERS**

**192 King Street East
TORONTO.**

FLOUR

FEED

CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

**THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.**

Yes? Wheat is higher than for years,—but

"Wee McGregor's" Breakfast Food

retails at same price.

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

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

Pure Wheat for Seed.

MR. CLARKE, chief of the seed grain division of the department of Agriculture at Ottawa, in a recent interview with the representative of a Western paper, described the work his department was doing to keep up the standard of Western grown wheat. Mr. Clarke said: My division at present is taking an interest in the best methods of keeping up the standard of Western grown wheat. At the present time we find that there is very little pure red fye wheat in the West and the favorite milling wheat of the West is becoming mixed with a variety of wheat that are of poorer milling qualities. These varieties drop earlier than red fye and a larger amount of them is dropped on the ground and come up the next year as a volunteer crop and thus increase the impurity of the original seed. It is the intention of the division to form an association to be known as the Western Canadian Seed Growers' Association or something similar to encourage the raising of pure seed, to appoint a man who will give all his time to looking after this matter and to secure several men in each district where wheat is grown to devote their entire time to the raising of pure red fye wheat. The association will print and circulate catalogues telling just where this pure seed can be obtained, and in this and other ways do all possible to make the seed wheat of the West pure and keep it so.

Another matter to which my division is giving much attention is that of the prevention of weeds, and the eradication of those that have got in. A bill was introduced into the Dominion House last year and passed its second reading providing for the inspection of all commercial seeds. It was thought best not to pass the bill finally until the farmers had pronounced upon it as to whether they approved of the measure.

His Fourteenth Birthday.

J. C. McKeggie, for eight years chairman of the grain section of the Toronto Board of Trade, celebrated his fourteenth birthday on Monday. Members of the section who esteem Mr. McKeggie very highly gathered in the rotunda at noon and presented him with a handsome loving cup, bearing a few words of congratulations and appreciation of the long services of the chairman. Mr. McKeggie is over 50 years of age, but as he was a 29th of February baby his birthdays are four years apart. On

Monday he received many expressions of good-will from members of the board outside the section over which he presides.

Wheat Stores in the West.

G. V. HASTINGS, manager of the Lake of the Woods Milling Co., interrogated as to the real ground for the re-shipment last week of 50,000 to 75,000 bushels of wheat to the Keewatin mills from Fort William, said: The Lake of the Woods Milling Co. has plenty of good milling wheat at Keewatin. It has abundance of such wheat in store to the West. The re-shipment of wheat from Fort William to Keewatin is a temporary expedient to guard against stocks becoming too low from the closure of traffic to the West.

The mills are net out of wheat or near it, continued Mr. Hastings, but it is our custom to carry always large stocks, and the blockading of the railways has prevented proper replenishment. During February and part of January our average receipts daily from our stocks in store to the West have been two cars, a small fraction of our usual run, and with still plenty on hand at the mills we thought it as well to replenish over the one line that was open. Our Western stocks are large, even the cellars being filled in some cases, and so it will be seen that there is no hint of a shortage. We apprehend not the slightest trouble and the moment the Western lines are opened up, we will resume our movement over these lines, discontinuing that from Fort William.

Nottawa Mill Burned.

A despatch from Collingwood reports that the Nottawa flour and grist mill was burned to the ground Saturday night at 12 o'clock. It was owned by John Breckenridge and contained 5,000 bushels of wheat and was valued at \$10,000.

Got Coal at Last.

The Ogilvie mills at Winnipeg, which, as announced in last week's Grocer, had to close down owing to lack of fuel, have again received a consignment of five cars of coal from the Roche Persee Mines via Brandon.

W. A. Black, the manager, states that the railway officials had done all in their power to help the company and the shortage of coal which closed down the mills for the past week was due to circumstances for which no one could be blamed.

Oatmeal Mill Purchased.

Orr Bros'. oatmeal mill at Windsor has been absorbed by the Canadian Oatmeal Manufacturing Co., completing, it is said, a list of 25 mills in Ontario alone. The Canadian Oatmeal Manufacturing Co. is said to control 90 per cent. of the output of oatmeal manufactured in the Dominion.

Purchased Wellesley Mill.

Messrs. McEachern & Debus of Tavistock, have purchased the Wellesley flour mill and took possession on March 1st, under the name of the Wellesley Milling Co., Limited. The mill was purchased from the Tavistock Milling Co. which company bought it some two years ago, installing new machinery and putting it in first-class condition. Mr. Debus was appointed manager of the new mill. Mr. McEachern has been head book-keeper at the Tavistock mill for the last three years and has enjoyed the respect and friendship of all.

Ontario Barley Upheld.

Christopher Gatton, brewer, of Owne Sound, Ont., has circulated among the members of the London Corn Exchange a statement dealing with the remark attributed to Mr. Chaplin, M. P., to the effect that the soil of the colonies was unfitted for the growth of barley, and likely to remain so for years to come. Mr. Eaton claims that Ontario raises the finest barley in the world, and Ontario alone could supply Britain with sufficient requirements.

Cereal Notes.

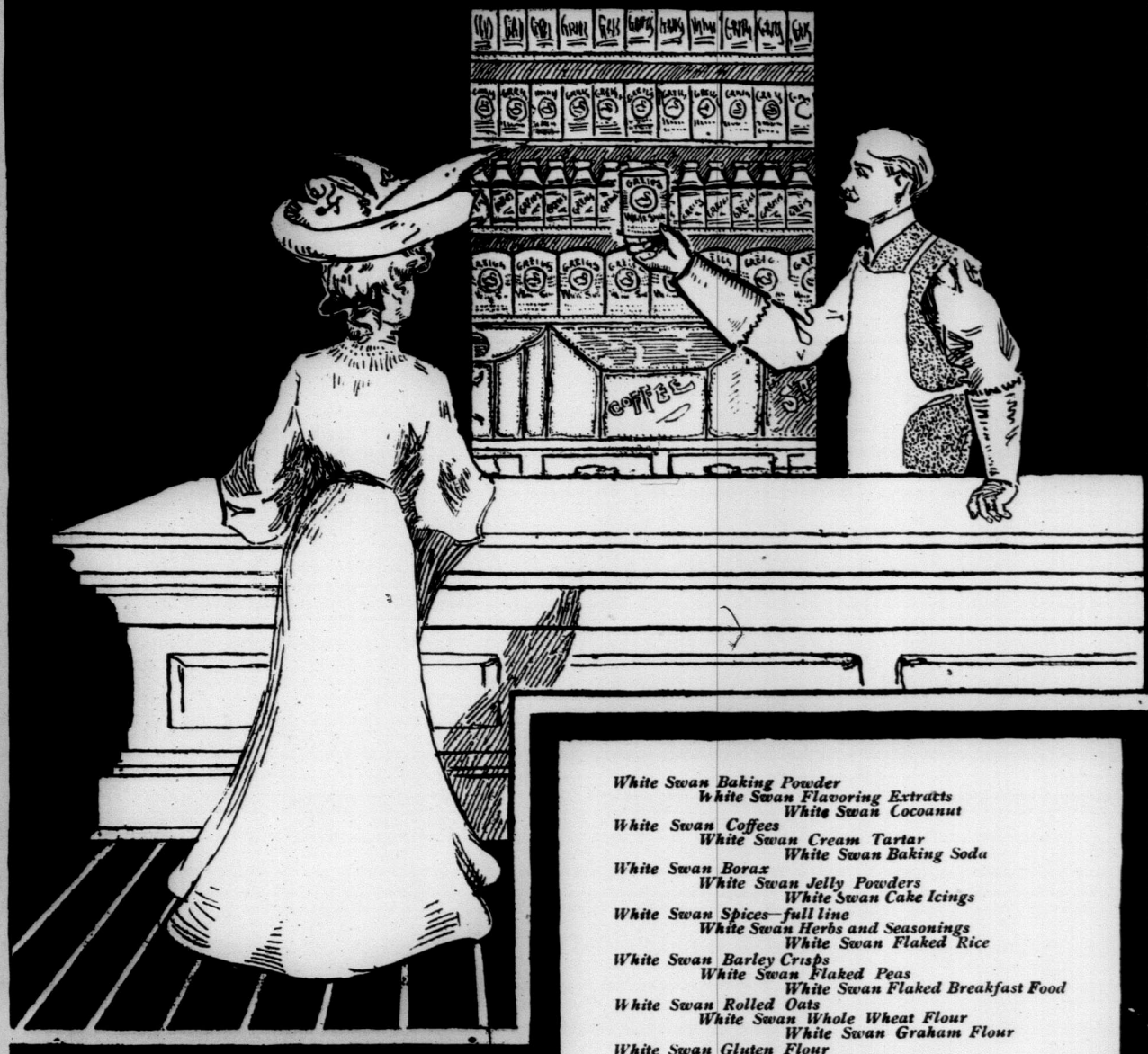
The Co-operative Bakery, Winnipeg, had a rather serious fire last week. The flames were extinguished, however, before great damage was done.

ENQUIRIES FOR CANADIAN TRADE

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

1. A colonial produce merchant in London, with good connections, is desirous of opening up business relations with some Canadian exporters of eggs, butter, cheese, bacon, etc., who are not already represented in England.
2. A provision merchant covering a fairly large district in the North of England, is open to take up agencies for canned fruits, etc., from Canada.
3. A gentleman with experience of the poultry trade is anxious to connect himself with one or more large Canadian exporters of fowls, and offers good references.
4. A French firm desires to get into touch with Canadian houses engaged in the sale of hosiery.

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



- White Swan Baking Powder
- White Swan Flavoring Extracts
- White Swan Cocoanut
- White Swan Coffees
- White Swan Cream Tartar
- White Swan Baking Soda
- White Swan Borax
- White Swan Jelly Powders
- White Swan Cake Icings
- White Swan Spices—full line
- White Swan Herbs and Seasonings
- White Swan Flaked Rice
- White Swan Barley Crisps
- White Swan Flaked Peas
- White Swan Flaked Breakfast Food
- White Swan Rolled Oats
- White Swan Whole Wheat Flour
- White Swan Graham Flour
- White Swan Gluten Flour
- White Swan S.R. Buckwheat Flour

The number of grocers throughout Canada who are daily recommending **WHITE SWAN** goods to their customers is growing larger every day. The reason is not far to seek—good goods at consistent prices will always win out. This is the one idea we always have in mind, and all the facilities of our big new factory are being used distinctly to emphasize this thought. We honestly believe that our White Swan goods cannot be surpassed in quality anywhere. This is the basis on which we are building business, and whether our customer be large or small, we are always glad to get his orders, and to give all equal attention. Don't you think it will pay you to push **WHITE SWAN** this season?

DROP A CARD FOR OUR LIST.

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

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 Windsor
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 mpleting, it
 in Ontario
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 Editor of

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

He Counted Them.

GOOD cigar travellers seem somewhat difficult to obtain, says the London Cigar and Tobacco World. There are, of course, heaps of good ones on the road. The real, right sort, most of them. But there are some wasters off it as any cigar manufacturer who has been in want of a creditable representative well knows. Really, any fool thinks he can sell cigars. Nice, easy kind of occupation. Plenty of smokes, and so forth.

It was some such innocent as this who applied to an importer of our acquaintance in response to an advertisement. He was so firmly convinced, to all appearance, that what he didn't know about selling cigars was not worth knowing, that the importer determined to give him a showing up.

"What does that mean?" said he, pointing to the word "Claro" on a cigar box. "Oh, er, that alludes to the quality, y'know." "And 'Madura?'" indicating another box. "Er—that refers to the quality, too, y'know." "How many cigars are there in that box?" the importer next ventured, handing the applicant a fifty. And the budding genius commenced to count the contents. "That'll do," sobbed the importer, "you're too good for the cigar trade. Your talents would be wasted on it. Please go away."

Cigarette Smoking in Japan.

THE increase in the consumption of tobacco in Japan is stated to have been very marked in the last ten years. Cigarettes are being smoked more from year to year, supplanting the old Japanese pipe, which formerly was practically the only way tobacco was consumed. The tobacco industry became a monopoly of the Japanese Government on August 15, 1899, since which time the cigarette exports have increased very noticeably. In 1898, 78,000,000 cigarettes were exported, mostly to Asiatic countries; in 1902 the number rose to 717,000,000. On November 1, 1901, the tobacco monopoly law was so modified as to permit cigarettes and cut tobacco being imported by private parties upon the payment of a 150 per cent. advalorem duty. Japan first came to be regarded as an important market for American tobacco in the year 1896, and

since then the exports thereto have been increasing yearly. Cigarette machinery has not been introduced into Japan to the same extent as into other countries, but German manufacturers are now making successful efforts to introduce their machines.

To Keep Boys From Smoking.

An enterprising Nottingham tobacco-nist has opened a special competition for boys under the age of sixteen. He offers as a prize a phonograph and records to the lad who gives the most interesting answer to the question, "Why should boys not smoke?" The promoter of the competition states as his candid opinion that, "whilst tobacco is both harmless and beneficial to grown up people, it is positively injurious to growing boys;" and he adds: "I hope every manly lad who goes in for this competition will abstain from smoking until such time as it will not have a harmful effect on him."

Free Pipes.

The Quaker Oats people are becoming a thorn in the side of the English cigar dealer. They are giving pipes for box fronts of their goods. The bowls are

selected French briar and each pipe is mounted with hall marked silver band and packed in rich leather buckskin lined case. Mouth-pieces are of best amber. Silverwear, Irish linen handkerchiefs, pure woollen hosiery, etc., are also given in the same manner.

Must Pay Duty.

Because of the abuse of the privilege granted to officers, soldiers, sailors and employes of the United States serving in other countries, of sending cigars and

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.

PHAROAH
10c.PEBBLE
5c.J. BRUCE
PAYNE,
Limited,
Mnfrs.

The second step is "Pebble,"—a 5-cent cigar. All cigar trade must have a 5-center that is absolutely trustworthy. "Pebble" is value received.

The first step is the makers,—their reliability; the quality of their work; the guarantee of "money back" if their goods won't sell.

The third step is "Pharoah,"—a 10-center. For the trade that turns down 5-centers "Pharoah" is the solution of the problem for customer and grocer.

J. BRUCE PAYNE, Limited, GRANBY, QUE.



T & B
10-cent size.

OCCASIONALLY one comes across a grocer who doesn't sell **T & B** tobacco. He is new in the business, perhaps, or it may be that he is indifferent,—thinks any tobacco will do, and "anyway, there's no money in smoking tobacco."

A mistake! **T & B** above all others is the tobacco to sell, and the most profitable.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

A SQUARE DEAL.

We send at our expense 3 dozen assorted pipes for \$6.00—pipes that will retail at from 25c. to 75c. each.

If you don't like the pipes when you see them, return them.

That closes the matter.

Isn't this a square deal?

W. B. REID & CO.

Wholesale Tobacconists,

58 Yonge St., Toronto

DON'T be without QUEEN'S NAVY

CHEWING TOBACCO

It is a trade builder.

The Erie Tobacco Company

WINDSOR, ONTARIO.

IF YOU HANDLE

THE RONTO

5c. CIGAR

Your customers will be satisfied. Best for the money.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist

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



hard to find.

HIS WINTER, with its severe and prolonged cold, McAlpin's Tobaccos have been enjoyed more than ever---our increased sales are proof. Our increased sales mean that the grocers have sold more. The reasons for the growing favor of McAlpin's Tobaccos are not

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—

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

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

cigarettes to relatives and friends, the president has issued an order that hereafter all such packages shall pay duty. It was found that certain individuals had been receiving such goods and were selling them for their own account.

London's Raw Leaf Trade.

THE English raw leaf tobacco trade are giving evidence of a determination to make a strong bid for at least a share of the trade in this city, says the London Free Press. Apparently they have just awakened to the fact that the Canadian trade in this line is something worth catering to. Within the past few days Mr. L. P. Leveson, representing a large English house, has been in the city, and expressed surprise at the extent of the trade here.

Some idea of the importance of the raw leaf trade with the cigar manufacturers of London may be gained from the fact that last year the quantity of raw leaf consumed was 592,791 pounds. The value of this ranged all the way from 16 cents to \$1.50 per pound, and it is estimated that the sum paid out for leaf within the year was at least \$200,000.

This trade has thus far been monopolized by the Americans. They have not been interfered with in any degree by the British houses, and have come to regard the business as strictly their own. In the event of the British houses making a bid for a share of the trade there is little doubt that the Americans would put up a stiff fight.

The men engaged in the raw leaf tobacco jobbing houses in the United States are very largely Jews. Among the travellers who regularly visit this city representing these houses are very few other than Jews. They form a jolly group of commercial men, and are always well received here. Whether the presence in the field of Englishmen will have a tendency in their favor it is hard to say. In all probability the question of which channel the trade shall flow in will be determined on the cold basis of dollars and cents.

The English dealers, however, are at a disadvantage with their American cousins in one important particular. The Americans are directly upon the ground. The great New York jobbing houses have ready access to the Canadian markets, and also to the growers' market. They understand the needs of the local manufacturer better than do the English. Mr. Leveson, in conversation with local manufacturers, found that what is demanded of his house in England is very different from what would be demanded here. The grades and treatment of tobacco differ very largely. And until the English learn these

needs they cannot hope to compete. However, they do not propose to be baffled by any such difficulty, and it is likely that an agent will be appointed for Canada by one of the English houses as an experiment, who will deal exclusively with the London, Toronto and Montreal cigar manufacturers.

The position of the trade in London is very satisfactory so far as the securing of their supplies is concerned. They have but to sit in their office chairs and buy or leave alone as they choose. There is never the necessity of going to New York or elsewhere to look over possible purchases. It is estimated that upon an average a half-score of raw leaf travellers visit this city every month, and they invariably remain for several days.

Essex Tobacco Crop.

The year's crop of tobacco grown in Essex County has now all been delivered. It is estimated that fully 3,000,000 lbs. were grown in this section. The McAlpin Consumers Tobacco Co. will erect a warehouse at Harrow.

Fraud Charged.

IN the Toronto police court on Friday last, the Blumensteil Tobacco Co., of New York, through its representative, Mr. W. R. P. Parker, brought a charge of fraud against F. Edwards, cigar manufacturer of this city.

Lewis Jacobs, a traveller for the New York firm, said that his firm had sold quantities of tobacco to Mr. Edwards on the strength of his representations that he was solvent.

Mr. Parker contended that Mr. Edwards was insolvent at that time and the goods were bought only that he might borrow money on them. The goods had been ordered in January, and after that had been held in Dixon's storage warehouse until March, when they were pledged with Mr. Robert Carrie, warehouseman, Front street. The amount due by Mr. Edwards is \$1,132.

The contention that Edwards represented his business as flourishing was met by letters written to the New York firm by Edwards, asking for renewals of his paper on account of slack business.

The case was adjourned a week, to allow Mr. Parker to secure further evidence as to the representations made by Mr. Edwards and the actual conditions of his business at the time.

Patent Process.

The Consumers' Tobacco Co., Leamington, have been engaged for the past two weeks installing a new patent process machine for curing tobacco, says

FREE

THE SILENT DRUMMER

Illustrated Catalogue

1904

Showing Great Values in Pipes and Cigars.

NOW READY, WRITE FOR COPY.

THE W. H. STEELE CO.,

LIMITED

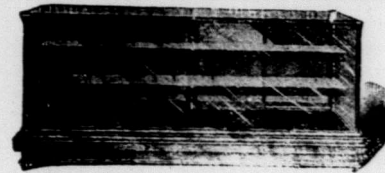
Wholesale Tobacconists,
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

the Post. It promises to do very much for the tobacco industry in that vicinity. It will have a capacity of ten thousand pounds of tobacco per day. The process for curing is said to only forty minutes.

Tobacco Notes.

A tobacco factory is to be started at North Sydney, N. S.

T. J. Horrocks is just putting on the market a new 10c. brand of cigars known as "Symbol." A particularly good line of tobacco is used and the package is unique.

The W. H. Steele Co., wholesale tobacconists, Toronto, are offering some special values in pipes and cigars for the Spring trade. Particulars may be had by writing them.

WALL PAPER

PREPARATIONS FOR SPRING.

DURING the month of March the Spring housefurnishing usually commences. An early Spring sees March a busy month with the merchant, while a late Spring may delay the buying until April and May. At any rate all preparations must be made during this month, so that whenever the season opens there will be no delay in catching the first sales.

The stock room must be carefully and intelligently arranged so that the salesman can find in a moment just what he desires, any price and any pattern. The display fixtures must be attended to, to see that no mending or alterations are required. It is a good plan, too, to prepare the advertisements beforehand, as all will be a rush during the season and little time allowed for good ideas in the advertising. As soon as the stock or samples arrive, the clerks should carefully examine every pattern so that they can turn up any required shade or style of

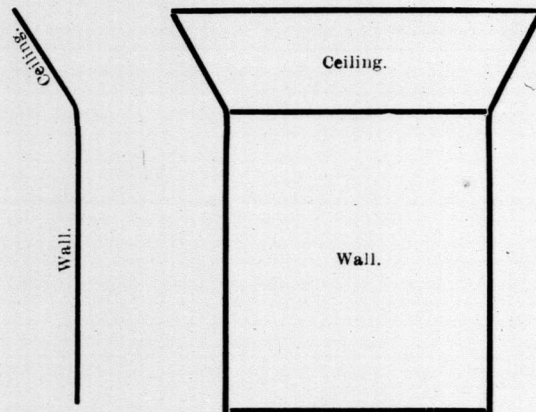


Figure 1.

Figure 2.

pattern without loss of time, and can show to the customer that the stock is thoroughly known.

In examining his display fixtures, attention should be directed to the very best methods obtainable. The window is the best advertisement and certain fixtures will be required. Very many use the simple stands, from which the unrolled portion of the roll depends, the roll itself being concealed behind. This is simplicity itself, and it may be said that the best methods of displaying wall paper are those which are simple. Wall paper must hang straight, just as it is seen on the walls; fancy displays are useless and inartistic.

If enough business is done to warrant a small expense, there is a structure that can be built for window display purposes, that can be excelled by nothing. It is in reality a section of a room showing the walls with its paper and freize in position, and above it the ceiling with the suitable paper.

Figure one shows a side view of the structure which is made of a framework covered tightly with cotton. On this is pasted a lining paper, and over it the papers to be shown. The ceiling slants off at an angle that gives

the proper effect, and can be distinctly seen from the front. Figure two is a front view of the same fixture. If the window is large a couple of these might be built in. Of course they should be constructed so that they will do year after year. On the same plan foundations can be built for a display of panel work. This style of wall decorations is too little brought before the public, and such a scheme is almost necessary and will be sure to sell where a description would be inadequate.

A cheap fixture for demonstrating the use of two papers on a wall, one above and the other below a heavy moulding placed about five feet from the floor is to build two troughs in relatively the same positions as the ceiling moulding would be in the room. In the under trough are placed two or three rolls of the quieter patterns of the lower half of such a room, with the end hanging to the floor. In the upper trough there are the rolls of larger-patterned, brighter-colored paper of the upper half of the room, with the ends hanging down to the lower trough. These ends are all fixed tightly so that the combination is seen just as it would appear in the room.

These fixtures with the addition of others which the merchant may think of should be prepared in plenty of time for the housefurnishing season. After that he can consider the designs he will follow in his arrangements of the goods in the window. A simple change of paper without any alteration in design is sufficient to retain the attention of the public on the window, for some time.

THE COFFEE SITUATION.

IN their last weekly statistical report Willett & Gray say: The coffee market remains much unsettled owing to the continued heavy liquidations and the fact that the American visible supply of Brazilians and milds together is the largest on record, say 3,750,000 bags. The arrivals at consuming markets of coffees outside of Rio and Santos have been extremely large. The principal increase in these arrivals was in December and January and the total up to February 1st is 2,856,000 bags, compared with 1,782,000 bags the same period last year, and it must be noted that for the first three months of the season, July-August-September, the quantities were about the same as last year, the great increase having taken place since the market advanced. This probably means that coffees which were held back owing to low prices during the past two years in what are known as mild coffee countries have come forward, a fact not to be ignored.

It very much depends upon whether, during the balance of this crop the arrivals of mild coffees continue on such a large scale and whether the present large excess over last season will be kept up. It is possible of course, that some of these countries have shipped out their coffees in larger quantities than they can do later, but for the time being they weigh very heavily, and may to a large extent make up for the deficiency in the current Brazil crop.

WALL PAPER

MOIRE SILKS--

are very popular this season. For Wall and Ceiling panelling they are particularly attractive. We have several excellent designs in a variety of colorings. You should have an assortment in stock. Samples mailed on request.

STAUNTON'S
TORONTO CANADA

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

TORONTO

MONTREAL, 301 St. James St.,

RETURNED

MAY 5 1904

Aut Book 18

Page 57

aus

SAVE 25% on your HOUSE PAINTING.

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

DIRECTIONS.

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

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

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

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

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

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

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

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

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

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

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

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

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET.
QUEBEC.

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.

"ACME"
TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

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.

VICTORIA, B.C.

Victoria, B.C. has opportunities for serving manufacturers and shippers interested in the Oriental trade beyond any other Canadian trade centre. We maintain Mr. A. R. TUFTS at Kobe as our special representative. We invite correspondence.

R. W. Clark & Co., Brokers, Victoria, B.C.

WINNIPEG.

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.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

TEA.

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

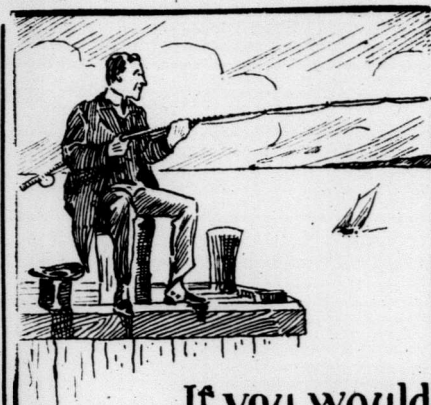
"COMMISSIONER,"

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

Harvey's Ammonia.

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

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



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty grocers read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at first.
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait.
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish.
An' fish an' fish an' wait
Until yew've ketcht yewr basket full.
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting. Catch?

The Canadian Grocer,

10 Front St. E.
Toronto.

232 McGill St.
Montreal.



Department of Advertising Service

ALL THE VARIETIES
OF FRUITS

GROWN IN CANADA

ARE PACKED IN GLASS

—BY—

H. Goodwillie and Son,
WELLAND, ONT.

NOTED FOR

THEIR DELICIOUS FLAVOR
GOODNESS and PURITY.

1 DOZ. IN A CASE.

Agents :

ROSB & LAFLAMME,
MONTREAL.

BATGER'S

NEXT TIME

YOU REQUIRE

GOOD MARMALADES

ORDER

BATGER'S

SPLENDID QUALITY

PURE

READY SELLERS.

Agents,

ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 3, 1904.

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

Baking Powder.

Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes.....		\$4 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Pound tins, 3 doz. in case.....		3 00
12-oz. tins, ".....		2 40
5-lb. " ".....		14 00

W. H. GILLARD & CO.

Diamond—		Per doz.
1-lb. tins, 2 doz. in case.....		\$2 00
1-lb. tins, 3 ".....		1 25
1-lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 50
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
4 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	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.		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..		78

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime.....	\$ 1 00
" 1 lb.....	1 60
" 6 oz.....	2 25
" 1 lb.....	2 90
" 12 oz.....	4 50
" 1 lb.....	5 75
" 3 lb.....	15 50
" 5 lb.....	25 50

Cleveland's—

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

"VIENNA" BAKING POWDER.

Sizes.	Per Doz.
1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz., per doz.....	\$2 25
--	--------



EAGLE BAKING POWDER
Per doz.
Cases of 48-5c. tins \$0 45
" 48-10c. tins 0 75
" 24-25c. 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 gross box.....	2 00
Nixey's "Cervus," in squares, per lb....	0 16
" " in pepper boxes, per lb.....	0 02
according to size.....	

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..... 12 1/2
" Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10

Black Lead.

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



JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz.
" 5-doz. 10c. ".....	\$0 40
Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.	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
" " " E, 3 "		3 55
" " " G, 3 "		3 20
" " " I, 3 "		2 85

Canned Goods.

HENRI JONAS & CO.		
Mushrooms, Rionel.....		\$15 50
" 1st choice Dutheil.....		18 50
" " " Lenoir.....		19 50
" extra Lenoir.....		22 00
Per case, 100 tins.		
French Peas, Delory's—		
Moyen's No. 2.....		\$9 00
" No. 1.....		10 50
" " ".....		12 50
French Peas, Delory's—		
Moyen's No. 2.....		14 00
French Peas, Delory's—		
Moyen's No. 2.....		15 00
French Peas, Delory's—		
Moyen's No. 2.....		16 50
French Peas, Delory's—		
Moyen's No. 2.....		18 00
French Peas, Delory's—		
Moyen's No. 2.....		9 50
French Peas, Delory's—		
Moyen's No. 2.....		10 00
French Peas, Delory's—		
Moyen's No. 2.....		10 50
French Peas, Delory's—		
Moyen's No. 2.....		2

FRED. MAGEE

Smelts in spices, in 1-lb round tins	Per doz.
" " 7-lb. round tins	0 90 \$1 00
" " 7-lb. round tins	0 95 \$1 05
" " 7-lb. round tins	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



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

It's nip and tuck nowadays

with the competition of business getting keener every year. The only safe way is to be sure of your goods and surround the selling with every possible courtesy.

We guarantee every package of



to be uniform in quality and strictly the best. You can recommend it without question. It speaks for itself.

John Dwight & Co., Manufacturers.

Chocolates and Cocoas.	
THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins.....per doz.	\$6 75
" 1-lb. tins....."	3 50
" 1-lb. tins....."	2 00
" fancy tins....."	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, 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, 1/2's....."	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....."	0 35
Epp Cocoa, case of 14 lb., per lb.....	0 37 1/2
S quantities....."	0 37 1/2
BENSDORF'S COCOA	
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1-lb. tins, 4 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.	
	Per lb.
Mott's Broma.....	\$0 30
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.	
	Per lb.
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 45
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 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-lb. pkgs. 34c.	
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs. 34c.	
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-lb. pkgs. 40c.	
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. 32c.	
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 32c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 32c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 27c.	

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 65
Gold Seal" brand.....	1 30
Peerless" brand evaporated cream.....	1 02
"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.....	0 31
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.	
Mocha.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2
E. D. MARCEAU, 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
" 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	43c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.
WILLISON'S TURKEY COFFEE.	
	Per lb.
1-lb. tins, 48-lb. cases.....	30
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 & Sons, Montreal.	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
	Un- Covers and num Coupons bered. numbered
In lots of less than 100 books, 1 kind assorted.....	4c. 4c.
100 to 500 books.....	3 1/2c. 4c.
100 to 1,000 books.....	3c. 3 1/2c.
Allison's Coupon Pass Book.	
\$1 00 to 3 00 books.....	3 cents each
5 00 books.....	4
10 00 ".....	5 1/2
15 00 ".....	6 1/2
20 00 ".....	7 1/2
25 00 ".....	8
50 00 ".....	12
Cane's Clothes Pins.	
UNITED FACTORIES, LIMITED.	
Clothes pins (full count), 5 gross in case, per case.....	\$0 62

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls.,
5 " " " 1 " Kegs and Pails.
10 " " " ½ " "
20 " " " ¼ " "

Freight paid on 5 cases and over to all railway stations East of North Bay.

—the most perfect "Essence of Corn"
that experience can produce is

"Crown"  brand Table Syrup.

Try a case of 2-lb. tins
and observe how your customers
will be pleased—

See that you get "Crown" brand

MADE ONLY BY

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95



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

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.
2-oz. London extracts..... \$ 6 00
2-oz. " " (no corkscrews)..... 5 50
2-oz. Spruce essence..... 9 00
2-oz. " " "..... 9 00
2-oz. Anchor extracts..... 12 00
4-oz. " " "..... 21 00
1-oz. " " "..... 36 00
1-lb. " " "..... 70 00
1-oz. flat " " "..... 9 00
2-oz. flat bottle extracts..... 18 00
2-oz. square bottle " " "..... 21 00
4-oz. " " " (corked)..... 36 00
8-oz. " " "..... 72 00
Per doz.
8-oz. " glass stop extracts..... \$3 50
2-oz. round quint essence extracts..... 2 00
4-oz. jockey decanters..... 3 50

Food.

Robinson's patent barley 1-lb. tins..... \$1 25
" " " 1-lb. tins..... 2 25
" " " groats 1-lb. tins..... 1 25
" " " 1-lb. tins..... 2 25

Gelatine.

Knox's No. 1 sparkling..... Per gross \$15 00
Per doz. \$ 1 30
" No. 3 acidulated, at..... \$ 1 50

Jams and Jellies.

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

T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2½-lb. tin pail, 2 doz. in crate, per lb. 0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate..... 0 06
7, 14 and 30-lb. wood pails,..... 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails,..... per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case..... per doz. 1 50
5 and 7-lb. tin pails..... per lb. 0 09
7, 14 and 30-lb. wood pails..... 0 09

Licorice.

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

Lye (Concentrated).

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

Matches.

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

Mince Meat.

Wetley's condensed, per gross net..... \$12 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.
D.S.F. 1-lb. tins..... per doz. \$1 40
" " " 1-lb. tins..... 2 50
" " " 1-lb. tins..... 5 00

Durham 4-lb. jar..... per jar. 0 75
1-lb. jar..... 0 25
F. D., 1-lb. tins..... per doz. 0 85
" " 1-lb. tins..... 1 45

HENRI JONAS & CO.

Per gross.
Pony size..... \$7 50
Imperial, medium..... 9 00
Imperial, large..... 12 00
Tumblers..... 12 00
Mugs..... 13 20
Pint jars..... 18 00
Quart jars..... 4

E. D. MARCEAU, Montreal.

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

Olive Oil.

Barton & Guestier's quarts..... Per case \$8 00
pints..... 4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.
"Anchor" brand, 1-lb. glass..... \$1 50
quart gem jars..... 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case..... per doz. \$0 95
Home-made, in 1-lb. glass jars..... 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2 doz. case..... per doz. \$1 00
16-oz. glass jars, 2 doz. case..... 1 50
Quart gems, 1 doz. case..... 3 35
In 5-lb. tins..... per lb. 09

Pickles.

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

Sauces.

BRAND & CO.
Worcester..... \$1 85
Tomato catsup..... 2 60
Mayfair relish..... 2 60
Indian chutney..... 1 75
Mango..... 2 25
A 1..... 1 70 2 60 3 15

Soda.

COW BRAND.
Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of ½-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and ½-lb. (containing 30 pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.



"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.), per case, \$2 70.
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

EMPIRE

"MAGIC" BRAND.
Per case.
No. 1, cases, 60 1-lb. packages..... \$2 75
No. 2, " " 120 ½-lb. "..... 2 75
No. 3, " " 60 ½-lb. "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

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

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.
Maypole soap, colors..... per gross \$10 20
" " black..... 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 12 00
Straw hat polish..... " 10 20

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



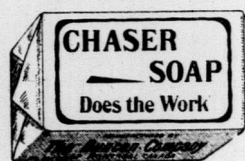
We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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



CHASER SOAP
1 case \$2 40
5 cases 2 30
10 cases 2 20
20 cases 2 10
5 per cent. 10 days or 60 days acceptance.
W.M. H. DUNN, AGENT.

Babbitt's "1776" 100 1/2-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 of Lye, bxs., ca 2 dz. \$2 per bx.

Starch.
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartor. \$0 06
No. 1 " 3-lb. " 0 06
Canada laundry, " 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07
Silver gloss, 6-lb. tin canisters. " 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal. " 0 07
Benson's satin, 1-lb. cartons " 0 07
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. " 3 40
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. " 0 06 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. " 0 06 1/2
Crystal Maize 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 05 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

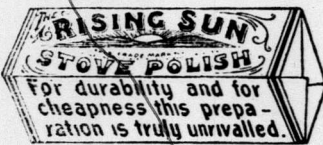
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07 1/2
" 1-lb. fancy, 30 lb. 0 07 1/2
" large lumps, 100-lb kegs 0 06 1/2
Patent starch, 1-lb. fancy, 28 lb. " 0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2



OCEAN MILLS.

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

Stove Polish.



Rising Sun, 6 oz. cakes, 2-gross boxes \$8 50
Rising Sun, 3-oz. cakes, 4-gross boxes 4 50
Sun Paste, 10c. size, 2-gross boxes 10 00
Sun Paste, 5c. size, 4-gross boxes 5 00



W.M. H. DUNN, AGENT.



Syrup.

"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case \$2 40
Plain tins, with label—
2-lb. tins, 2 doz. in case. 1 90
5 " " " 2 35
10 " " " 2 25
20 " " " 2 10
(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 \$0 25
" 2's. 0 21 0 26
Green Label, 1's and 2's " 0 22 0 30
Blue Label, 1's, 2's and 3's " 0 30 0 40
Red Label, 1's and 2's " 0 36 0 50
Gold Label, 1's. 0 44 0 60



Ceylon Tea, in
1 and 1/2-lb. lead
packages, black
or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
" 1/2-lb. " " " " 0 20
Blue Label, retail at 30c. 0 22
Green Label, " " " " " 0 28
Red Label, " " " " " 0 35
Orange Label, " " " " " 0 42
Gold Label, " " " " " 0 55



Cases, each 60 1-lb. \$0 35
" " " 30 1-lb. " " " 0 35
" " " 120 1/2-lb. " " " 0 36



LUDELLA CEYLON, 1'S
AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 1/2 \$0 25
Blue Label, 1's. 0 19 0 25
Orange Label, 1's and 1/2's " 0 21 0 30
Brown Label, 1's and 1/2's " 0 28 0 40
Brown Label, 1's and 1/2's " 0 30 0 40
Green Label, 1's and 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's. 0 20 0 25
Japan, 1s 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes \$0 42
" II 40-lb. boxes. 0 40
" III 80-lb. " " " " 0 37
EMD AAA Japan, 40 lb " at. 0 35
AA 40 " " " " " 0 32 1/2
Blue Jay, basket fired Japan, 70 lbs., " 0 30
"Condor" IV 80-lb. " " " " 0 43
" V 80-lb. " " " " 0 30
" XXXX 80-lb. boxes. 0 25
" XXX 80-lb. boxes. 0 28
" XXX 80-lb. " " " " 0 22 1/2
" XX 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) 30

Black Teas—"Nectar" in lead packets
Green Label, 1's. retails 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 56

"Condor" Ceylon black tea in lead packets
Green Label, 1's, 1/2's and 1's, 60-lb. cases retail 0 25 at 0 20
Grey Label, 1's, 1/2's and 1'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's, 50-lb. cases retail 0 40 at 0 30
Red Label, 1's, 1/2's and 1's, 50-lb. cases retail 0 50 at 0 34
White Label, 1's, 1/2's and 1's, 50-lb. cases retail 0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 per lb. 0 35
No. 2 " " " 0 30
No. 3 " " " 0 25
No. 4 " " " 0 20
No. 5 " " " 0 17 1/2

LIPTON'S TEA (in packages).

Color of 1 lbs. & Sold
Label per lb. for
lb. lb. per
Ceylon-India, Ex. ch' st A Yellow 45 47 70
" B Red 40 42 60
" No. 1 C Pink 35 37 50
" 2 C Orange 28 40
" 3 C L. Blue 22 36
" 4 C L. Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8, 5/8 and 10/8. \$0 39
Amber, 3/8 and 5/8. 0 60
Chewing—Stag, bars, 100 oz. 0 43
" Bobs, 5/8 and 1 1/8. 0 44
" 100 oz. bars, 6/8. 0 44
" Currency, 12 oz. bars, 12 1/2. 0 47
" 6 1/2 and 12 1/2. 0 47
" Old Fox, narrow, 12 1/2. 0 47
" Snowflake, 14 oz. bars, sp'd'd 6 1/2. 0 51
" Pay Roll, 7/8 and 6 1/8. 0 52
" Fair Play, 3/8 and 1 3/8. 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. 0 25
Old Crow 0 20
Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals. \$5 45 \$10 95
" " " " " " 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 66
100 10c. " " " " " 7 80
100 5c. " " " " " 3 90
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor. Per doz. \$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). 10 50
Tubs, No. 0. 8 50
" 1. 7 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
Gillett's cream yeast, 3 doz. 1 00
Jersey cream yeast cake, 3 doz. 1 00
Victoria " " " " 3 doz. 5c. 1 00
" " " " " " 3 doz. 10c. 1 80

THE CANADIAN GROCER

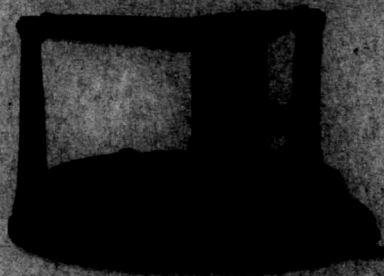
BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.



Templeton Cheese Knife

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

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

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

COX'S GELATINE
Established 1898

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. WATSON & CO., Toronto.
ARTHUR F. LEVY & CO., Montreal.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLEAMER"

might bring business. Write for sample.
I. G. STONEY, Kingston.

BASKETS

We make them in all shapes and sizes. We have

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

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

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 4.00
300 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry. We have also lists of firms in every branch of trade in the Dominion, the professional, club members, literary, etc. and we are prepared to collect and mail thousands or return to those of our lists.

CANADIAN PRESS CLIPPING BUREAU,

222 McGill Street, MONTREAL, QUE.
Telephone Main 1224.
14 Front St. E., Toronto. Telephone Main 201.

is Honest Goods
the True
Make
ness.

The Best Grocers make
a point of Keeping it
always in Stock.



W. S. Clawson
Vancouver, B.C.

blend—

50 and 80-lb.	per lb.	0 35
.....	"	0 30
.....	"	0 25
.....	"	0 20
.....	"	0 17½

packages).

1 lbs & 8-oz	per lb.	45	47	70
or of 4 lbs & 4 lbs.	per lb.	40	42	60
bel. per lb.	per lb.	35	37	50
Yellow	45	47	70	
Red	40	42	60	
pink	35	37	50	
Orange	28		40	
Blue	22		30	
Green	20			

CO. LIMITED.

and 10s.	\$0 39
3s.	0 60
oz.	0 43
s.	0 44
s. 6s.	0 44
bars, 12s.	0 47
ad 12s.	0 47
12s.	0 47
bars, sp'd 6s	0 51
6s.	0 52
d 13s.	0 53

rs.

Montreal.	Per gal.
best quality.	\$0 30
.....	0 25
.....	0 20

of large quantities

MALT.	
.....	\$5 45 \$10 95
.....	10 25 22 40
.....	3 25 4 40

powder.

.....	\$4 65
.....	7 80
.....	3 90

OLD DUST.

lenware.

ES, LIMITED.	Per doz.
.....	\$1 35
.....	1 45
Globe.....	1 60
Globe.....	1 70
lid Globe.....	2 00
lid Globe.....	2 15
l. Bk. Globe.....	2 10
.....	0 95
.....	3 10
.....	10 50
.....	8 50
.....	7 50
.....	6 50
.....	1 75
.....	1 90

in case.....	\$1 00
.....	1 00
3 doz. 5c.....	1 00
3 doz. 5c.....	1 00
3 doz. 10c.....	1 80

RETURNED

MAR 4 1904

Cut Book 16

Page 46

200.

We sell
Good Goods
Cheap!

"PEARLS OF PROSPERITY."

Our latest glass assortment

Staple Articles.

Bright Pattern.

Lowest Price.

Sets,
Butters,
Creams,
Jugs,
Salvers,
Nappies,
Large and Small

WRITE FOR PARTICULARS.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.



"Perfectly clean from our kitchen to your customer's."

"To have and to hold" trade you must give satisfaction. Quality should be your first thought. Give your customers.

**Wethey's
Mince Meat**

and you'll hold their trade and get their friends. Wethey's Mince Meat is good Mince Meat, that is why it is a good trade getter.

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

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

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

CHAS. E. BRADSTREET, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000

Branches throughout the Civilized World.

Executive Offices: Nos. 148 and 149 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that shows the financial condition and the controlling circumstances of every seller of merchandise in the world, and it furnishes this information to its clients, the merchants, for the purpose of enabling them to make their purchases on a basis of knowledge and on reasonable exchange conditions. It also furnishes information on all matters affecting commercial credit, and it is especially prepared, and it furnishes information concerning the credit conditions of the civilized world.

Specimens are based on the service furnished, and are available to all who are interested in the credit conditions of the world, and in matters concerning commerce, and by requesting the same from the Bradstreet Company, and by enclosing the necessary fee. Specific names may be obtained by addressing the Bradstreet Company, New York City, U.S.A.

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

HAMILTON, ONT.
QUEBEC, QUE.

MONTEREAL, QUE.
WINDSOR, ONT.

THOS. G. IRVING, Gen. Mgr. Western Canada Branch.

DAVEY'S
WELLINGTON
MONTREAL
VANCOUVER
WINDSOR