

CIRCULATED EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

# THE CANADIAN GROCER

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

VOL. XII

MONDAY, 22ND FEBRUARY, JANUARY 6, 1906

NO. 1

## Robinson's Patent Barley

Sales are increasing all over Canada.  
New Buyers are cropping up everywhere.  
You cannot afford to be without

**ROBINSON'S  
PATENT BARLEY**



Raised on it.

### Facts are Facts

Results are Soda Biscuits

THE SODAS

1906 FEB 22

You'll lose sales

if at this season you do not keep a good stock on hand of

# MATHIEU'S SYRUP

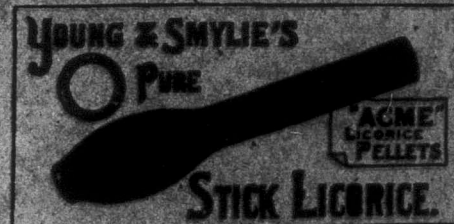
OF TAR AND COD LIVER OIL.

This preparation we believe commands the largest sale of any cough remedy in Canada.

**L. MATHIEU CO., LIMITED**  
 PROPRIETOR  
 SHERBROOKE, P.Q.,

MATHIEU'S NERVE POWDERS for Headaches, etc., are also winners. Have you stocked them?

# National Licorice Co.



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

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

visions that are most subject to getting rancid generally those that are most impure. Fairbank's

# BOAR'S HEAD Brand of REFINED LARD COMPOUND

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.



Orders can be filled by any of the jobbers in Canada or direct.

Tierces	400 lbs.	Pails, tin	10 lbs.
Tube	60 lbs.	" "	5 lbs.
Pails, wood	20 lbs.	" "	3 lbs.
" tin	20 lbs.		

**THE N. K. FAIRBANK COMPANY,**

Wellington and Ann Sts., MONTREAL, QUE.

## Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly "buy standard goods"; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

## Griffin & Skelley's Dried Fruits

"The pick of the pack," please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

---

**"Thistle" Brand** The brand that stands for unequalled purity.  
**Maple Syrup** Real simon-pure Maple Syrup that never varies from one standard. The "Thistle" brand

**Cox's** Standard Gelatine of known worth—known quality—  
**Gelatine** known purity. Never disappoints the most particular housekeeper. Oldest brand and "best," because tried, tested, trusted. In powdered and shredded form.

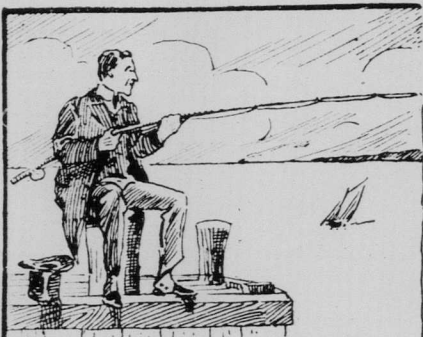
*Sold by leading wholesalers.*

**Arthur P. Tippet & Co., Agents**

8 Place Royale,  
Montreal.

20½ Front St. E.,  
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



**Just like fishing**

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fast  
 What be yew goin' tur dew?  
 Take out yewr ad, and kick yewrself,  
 An' go ter feelin' blew?  
 Uv course yew hain't; yew're goin' tew fish,  
 An' bait an' bait ager;  
 Bimeby some nibbles 'n bites 'll come,  
 Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

**The Canadian Grocer**

10 Front St. E.  
 Toronto.

232 McGill St.  
 Montreal



Department of Advertising Service

TORONTO.

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

Established 1865

**W. H. Millman & Sons**  
 Grocery Brokers  
 TORONTO.

CALGARY.

**Start the New Year Right**

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

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

VANCOUVER

THE GROCERY  
 Write or Wire  
**CHAS. MILNE** BROKER  
 VANCOUVER, B. C.

**We Can't Fill Orders**

Therefore, do not send us any.

**STOCK ALL SOLD.**

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

WINNIPEG.

**Dingle & Stewart**

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

**REGINALD LAWSON**  
 MANUFACTURERS' AGENT

UNION BANK BUILDING  
 Co. respondents  
 So. cited **WINNIPEG, MAN.**

**EASTERN MANUFACTURERS**  
 -AND-  
**SHIPPERS.**

All **EYES** are turned on

**MANITOBA AND THE WEST.**

**WE**

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

BRANDON.

**WE ARE HERE**

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

**WILSON COMMISSION CO., Limited**  
 Wholesale Commission Brokers,  
 BRANDON, MAN.

**ROW'S PURE SPRUCE LUMP GUM**  
 ROW'S GUM  
 in Lumps, 5c. Pkgs.  
 in 1c. Stick, in 5c. Bars

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

**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.

# Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

**S. H. EWING & SONS, Toronto Branch, 29 Church Street.**  
 96-104 KING ST., MONTREAL  
 Telephone Bell Main 65.  
 " Merchants 522.  
 TELEPHONE MAIN 3171  
 Telephone orders receive prompt attention.



## CAPSTAN BRAND MINCE MEAT

Package Mince Meat  
Put up in ¼ gross cases



2-lb. Pails, 2 doz. in Crate.  
 ¼ " ½ " " "  
 25-lb. Pails. 75-lb. Tubs.  
 ½-Barrels and Barrels.

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

### THE AUER GAS LAMP

Delightful to read by.

**Gives the Light of 100  
Candles and Costs Less  
Than Coal Oil.**

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.  
**AUER LIGHT CO., MONTREAL.**

## STERLING BRAND PICKLES and RELISHES

The "Sterling" brand pickles and relishes have always been at the top. We have maintained their standard of excellence by care in their manufacture, always using the best materials.

Grocers should be well stocked with this brand as it meets with a ready sale.

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

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

**Two  
Lines  
That  
Lead.**

### A Vinegar with Advantages.

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

### Quinine Wine with a Reputation.

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

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

— The question of supplying his customers with Tea during the year 1905 is one every grocer should study carefully, uninfluenced by loud-sounding and inflated advertisements.

QUALITY and PRICE are the two leading factors in building up a lasting and paying tea business. — The teas of **JAPAN** more completely than those of any other country fulfill these requirements. QUALITY always the best. PRICE to suit every customer.

**“Enterprise” RAPID GRINDING AND PULVERIZING MILL**

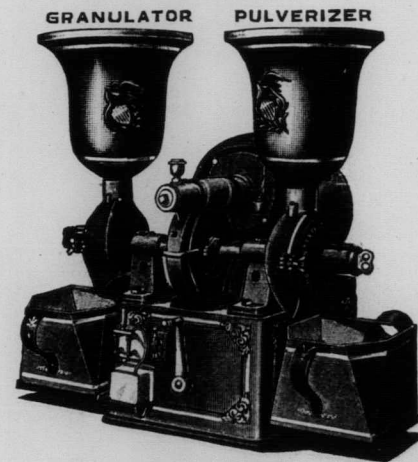
Saves Time, Lessens Labor and  
Increases the Coffee Trade  
Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground  
FOR ONE CENT

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

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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



No. 08712

Height 31 inches      Width 32 inches  
Length 25 inches      Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity  
Granulating, 2 pounds per minute  
Pulverizing, ½ pound per minute  
Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7½ lbs.

January 6, 1905.

THE CANADIAN GROCER

# ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand  
Maple Syrup" on the label—all  
the trouble comes of the other  
half.

Which "half" are you selling?

$\frac{1}{2}$



ROSE & LAFLAMME, Agents, Montreal

THEY  
RETAIN  
THE  
FLAVOR  
OF  
THE  
FULLY  
RIPENED  
FRUIT

THAT'S  
ONE  
REASON  
WHY  
THEY  
ARE  
SO  
POPULAR



ROSE & LAFLAMME,  
MONTREAL.

## Be a Quality Grocer

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

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

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

### A HEINZ DEPARTMENT

is a Gibraltar.

Build one up.

Build upon it.

H. J.  
HEINZ  
Company



Pittsburgh,  
U. S. A.

57 VARIETIES.

# CANE SUGAR SYRUP

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

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

For prices and samples write to

## The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

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

TORONTO  
HAMILTON  
LONDON  
WINNIPEG

# The Truth About Ceylon

When in an ill-advised moment a man friendly to Japan Tea interests made certain statements concerning the tea situation in Ceylon, there was precipitated a mass of facts all revealing the true condition of affairs in Ceylon,—all going to show that

## Ceylon Teas

both blacks and greens, continue their campaign of conquest. The wheels of progress are hard to stop—though some try it.



# Something Good

that's what you're looking for, something that will attract the trade just now when things have eased off after the holiday season.

# Jersey



# Cream

This cream is prepared from cows' milk of unsurpassed richness and purity, reduced to a cream by evaporation, and contains no sugar or foreign substance. Keeps longer and fresher than milk, it is tastefully put up and every time you sell a tin it will help your business.

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

## Some Say

that the grocer doesn't care a whit about quality; that all he is interested in is profits; that he will sell anything if only the profit is enough. This is a slander and one sufficient proof is the growing sale of

## Southwell's Jams and Marmalade

unsurpassed for quality, and profitable enough.

Sole Canadian Agents,

**Frank Magor & Co.**  
MONTREAL

You can hold a quarter so close to your eye as to shut out the whole world. Some people hold it up all the time. We cling tightly to quality and crowd all we possibly can of value and satisfaction into

## DWIGHT'S COW BRAND SODA

so as to make it the best selling article on the market. We're not so anxious after profit but we can afford to surprise people by giving better value than they expect.

If you want to be sure of your trade, push the "Cow Brand."



**JOHN DWIGHT & Co.**  
TORONTO

# TEA.

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

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

## The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



## 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.

# 3 Lines to Sell

# Sutton's Ammonia Essences

(Worcester)

# Sauce

Write for list and particulars  
to

G. F. SUTTON SONS & CO.  
KING'S CROSS  
London, Eng.

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

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

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

## Want Ads.

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

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

...ESTABLISHED 1849...

# BRADSTREET'S

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

Offices throughout the Civilized World.

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

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

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

### OFFICES IN CANADA

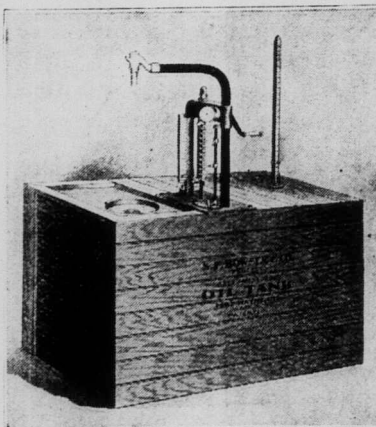
HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



FIRST FLOOR OUTFIT

## OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

## THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE—ASK FOR OUR NEW CATALOG "B."

**S. F. BOWSER & CO.**  
TORONTO, ONT.

January 6, 1905

THE CANADIAN GROCER

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

# Madam Huot's Coffee

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

Pure, Rich,  
Delicious.



1-lb. tins, - 31c.  
2-lb. tins, - 60c.

Is not an ordinary coffee; its superiority, over all others, is striking. Its composition is a blend of rare coffees, selected with the greatest care.

## IT IS THE GEM OF ALL COFFEES

**New lots in for the New Year.**

	<b>EX. STR. TARTAR FROM YOKOHAMA, JAPAN</b>				
<b>100</b>	h/c Condor XXXX Japan Tea at	-	-	-	<b>23½c.</b>
		<b>NOTHING LIKE IT AT THE PRICE</b>			
<b>79</b>	h/c Good Japan Nibs at	-	-	-	<b>12½c.</b>
		<b>FROM SHANGHAI, CHINA</b>			
<b>100</b>	catties Choice Pea Leaf Gun Powder at	-	-	-	<b>22½c.</b>
		<b>DIRECT FROM CALCUTTA, INDIA</b>			
<b>29</b>	chests Indian Black Orange Pekoe at	-	-	-	<b>18½c.</b>
<b>25</b>	" " " " Pekoe at	-	-	-	<b>15c.</b>
		<b>RICH LIQUORING TEAS FROM COLOMBO, CEYLON</b>			
<b>22</b>	chests Ceylon Black Broken Orange Pekoe, "Meddakande," at	-	-	-	<b>25c.</b>
<b>27</b>	" " " Orange Pekoe, "Meddakande," at	-	-	-	<b>22½c.</b>
<b>25</b>	" " " Pekoe, "Meddakande," at	-	-	-	<b>17½c.</b>
<b>40</b>	" " " Pekoe, "Maddagedora," at	-	-	-	<b>16½c.</b>

THESE TWO GARDENS ARE RENOWNED FOR THEIR FINE RICH LIQUORING TEAS.

**ASK FOR SAMPLES. IT PAYS!**

Specialty of High-Class Goods in  
**Teas, Coffees and Spices.**

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

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

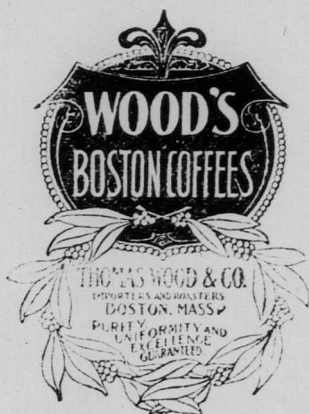
**E. D. MARCEAU,**  
281-285 St. Paul St., - - MONTREAL



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

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

## The World's Best



There is a sense of serene satisfaction in the atmosphere of the grocery store when proprietor and clerks feel assured that in their most important goods they are dealing out to the customers the best the world affords.

There is no doubt, distrust, anxiety, in word, look, or act.

In all grades as to quality and uniformity, the fact is pleasantly recognized that **Wood's Coffees** are the best in the world.

CANADIAN FACTORY AND SALESROOM,  
 No. 428 St. Paul St., **MONTREAL**

# MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

## West India Cane Sugar

and

Coarse, Medium and Fine Grain

## "Crystal" Brand Granulated Sugar

Made in Wallaceburg by **WALLACEBURG SUGAR CO., LIMITED**

## Harmful Ingredients in Canned Goods and Proprietary Medicines

By G. G. Nasmith, M.A., Ph.D.

**A**N examination of the various brands of canned vegetables, fruits and jams manufactured in the Province of Ontario was made in the winter of 1903 in the Laboratory of the Provincial Board of Health, to find out whether, as is often stated, poisonous metals are present; whether adulterants or preservatives are used, and whether there exists any reason at all for the somewhat prevalent opinion that the continued use of canned goods is injurious to health.

Canned foods may be harmful on account of the presence of metallic salts, preservatives, ptomaines or adulterants. Exact data as to the effect of metallic salts in minute traces are wanting. It is well known, however, that small quantities of lead, copper, zinc, tin and arsenic act as poisons, and these are the only ones likely to be met with in canned foods.

Copper, for instance, might be derived from the vessels in which the food is boiled previous to canning; if the copper is kept perfectly bright there is little danger, but if it is allowed to tarnish, soluble copper carbonate, hydrate verdigris or acetole might form and enter into the material boiled. Food should never be left in contact with copper vessels, since oxidation takes place at the surface of contact, and these compounds form.

Lead might come from the lead pipe conducting the water used or from the solder of the cans. There is abundant evidence of the cumulative action of lead on the human system when taken in small doses; such, for instance, as the chronic lead poisoning of painters, workmen in lead factories, from hair dyes and cosmetics and more especially through drinking water, where the latter is soft and, therefore, a good solvent of lead.

Zinc poisoning is rare; in fact zinc sulphate in small doses is used as a nerve tonic. Arsenic, which might come from sugar prepared with impure sulphuric acid, which often contains this material, is also generally prescribed as a nerve tonic. It is not likely to be met with. Cases of tin poisoning are rare.

### Preservatives

are seldom used, apparently, in canned vegetables which can be rather roughly handled and sterilized at high temperature. Where the shape and texture of the substance must be kept, however, as in preserved or canned fruit, and where it does not do to boil them much, preservatives are very apt to be used in order to prevent bacterial growth.

The wide-spread use of these compounds was suggested by a case in the United States in which a preserving fluid had been added to milk, first by the farmer, then by the collector to

whom he sold it, thirdly by the wholesale dealer, and lastly by the retailer. The facts were developed by an investigation occasioned by the illness of children who drank the doctored milk. The U. S. Agricultural Department report on one hundred and fifty preservative preparations is unfavorable. No tasteless food preservative has as yet been suggested which is entirely non-poisonous and which does not have a marked influence on digestion, even when taken in relatively small doses. Nothing should be added to food which is toxic in itself or interferes in the slightest with the process of digestion. Of course the preservative people always say their preparations are harmless, but science gives their statements unqualified denial.

The absence of preservatives is often an indication of wholesome food, cleanly methods of preparation, etc., while their presence often indicates a slovenly, unclean, and careless method of preparation.

Ptomaines are substances allied to the vegetable alkaloids, such as caffeine, strychnine and the like, and are produced in dead plant and animal matter by bacteria. They are often very like those poisons produced in living animals by bacteria, such as diphtheria toxin or typho toxin for instance. They are more commonly found in canned oysters, bad sausage, shell fish, the most harmful canned meats, fish, milk, cheese and more rarely in vegetables like peas.

### Adulterants Not Dangerous.

Adulterants are seldom dangerous; they merely indicate that when you buy, say, cheap raspberry jam at ten cents a pound, you get about two cents' worth of raspberries and a lot of apple pulp, whereas, if you pay twenty or twenty-five cents for a pound, you get all raspberries. Thus it is plainly cheaper to buy good raspberries and add your own apple sauce.

Of nine brands of canned peas examined in our laboratories, only one showed traces of copper and four showed traces of zinc. Two were thickened with starch.

Of four brands of tomatoes examined, three showed traces of zinc and all four traces of copper.

Traces of zinc were found in only one of three brands of corn.

Three brands of canned raspberries, all artificially colored, gave traces of zinc, and two gave reactions for tin. Three brands of strawberries gave traces of zinc, while two yielded traces of tin. Two brands of plums gave slight reactions for tin.

Although not enough specimens (twenty-five in all) have been examined from which to draw general conclusions, still it may be said that so far as these results go, metals are not present in at all dangerous amounts.

Nine specimens of cheap jams were examined and were without exception "made up." In every case a "filler" of apple pulp had been added. The jars

variously labelled "true fruit" and "absolutely pure," had in some cases but a small fraction of genuine fruit present, the balance consisting of filler, coloring, artificial flavoring and sugar. One manufacturer used the same coloring for his raspberries, strawberries and black currants, merely varying the quantity in each.

### Tin Cans vs. Glass Jars.

The tin can is undeniably a cheap, unbreakable and convenient package for foods, and one readily sealed air tight. There is no doubt at all, however, that fruit packed in cans is inferior in flavor to the same fruit packed in jars. A case recently came under my observation where part of a pack of strawberries was sealed in tins and part in glass jars. The cans nearly all became tainted and smelled bad, though bacteria were not present. The other half sealed in jars were perfectly sound, tasted well and had no foreign odor. The only way we could account for the change was the possible catalytic action of the metallic tin on certain unstable protein.

Glass is preferable in every way; it is practically chemically inert, eliminates all danger from metals (from the can at least), and allows the purchaser to see what he is buying. It is better to use glass, to sterilize by heat (eliminating preservatives), and seal the surface of the jam with paraffin, thus preventing organisms which may be sucked through the seal from growing on the surface.

### Proprietary Medicines.

A human being appears to differ from the lower animals in being, among other things, an experimenter, and from babyhood on through life his greatest lessons are the sad lessons of experiment, and thus of experience. Nowhere, perhaps, is this tendency so well exhibited as in the attempts of people to experiment upon themselves with drugs. There seem to be several perceptible reasons for the wide-spread use of proprietary medicines.

In the first place, many people from carelessness in diet, overwork or worry, allow themselves to become run down, and while not quite ill enough to consult a physician, are attracted by the advertisement of some popular cure-all. The symptoms detailed appear wonderfully like those of the interested reader and he forthwith resolves to try a bottle or two; it might fix him up, he argues, but if not, no harm would result. If he is a persevering subject he sticks to it, and in the words of the advertisement, gives it a good fair trial, until either disgusted or cured. If his perseverance is rewarded, and he luckily strikes something which he thinks has cured him, or, as is more likely, he has become better in spite of it, then he considers himself a clever fellow, and in his delight publishes his cure far and wide.

Then there are large numbers of people who are fond of drugging themselves

**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

STOVE POLISH  
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.

as a sort of amusement; in other words, cranks on the latest patent medicines. These people have always something new wrong with them, and not only do they take the nostrum themselves, but seem to have a mania for recommending it to others.

There is a third class which take these medicines because they like them, for their stimulating, sedative or other effects. Thus, in temperance States, in the Northwest, and among Indians, certain remedies are quite popular. For instance, Peruna is said to be a favorite society beverage. Many of the bitters, tonics, peptone preparations and malt extracts are undoubtedly taken for their alcohol content. I have been informed by druggists that old people who take Pain's Celery Compound do not seem to be able to stop using it. At New Liskeard in Northern Ontario one individual takes ten dozen Radway's Pain Killer every month.

At Niagara Falls the negro population use a great deal of Dr. Agnew's Cathartic Cure for the effect of the cocaine present. Some of the peptone preparations tested in our laboratories were pronounced by amateur experts almost as good as sherry.

It is a well-known fact that if a statement be repeated often enough one may come to believe it against his better judgment. Of this psychological fact the patent medicine vendor takes advantage; he advertises, and the most systematically and widely-advertised remedy is the best seller,—if it is not too hard to take. I am quite convinced

by people who have worked the faith cure on themselves.

Tonics and bitters are, perhaps, the most popular of the liquid preparations, and usually contain large quantities of alcohol, to which a good deal of their popularity is doubtless due. The analysis of compounds attended with considerable difficulty and consumption of time, are not claimed to be complete, but the following constituents have been identified in the preparations.

**Alcoholic Constituents.**

There is nothing wonderful in the composition of any of these preparations; in fact they are only remarkable for the universal presence of alcohol and cheapness of ingredients present. One tonic I know of is prepared by the caretaker of a building in his spare time; no expensive drugs or skilled scientific assistance is necessary. All the apparatus essential for many of the preparations is a barrel of whisky, water for diluting the same, glucose for sweetening, some vegetable bitter (the cheaper the better) and some common tonic or aperient like magnesium sulphite, potassium iodide, iron phosphate, etc. Of course you must advertise systematically, offer rewards for cases of failure to cure, or at least refund a patient's money. A favorite practice with a new nostrum is to represent it as one used for fifty years back in England or some other distant country. The confidence of the

contains all the work done by that board on proprietary preparations to date, many of the analysis being made prior to 1897.

Twelve hair restorer compounds contained lead to the extent of 3-2.32 per cent. Nine preparations for the face contained corrosive sublimate or other poisonous salt of mercury in the proportion of 1-15 grains per ounce.

Of 61 tonics and bitters analyzed seven contained between six and ten per cent. alcohol, the others all containing over 11 per cent.

For instance:

	Alcohol by Vol. Per cent.
Boker's Stomach Bitters.....	42.60
Hostetter's " " .....	44.30
Richardson's Conc. Cherry Wine Bitters	47.50
Whiskol, "a non-intoxicating stimulant, whiskey without its sting".....	28.20
Colden's Liquid Beef Tonic, "recommended for treatment of alcohol habit".....	26.50
Hoogland's German Bitters, "entirely vegetable and free from alcoholic stimulant".....	25.60
Parker's Tonic, "purely vegetable," re- commended for inebriates.....	41.60

On glancing over these results and then over the report of the Inland Revenue Department of Ottawa one is at once struck with the close resemblance to the whiskeys which contain from 25-45 per cent. of alcohol. The majority of the tonics seem to run about 20 per cent. just like a whiskey diluted with an equal volume of water. In fact one cannot help guessing that the manufacturers take whiskey, add the bitters and other constituents, and after diluting the same bottle in approximately pint bottles which sell for \$1 each. A 22 per cent. alcohol tonic at \$1 a bottle would cost the vendor from 15 to 19c retail for the alcohol present.

**Extracts of Beef, Etc.**

A large number of these preparations come under the head of proprietary medicines, since they are used to a large extent by the sick, and since curative powers as well as enormous food values are claimed for them by the makers. As goods they are practically worthless; even when, as in some, meat fibre or albumose has been added their nutritive value is slight.

As stimulants and restoratives, however, the meat bases, extractives and

	Alcohol by Volume.	Approximate Constituents.
Peruna.....	24.90 per cent.	Vegetable Extractives.
Ontario Chemist's Tonic Bitters..	15.58 "	Vegetable Bitters.
Stringer's Nervine.....	7.95 "	Sarsaparilla, Oil of Wintergreen, Sulphate.
Dr. Shoop's Restorative.....	10.20 "	Bitters, Sugar, Strychnine (3/100 gr. dose.)
Ayer's Sarsaparilla.....	23.30 "	Sarsaparilla, Potass, Iodide.
Burdock Blood Bitters.....	16.00 "	Bitters, Sugar, Lime Phosphates.
Warner's Safe Cure.....	11.40 "	Potass, Nitrate, Vegetable Extractives.
Hood's Sarsaparilla.....	Alcohol	Sarsaparilla, Potass Iodide.
Lydia Pinkham's Vegetable Com- pound.....	21.00 per cent.	Sugar, Bitter Herbs.
Paine's Celery Compound.....	19.00 "	Bitter Herbs, Sugar, Potash, Phosphates.
Pierce's Golden Medical Discovery	0. "	Wild Cherry Extract, Iron and Phosphates, Arsenic.
Powley's Liquozone.....	0. "	Sulphurous, Sulphuric, Phosphoric Acids, Iron Trace.

that if a colored water were put on the market and advertised it would sell, and testimonials by the thousand could be obtained. Doubtless some of the testimonials are from genuine cures, many are bought, and many are sent in

purchaser is also invited, of which practice the Ladies' Home Journal's recent exposure requires no comment.

The annual report of the Massachusetts board of health recently issued

January 6, 1905

THE CANADIAN GROCER

## To the Trade

We would ask you to keep an eye open for our travellers' advice cards. Don't destroy the first, there will be others, lots of them and worth saving.

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

## Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

**Excellence** our **Aim** in **Coffees**.

Our **MECCA** cannot be beaten.

Ground or whole  
from 2-lb. tins to barrels  
to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.  
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.  
Command the best Coffee Trade by Selling MECCA.

**JAMES TURNER & CO., Wholesale Grocers. Hamilton.**

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

## TEAS

See their samples before purchasing.

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

NEW ORLEANS

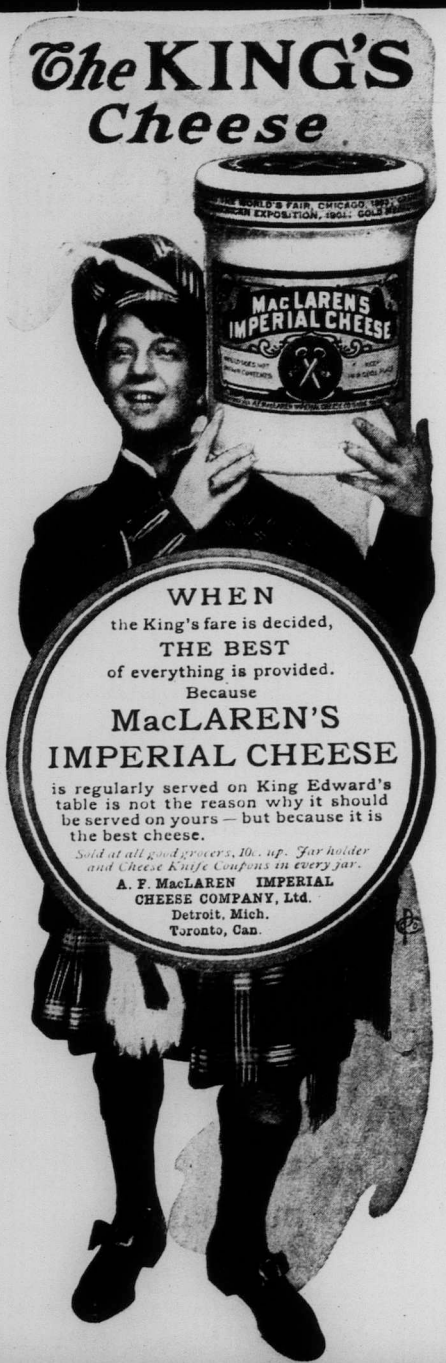
# MOLASSES

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

## THOS. KINNEAR & CO.

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

*The* **KING'S**  
*Cheese*



**MAC LAREN'S**  
**IMPERIAL CHEESE**

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

*Sold at all good grocers, 10c. up. Jar holder  
and Cheese Knife Coupons in every jar.*

**A. F. MacLAREN IMPERIAL**  
**CHEESE COMPANY, Ltd.**  
Detroit, Mich.  
Toronto, Can.

salts have a high value in stimulating the flow of gastric juice in cases of feeble digestion and of convalescence.

Very high and worthless food values have been placed on these preparations, while as a matter of fact it can be conclusively shown that a preparation containing only 10 per cent. of solids contains less nitrogenized organic matter than is present in ordinary beer. (Allen).

Most of the peptone preparations yield about 20 per cent. solids. In its conversion into peptones proteid becomes slightly heavier, so that supposing you have 1-5 of your \$1 bottle or about 3 1-5 oz. of peptone present, you have merely the equivalent of about 3 1-5 oz. of the dried lean of beef and worth not a bit more as nutriment.

Wampole's Grano Pepton is stated to contain in each fluid ounce approximately the digestive equivalent of 1 oz. lean beef, 2 oz. whole wheat bread, 1-2 oz. egg white, and 1-2 fluid of milk together with pepsin and deastase. Now there are approximately in the 1 oz beef .313 oz. digestible nutrients, 2 oz. graham flour (whole wheat) 1.738 oz. digestible nutrients, 1-2 oz. milk, .065 oz. digestible nutrients, 1-2 oz. egg white, .131 oz. digestible nutrients, or a total of 2.247 ounces of the products of digestion. The label represents that in each fluid ounce there are 2.247 oz. digestible nutrients present; but I find as a matter of fact in each fluid ounce only about 1-4 oz. solids, which is about 1-10 of that claimed, and even this is by no means all nutriment. (This is one of the preparations often prescribed by physicians as a food.) As alcoholic temperance drinks they are quite popular, being very palatable to those used to alcoholic liquor. Of the five preparations of this nature examined alcohol was present in all and much of their effect is doubtless due to that constituent.

1. Liquid peptonoids, "Beef, milk and gluten perfectly digested," a pleasant and convenient nutriment. Alcohol by vol. 20.3 per cent.

2. Nutrient wine of beef neptone, "A liquid food presenting the entire substance of fresh, raw lean beef." Armour & Co., Alcohol, 20.0 per cent.

3. Bovinine, "The vital principles of



OUR travelers are carrying some very interesting samples of **TEAS.** See what they can offer you in a cheap Japan and Indian Pekoe. They can interest you.

# THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

beef." Is a genuine coagulated beef juice. Contains alcohol.

4. Mulford's predigested beef. "The most valuable concentrated remedially assimilable food known." Alcohol, 16.70 per cent.

5. Wampole's Grano pepton. "Representing the final products of the digestion of beef, eggs, and the whole wheat grain." Alcohol 17.50 per cent.

### Malt Extracts.

All of these obtainable in Toronto have been examined with a view to determining their diastatic and food value. Malt extract is produced by the evaporation of an infusion of malt preferably in vacuo and at a low temperature. It consists of sugars, nitrogenous compounds, and when properly prepared diastasi is a ferment capable of converting starch into sugar. It should be thick, light brown or yellow in color and have a pleasant odor like that of new bread.

A high temperature destroys diastase, and as this ferment is the feature of value, extracts which have been sterilized by heat are little better than honey or other saccharine solutions.

Nine specimens manufactured in Ontario and eight of these by brewers, were found to be absolutely without diastatic value, though without exception all were claimed to be active. They had all been sterilized and the diastase killed in the process. All contained alcohol, the quantity varying from 3.5 to 8 per cent.

The only three of the thick malt extracts obtainable, possess all the properties of first-class extract and are all actively diastatic. The first two are about 5 times as active as the third. They contain from 50 to 70 per cent. sugar.

### Consumption Cures.

Are being investigated now. They may be roughly divided into three classes. 1. Those commonly called builders, consisting of mixtures of malt extract or cod liver oil with certain tonics such as phosphates or hypophosphites of iron, manganese, etc. 2. Cough mixtures or throat soothers. 3. Tonic preparations pure and simple. No line of demarcation can be drawn as many consist of two or all of these classes.

Cod liver oil has undoubtedly great

properties as a builder, in fact standing quite alone in this respect. It is difficult to prevent it from becoming rancid. When rancid it often causes eruption of the skin difficult to heal. Since it is difficult to take in the pure state it is commonly emulsified and mixed with other constituents to cover its somewhat disagreeable flavor due to its rancidity. The emulsions commonly contain about 1-4 their weight of cod liver oil and tend to become rancid more quickly than the pure oil.

It is commonly supposed that emulsifying the oil increases its ease of digestion. This is very doubtful, however, since the emulsified particles of fats are to these absorbed by the intestinal walls as millet seeds to footballs.

The emulsions at least are worth something; you know that you are getting a certain quantity of a standard food constituent for your money. In some of the glucose, tar water oil anise preparations you get practically no value for your investment.

### COMMERCIAL TRAVELERS' AT-HOME.

On the evening of December 27, the Northwest Commercial Travelers' Association held their annual "At Home" in the Manitoba Hall in Winnipeg. The function was a most successful one, the large number of guests present pronouncing it one of the most enjoyable dances of the season. Visitors from outside Branches of the Association carried away pleasant memories of a most enjoyable evening.

The hall was tastefully decorated for the occasion, and while the attendance was large, it was not overly so, the crowd being such as to make dancing a pleasure. The committee in charge are to be congratulated on the success which attended the function. It consisted of the following gentlemen:—

John Horne, F. H. Agnew, L. L. McGowan, D. K. Book, E. Dagg, N. Musgrave, A. G. Randall, J. H. Murphy, A. E. Wavte, F. M. Morgan, L. C. McIntyre, W. E. McNamara, W. H. Walker, E. Bowman, E. L. Thomas, chairman of committee, and J. M. Lamb, secretary.



Upton's

2-lb.

TIN

A  
HANDY  
PACKAGE  
AND  
BIG VALUE

Charles Dickens could write about edibles in a way to make the reader hungry. But nothing he ever wrote could stir the appetite like the recollection of a breakfast

# HALIFAX

of fish pat-  
ties made  
from Hali-

fax Shredded Codfish. And if you just remind your customers that you have it, you can keep their purses stirred to buy it.

It is important to remember that in handling Halifax Shredded Codfish you are not handling an article that is a mere

fad, but some-  
thing people  
are commenc-

# SHREDDED

# CODFISH

ing to regard as a necessity in proportion as they realize the value of a fish diet. You have two strong claims on your customer in selling it, viz: (1) Its Tastiness; (2) Its Healthfulness.

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

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

## FRESH AND CURED FISH

### Record Price for Nova Scotia Salt Codfish.

A. H. BRITAIN, of Black Bros. & Co., Halifax and La Have, N.S., who has just returned from a trip to Halifax, stated in an interview with The Canadian Grocer that the demand for salt cod far exceeded the supply, and owing to the shortage of the catch this year prices have been on the upward trend, resulting in new records at all points. Seven dollars per quintal of 112 lbs. has lately been paid for hard-cure shore cod. Prices paid to fishermen at vessels during the past year average for 1904, \$5.40 per quintal, as compared with \$4.50 per quintal in 1903, and \$3.60 per quintal in 1902.

It will be interesting to learn that Halifax is the largest fish-distributing centre on the North Atlantic continent, although large quantities of fish exported through Halifax dealers are sent direct from the fishing grounds.

### Magnitude of Nova Scotia Fleet.

The magnitude of the Nova Scotia Bank Fishery may not be generally appreciated. The Lunenburg fleet comprises three hundred vessels, engaged more or less in fishing, amounting in value to about two million dollars.

The shortage of the catch and high prices are caused principally by the lack of men to man the fleet, and the shortage of herring bait. Although the fishermen of Lunenburg and La Have (the Gloucester of Canada) are individually better off, and their resources increasing an average price of \$3.50 per quintal would remunerate them amply.

The Nova Scotia Bank catch amount to 145,000 quintals, which is 60,000 below the average. The total catch of dry fish in North Atlantic waters is estimated at from 350,000 to 450,000 quintals short of an average year. This shortage coming on top of the small Norwegian catch has caused a steady advance in prices.

From the steady increase in the consumption of this article of food, which is considered in certain quarters to be quite equal to meat, the wonder is that higher prices before this have not been the rule.

### To Secure Salmon Industry.

Total prohibition of all salmon-fishing on Puget Sound, on the Fraser River

and in all waters frequented by the fish making for the Fraser River spawning grounds during the years 1906 and 1908 and the establishment of a weekly close season of thirty-six hours in all the Sound waters during the year 1905 is the programme of Puget Sound and British Columbia salmon canners as decided upon at a recent meeting in Seattle. In 1907 fish may be caught without restraint save as to close season regulations.

It is the intention of the Puget Sound canners to introduce and secure the passage of a bill through the State Legislature at Olympia next session, which shall make it unlawful for salmon of any kind to be taken during 1906 and 1908. Incorporated in the bill, which is now in course of preparation, there is a clause relating to the enforcement of a weekly thirty-six-hour close season throughout the Puget Sound district.

Having undertaken to attend to the matter of the necessary state legislation, the Sound canners look to the British Columbia canners to do their part in securing both close season and total prohibition of all fishing on the Canadian side of the line. It is believed that British Columbia canners have agreed to secure the Dominion Government enactment necessary to a successful operation of the international attempts at the protection of the industry.

### Where B. C. Sends its Salmon.

Of all the salmon packed on the Pacific coast about 45 per cent. is sold and consumed in the United States, 40 per cent. in Europe, and 15 per cent. in the rest of the world. The English people are the largest consumers in proportion to population, and will absorb about 1,300,000 cases every year. All of the British Columbia catch is sold in London except about 150,000 cases, which are consumed in Canada. Between 400,000 and 500,000 cases are shipped to London by sea from San Francisco. The English market demands the best quality. The cheaper qualities are sent to China, Japan and India, about 100,000 cases to each country under ordinary circumstances; about 50,000 go to Australia,

50,000 to Africa, and 50,000 to South and Central America.

### 1905 Salmon Pack.

Now that the 1904 salmon pack is practically completed, preparations are under way on the Pacific coast for the coming season of 1905. The canners are anticipating a heavy run next year, being the "four cycle" season, when the largest runs are always said to take place. Contracts are being made already with Chinese agencies for the help required in the canneries during the coming year, and, without exception, the cannerymen are contracting on a basis that will almost reach the capacity of their plants.

### Salmon Spawn for New Zealand.

The Department of Fisheries, Ottawa, has been advised that L. S. Ayson, superintendent of fisheries for New Zealand, has arrived on the Pacific coast to make another effort to transplant salmon eggs to New Zealand. Ayson over a year ago took out 70,000 salmon ova, but they were too far advanced, and when they got into warm latitudes the eggs hatched out and the fish could not be kept alive. Mr. Ayson will endeavor to profit by his previous experience and land the eggs in New Zealand in good condition.

### Fish Gossip.

The British Consul at Rio de Janeiro advises Newfoundland cod curers, if they wish to improve their poor position in the Brazilian market, to supply a hard-cured fish. It appears that the characteristic of Newfoundland codfish is a kind of dampness or want of dryness which attracts a special preference at other places, Pernambuco, for example, but renders it, on the other hand, unacceptable at Rio, except at a reduced price.

A new salmon cannery is about to be built near Victoria, B.C.

E. D. Marceau, Montreal, has an announcement this week regarding some fine special lines of teas, coffees and spices, at attractive rates. It will pay to write him for samples, as the supply is limited of the bargain stock.

# KING OSCAR SARDINES

**Open a can**

You will find about

**30 small fish**

free from

**Bones or scales**

packed in the

**Purest Olive Oil**



**Investigate**

the question of

**Profit.**

They pay you well.

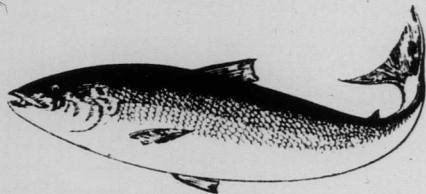
**The attractive package**

helps the sale.

ASK YOUR WHOLESALE HOUSE

**JOHN W. BICKLE & GREENING, Hamilton**  
Canadian Selling Agents

## SOCKEYE SALMON



**"Sovereign" and "Lynx"**  
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

**Fresh Frozen Fish**  
**Fresh Cured Haddies**

And all other kinds of fish in season.

Write us for Price Lists and  
Show Cards.

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20, 22, 24 and 26 Youville Square,  
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MONTREAL, P.Q., ST. JOHN, N.B., WESTPORT, N.S., GRAND  
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LONG DISTANCE  
TELEPHONES.

**I**N tendering our best wishes  
for the

**NEW YEAR**

we desire to assure you that,  
if it is possible, our **WHITE  
SWAN** goods will be better  
than ever this year.

**W**E guarantee you also the  
very highest grade of quick  
up-to-date service in every de-  
partment.

**THE  
ROBERT GREIG CO.,  
TORONTO** LIMITED

We continue to insist on the goodness of

**IVORINE  
Cold Water  
STARCH**

—A cold water starch has merits not pos-  
sessed by the other sort. Being better,  
the grocer should promote its sale.

**IVORINE** is sold by all wholesale  
grocers. Pays 60%. Order now.

**St. Lawrence Starch Co., Ltd.**  
Port Credit, Ont.

**MEDITERRANEAN FRUITS**

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

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Wholesale grocers should communicate with

**D. RATRAY & SONS**

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# The Dominion Packing Company

LIMITED.

Telegraphic Address  
"DOMINO,"  
Charlottetown.

*Charlottetown, P.E.I. Canada*

Codes Used  
A. B. C.  
LIEBERS  
PRIVATE.

## Our Prices

are exceptionally low at the present time on

### Barrelled Pork Compound Lard Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

## BEECHNUT



## BRAND

# Fearman's

## ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

### F. W. FEARMAN COMPANY,

PORK PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

## Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

### The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

TORONTO, ONT.

LIMITED

# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Dairy Produce Movements.

**T**HE cheese market has been quite active on cable orders during the past week, activity starting in on December 27 and being continued right through up to present date. All holders are now firm at 11c and the bulk of the business has been put through on this basis. As stocks are now getting less, if the demand from the United Kingdom continues it is more than probable that an advance will soon be asked by Canadian holders.

There is good lively demand for butter for home trade purposes and 21 1-2 to 22c is being freely made. Export demand is about finished, but the fact that Australian and Argentine butter is now being criticized more strictly than in former years speaks well for the record the quality of Canadian butter has made for itself during the past season. It appears from English market reports that merchants find the color too deep as compared with Canadian butter and it is now certain that Canadian will stand highest among the colonial kinds and nearest to the Danish article that has such a firm hold of the English consumer's fancy.

### Bacon Production in Denmark \*

**P**ERHAPS the best way to take up this subject is to start with the Smithfield market in London where bacon from a number of different countries may be seen any day during the year.

One of the most remarkable features of Danish bacon is its great uniformity of excellence, very few really bad sides of bacon being put upon the market. The Danish sides are characterized by a light shoulder, a light neck, good length, and a large proportion of lean meat. In addition to this, the sides are well trimmed and placed upon the market in a very attractive form. On the other hand, when we come to examine Canadian bacon, we find some excellent sides, some only fair, and some very bad indeed. The best Canadian sides possess excellent length and show great uniformity in the thickness of the layer of fat along the back; but, as a rule, they do not possess quite so much lean meat as the Danish sides. In length, however, the best Canadian sides are quite equal, if not superior, to the Danish product. The great fault of our bacon, however, is its lack of uniformity. There are far

too many short sides, thick shoulders, and heavy necks, which cause the Canadian product, as a whole, to show at a great disadvantage when compared with Danish. Just here a word to Canadian packers may not be out of place. Some of our packers need to take lessons in the art of making goods attractive, and I was extremely sorry to see many good sides of bacon so badly trimmed that their value was greatly lessened. From this it would seem as if there was need of education among the packers as well as among the feeders and breeders of bacon hogs. As to the London commission merchants, they appear to have a very friendly sentiment towards Canada, and appear anxious to handle our bacon; but, of course, it must be of good quality before they can handle it to advantage. I was pleased to hear them speak in very high terms of our best bacon.

The study of the competition in the Smithfield market gives rise to several important questions in the mind of the person interested in this matter. Among these are the following:

1. How do the Danes maintain this uniformity in their product?
2. How do they produce such lean bacon?
3. To what extent can they increase their output?
4. Can we hope to compete successfully with them?

It was with these questions before me that I sailed in a Danish steamer from Harwich, on the east coast of England, and landed in Esbjerg, on the west coast of Denmark, one fine morning in July. For a person not familiar with the Danish language, it is no easy matter to collect information, though one who knows what he wants can take in a good deal through his eyes in spite of the fact that his ears are of comparatively little use. However, through the aid of interpreters, I was able to pick up a few points, here and there which are not without value.

The question regarding uniformity is very easily answered. One has only to look over the hogs of the country and the methods of marketing to understand very thoroughly how it comes that Danish sides of bacon resemble one another very closely. There are three classes of hogs in Denmark. First, there is what is called the "Danish hog." In color, bone, and general conformation of body it strongly resembles the Yorkshire, though perhaps the shoulder is nearer to that of the Tamworth. The neck is light, the jowl is also light, and the snout long and somewhat coarse, while the ears are large, thick and drooping.

It is claimed for this hog that it is more vigorous and an easier feeder than the Yorkshire. Next, we find the large Yorkshire, which is imported from England, bred pure at certain centres, and used for crossing on the native pigs. The breeders of Yorkshires agree with the Government to keep nothing but pure bred Yorkshires on their farms, and in return for this they receive some financial aid from the Government to help defray the expenses of importing. The third class is the market hog, or the cross between the Yorkshire and the Danish type. It is claimed that the cross-bred pigs make a better quality of bacon than either the pure Danish or Yorkshire, and the animals which I saw were certainly of a very desirable type. Of course, a certain number of pure Yorkshire and pure Danish hogs find their way to market, but the greater bulk of Danish bacon comes from the cross-breeds as already described.

Another important point in connection with securing uniformity, is the method of marketing. The most important factories of the country are co-operative concerns. They are located comparatively close to one another and practically every farmer markets his own hogs. Each man's hogs are slaughtered separately, and after they are slaughtered they are graded, and he is paid for his hogs according to the quality of the bacon they produce. Of course, this means a great deal of work at the factory, but it seems that it results more than compensate for the extra labor. When we remember, therefore, that the Danes do not have the great variety of types of hogs that we have, and that strict account is kept of the quality of each farmer's hogs when he markets them, it is very easy to understand how they maintain such a high degree of excellence in their bacon.

The second question is not so easy to answer, though the foods used are, for the most part, conducive to producing a large proportion of lean meat. It will be remembered that Denmark is a butter-making country, and that practically every farmer who raises hogs also keeps cows and feeds the skim milk to his hogs. There is, as a rule, a fixed relation between the number of hogs fed and the number of cows kept. Because grain is dear, and because skim-milk is a by-product and consequently cheaper than almost any other food at the farmer's disposal, there is little encouragement for the farmer to feed more hogs than his supply of skim-milk would warrant. In addition to skim-milk, barley is fed, though other grains are sometimes used, and in some

(Continued on page 16).

\* Address delivered at Guelph Winter Fair, Dec. 1904, by G. E. Day, Professor of Animal Husbandry, Guelph Agricultural College.

# FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced or plain. Packed in 12-lb. cartons, or wooden pails. Fresh every day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

There are many **Baking Powders**



(The Light of the Kitchen)

but there is only **ONE Magic**

**Baking Powder**

—It is Pure, Wholesome, Well Advertised, and shows you a good profit.

ORDER FROM YOUR JOBBER.  
WRITE FOR PRICE LIST.

**E. W. GILLETT COMPANY LIMITED**

London, Eng.

Toronto, Ont.

Chicago, Ill.

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

We are buyers of

# Poultry, Butter AND Eggs.

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

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

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.



PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market is rallying once more from the temporary quietness, caused by the Christmas trade. A better trade is expected to be transacted in a week or ten days. Light hogs are scarce and prices have advanced from \$6.25 straight to a range of prices ruling from \$6.25 to \$6.40. We quote the following:

Long clear bacon, per lb.	0 08	00 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Bell bacon, per lb.	0 09½	0 09½
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 07½
" tubs	0 07	0 08
" pails	0 08	0 08½
" compounds, per lb.	0 07	0 07½
Plate beef, per 300-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	8 00
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton, spring	5 50	6 50
Lamb, spring	8 00	9 50
Veal	8 00	8 50
Hogs, light	6 25	6 40

Cheese—An increase in the demand in the United States market has enlightened local commission merchants regarding the amount of stocks held. Quite recently dealers, who were believed by all to have large quantities on hand, were forced to go on the market and buy to fill foreign orders. That the supply is quite small is apparent. Prices have advanced on "twins" and have become firmer on "large." Despite "bad times" in England, large quantities are being exported. Our quotations are:

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

Butter—Supplies of creamery butter continue to fall off and the general impression is that prices will advance beyond the recorded increase of 1c per pound on prints and 1c to 11-2c per pound on solids. A better and brisker trade is prevalent in dairy butter, rolls and prints causing the best possible inquiry. Prices of dairy are from 2c to 4c per pound in advance of a year ago. With the exception of creamery butter, prices continue unchanged. Our quotations are:

Creamery prints	Per lb.	0 24	0 25
" solids, fresh	0 22½	0 23	
Dairy prints	0 18	0 20	
" in tubs	0 14	0 17	
" large rolls	0 17	0 18	

Poultry—Trade is quiet. It is generally believed by the local dealers that all the available supplies in the country were pushed on the market before the first holiday, leaving practically nothing for the new year holiday demand. However, nothing was needed. The market during the last week showed a lack of inquirers and the belief is general that the trade will be quiet for some time. The price of chickens and hens is easier, while turkeys have advanced 1c per pound. Our quotations are:

Chickens, spring, dry plucked	0 10	
Hens	0 06	0 07
Geese	0 10½	0 11
Turkeys	0 15	0 16
Ducks	0 11	0 12

Montreal.

Provisions—Steady prices have ruled for provisions during the holidays and a good trade has been done in smoked meats. Pure lard declined a quarter of a cent and boars' head lard has dropped 3-8 of a cent. The demand has been good for fresh killed abattoir as well as country dressed, and a steady business has been carried on.

Canadian short out mess pork	\$16 50	\$17 50
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb.	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 07½	0 07½
" " " " tierces, per lb.	0 07½	0 07½
" " " " 30-lb. fancy tubs	0 07½	0 07½
Cases, 20 3-lb. tins, per lb.	0 08½	0 08½
" 12 5-lb. tins	0 08	0 08
" 6 10-lb. tins	0 07½	0 07½
20-lb. wood pails, each	1 52½	1 52½
20-lb. tin pails, each	1 42½	1 42½
Wood net, tin gross weight—		
Wood, Tin		
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—The advance in butter which took place last week has been maintained and though trade is not very active, prices remain firm. Renewed activity

**AGENCIES ON COMMISSION FOR BRITAIN**  
We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience.—R. C. HALL & CO.  
28 Martin's Lane, Cannon St., LONDON, ENG.

**John Lethem & Sons, Leith, Scotland,**  
invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruit-crackers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

**AGENCIES WANTED FOR BRITAIN.**  
European and Canadian references and an extensive connection are points upon which I rely.  
**CANNED GOODS, DRIED FRUITS, HONEY, PEAS,**  
**A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON, E C**

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

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

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
**MANCHESTER.**  
Butter, Cheese, Eggs, Bacon, Apples, Poultry

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

**STOKES BROTHERS**  
General Merchants Exeter, England  
DEALERS IN  
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.  
Correspondence Solicited.

**WHITELEY, MUIR & CO., 15 VICTORIA ST., LIVERPOOL, ENGLAND**

We handle consignments of **CANADIAN MEATS, CHEESE and BUTTER.**  
We sell coast, freight and insurance.  
**LONDON, LIVERPOOL, GLASGOW**  
Western Union Code.



BE WISE

Prudence and economy speak volumes when they suggest that you handle

**EAGLE BAKING POWDER**

It pays you a good profit. We guarantee it to give your customers satisfaction or refund the money.

**J. H. MAIDEN**

MONTREAL.



**1905**  
OPENS WITH  
**PEACOCK BRAND OF CREAM CHEESE**

AND  
**CONDENSED MINCE MEAT**  
BOTH FAST FAVORITES.  
We invite your orders. Give them to your wholesaler.

**THE BATES PEACOCK CO.,** Hamilton Ontario

**Butter Tub**

**BEST WHITE SPRUCE**

**50—30—20 lb.**

**ORDER NOW**

**WALTER WOODS & CO.**

Hamilton and Winnipeg.

**FISH and OYSTERS**  
WHOLESALE.

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

**The GRAY, YOUNG & SPARLING CO., Limited**  
**Salt**  
**Manufacturers**

Granted the highest awards in competition with other makes.

**WINGHAM**  
Established 1871

**EGGS**

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

CORRESPONDENCE SOLICITED.

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

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

**40 HIGHEST AWARDS**  
**In Europe and America**

**Walter Baker & Co. Ltd.**



The Oldest and Largest Manufacturers of

**PURE, HIGH GRADE**  
**COCOAS**  
AND  
**CHOCOLATES**

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use. Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.**  
Established 1780.

**Dorchester, Mass.**

Branch House, 12 and 14 St. John St., Montreal

is expected after the holidays are definitely finished. We quote:

Finest creamery	0 21 1/2	0 22 1/2
Fair to good creamery	0 20 1/2	0 21
Medium	0 19 1/2	0 20 1/2
Western dairy	0 16	0 17

**Cheese**—The market is quiet but firm and some quantities have changed hands despite the general lull for the holidays. Prices still rule at 10 1-4e for best grades and 10 1-2e. Undergrades sold at 10c.

**Eggs**—Prices are tending towards an advance for fine fresh stock and the ruling figures were from 18 to 18 1-2e, and for seconds 16 1-2e to 17 1-2e.

It is expected that extra selects will bring as high as 30c shortly and already 27 and 28e have been paid.

**Winnipeg.**

**Butter**—Little or no fresh stock is coming in. Prices are unchanged. We quote:

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

**Cheese**—We quote:

Finest Manitoba, large	0 11
Ontario	0 11 1/2
twins	0 12
Square cheese	0 12 1/2

**Cured Meats**—Trade is of usual proportions and prices are steady. We quote:

**SMOKED MEATS.**

Hams, sugar cured, assorted sizes	0 13 1/2
heavy, 20 to 30	0 13
Picnic, assorted sizes	0 09
Shoulders	0 08 1/2
Bacon, breakfast bellies	0 13
breakfast backs	0 11
Wiltshire sides	0 15
spiced rolls, long	0 10
Manitoba butts	0 10
skinned	0 10 1/2
boneless and rolled	0 11 1/2
rolls, boneless	0 11 1/2

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 08 1/2
smoked	0 09 1/2
boneless backs	0 10
Shoulders	0 08

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	18 00
per 1/2 bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba	20 00

**PICKLED GOODS (COOKED).**

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

**Lard**—We again quote as follows:

Lard, 50-lb. pails, per pail	4 40
20-lb. "	1 80
3-lb. tins, per case 60 lbs.	6 00
5-lb. "	5 85
10-lb. "	5 70
Pure lard in bbls, per lb	0 08 1/2

**Dairy Instruction.**

It is gratifying to the Dairymen's Associations and the Department of Agriculture in Ontario to know that the work of instruction carried on for the benefit of dairy farmers, owners of creameries and factories, and makers, has been productive of such marked results. The quality of cheese throughout the season has been above the average, especially during the latter part of the season, and the percentage of rejections from factories receiving instruction has been far smaller than from those not receiving instruction, the balance in favor

of the former being about 7 to 1. The proportion of inferior samples of milk among those tested by instructors during the past Summer was about 40 per cent, less than last year, and the number of samples tested was much larger than ever before. Another indication of the good work being done is that the proprietors of factories and creameries throughout the province have during the past Summer expended at least \$125,000 in improvements, fully \$40,000 more than the preceding year. The expenditure of such a large amount of money in a season of low prices shows that proprietors have faith in the future of the industry, and are willing to do what they can to insure the production of a first class article.

It is the intention of the department to pursue the system of instruction more vigorously during the coming season, and with the co-operation of the farmers, factorymen and instructors, the high standard of cheese is certain not only to be maintained, but another advance step will also be made.

**News Items.**

R. Johnston, manager of the Western Dairy and Provision Co., St. Thomas, has resigned to accept a position with A. F. McLaren's Imperial Cheese Co., Toronto, as manager of their Canadian and United States cheese department.

J. Rustin will be succeeded by Mr. Johnston, and C. M. Firby will have charge of the butter department of the Western Dairy and Provision Co.

G. B. Sparks, manager of the Galt branch of the Wm. Davies Co., has been promoted to the managership of that firm's Brockville store.

**ARTIFICIAL FOOD COLORING.**

**A**RTIFICIAL coloring in canned goods has been carried to a dangerous extent in the United States, so much so that the Department of Agriculture at Washington has issued an order that all such goods must be branded as to their true character. When canned peas or string beans are colored with copper or when aniline dye is used to make cherries or strawberries or tomatoes a lovely red, the fact must be marked in plain type on the can, for instance, in letters not smaller than long primer capitals—colored with sulphate of copper, or colored with aniline dye. One of the chemists in discussing this order, said:

"There is not enough of the poison in one can of peas or such vegetables to do appreciable harm, but the damage will come if the peas are eaten day after day. Our investigations have proven this contention conclusively."

Two things are spoken of in explanation of the fact that American canned goods have been known to find sale in Canada when those of domestic preparation were rejected, namely, neatness of packing and brilliancy of coloring. It will be useful for Canadian retailers to know that the distinction which they mark is really in favor of the home goods.

**Ammonia.**  
Gorman, Eckert & Co., London, Ont.

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

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

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

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

**Blue and Black Lead.**  
Oakley, John, & Sons, London, Eng.

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

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

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

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

**Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Canadian Swiss Trading Co., Montreal.  
Cowan Co., Toronto.  
Dunn, W. H., Montreal.  
Dutch Chemical Works, Amsterdam, Holland.

**Epps, James Co., London, Eng.**  
Lamont, Corliis & Co., Montreal.  
Lowney, Walter M. Co., Boston.  
MacLaren, A. F., Imperial Cheese Co., Toronto.

**Mott, John P., & Co., Halifax, N.S.**  
VanHouten's—J. L. Wait & Scott, Toronto

**Computing Scales.**  
Wilson, C., & Son, Toronto.

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

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal and Toronto.  
Colson, C. E., & Son, Montreal.  
Truro Condensed Milk and Canning Co., Truro, N.S.

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

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

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dominion Packing Co., Charlottetown.  
Fairbank, N. K. Co., Montreal.  
Fearman, F. W., Co., Hamilton.  
Matthews, Geo. Co., Brantford, Hull, Peterboro.

**MacLaren, A. F., Imperial Cheese Co., Toronto.**  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
Rutherford, Marshall & Co., Toronto.

**Financial Institutions & Insurance**  
Bradstreet Co.

**Fish.**  
Bickle, John W., & Greening, Hamilton.  
Black Bros. & Co., Halifax.  
James, F. T., Co., Toronto.  
Sovereign & Lynx Brands.  
White & Co., Toronto.

**Foreign Importers.**  
Biermann, E., & Co., Cardiff, Wales.  
Duffus, Alex. S., London, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Stokes Bros. & Co., Eng.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Adams, J. T., & Co., Montreal.  
Balfour & Co., Hamilton.  
Eby, Blain Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton.  
Goodwillie's—Rose & Laflamme, Montreal.  
Husband Bros. & Co., Toronto.  
Kinnear, T., & Co., Toronto.  
Millman, W. H., & Sons, Toronto.  
McWilliam & Everist, Toronto.  
Ratray, D., & Sons, Montreal.  
Reid, Homer, Menford, Ont.  
Robinson, O. E., & Co., Ingersoll.  
Stringer, W. B., & Co., Toronto.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Fruit Wines**  
Turner & Co., Toronto.

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

**Grain, Flours and Cereals.**  
Frontenac Cereal Co., Kingston.  
Greig, Robt., Toronto.  
Lake Huron & Manitoba Milling Co., Goderich.  
McCann, Wm., & Co., Toronto.  
Natural Food Co., Toronto.  
Ogilvie Milling Co., Montreal.

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Chaput, L., Fils & Cie, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Gorman, Eckert & Co., London, Ont.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Adams, J. T., & Co., Montreal.  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.

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

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

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior Store Fixtures, Trucks, Etc.**  
Auer Light Co., Montreal.  
Walker Pivoted Bin and Store Fixture Co., Toronto.

**Jams, Jellies, Etc.**  
Baker, S. & Laflamme, Montreal.  
Colson, C. E., & Son, Montreal.  
Crosse & Blackwell's—C. E. Colson & Son, Montreal.  
"Ozo" Co., Montreal.  
Smith, E. D., Winona, Ont.  
Southwell's—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.

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

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adams, J. T., Montreal.  
Cress, J. S., Montreal.  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dunn, Wm. H., Montreal and Toronto.  
Lambe, W. G. A., & Co., Toronto.  
Lawson, Reginald, Winnipeg.  
Millman, W. H., & Sons, Toronto.  
Milne, Chas., Vancouver, B.C.  
Nicholson & Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Ratray, D., & Sons, Montreal.  
Ryan, Wm., Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Rutherford, Marshall & Co., Toronto.  
Watt, J. L., & Scott, Toronto.  
Wilson Commission Co., Brandon, Man.

**Matches.**  
Walkerville Match Co., Walkerville, Ont.

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

**Oils.**  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bowser, S. F., & Co., Toronto.

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

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

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

**Peels.**  
Colson, C. E., & Son, Montreal.  
Greig, Robt. Co., Toronto.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Colson, C. E., & Son, Montreal.  
Flett's—Rose & Laflamme, Montreal.  
Gorman, Eckert & Co., London, Ont.  
Heinz, H. J., Pittsburg, Pa.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
Paterson's—Rose & Laflamme, Montreal.  
Sutton, G. F., Sons & Co., London, Eng.

**Polishes—Metal.**  
Oakley, John, & Sons, Montreal.

**Polishes—Stove.**  
James Dome—W. G. A. Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.  
Prescott's—W. H. Dunn, Montreal.

**Poultry and Cattle Food.**  
Greig, Robert, Co., Toronto.

**Refined Cider.**  
Wilson, W. H. Co., Tilsonburg, Ont.

**Rice.**  
Orme & Sutton Rice Co., New York.

**Salt.**  
Gray, Young & Sparling Co., Wingham.  
Toronto Salt Works, Toronto.

**Soda—Baking.**  
Dwight, John, & Co., Toronto.

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

**Steel Shingles and Siding.**  
Metallic Roofing Co., Toronto.

**Store Lighting.**  
Auer Light Co., Montreal.

**Sugars, Syrups and Molasses.**  
Canada Maple Exchange, Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Laflamme, Montreal.  
Montreal Maple Co., Montreal.  
Ontario Sugar Co., Berlin, Ont.  
"Sugars" Limited, Montreal.  
Wallaceburg Sugar Co., Wallaceburg, Ont.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders Ass'n.  
Chaput, L., Fils & Cie, Montreal.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Dutch Chemical Works, Amsterdam, Holland.  
Eby, Blain Co., Toronto.  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robert, Co., Toronto.  
Japan Tea Traders Ass'n.  
Kinnear, T., & Co., Toronto.  
Lumsden Bros., Hamilton.  
Marceau, E. D., Montreal.  
"Ozo" Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Shawn, John, & Co., Toronto.  
Warren Bros. & Co., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegars.**  
Hill, Evans & Co., Worcester, Eng.  
"Ozo" Co., Montreal.  
Wilson, W. H., Co., Tilsonburg.

**Washing Compound.**  
Keen's—Frank Magor & Co., Montreal.

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

**Wrapping Paper, Paper Bags, Etc.**  
Canada Paper Co., Toronto.

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

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# GROCERY QUALITY

It is no trick to buy and sell goods—anyone with money enough to buy a stock and hire salesmen can sell goods.

But it's a different and difficult matter to build up a reputation for quality.

And that's just what we've been busy doing ever since we went into business.

Now, we've got the goods that have the quality that makes reputation.

Our reputation for quality has been growing for years, and our lines of to-day will add one more milestone to our successful past.

Better make your 1905 changes now and consolidate your account with us.

## GORMAN, ECKERT & CO.

LIMITED

### LONDON, CANADA.

Importers and Roasters of Coffee.  
Manufacturers of high-class Baking Powder.

Our Winnipeg Branch, 108 Princess Street, in charge of Messrs. Mason and Hickey, carries a full stock of every line, and the western territory will be covered regularly.

THE  
"If you don't see what you want ask for it"

METHOD

of introducing your goods loses customers every day, and keeps the back shelves filled with stock which, if properly displayed, would meet with ready demand.

Goods well displayed are half sold  
and goods displayed in

## "Walker Bins"

always look fresh and inviting.

The Bins are great room savers too.



THE WALKER PIVOTED BIN AND STORE FIXTURE CO.



Write  
for  
Booklet



If you are in need of Coffee,  
remember

# BOSTON LUXURY

in 12 lb. and 25 lb. air-tight cans.

JNO. SLOAN & CO.  
TORONTO AND BELLEVILLE

# THE CANADIAN GROCER

President:  
JOHN BAYNE MACLEAN,  
Montreal.

## The MacLean Publishing Co. Limited

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

### OFFICES

MONTREAL	-	-	232 McGill Street. Telephone Main 1255.
TORONTO	-	-	10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN.	-	Room 515, McIntyre Block. Telephone 1846. F. R. Munro.	
LONDON, ENG.	-	-	88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG.	-	-	92 Market Street. H. S. Ashburner.
ST. JOHN, N.B.	-	-	No. 3, Market Wharf. J. Hunter White.
NEW YORK	-	Room 1247, New York Life Bldg. W. T. Robson.	
VANCOUVER, B.C.	-	-	Geo. S. B. Perry.
ADELAIDE, AUSTRALIA	-	-	Steamships Building, W. H. Sharland, Jr.

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### NEW ADVERTISEMENTS.

Canadian Cigar Co., London, Ont.  
R. C. Hall & Co., London, Eng.

### A WESTERN PARADOX.

MANY keen observers have been at a loss to understand why, with good crops and high prices collections have been so unsatisfactory in the Northwest. There can be no doubt as to the general prosperity of the west. It is true that in a few small sections the crops were a comparative failure, but, taken as a whole, crop reports show an excellent yield and prices have been so high that the wheat has been marketed freely. But coupled with this state of affairs has been the undeniable fact that merchants have found collections poor. In a country showing every evidence of prosperity, they have found it difficult to collect what is owed them.

In conversation with a representative of this paper, a prominent wholesale man in Winnipeg said that he attributed the slowness of collections directly to the general prosperity of the coun-

try. He was confident that if the west as a whole were a little less prosperous he would have less difficulty in collecting his money. Western settlers have seen the price of land in Manitoba rise by leaps and bounds during the last few years; they expect land values in that province to continue to advance and they believe that the Territories will repeat the history of Manitoba. Consequently every western settler is possessed of a consuming land hunger and he is eager to invest all that he can save or borrow in buying more land. No doubt, the investment is a safe one, but it soon ties up all the farmer's available cash, and the merchant often has to wait for his money. The explanation is a novel one and, if correct, it reveals a paradox of prosperity.

The situation is peculiar for, granting that any delay in collections is due to the present prosperity, a return to hard times would make matters much worse. The only remedy is for the retail merchant to insist on getting his money and thus force his customers to recognize the priority of his claim.

### A MATRIMONIAL SCHEME.

A COMMON source of friction, especially in large establishments, is the occasional subscriptions which are taken up in order to give presents to persons entering matrimony or leaving for other fields of labor.

The head of a large manufacturing firm in Toronto was recently induced to inspect a list which had been gotten up among his employes and he found that some of them had given more than he thought they could afford to give. He then determined to change the system and had a box made in which when any subscriptions were taken up among the employes they could drop in their contribution without anyone knowing the amount they had given. He says that the aggregate of the contributions decreased, but he is confident that his employes now give, when occasion demands it, just what they can afford to give.

The scheme is a simple one and could

no doubt be adopted to advantage by many other firms, and the old system, which is practically a system of blackmail in many cases, could be obviated.

### CARELESS IGNORANCE.

PERFECTION in system is usually looked upon as being one of the attributes of railway corporations. It is only ordinary business concerns whose systems are not always good. That railway companies have not good systems strictly perfect is evident from an instance which came under our observation a few days ago.

A large manufacturing concern in Canada had secured an order through one of its travelers from a merchant in New Glasgow, Quebec. It was the first order received, and the firm was particularly desirous of pleasing him. The goods were shipped promptly, but 42 days after shipment was made the shipper was notified by the railway officials that two cases of goods addressed to the New Glasgow merchant were lying at their office at Point Levis. The bill of lading instructed that the goods be shipped by the railway in question, via the G.T.R., via the G.N.R.

The address on the packages corresponded with that on the bill of lading, but in notifying the shipper that packages were lying at Point Levis the representative of the railway company wanted to know if the goods were not intended for New Glasgow, N.S. In fact they said they had no such station on their line as New Glasgow, Quebec. It appears that the goods had been shipped to New Glasgow, N.S., and finding that no merchant of the name on the cases did business in that town, they were brought back to Point Levis and then the shipper communicated with.

It would have been a simple matter indeed for the officials of the railway company to have discovered where New Glasgow, Quebec, was situated. Had they the inclination, they could have discovered in five minutes, and when this was drawn to their attention the only answer they could give was to the effect that they thought the shipper had made a mistake.

It is evident that in the employ of the G.T.R. are men, who, like employes in

some other business enterprises, have not enough initiative about them to turn to any directory and find the address of a town or of an individual. It is evident that the G.T.R. Company needs to stir up some of its careless employes, as business men stand to lose a great deal of money through the lack of prompt attention to duty on the part of the servants of transportation companies.

**TO COLLECT BAD DEBTS.**

THE by-laws of the Spokane Jobbers' Association contains among others the following suggestions that might very profitably be followed up by the Canadian trade in connection with the handling of questionable accounts:

Upon receipt of a report the secretary of the association calls upon the party reported and makes a thorough investigation of his affairs, gathering such other information as he can regarding the debtor's financial condition. If it is found that he is being pressed, or bankrupt or insolvent a meeting of the members of the association is called and the facts laid before them. If he is insolvent the secretary of the association usually obtains the debtor's assignment to him as trustee for the benefit of all creditors and takes charge of the business until the estate is wound up. As a rule a sufficient profit is realized from the goods sold to pay the entire expenses of handling the assignment.

The plan has worked admirably so far, thirty-seven and a half per cent. more having been realized than could have been either through the agency of the State or Bankruptcy Courts. The policy seems to be to perfect the system of handling bad accounts with the least possible expense and for the benefit of creditors and as such is well worth the consideration of a certain class of readers of The Canadian Grocer.

**EDUCATE THE FARMERS.**

SOME farmers are skinflints. But, fortunately, their number is exceedingly small. It may be said of the farmer on the whole that he is about as freehanded a citizen of this country as it is possible to find. When crops are

good and money is plentiful, the farmer comes to town and spends it.

The farmer needs things and he buys them. He likes luxuries in dress and furniture and food, just as much as anybody else and he is going in for these luxuries more than ever to-day. Moreover, it will be found that the farmer, unlike the average inhabitant of our towns and villages, believes in patronizing the home market. He does not run to the city and the department store every time he wants to buy a suit of clothes or a barrel of sugar. No, he goes to the nearest town for his supplies.

Seeing then that the farmer is a good customer and stands by the local merchants, let the latter take him into their best consideration. Let them rea-

Mr. G. H. Johnston, general merchant, Sutton West, a reader of THE CANADIAN GROCER for over fifteen years, says he would not exchange it for any publication that comes to his notice, both on account of its value as a newspaper and because it has been invaluable to him in business. He refers particularly to its market reports and prices current, which "are always to be relied upon," and to its special advertisements which "every careful buyer should consult regularly."

son it out. The more the farmer can get for his produce, the more money he will have to spend. How can he get more for his produce? Certainly by the adoption of improved methods of tilling the soil, of raising cattle and of keeping poultry. No less a sum than \$117,000 was paid to patrons of the Huntington dairy board during the past season for cheese and butter. This means on an average about \$4,000 from this source alone to each retailer in Huntington and this was all accomplished by education.

Is it not, therefore, of importance to merchants in our country towns to work together to help and educate the farmers in their vicinity to get more out of their farms?

**SUGAR FLUCTUATIONS, 1904.  
Montreal Refiners.**

The retail grocer will be interested in the accompanying tabulated list which

gives the fluctuations in Canadian refined sugar for 1904.

	Granulated. e	Yellow. e
January 1	3.95	3.30
January 4	4.00	3.35
January 28	3.95	3.30
February 4	4.00	3.35
February 23	4.00	3.40
February 26	4.05	3.45
March 7	4.10	3.50
March 14	4.15	3.55
April 26	4.20	3.60
April 28	4.25	3.65
May 5	4.30	3.70
May 14	4.35	3.75
May 19	4.40	3.80
May 25	4.45	3.85
June 3	4.40	3.80
June 10	4.35	3.75
June 23	4.40	3.80
July 7	4.45	3.85
July 25	4.50	3.90
August 3	4.55	3.95
August 9	4.60	4.00
September 1	4.65	4.05
October 18	4.55	3.95
October 29	4.60	4.00
October 31	4.65	4.05
November 2	4.75	4.15
November 4	4.85	4.25
November 10	4.95	4.35
November 12	5.00	4.40
(2nd advance.)		
November 12	5.10	4.50
November 16	5.20	4.60
December 1	5.15	4.55
December 8	5.25	4.65
December 10	5.35	4.75
December 28	5.40	4.85

**REPUTATION.**

QUEER thing, this reputation. It takes toiling and mulling to get it—takes singleness of purpose and capacity to resist temptation to cheapen, but once you've got it its value is transcendent and can't be computed in dollars and cents. How infinitely better it is to build on a foundation of quality and worth than to chase the will-o'-the-wisp of cheapness, which leads you into bogs and swamps.

"But my trade won't pay the price," wails some timorous soul. Your trade, dear man, is what you make of it. If you insistently talk quarter tea, and ten-cent brooms and five cent brushes and ninety cent apples and fifteen cent oranges, how in the name of sense can you expect your trade to ask for anything else? Try the other. Talk quality, emphasize worth, lay stress on inherent goodness, and watch the result.

**A STAFF CONFERENCE.**

ONE of the striking features of modern business management is the periodical conference between principals and staff for the discussion of matters pertaining to business growth. In the United States, this practice brings together many notable gatherings of officers, salesmen and agents, many of whom cross a continent to attend the annual assembly, lasting in some cases an entire week. In Canada, too, the custom is obtaining.

It was such an occasion that brought together in Toronto on Saturday, Dec. 31, 1904, the Montreal and Toronto staffs of the MacLean Publishing Co., whose trade newspapers, The Dry Goods Review, The Canadian Grocer, Hardware and Metal, Bookseller and Stationer, and Printer and Publisher, are known and quoted wherever the English language is spoken.

From Montreal came A. B. Caswell, resident manager; F. S. Keith, W. H. Seyler, G. E. Fraser, C. D. Cliffe. Of the Toronto staff there were present Lieut.-Col. J. B. Maclean, president; W. L. Edmonds, vice-president and general manager; Capt. A. N. Burns, secretary; Miss Forbes, treasurer.

Editorial—W. A. Craick, F. G. Killmaster, Miss Dixon, J. C. Armer, N. Mick.

Advertising—John Cameron, D. O. McKinnon, H. T. Hunter, D. B. Gillies, J. L. Sheather, E. J. Dodd, L. A. Eddy, J. C. Kirkwood, W. C. Russell, H. V. Tyrell.

Circulation—F. M. Alexander.

Mechanical—James Anderson.

From New York—W. T. Robson, resident manager.

The morning and afternoon were given up to a series of general and special conferences, when many matters relating to the affairs, policy and plans of the company were discussed. Intense interest and animated participation characterized the entire proceedings, and much important business was transacted. One is safe in saying that the coming year will see Maclean's Trade Newspapers take on a fresh strength and make their influence even more dominant.

The story of progress in connection with The Maclean Company during the past few years, and particularly during the past two years, has few parallels in Canadian enterprise. The growth of the company during the last two years can be understood by the mention of a few facts, the significance of which will be readily perceived.

The editorial staff has been increased from two to eight.

The advertising staff from three to fifteen. The circulation department has increased from one to six.

The Montreal office maintains a resi-

dent manager and an editorial, advertising and office staff of nine.

The editorial and advertising staff in England has been increased to five, with J. Meredith McKim as manager.

Salaried representatives with offices are located in Winnipeg, New York and London, England.

Special permanent correspondents have their headquarters at St. John, Halifax and Vancouver, in Canada; at Birmingham and Manchester, in England; at Paris, France, and at Adelaide, Australia.

Subscription solicitors canvass thoroughly all Canada.

Two advertising solicitors are kept constantly employed in Ontario, covering the territory from Ottawa to Windsor.

Quebec is systematically worked from Montreal; and the Maritime Provinces are visited regularly several times during the year.

During the last half of 1904, four distinct canvasses of Illinois, Ohio, New York and Massachusetts were made by representatives from Toronto and Montreal.

Early this month a member of the staff will visit the West Indies in the interests of the advertising and circulation departments.

In addition to the foregoing evidences of expansion, there is to record the launching of a new monthly publication, designated "Machinery and Manufacturing News," the first number of which will appear this month.

The magnitude of the company's output in the matter of trade newspapers will be perceived when it is stated that there are set up and printed every day of the year an average of 45 pages, size 9 x 12, thus exceeding the output of the largest daily newspaper in Canada.

Other interesting items of progress and prestige are:

There are eight university graduates in the service of the company.

Maclean's Trade Newspapers have the largest foreign circulation of any Canadian newspaper of any sort.

The Maclean Publishing Co. use more engravings in their newspapers than does any other Canadian publishing concern.

The Maclean Publishing Co. employs advertising specialists to assist advertisers in the preparation of "copy," whose services to advertisers are entirely free. Of no other newspaper firm in Canada is this true.

The Maclean Publishing Co. are easily the largest consumers of high grade newspaper stock in the Dominion.

In the matter of original cover designs for their several publications, The Maclean Publishing Co. stand alone.

All this record is surely one to be proud of. The present status of the firm has not been achieved without ups and downs. There have been several critical periods in the history of the company, but the unswerving devotion to a single ideal is having its reward and recognition.

**Staff Dinner.**

The day's business and the dying year were brought to an agreeable close by a dinner to the staff, served at the Queen's Hotel. There were present all told over sixty. Lieut.-Col. J. B. Maclean, the president, was chairman, and was assisted by W. L. Edmonds, vice-president and general manager; A. B. Caswell, and D. O. McKinnon. The usual toasts were given and provided occasion for the saying of many things calculated to stir the enthusiasm and stimulate the loyalty of every one present. It was the first of what will be an annual event, and the president announced that a year hence, he hoped to meet at Montreal the staffs from England, Winnipeg and Vancouver, in addition to those from Montreal, Toronto and New York, an utterance that met with hearty applause. The approach of the hour of midnight, when the Sabbath day would be ushered in, brought to a conclusion a profitable conference and a delightful evening.

**ANOTHER WHOLESALE GROCERY.**

John Slean & Co., wholesale grocers, Toronto, are opening a branch business in Belleville, where they will carry a well assorted stock. In this way they will be able to cope more successfully with their rapidly increasing trade in Eastern Ontario.

**OTTAWA WHOLESALE GROCER HONORED.**

Major H. Bate, of the wholesale grocery firm of H. N. Bate & Son, Ottawa, has been created a Chevalier of the Distinguished Order of Leopold by the King of Belgium. Major Bate has been Belgian Vice-Consul-General in Ottawa for ten or twelve years and his services in relation to trade and other matters of interest to the two countries have been duly acknowledged and honored by King Leopold.

**PRESENTATION.**

Mr. F. J. Blackbourn, of H. P. Eckardt & Co., wholesale grocers, Toronto, has severed his connection with that firm to go into business with Mr. W. G. Patrick, importer and commission merchant, Toronto. On the occasion of his removal the staff of H. P. Eckardt & Co. presented Mr. Blackbourn with a handsome gold watch as a slight token of the high esteem in which he was held by his fellow employees.



## “THE SURVIVAL OF THE FITTEST”

The award of the Gold Medal, highest prize, to “Salada” Ceylon Tea, at the St. Louis Exposition is but the official recognition of that merit which has resulted in the ever increasing demand now in excess of twelve million five hundred thousand packets annually, throughout the length and breadth of the American continent.

Samples furnished.

Correspondence invited.



# “SALADA”

Toronto and Montreal

## COLES Electrically Driven Coffee Mills.

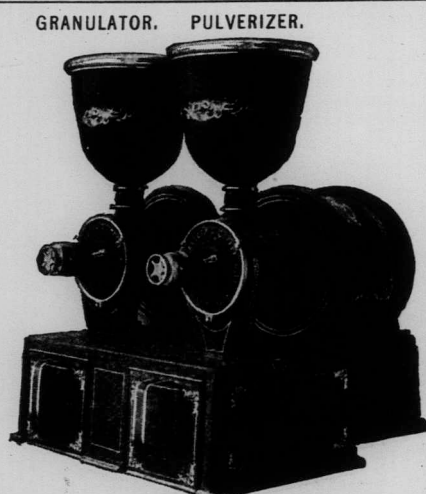
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute. Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.,**

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman, Eckert & Co., London, Ont.



Most women would like to be good ironers and all women can be if they use

### Celluloid Starch

Never Sticks Requires no Cooking.

It is easy to use and results cannot help but be good.

Help your customers to be better ironers by getting them to try Celluloid Starch. They'll thank you for the tip.

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



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

Montreal, Jan. 5, 1905.

### Groceries.

**D**ULLNESS rules in all branches of the trade. The usual lull after the holidays has set in, and there is no cure for it but time. Another advance in sugar has taken place and the market is interesting and strong. The sensitive condition of the beet market in the latter weeks of the old year lead buyers to expect a decline instead of an advance but the speculators are said to be doing the trick. The estimates of the Cuban crops were exaggerated and now the fact of a falling off being indicated helped the advance. Prices are stiff for raw both in United States and Canada. In molasses there is no change although some quantities have changed hands during the holidays. Coffee is steadily advancing in sympathy with the New York market. The Brazil stocks are said to be held by the large New York operators and they are supposed to have the manipulation of the market pretty well in their own hands. In teas very little seems to be doing and jobbers are just as quiet as they can be. Black and white peppers are somewhat firmer and there is an improved demand. Ginger (Cochin variety) is cheaper; Zanzibar cloves are slightly easier. For future delivery, prices for the latter are firmer and appearances point to the market having reached the lowest notch. Penang cloves are said to be remarkably short and an advance is reported. A good business is doing in nutmegs and mace at steady prices. Some improvement is reported in the demand for canned goods and canned salmon is ruling strong with an excellent probability for an increase in rates. Fruits are in good demand and prices are strong. Dried fruits have held firm and the raisin market is steady. The Spring policy of this trade is now occupying the interest of the trade both locally and especially in the countries of production. The decline of Valencias which took place in the early part of the Fall will be made up for, it is expected, by the satisfactory turn in the early Spring. Green fruits are very quiet, in fact, the dealers say that there is nothing doing. Spanish onions have advanced and there is a strong demand for them everywhere. Red onions are also advancing, owing to the general scarcity. In fish there is little business being done, as there are absolutely no fast days and fish is being consumed only as a matter of fashion at the holiday dinners. Country produce has been little thought of except perhaps in the event of poultry having its fluctuations; the market was thus made interesting. Flour and feed, eggs and all the kindred products of the farm have been firm in good demand evi-

dencing the prosperity that exists all over the country.

### SUGAR.

The advance of ten cents in the price of sugar was in most circles unexpected, although the speculative values have been noticeable for some time. The price of ten cents advance on yellows also interested the trade and caused some activity in the market. These values are not expected to be maintained. At any rate no immense volume of business has been transacted at these prices although it may be remembered that the fluctuations have been as high as this before. We quote:

Granulated, obls.	5 45
1-bbls.	5 60
bags.	5 40
Paris lump, boxes and bbls.	6 00
1-boxes and 1 1/2-bbls.	6 05
Extra ground, bbls.	5 85
50-lb. boxes	6 05
25-lb. boxes	6 05
Powdered, bbls.	5 60
50-lb. boxes	5 85
Phoenix	5 35
Bright coffee.	5 25
yellow	5 20
No. 3 yellow	5 20
No. 2	5 00
No. 1 bbls.	4 90
No. 1 bags.	4 85
Raw Trinidad.	3 90
Trinidad crystals.	4 05

### SYRUPS AND MOLASSES.

The firmness in molasses which was reported last week has been maintained and considerable quantities have changed hands. The unfavorable reports from Barbadoes have been substantiated and a shortage is in existence. Corn syrups are in good demand, and owing to the firmness of molasses these should sell well for some time.

Barbadoes, in puncheons.	0 30
in barrels	0 32 1/2
in half-barrels	0 33 1/2
New Orleans.	0 22
Antigua.	0 27
Porto Rico.	0 45
Corn syrups, bbls.	0 02 1/2
1-bbls.	0 03
38-lb. pails.	1 30
25-lb. pails.	0 90
Cases, 2-lb. tins, 2 doz. per case.	1 90
5-lb. " 1 doz. "	2 35
10-lb. " 1 doz. "	2 25
20-lb. " 1 doz. "	2 10

### COFFEE.

A steady advance is in sight for coffee of all descriptions. Reports from New York state that most of the large operators have control of the Brazil stock and are manipulating the market to suit themselves. It is well known locally that these people have been the prime movers in all the advances that have taken place during the last half year. Columbian, Costa Rica, and Central American coffee have held the advance, and high prices are promised for some time. We quote:

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

### SPICES.

Spices are firm. White and black peppers have sold at good prices, and with

a tendency to advance. Sago is selling slowly. Washed rough Cochin ginger has declined and holders have been inclined to meet the proposition of the buyers, without inducing a good demand. Zanzibar cloves are much easier on the spot; forward deliveries, however, show signs of firmness. A decided shortness has been noticed in Penang cloves, and higher prices are expected. New crop will be available in February. Nutmegs and mace are about the same, but plenty of business is being done. Now would be a good time to buy stocks, as for some sizes the prices are the lowest ever recorded. Prices for canary seed are on the down grade. This is occasioned by the near approach of the South American seed at a low rate. Some interesting movements may be expected in the near future in regard to canary seed. We quote:

Peppers, black.	Per lb.	0 13	0 22
white	0 25	0 30	
Ginger	0 15	0 24	
Cloves, whole	0 22	0 35	
Cream of tartar.	0 25	0 30	
Allspice.	0 16	0 19	

### TEA.

The tea market is dead. Locally jobbers are simply walking around waiting for something to turn up. Now that Port Arthur has fallen into the hands of the Japs, some stimulus may be anticipated in the tea market in Japan. Indian teas show little change in prices; whatever weakness has been reported was mainly confined to the lower and inferior medium descriptions. Ceylon teas are generally easier and the market is well supplied. Business is expected to improve very shortly in all kinds of tea.

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

### CANNED GOODS.

Improvement has been noticed in the demand for canned salmon. In regard to salmon, it has been emphasized in the trade generally that prices have been extreme for some time, owing partly to the small pack of Fraser salmon last season, coupled with the shortness of supplies on spot. However, the improvement in prices has set in and it is not improbable that it may continue. Sardines are in good demand, with a tendency towards scarcity for fine Summer packed goods. Some California sardines have been reported on the market as novelties and have attracted some attention. Lobsters are somewhat easier and the three-quarter pound tall tins are meeting with much favor, owing to the absence of the one pound tins.

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Fruits are by no means as strong as they have been, and the expected improvement in California stock has not taken place. We quote:

Salmon, pink	0 90	1 00
spring	1 55	
Rivers Inlet red sockeye	1 65	
Fraser River red sockeye	1 50	1 75
Lobsters, talls	3 45	
1-lb. flats	3 50	4 00
1/2-lb. flats	3 85	2 25
Canadian Sardines, 1s.	4 50	5 00
California asparagus	3 50	3 75
Asparagus tips	3 50	3 75

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

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in		
2, 2 1/2 and 3s.	\$1 15	\$2 20
Peaches—White yellow and pie. 1 1/2s, 2s, 2 1/2s		
3s.	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2
peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72 1/2
Gal.		2 50
3-lb. squash		1 00
2s Cherries, red, pitted		2 20
2s " " not pitted		1 75
2s " black, pitted		2 20
2s " black, not pitted		1 75
2s " white, pitted		2 40
2s " white, not pitted		2 00
2s Currants, red, heavy syrup		1 57 1/2
2s " red, preserved		1 77 1/2
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2s " black, heavy syrup		1 75
2s " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2s Gooseberries, heavy syrup		1 62 1/2
2s " preserved		1 85
Gals. " standard		7 25
2s Lawtonberries, heavy syrup		1 57 1/2
2s " preserved		1 85
Gals. " standard		4 97 1/2
2s Pineapple, sliced		2 25
2s " grated		2 35
3s " whole		2 50
2s Plums, Damson, light syrup		1 30
2s " heavy syrup		1 85
2 1/2s " " " "		1 57 1/2
3s " " " " "		1 85
Gals. " standard		2 95
2s " Lombard, light syrup		1 05
2s " heavy syrup		1 35
2 1/2s " " " "		1 62 1/2
3s " " " " "		1 90
Gals. " standard		3 15
2s " Green Gage, light syrup		1 15
2s " heavy syrup		1 47 1/2
2 1/2s " " " "		1 72 1/2
3s " " " " "		2 00
Gals. " standard		3 45
2s " Egg, heavy syrup		1 52 1/2
2 1/2s " " " "		1 40
3s " " " " "		2 10
2s Raspberries, red, heavy syrup		1 40
2s " preserved		1 60
Gals. " standard		5 00
Gals. " solid pack		8 00
2s " black, heavy syrup		1 35
2s " preserved		1 50
Gals. " standard		4 75
2s Rhubarb, preserved		1 15
3s " " " " "		1 90
Gals. " standard		2 62 1/2
2s Strawberries, heavy syrup, 1903 pack		1 47 1/2
1904 pack		1 60
2s " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

**Foreign Dried Fruits.**

Preparations are now being made for the policy of the Spring trade, rather than paying attention to immediate requirements. This applies both locally, as well as to the countries of production. Large quantities of last year stock have been cleared for the holiday trade. This is a custom which has been found to pay the large handlers of foreign fruit. However, this year there have been small crops and declining markets, so that such a policy may not prove so successful as formerly. Currants are still in firm demand and it would appear that buyers would do well to keep their stocks well up. Valencias have every hope of sell-

ing well. The position of sultanas seems secure. In muscatels stocks seem to be short, as grocers have not handled these goods in immense quantities, seemingly gauging their supplies to the last pound for the holiday trade. The fig trade has been a large one and promises to continue to some dimensions. This is explained by the cheapness, as well as the excellent quality of figs. We quote:

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 05	0 06 1/2
Layers	0 07	0 07 1/2

DATES.		
Dates, Hallowees, per lb.	0 04	0 04 1/2

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b.		0 13 1/2
Peaches " "		0 10 1/2
Pears " "		0 15

MALAGA RAISINS.		
London Layers		2 00
" Connoisseur Clusters		2 50
" " Quarter boxes		0 80
" Royal Buckingham Clusters, 1/2-boxes		1 10
" " Boxes		3 50
" Excelsior Windsor Clusters 1/2s		4 40
" " 1s		1 35

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3		0 06 1/2
" " 4		0 08

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

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

SULTANA RAISINS.		
Sultana raisins, per lb.	0 06 1/2	0 08
1-lb. carton		0 08

ELEM TABLE FIGS.		
Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		0 09
Four crown, fancy, 10-lb. boxes		0 07 1/2
Three crown		0 11
Glove boxes, fine quality, per box		0 20
" pulled figs, in baskets, per basket		0 22
" stuffed figs		0 28
12-oz. boxes		0 06 1/2 0 07

NUTS.		
Grenoble walnuts	0 12 1/2	0 14
Tarragona almonds		0 13
Sicily filberts		0 11
Shelled walnuts		0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 14
Large		0 12 1/2
Shelled almonds, shelled	0 24	0 26
Peanuts, Spanish shelled		0 12
Virginian brand, shelled		0 11
New chestnuts, per lb.		0 11 1/2
Peanuts, Bon Tons		0 10
" Sun brand		0 08
" Diamond G brand		0 08
" Coon brand		0 07 1/2
Italian chestnuts, per lb.		0 07

**Green Fruits.**

Marked dullness has been noted all over the trade. No change in prices has been recorded, and the demand is very slight, with the probability of no better condition for some weeks to come. We quote:

Cocoanuts, per bag of 100	4 50
Pineapples, 24 to case	4 50
30 to case	5 00
35 to case	5 50
Cranberries, finest dark	7 50
dark	7 50
25 quart boxes	2 25

California Winter Nellis pears	3 50
Jamaica oranges, per bbl.	4 50
" grape fruit, per box	2 50
Florida oranges, per box	3 50
Florida grape fruit, per box	4 25
Mexican oranges, per box	2 00
California naval oranges, per box	3 25
New Messina lemons 30's	2 75
"    "    360's	2 25
Bananas, large bunches, crated	1 25
Bananas, 8s, per bunch, crated	1 00
Apples Winter varieties	2 00
Sweet potatoes, per bbl.	4 75
Almeria grapes, per bbl.	5 50
Celery, California golden heart, per case	5 50

Vegetables.

The chief change in the vegetable market has been an advance in Spanish onions to \$3.75 a case. Red onions have also advanced from \$2 to \$2.50 a bag of 75 lbs. Outside of this the market is very tame and featureless. We quote:

Bunch lettuce, per doz. bunches	0 75
Radishes, per doz. bunches	0 25
Mushrooms, per lb.	1 70
Mint, per doz. bunches	0 20
Paraley, " "	0 20
Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 25
Egg plant, per basket	0 75
Rhubarb, outdoor, per doz.	0 35
Green onions, per doz.	0 15
Spanish onions, large cases, per case	3 75
"    "    crates, per case	1 50
Red onions, in 75-lb. bags, per bag	2 50
Yellow onions, in 80-lb. bags, per bag	1 75
Green house water cress, per doz.	0 45
Green cucumbers, per bush, hamper	1 25
"    "    per half bushel hamper	0 60
"    "    per bbl.	3 50
"    "    per doz.	0 40
Green cabbage, per doz.	0 60
"    "    beans, per bush	1 00
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 45
California celery, per case	5 50
Canadian celery, per doz.	0 75

Fish.

Without a single fast day during the week, the fish market is declared very dull, and the fish merchants report that considerable quantities are being sold at good prices for dinners and other forms of entertainment during the holidays. Oysters are selling freely and strong prices are maintained. We quote:

Standard bulk oysters, per gal.	1 40
Selects	1 60
Shell oysters, bbl.	5 00
Fancy Malpeques	9 00
Caraquet	4 00
Dressed bullheads	0 09
Dressed perch	0 09
Haddies	0 06
Bloaters in boxes, 100 fish	1 00
Kipperd herring in half boxes	1 00
Smoked herring, per box, new	0 13
Fresh haddock, per lb.	0 04
Pike, " round and dressed	0 05
Hallbut, per lb.	0 08
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, frozen	0 08
Fresh steak cod	0 05
Market cod	0 04
Whitefish	0 08
Dore	0 06
Fresh frozen Smelts	0 09
Fresh frozen Herring, 100	2 00
New frozen Tom Cods	2 00
No. 1 Labrador herring in 20-lb. pails	0 80
No. 1 Herring, Labrador, per bbl.	3 00
"    "    half bbl.	6 50
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per keg	1 00
Holland herring, per keg	0 65
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
"    "    fish	0 05
"    "    loose, in 25 lb. boxes	0 07
Pure Georges cod, 40 lbs	5 00
Skinless cod, cases 100 lb. (new)	5 75
Green Codfish, (200-lb.) No. 2	7 00
"    "    No. 1	6 75
Large	7 00
Labrador Salmon, half bbl.	9 00
"    "    (200 lbs.) bbls.	17 00
"    "    Large (300 lbs.)	24 00
B. C. salt salmon, bbl.	14 00
"    "    1 bbl.	7 50
Lake trout, salt, 100 lbs.	5 00
Sea Trout in bbls, 200 lbs.	9 50
"    "    half bbl.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian sardines, per 100	3 75
Canned oye oysters, No. 1 size, per doz.	1 30
Canned oye oysters, No. 2 size, per doz.	2 25

Country Produce.

BEANS.

No change has taken place in the price of beans, although considerable increase has been noticed in the demand. We quote:

Choice primes	1 35	1 40
Less than car lots	1 40	1 50
Primes		1 40

POTATOES.

A steady market has been observed for potatoes and 65c on track was obtained for several carloads. Standard price is at 75c per bag.

HONEY.

The demand has improved for comb honey. There is not so much white clover on the market as is usual at this time of year. Little business is doing. We quote:

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

MAPLE PRODUCTS.

Very little is doing in maple goods, but dealers expect considerable activity to set in about the middle of January. We quote:

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

HOPS.

The hop market remains steady with small demand. We quote:

Choice	0 33	0 35
Fair to good	0 25	0 28

POULTRY.

The excitement of the poultry market has abated considerably, although it is by no means over. The soft weather just before New Year's occasioned a general sacrifice at low prices. A fair trade is being done at the following quotations: Chickens, 10 to 12c; ducks, 11 to 12 1-2c; geese, 9 to 10 1-2c; fowl, generally, 7 to 9c. Turkeys sold as high as from 15 to 18c.

Flour and Feed.

FLOUR.

The price of flour remains unchanged and a considerable business is being done for export, as well as for local account. We quote:

Manitoba spring wheat patents	5 50	5 80
"    "    strong bakers	5 20	5 50
Winter wheat patents	5 60	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent.	2 55	2 65

FEED.

Improvement in demand for bran and shorts has been maintained and high prices have been paid for high-class Ontario stock. We quote:

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

ROLLED OATS.

Little has been doing in rolled oats, and there is a tendency towards weakness in the market. We quote:

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated	2 50
Rolled oats	2 55
"    "    bbls.	5 00

HAY.

The advance which took place in No.

1 timothy last week, has been maintained, and large quantities have been shipped to Nova Scotia. This is occasioned by the rebate of freight rates ending on January 1st on the I.C.R. Prices have been considerably easier for spot sales on this account. We quote:

No. 1 timothy	9 50	10 00
"    "    choice	8 50	9 00
"    "    ordinary	7 25	7 50
Clover	7 00	7 25
Clover mixed	7 50	8 00

ONTARIO MARKETS.

Toronto, Jan. 5, 1905.

Groceries.

THE usual quietness of New Year's week has ruled throughout the wholesale grocery trade. The various markets are practically featureless with the possible exception of sugar, in which there has been a further advance of 5c all round, effective on Jan. 3. The travelers resumes their rounds on Tuesday, Jan. 3, and a general livening up of the retail trade may be expected during the present month. Stock-taking in the order of the day; at the close of the market nothing but an approximate idea of the past year's trade is available, as the work of stock-taking will not be completed in most cases for a fortnight or three weeks. Wholesalers express themselves on the whole as satisfied with the volume of trade for the year, it being slightly ahead of 1903. A healthier feeling in grocery circles is characteristic of the past year than for some time; business failures were comparatively few and only of minor importance. Collections have averaged well.

Canned goods and sugar are perhaps the most interesting items at the present time. A comparatively free movement of tomatoes and corn continues, notwithstanding the lateness of the season. The retail trade is exercising itself to no small extent as to the probability of the present high price of sugar advancing still further within the next few months. The future of sugar is hard to prognosticate; at the same time the feeling is widespread that although much further advances are not expected, the market will continue high for some months. It is interesting to follow the different arguments that have been advanced for the present firm statistical position of sugar. Certain authorities say the abolition of the bounties has contributed largely to bring about this result, others attribute it to the scarcity of beet, and still others to the manipulations of speculators. Which ever it be the fact remains that, while the decrease in supplies of beet is estimated roughly at 20 per cent., the price of refined at the present is over 60 per cent. more than it was a year ago.

SUGAR.

The position of sugar is stronger than last week, an advance of 5c all round in Canadian refined having taken place on Tuesday, Jan. 3.

January beet is now quoted at 14s 9d f.o.b. Hamburg, while raw cane is firm at last quotations. The advance in January beet has been 3 3/4d per cwt. from 14s 5 1/4d.

Since last report there has been an advance of 10c in New York refined, while on Tuesday, Jan. 3, there was a further advance of 10c, making the net basis of New York granulated \$5.70. in-



# Commencing 1905 aright—

A good many grocers start off at the beginning of the new year with the determination to pay more attention to the profitable lines of the trade, having been disappointed with the profits of the past year's business. What can be made the most profitable and satisfactory line in your business is your **COFFEE** trade.

FOR PROFIT and SATISFACTION—take our advice and SELL ONLY

**"EMPRESS" BULK — "GOLD MEDAL" 1 and 2-lb. TINS.**

# —COFFEES—

NOT EQUALLED BY ANY IN THE TRADE.

WE GUARANTEE ABSOLUTELY,—Satisfaction in handling these two lines.

We solicit your first order only—The repeat orders are sure to follow.

THE **EBY, BLAIN CO., LIMITED,** Coffee Importers, Roasters and Grinders. **TORONTO.**

**CANDIED PEELS.**

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

**FIGS**

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

**APRICOTS.**

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

**PEACHES.**

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

**PEARS.**

	Per lb.
California evaporated, per lb.....	0 14

**CURRENTS.**

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

**RAISINS.**

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

**DATES.**

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

**FOREIGN NUTS.**

Jamaica coconuts are reported scarce at shipping points and prices have, accordingly advanced. Tarragona almonds are also scarce and high. Business in general is quiet, but a brisk trade in peanuts is expected shortly. Our quotations are as follows:

Peanuts, green, Virginia, per lb.....	0 08 0 10
" roasted.....	0 10 0 11
" Spanish, green, per lb.....	0 09
" roasted.....	0 10
" Japanese, green, per lb.....	0 09
" roasted.....	0 11
Almonds, Tarragona, per lb.....	0 12 0 12½
Walnuts, Grenoble, ".....	0 12½
" Bordeaux, ".....	0 09 0 10
" Marbots.....	0 09 0 10
Filberts, per lb.....	0 10½ 0 11
Pecans, per lb.....	0 13 0 15
Brazils.....	0 16 0 18½
Cocoanuts, Jamaica, per sack.....	4 50
Italian Chestnuts, per lb.....	0 10

**DRIED FISH.**

The dried fish trade is beginning to show some signs of improvement since the advent of colder weather. Prices continue unchanged from last week. We quote the following prices:

Boneless fish, per lb.....	0 04
Cod fish, 1-lb. bricks.....	0 06
Pure cod, per lb.....	0 10
Quail-on-toast, per lb.....	0 06½ 0 08
Filched cod fish, in cases of 100 lbs., per lb.....	0 06 0 06
Labrador herring, per bbl.....	6 40 6 50
" " per ½ bbl.....	3 25 3 40
Scaled herring.....	0 14
Salmon trout, per keg.....	6 00

**BIRD SEED.**

On account of the firm price of seeds Brock's bird seed has advanced 1-2c per pound. Other prices continue unchanged. Trade will be quiet until the arrival of the new seed in May. We quote the following:

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

**EVAPORATED APPLES.**

Evaporated apples continue dull and featureless, last week's quotations of 51-2c still ruling. There is little export

demand for dried apples as yet and 3c is considered merely a nominal price.

**Country Produce.**

**EGGS.**

Some local merchants report receiving fair supplies of new laid eggs, while others claim these is nothing on the market except pickled or stale stock. The general impression is that a few new laid are arriving, but that private buyers are grabbing the arrivals and paying such fabulous prices that the general trade are not interested in their sky-high quotations. Prices continue unchanged. We quote the following:

Eggs, held fresh.....	0 21 0 22
Cold storage fresh.....	0 20 0 21
" pickled.....	0 19 0 20

**HONEY.**

Conditions of trade in this article remain the same and will in all probability continue so for some time. Our quotations are as follows:

Honey, extracted clover, per lb.....	0 08 0 08
" sections, No 1, per doz.....	1 90 2 25
" " No. 2, ".....	1 58

**BEANS.**

Prices have advanced owing to the increase in the export demand. Latest reports state that this year's crop is smaller than was at first anticipated, and the dealers are afraid that the prices will advance further. We quote the following:

Beans, handpicked, per bush.....	1 65 1 70
" prime, No. 1.....	1 60
" prime, No. 2.....	1 40
" Lima, per lb.....	0 07 0 07½

SEEDS.

Business in seeds is quiet, with foreign demand nominal. Present conditions are not expected to continue long, a general brightening up of the trade being expected about January 15, when there will probably be a better inquiry from the local jobbing trade, and the foreign demand will improve. Prices continue unchanged. We quote the following:

Alsike clover, per bush	3 50	6 00
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Some houses report free arrivals of assortment orders, while others report trade very dull. The chief demand at present is for navel oranges which are arriving in good quality and free from frost. The season for Florida oranges is practically over. Those arriving show an advance of from 50c to 75c per box.

An advance in Florida grapefruit is expected. The recent slump was caused by a report circulated among the growers to the effect that extremely cold weather would shortly set in, thereby causing growers to market all their stock which leaves the market bare at the present moment.

Supplies of Almeria grapes are limited. The outlook is for an advance in the price of first-class stock. Mexican oranges are slow in arriving, no anxiety, however, is caused as the demand is weak. Bananas, owing to the strong demand in the United States, are not arriving freely, those that have arrived, however, are of excellent quality and free from frost.

The cranberry market is strong, stocks are in a few hands, and holders are inclined to keep their stock in storage, waiting an advance in prices. An increase in the supply of new Messina lemons has caused the outside price to decline 25c per box. Some dealers have large consignments of figs in stock and the prospects are for a decline in price. In addition to our list we have kiln dried sweet potatoes quoted at from \$1.90 to \$2 per bushel crate. Our quotations are:

Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 00	4 50
Florida tangerines (half straps)	2 75	3 00
Florida pineapple, per case	4 50	5 00
Mexican oranges, per box	1 75	2 15
California navel oranges, per box	2 75	3 25
Valencias ordinary, 420's	3 75	4 00
"   large, 420's	5 00	5 00
"   714's	5 00	5 00
New messina lemons, 300's, per box	2 50	3 00
"   360's, per box	2 00	2 50
Bananas, large bunches, crated	1 25	1 75
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	3 00
Sweet potatoes, kiln dried, per bbl.	5 50	6 00
"   kiln dried per bushel crated	1 90	2 00
Almeria grapes, per bbl, extra fancy	5 50	6 50
Cranberries, Budd's long keepers	10 00	10 00
Smyrna figs, Eleme, four crowns	0 08	0 08
"   "   "   "   "   "   "   "   "	0 09	0 10
"   "   "   "   "   "   "   "   "	0 10	0 14
"   "   "   "   "   "   "   "   "	0 08	0 09
"   "   "   "   "   "   "   "   "	0 10	0 11
"   "   "   "   "   "   "   "   "	0 13	0 14
Comadre figs	0 03	0 03

Vegetables.

Trade in vegetables is quiet. An active demand has been created recently for Spanish onions and dealers are sending orders forward for large quantities. During the week the price of California celery and hothouse cucumbers have ad-

vanced, owing to increased demand. Other prices continue unchanged. We quote the following:

Greenhouse lettuce	0 35	0 50
Greenhouse radishes, per doz. bunches	1 00	1 00
Mushrooms, per lb.	0 20	0 25
Dry Mint, per doz bunches	0 15	0 15
Parley	0 15	0 15
Sage, per doz.	0 15	0 15
Savory, per doz.	0 60	0 60
Carrots, per bag	0 50	0 50
Beets, per bu.	0 75	0 75
Beets, per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket	0 50	0 50
Spanish onions, per case	3 50	3 50
Green house water cress, per doz.	0 25	0 25
Cauliflowers, per doz.	0 75	1 50
Michigan celery, per doz.	0 50	0 50
Canadian celery, per doz.	0 35	0 75
Vegetable marrow, per doz.	0 50	0 75
Potatoes, per bag	0 90	0 90
Butter squash, per doz.	1 00	2 00
Parsnips, per bu.	0 50	0 50
Red cabbage, per doz.	0 50	1 00
"   per head	0 10	0 15
Cabbage, per head	0 05	0 05
"   per doz.	0 30	0 35
Turnips, per bag	0 40	0 50
Spinach, per bu.	0 50	0 50
California celery, per case	5 50	5 50
Hothouse cucumbers, per doz.	1 50	1 50
Mushrooms	0 80	0 90
Artichokes, per bu.	0 75	0 75

Fish and Oysters.

The cold weather has greatly stimulated trade in fish as well as oysters. Throughout the country there is a good demand for trout and frozen whitefish.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 5, 12.30 p.m.

PROVISIONS—No change in prices. Volume of business small.

EGGS—Tendency to advance, supplies coming in limited quantity; 29c paid for very select stock to-day.

CHEESE—Big shipment of 30,000 boxes to Liverpool yesterday. Big hole in stocks held locally. Holders are now very firm; 10 1/2 to 11c. held for westerns to-day. Not much doing.

BUTTER—Steady market; unchanged prices. Finest bringing 21 1/2c.

BUTTER AND CHEESE EXPORTS.

These figures include shipments via Portland West, St. John, Boston and New York.

	Cheese.	Butter.
	Boxes.	
To Liverpool	18,288	20
To London	6,557	114
Total	24,865	134

Smelts continue scarce what few arrivals there are being quickly bought by the wholesale dealers. Oysters have advanced in price on account of improved demand and the large amount of ice at the beds. Frozen sea herring are expected to arrive in a week. Everything on the market is firm owing to the fact that stocks are scarce on the United States market. Our quotations are:

Frozen halibut	0 10	0 11
Sea salmon	0 09	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb.	0 07	0 07
Haddock " per lb.	0 06	0 07
Cod, steak " " "	0 07	0 07
Trout, lake, per lb.	0 07	0 07
Pike, per lb.	0 05	0 06
Finnan haddie, per lb.	0 07	0 07
Oysters, Long Island natives, per imp. gal.	1 70	1 70
"   Baltimores, per wine gal.	1 40	1 40
"   "Selected"	4 80	4 80
Ciscoes, per basket	1 25	1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, 1/2 bbl.	3 25	3 25
"   large bbl.	6 00	6 00
Shrimps, per gal.	1 25	1 25
Sea herring	2 00	2 25
Smelts, No. 1	0 10	0 10
"   No. 2	0 08	0 08
"   extras	0 15	0 15
Frozen fresh water herring	0 04	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

At present the supply of Manitoba wheat is scarce and the strong demand

has forced prices to advance 1c per bushel on No. 1, 1 1/2c on No. 2, and 1-2c per bushel on No. 3. The outlook is vague. If farmers should overstock the market as has occurred before prices may take a slump. Should they continue to hold their grain as they have done during the last ten days, prices may advance further. Red and white wheat continues scarce and prices have advanced 2c per bushel. Oats have advanced 1-2c per bushel, while buckwheat has declined from 1c to 1 1/2c per bushel. Other prices continue unchanged. We quote the following:

All on track Toronto		
Manitoba wheat, Northern No. 1 new	1 10	1 10 1/2
"   No. 2	1 06 1/2	1 07
"   No. 3	0 99 1/2	1 00
Red, per bushel, new	1 06	1 06 1/2
White " " "	1 06	1 06 1/2
Barley " " "	0 48	0 52
Oats, " " "	0 36	0 36 1/2
Peas " " "	0 74	0 75
Buckwheat " " "	0 58	0 58 1/2
Rye, per bushel, " " "	0 81	0 82

FLOUR.

Changes in prices, as quoted below, have been made owing to the fact that the small mills cannot claim as large a price for their products as the larger and older mills. A strong export demand continues. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30	5 50
Strong bakers " " "	5 00	5 20
Ontario wheat patents " " "	4 20	5 00
Straight roller " " "	4 85	4 95

BREAKFAST FOODS.

Trade, which was so quiet last week on account of the holiday season, is rallying once more. Rolled wheat, rolled oats, and oatmeal are causing the best inquiry; other lines are comparatively quiet. Prices continue unchanged. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 55	
Rolling wheat in boxes, 100 lbs.	2 90	
"   "   "   50 lbs.	1 50	
Rolling oats, standard, carlots, per bbl., in bags	4 00	
"   "   "   "   in wood	4 25	
"   "   "   "   for broken lots	4 40	
Rolling wheat, per 100-lb. bbl.	3 00	
Cornmeal	3 35	
Split peas	5 00	
Pot barley, in bags	4 00	
"   in wood	4 25	

Hides, Tallow, Skins and Wool.

The Chicago hide market has become firmer since Christmas, this advance, however, is only temporary and has not warranted an advance on the local market. Hides are causing the best inquiry. Tallow is firm. Wool will be stationary until the arrival of new clip next Spring. Prices continue unchanged. We quote the following:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10	
"   "   "   "   "   "   "   "	0 08	
"   "   "   "   "   "   "   "	0 09	
"   "   "   "   "   "   "   "	0 07	
Sheep skins	1 10	1 25

TALLOW.

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

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

The estate of the late R. Jackson, general merchant, Port Coldwell, Ont., is being offered for sale.

**THE GROCERY STORE INTERIOR.**

**W**HILE much attention is paid to artistic window dressing by the up-to-date grocer and while there are perhaps few more important features that characterize modern live business methods, it is too common a fault that the same practical interest is not shown in the matter of equally artistic interior displays.

It is true that the proper display of such goods as are easily affected by dust, dirt and insects, has always presented difficulties to the merchant alive to the importance of cleanliness in every department of his store, any attempt at such display invariably resulting in accumulations of dust and dirt with the accompanying loss of profits from waste and from the petty peculations of the ever-present taster.

Neatness and cleanness in interior display are magnets which often attract and hold the customer quite as effectually as good goods and low prices.

Economy of store space while displaying goods effectively and yet in such a way as to admit of quick handling is another problem with which the merchant has to deal and in the solution of which much time and money are often fruitlessly expended.

Recent invention, however, has gone a long way towards the removal of these difficulties, if, indeed, it has not altogether removed them.

In the United States during the past few years progressive merchants have eagerly welcomed the Walker Patent Pivoted Bin and to-day many of the largest stores in the country are equipped throughout with these fixtures.

The accompanying cut gives an idea of a few of the ways in which Walker Bins may be utilized.

The bin itself is so constructed that it is equally counterbalanced, the weight of the goods keeping it closed and airtight and when swung open it remains in a stationary position, making the goods easy of access. The display in the front is kept in place by two metal slides which hold the goods displayed in a permanent position and give the bin the appearance of being full at all times no matter how little it may contain. They are manufactured to accommodate every class of bulk goods and of any capacity that may be required and with the facility they afford for attractive display they combine the other all important feature—cleanliness.

These modern fixtures are adapted for use in every department of the grocery store and are manufactured as counters in any desired length with or without front display, containing in the rear shelves or wood paneled bins as required. A commendable feature of these bin-equipped counters is that they may be obtained on the sectional bookcase plan, thus meeting the requirements of the smaller merchant who may make such additions as may be found necessary from time to time.

In the design of these fixtures, the importance of utilizing every available

inch of floor space has not been overlooked. This space-saving feature is particularly noted in a wall case—a combination of bins and shelves—which is designed to replace the old style cumbersome back counter combinations.

That such practical devices should meet with ready approval of the progressive merchant is not surprising and it would seem that, with their advent, many, if not all, of the difficulties which attend the perfecting of grocery store interiors would disappear.

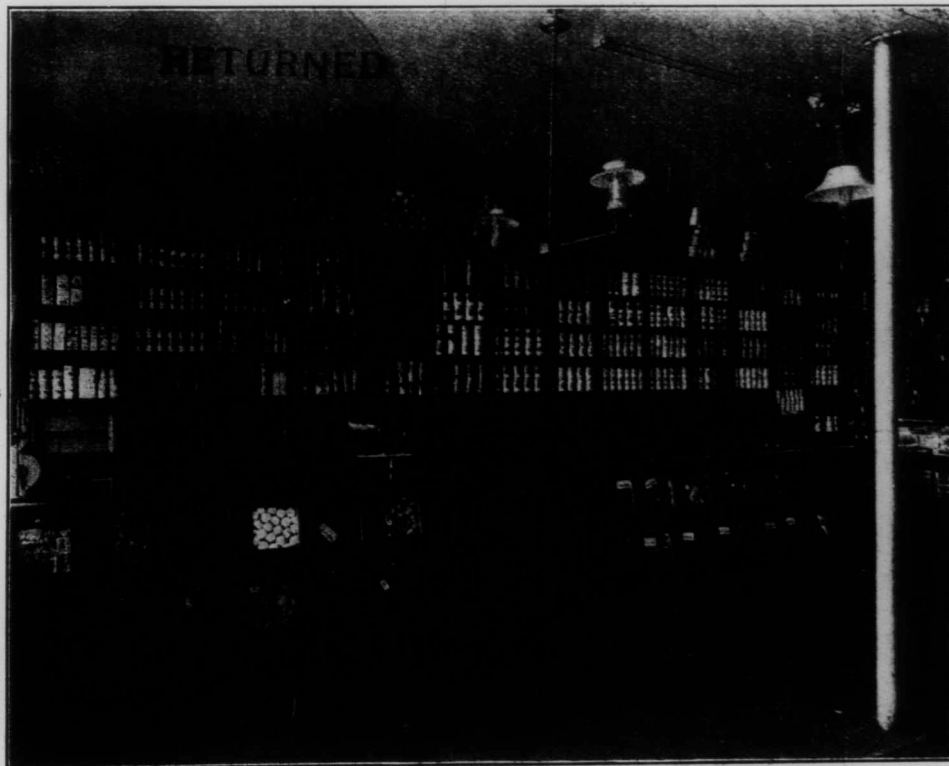
**Brampton, Not Brantford.**

In the advertisement of the Walker Pivoted Bin and Store Fixture Co., in last week's Grocer, the factory was stated to be at Brantford. This was an error—Brampton, Ont., being the place of manufacture.

creameries in Ireland are using this product in large quantities.

**DEATH OF MR. C. A. CORRIGAN.**

Mr. Charles Albert Corrigan, son of the late Mr. Joseph Corrigan, died at his residence, 103 Durocher street, Montreal, on Sunday afternoon, January 1, after an illness of four months. He was one of the best known travelers in the grocery trade in Montreal. He was city traveler for D. R. Rennoldson's wholesale grocery house, with which he had been connected for seventeen years. He was a member of the Thistle Curling Club, and a past master of Antiquity Lodge A. F. & A. M. He leaves a wife and two children to mourn his loss. The funeral took place Wednesday, January



Grocery Store Interior Fitted with Walker Bins and Shelving.

**MEAT AND BUTTER PRESERVATIVES.**

Mr. Shepperdson, one of the principals of Keeps, Limited, manufacturers of "Diamond Brand Preservatives and Coloring," London, England, has just visited this country, and appointed W. H. Millman & Sons, Toronto, their sole wholesale agents for Western Ontario. This firm will be in a position in the course of a few weeks to supply meat and butter preservatives to the wholesale trade.

The reputation of this firm's goods, together with the fact that at the recent Dairy Show in England prizes for butter in the three commercial classes were secured by butter in which Keeps' Preservative had been used, will be sufficient justification to warrant large packers and creameries in giving it a fair trial. Over 90 per cent. of the

4, at 2.30 from 103 Durocher street, and at 3 o'clock from the Church of St. John the Evangelist, and was largely attended. There was a special delegation from the D.C.T.A.

**LAST MINUTE MANITOBA MARKETS.**

Winnipeg, Jan. 5, 12 p.m.

Just as we go to press, refined sugars have advanced 5c over the entire list.

**FOR SALE.**

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 278, THE CANADIAN GROCER, Toronto, Ont. (3)

**WITH THE TRAVELERS**

**ASSOCIATION MEETINGS.**

**D**URING the month of December all the commercial travelers associations in Canada held their annual meetings for the election of officers and discussion of the standing of the associations. The results were as follows:

**Dominion C. T. A.**

The 30th annual meeting showed 762 new members added during the year, making a total of 4,815. The prin-

C. Johnston, E. R. C. Struthers, R. E. Davis, W. F. Hungerford, S. M. Sreaton, D. Ferguson.

The new quarters for the travelers were opened recently and one of the handsomest club buildings in Canada is now open to the travelers of Western Ontario.

**Northwest C. T. A.**

The total membership is now 1,550, there having joined during the year 309 new members. The British Columbia branch shows an increase of 76 members. The officers for 1905 are: President, John Horne; Vice-president, W. J. Dyson; Treasurer, L. C. McIntyre; Secretary, F. J. C. Cox; Directors, F. H. Agnew, J. E. McRobie, A. Congdon, W. W. Bole, F. W. Drewry, E. F. Bryan, F. M. Morgan, R. Neve, J. H. J. Murphy; Vice-President for Vancouver, E. S. Gerster; Vice-President for Victoria, F. H. Welsh; Directors for Vancouver, Thos. Parkinson, E. A. Richardson; Director for Victoria, F. J. Hall; Junior Director for New Westminster, J. A. Cunningham, and for the Kootenay, G. Nunn.



W. R. Grant, President, Western Ontario C.T.A.



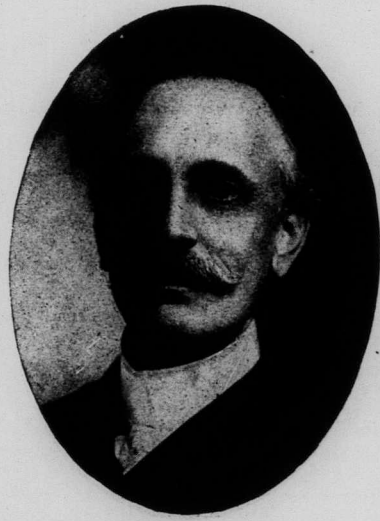
C. W. Nicholls, 1st Vice-President.



J. T. Green, 2nd Vice-President.



John Lennox, 3rd Vice-President.



Alf. Robinson, Secretary.



W. L. Underwood, Treasurer.

cipal officers elected were: President, Jas. S. N. Dougall; Vice-President, W. J. Egan; Treasurer, F. L. Cains.

**Western Ontario C. T. A.**

Nearly 200 new members were added during the year, the total being close to 2,000. The officers for 1905 are: President, W. R. Grant; 1st Vice-Pres., C. V. Nicholls, 2nd Vice-Pres., J. T. Green; 3rd Vice-Pres., John Lennox; Treasurer, W. L. Underwood; Directors, W. Smithson, L.

**Quebec C. T. A.**

The following officers were elected: President, V. E. Beauvais; 1st Vice-President, J. B. Poirier; 2nd Vice-President, Ovide Hamel; Secretary, J. Lavergne; Assistant Secretary, J. B. Lemieux; Treasurer, J. T. Lachance; Directors, L. Letellier, C. J. Lockwell, A. A. Almeras, R. U. Godin, C. Garant.



**Maritime C. T. A.**

The membership is 644, although only 20 years ago it started with 105. The officers are: President, Jos. L. Hetherington; Vice-Presidents for Nova Scotia, G. E. Davison, L. Clyde Davidson, Charles Blackie, J. B. Douglas; Vice-Presidents for New Brunswick, R. A. March, Henry Thomas, D. M. Doherty, A. Binning; Treasurer,

**C. T. Mutual Benefit Association.**

At the annual meeting of this association which is a branch of the C. T. A. of Canada, the following officers were elected: President, Jos. Taylor; Vice-President, R. Maxwell; Treasurer, G. Anderson; Trustees, C. E. Kyle, R. Forbes, J. A. Ross, W. J. Hopwood; Outside Trustees, John Hooper and E. A. Valley, Hamilton; C. L. Shorey,



R. E. Davis, Director.



S. M. Sreaton, Director.



E. R. C. Struthers, Director.

Wm. Robertson: Directors, H. E. Pyke, A. Milne Fraser, James C. Jones, W. B. Arthur, W. M. Stevens, F. P. Haydon; General Secretary, Geo. E. Falkner; Secretary for New Brunswick, James Jack.

The annual dinner was held December 22 and a most enjoyable time was spent. The menu, speeches and programme of songs, etc., were of a high class order.

W. E. Ramsay, Montreal; M. E. Sutherland, John S. Baker, Kingston; John M. Dillon, W. H. Escott, London; E. H. Miller, C. C. McGlashan, Winnipeg; C. Huehn, J. Knauff, Berlin; A. Crosbie, Guelph; J. W. Harris, J. P. Morrison, Brantford; C. Wilson, Galt; R. M. Butler, Barrie; A. G. Dixon, Peterborough; G. C. Stegman, Chatham; Thos. Shore, Ottawa. The general meeting will take place on January 28, at Association Hall.

A NEW FLOUR MADE IN A NEW WAY

Milled  
with care  
and  
cleanli-  
ness



Purified  
by  
electri-  
city

NOVEL SOAP FOUNTAIN.

ONE of the most novel attractions at the St. Louis Exposition, just brought to a successful close, was that of the N. K. Fairbank Co., in the form of a soap fountain.

The fountain itself, a picture of which is reproduced in this week's issue of The Canadian Grocer, was about twenty-five feet high, surmounted by a statue of a fairy. Millions of soap bubbles poured out from the top basin, over the sides and into a large and lower basin which in turn filled and overflowed, the bubbles being carried off at the bottom.

The effect was much more brilliant than a water fountain, as each of the tiny bubbles reflected all colors of the rainbow. To add to the brilliancy, electric lights were concealed in the lower parts of the two basins, and these threw beams of light of all colors up through

of lard compound cottolene was also honored with a grand prize for the cakes, delicacies, etc., prepared with it and served in the model kitchen.

SUGAR REFINERY LIST PRICES, 1900-1904.

The following comparative statement of Canadian refinery list prices of extra granulated sugar ruling in Montreal on

Year.	Jan. 1st	Feb. 1st	Mch. 1st	Apr. 1st	May 1st	June 1st	July 1st	Aug. 1st	Sept. 1st	Oct. 1st	Nov. 1st	Dec. 1st
1900	4.35	4.50	4.45	4.45	4.50	4.70	4.85	5.20	5.20	5.10	5.00	4.75
1901	4.75	4.65	4.65	4.45	4.55	4.60	4.60	4.50	4.40	4.40	4.30	4.10
1902	4.00	4.00	3.85	3.90	3.80	3.70	3.65	3.65	3.65	3.70	3.80	3.90
1903	3.80	3.80	3.80	3.90	3.95	4.05	4.05	4.15	4.20	4.20	4.10	4.05
1904	3.95	3.95	4.05	4.15	4.25	4.45	4.40	4.50	4.65	4.65	4.75	5.15

the first of each month from January 1, 1900, to December 1, 1904, has been issued by the Dominion Wholesale Grocers' Guild:

Bishop Carmichael, assisted by the Rev. Dr. Rexford and the Rev. W. W. Craig, pastor of the church.

The chief mourners were Messrs. T. E. Lamb, and H. B. Lamb, sons; George Lamb and Benjamin Lamb, brothers; B. Shortley, Peterborough, nephew; O. B. Shortley, of Ottawa, and John Shortley, of St. Luke's, brothers-in-law of the deceased.

Among those present were Messrs. J. Johnson, Francis Mitchell, William Hooper, Thomas Richardson, John Neil, Stanley Stone, Joseph Eaveley, William Gallagher, I. G. Ogden, Edward Nash, C. H. Wray, E. G. Wray, Albert Lenny, C. Millar, B. A. York, C. Culley, Albert Shortley, P. J. Beard, Robert F. Candlish, Harry Candlish, J. T. Candlish, William Candlish.

PERSONAL MENTION.

Mr. H. A. Hodgson has been nominated for the presidency of the Montreal Produce Merchants' Association by R. M. Ballantyne.

Mr. D. W. Douglas, who for years represented E. W. Gillett & Co., of Toronto in the Eastern Townships, Que., has joined the staff of S. H. Ewing & Sons, Montreal, and will continue to cover the same ground. Mr. Douglas needs no introduction to the trade. He intends calling upon his new customers during first week of January.

Mr. W. C. Shaw of the firm of Arthur May & Co., has been proposed for membership on the Montreal Board of Trade by Norman Wight; W. H. Schmidt, with E. A. Schmidt, has been proposed by H. D. Metcalfe; and F. H. Carlin, of the Montreal Stock Yards Co., by Donald Munro.

Mr. G. H. Johnston, general merchant, Sutton West, was a caller at the Toronto offices of The Canadian Grocer during the week.

Mr. W. H. Millman left yesterday for Winnipeg and will be at the Clarendon Hotel there for a week. Any commissions for him in Winnipeg will be promptly attended to.

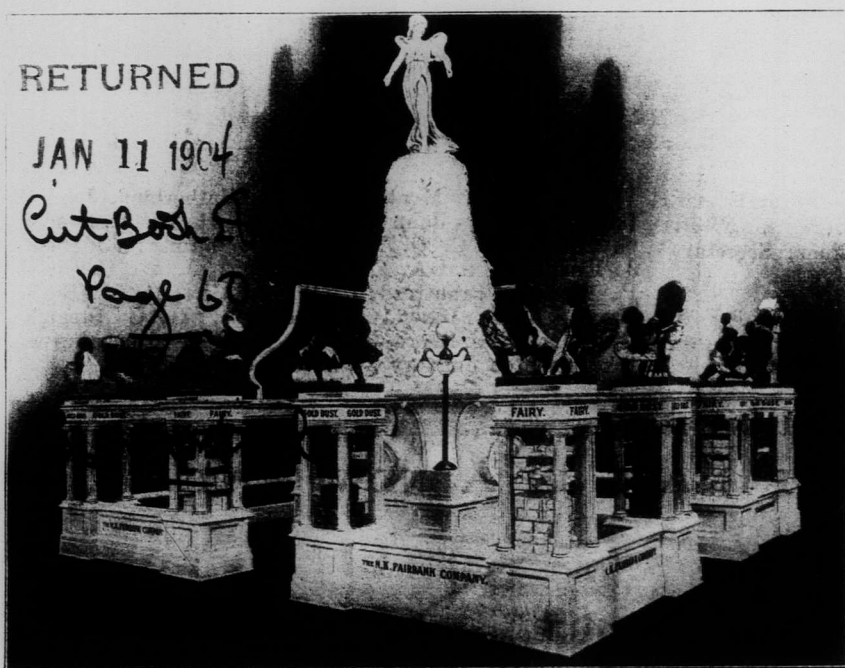
HINTS TO BUYERS.

The well-known "Bee" brand of starch, soda, borax, etc., are being handled in Ontario by The Eby, Blain Co., Toronto.

Chaput, Fils & Cie, Montreal, have an announcement this week regarding some excellent teas which they have been able to buy at the lowest possible price, and they are anxious to give their customers the benefit of this opportunity. This applies to all kinds of teas, and they will be pleased to send samples.

Dawson Bros. Commission Co., Toronto, are expecting two cars of navel oranges.

McWilliam & Everist, Toronto, have received two cars of navel oranges and are expecting one each of bananas and new Messina lemons.



Soap Fountain of the N. K. Fairbanks Co., in Palace of Liberal Arts, St. Louis Exposition.

the bubbles, producing an electric fountain, the effect of which was magnified by every one of the globes of water. A combination of mirrors was set in the skylight to reflect light upon the fountain.

The bubbles were produced by specially built machines which agitated the soap in clear water and under pressure forced it up to the top of the fountain and out into the highest basin. The bubbles were so mixed that they had considerable stability, and as they overflowed the basins large particles of suds broke off and fell like snow to the receptacle beneath.

The N. K. Fairbank Co. were awarded the grand prize for their Gold Dust Washing Powder, Fairy Soap, Glycerine-tar Soap, Scouring Soap, Santa Claus and Clairette Laundry Soaps, for their cottolene exhibit in the Palace of Agriculture and their Boar's Head brand

THE LATE THOMAS LAMB.

LAST week occurred in Montreal the death of the well known grocer, Thomas Lamb. Mr. Lamb, who was in his seventy-first year, was a son of the late Mr. James Lamb, who, with his wife emigrated to Canada from the north of Ireland, in the early twenties. In 1883 the late Mr. James Lamb established the present bakery and grocery firm at the corner of Panet and Notre Dame streets, which has been carried on uninterruptedly ever since, first by the father and then by the late Thomas Lamb, his son.

The late Mr. Lamb is survived by his wife and two sons, as well as two brothers, George and Benjamin Lamb, and two sisters, Mrs. Jas. F. Candlish and Mrs. McLea.

The funeral took place Friday afternoon, December 30, from St. Luke's Church. The service was conducted by

**TRADE CONDITIONS IN BRITISH COLUMBIA.**

Vancouver, Dec. 29, 1904.

CHRISTMAS holiday trade being over has left matters rather quiet in retail as well as wholesale grocery lines. All in all, the season's trade averages up with past years, but does not show the increase which might reasonably have been expected. Very unfavorable weather has, perhaps, been one of the greatest drawbacks to the brisk buying which the retail grocer has a right to look for in the last fortnight previous to Christmas. As it was, the last three or four days were alternately stormy and fair, and previous to that very dull and rainy.

Many of the jobbers are utilizing the week between Christmas and the New Year to get stock taking well along, so as to start fair in the beginning of the year.

Markets show quiet conditions in nearly all lines. The produce market has been rather bare of good butter, as this is the season of smallest production of local fresh. A car of choice eastern creamery is being distributed this week at 25cts to the trade.

Fresh local eggs which have ruled so high that the consumer was lucky to get them at 5c each, are down at least 15c per doz., some having been secured at 35c this week.

In potatoes it is remarkable how few of the famous Ashcrofts are offering. In fact it is a seeking market rather than offering, and as high as \$30 wholesale has been offered. The range of prices may be said to run from \$20 to \$30 per ton.

Fresh receipts of southern pines are in stock ex Aorangi, the Canadian-Australian steamer. They are jobbing at \$4.50. The little Japanese oranges have been cleaned up on the market temporarily by the heavy Christmas demand. Hundreds of boxes are bought and sent east by express to friends who have not made the acquaintance of the little orange. The next Empress is not due for several days yet, so the market will remain bare until then. It is not often that more than one or two shipments arrive after the New Year, the season for this fruit being very short. While the Jap is in the market the California orange is in very poor demand. The fact that the Japs are packed in small boxes of convenient size and cheap enough to buy without breaking bulk gives them a very heavy sale.

In groceries the market is almost entirely devoid of features this week. The movement of canned goods is light at this season, and other staples have shown no changes. The B.C. Sugar Refinery has closed down for six weeks for the annual overhauling.

Some slight changes in cured meats are noted this week, choice brands of imported bacon being quoted down a half cent per lb.

**PERSONAL MENTION.**

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, representing Black Bros. & Co., Halifax, is spending the holiday week in Halifax.

Prof. J. A. Ruddick, of the Dominion Agricultural Department, was a visitor to Montreal this week.

You get two profits on  
**CLARK'S MEATS**  
the money and the satisfaction, and  
the last named is not to be despised.

A SATISFIED CUSTOMER  
IS YOUR BEST ADVERTISEMENT.

**Just Arrived, Seasonable Sellers**  
Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots, and Rose Leaves, Violets and Buds.**  
Choicest on the market.

**CHUTNEYS** Genuine East Indian Products. Pts. and Qts.  
**GUAVA JELLY**

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

**EPPS'S** GRATEFUL. COMFORTING.  
IN ½-LB. LABELLED TINS. 14-LB. BOXES.  
Sole Agents for the entire Dominion, G. E. COLSON & SON, Montreal.  
in Nova Scotia, E. D. ADAMS, Halifax. in Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

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

THE PEOPLE OF **JAMAICA**  
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the **KINGSTON "GLENER"** might bring inquiries. Better write for rates to **I. G. STEWART, Halifax.**

**BASKETS**  
We make them in all shapes and sizes. We have  
**Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,**  
In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to  
THE... **Oakville Basket Co.**  
Oakville, Ont.





For either new or old Buildings  
**OUR**  
**Metallic Cornices**  
can't be equalled for practical  
service and artistic beauty.

They are light in weight, easily handled  
and economical in cost—giving fire-proof  
protection as well as a handsome effect.

Almost countless stock designs—or any  
particular size, shape or pattern to order.  
Write for full details.

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

**Butchers, Merchants and Hide  
Buyers**

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

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

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

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

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

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

**BROCK'S  
BIRD SEED**

KNOWN, SAFE, AND SELLS.

**NICHOLSON & BROCK, TORONTO**

**HAPPY DINNER PARTY.**

THE annual dinner by T. H. Estabrooks, St. John, N.B., to his traveling, office and warehouse staff on Dec. 28, will go on record as one of the most enjoyable functions of the kind ever held in St. John.

The travelers for Mr. Estabrooks present at the dinner, were S. Hustwitt, of Winnipeg; H. R. Arnold, Winnipeg; R. W. Vout, Renfrew, Ont.; B. R. J. Norris, Kingston, Ont.; B. A. Fisher, Brockville, Ont.; E. Q. Cook, R. Prat, Toronto, H. A. Howey, Stratford, Ont.; G. H. Campbell, London, Ont.; W. C. Gaden, Montreal; V. d'Olloqui, Montreal; N. D. LeBlanc, Shediac; Lewis Armstrong, M. A. Armstrong, St. John.

The toast of the King was proposed by Mr. Estabrooks, who presided. The next toast was to "Our Travelers," and S. Hustwitt, L. Armstrong and R. Prat responded. The toast to the office staff was responded to by H. Sullivan and W. R. Miles.

The health of the warehouse staff brought responses from H. McCavour, John McAfee and W. Seeley. The health of the host was enthusiastically honored and brought an excellent speech from Mr. Estabrooks. The toast to the ladies was responded to by W. C. Gaden, W. H. Harrison and H. R. Arnold.

Songs were sung by W. C. Gaden, E. Q. Cooke, S. Hustwitt, L. Armstrong. A musical duet was sung by L. Armstrong and V. d'Olloqui, George Ramsay gave a clog dance, and selections were given by a quartette composed of W. C. Gaden, E. Q. Cooke, Louis Armstrong and V. d'Olloqui. A pleasant feature of the entertainment was the presentation of a handsome smokers' set to W. R. Miles by the travelers.

The event also marked Mr. Estabrooks' birthday, and in honor of the occasion Mr. White presented to the host, on behalf of the staff, a large and beautiful birthday cake.

The staff employed by Mr. Estabrooks presented him with an excellent Christmas present, in the form of a French china dinner set.

**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.

**COMMON SENSE**

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

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

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

**CONDENSED OR "WANT"  
ADVERTISEMENTS**

Advertisements under this heading, ac. a word  
first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures  
(as \$1,000) are allowed as one word.

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

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

**FOR SALE.**

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

**SITUATIONS VACANT.**

ASSISTANT EDITOR WANTED—Some one  
well acquainted with the grocery and pro-  
vision business as assistant editor for THE CANA-  
DIAN GROCER at Montreal. State fully experi-  
ence and salary wanted. Address, Managing  
Editor, THE CANADIAN GROCER, Montreal (2)

WANTED—A travelling salesman to represent  
a widely known specialty firm whose goods  
are sold by every grocer in Canada. Must be  
resident of Montreal or Toronto. Write giving  
full particulars of present and past experience in  
confidence.—Tea, care of CANADIAN GROCER,  
346 Broadway, New York City. (1)

**AD. WRITERS.**

AD. WRITER—Smart, capable, practical, open  
to engagement. Williams, 189 Jarvis street,  
Toronto. (1)

I WRITE ADS—Send quarter, and few details,  
for sample ad. Williams the Advertiser,  
189 Jarvis street, Toronto. (1)

**BUSINESS CHANCES.**

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

GROCERY—Stock \$25,000; business established  
over 20 years; owner wants to retire having  
made enough money; splendid chance for en-  
ergetic young man; does \$100,000 yearly. The  
Locators.

GROCERY and confectionery in Winnipeg—  
Clean stock with fixtures, will total about  
\$1,000, half cash; doing nice little business; net  
profit about 30 per cent. The Locators.

OPPORTUNITY—Do not neglect your oppor-  
tunity; in the West are many opportunities  
for a business man with a little ready money to do  
good for himself; to such we would say, write us  
and we will show you how to make money for  
yourself. The Locators.

CITY GROCERY—Established 20 years; \$4,000  
buys; annual business \$30,000; this is one of  
the best buys in the city. The Locators.

FOR any further particulars about these or any  
other line of business. Address The Locators,  
63 Merchants Bank Building, Winnipeg.

**Successful Advertising—  
How to Accomplish It**

By J. ANGUS MACDONALD—a volume of 400  
pages packed full of good stuff for advertisers.  
Price \$2 00.

Sent postpaid upon receipt of price.  
TECHNICAL BOOK DEPARTMENT,  
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

1842

WE ARE HEADQUARTERS FOR ALL KINDS OF

1905

# TEAS

Japans - 1904 - Crop.

The market for Japan Teas, last season, was very favorable for importers  
We have bought quantities at the lowest point. We want you to benefit.

WE OFFER

1,000  
Half Chests

**"Owl" Chop Japan Teas**

No. 100—No. 200

The best winner this year. Cannot take a back seat.

ASK FOR SAMPLES AND YOU WILL BE SURPRISED AT THE PRICE.

## IN OTHER TEAS

Our assortment is now complete, although it is only a few months since our store and  
warehouse were destroyed by fire.

WE HAVE WORKED HARD. WE OFFER

CEYLON and INDIAN BLACK, CEYLON and INDIAN GREEN,  
CEYLON ORANGE PEKOE,  
GUNPOWDER PEA LEAF and MOYUNE, GREEN HYSOON, YOUNG HYSOON,  
PING SUEY, DUST, FANNINGS and NIBBS.

"OWL" CEYLON, in packages. "BEE" CEYLON, in packages.

BEST AND PURE.

PRICES ARE ATTRACTIVE. COMPARE OUR SAMPLES WITH OTHERS. WE ARE SELLERS.

## L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS and IMPORTERS OF TEAS, COFFEES, WINES and LIQUORS,

**MONTREAL.**

Try BOULESTIN BRANDIES in case of sickness. SOLE AGENTS.

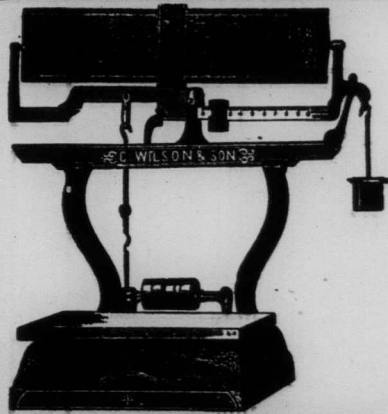
# SURRENDERED

Although Port Arthur has surrendered, we will not. Notwithstanding the great number of stove polishes that are on the market to-day

# JAMES DOME BLACK LEAD

because of its superiority, has never had to back down or take second place, and is now shining ahead of all other polishes.

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



## Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,  
 TORONTO. HAMILTON, MAR. 19th, 1903.

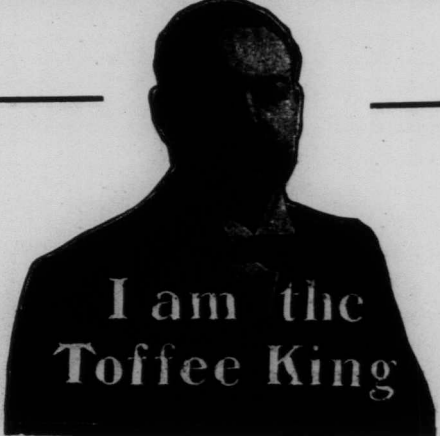
DEAR SIR:—

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.**



**I am the  
Toffee King**

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

## MACKINTOSH'S TOFFEE

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

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

**CHARLES GYDE,** 20-22 ST. FRANCOIS-  
 XAVIER STREET MONTREAL.

## A Small Biscuit

may be worth more than one twice its size. A grocer who does not know a good biscuit when he tastes it has himself to blame. Our biscuits are made from nothing but the purest materials that money can buy. That's why you can bank on good biscuits day in, day out and every day in the year.

SEND US YOUR NEXT ORDER AND  
 SATISFACTION WILL BE YOURS.

**Imperial Biscuit Co., Limited.**  
 GUELPH, ONT.

# T As Trade Winners

**E** For January and February we have some very special offer-  
**A** ings in **low-priced** Ceylons and Indians—Exceptional cup  
**S** quality and extra fine style.

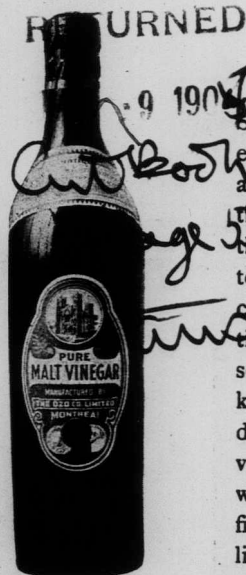
Samples on application.

**WARREN BROS. & CO., - TORONTO**

(Continued from page 21).

districts corn is used to a considerable extent. The use of corn, however, is looked upon with disfavor by the packer, and I understand that less corn is fed at the present time than was fed a few years ago. It is quite probable that the breeding of the hogs has something to do with the amount of lean meat, and the breeding combined with the feeding of skim-milk probably constitute the answer to the second question. It is a noticeable fact, however, that the market hogs are allowed very little exercise. In fact, about the only hogs that are allowed any exercise worth speaking of are the breeding sows, which are given the run of small lots. Land is too valuable to allow of pasturing, and a hurried trip through the country might give one the impression that there was not a hog in it.

The question regarding the possible increase in the output of Danish bacon is one of which does not admit of a definite answer. One can judge merely by what he sees, and by certain indications in connection with this industry in Denmark. One thing which is very suggestive is the fact that there are a number of factories in Denmark at the present time which have been forced to close their doors, and others are running at a loss, not being able to obtain enough hogs to make their operations profitable. At the time of my visit, the farmers were receiving about six and a half cents per pound live weight for their hogs, and they were complaining very bitterly that the price was too low to admit of profit to the feeder. When the price declines to the neighborhood of six cents, the tendency is for the farmers to curtail their operations in feeding hogs, and the best authorities I could find, estimated the cost of producing bacon in Denmark to be six cents per pound live weight. Taking this fact in connection with the insufficiency of hogs to support all the factories, we would naturally infer that it is not likely that the Danes will expand their output to any great extent. As stated before, there is a relation between the amount of skim-milk produced upon a farm and the number of hogs fattened. This fact tends to act as a check upon the expansion of the business of producing bacon hogs; and, as soon as the price declines, feeding operations are naturally curtailed, as previously stated. If it were not for the fact that



## Expenses vs. Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, \$1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, \$1.30 per doz.

THE "OZO" CO., Limited,  
MONTREAL.

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

RETURNED  
JAN 9 1905





Once upon a time Blue Ribbon Tea was on trial with a score of others. It had not then established its pre-  
eminent merit. But time has done its sifting. To-day the best known, best liked tea in Canada is

# Blue Ribbon Ceylon Tea

Push the Red Label, forty cents, worth fifty cents.

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

*Back to Staples again*

Dinner Sets    Bar Goods  
Toilet Sets    Lamp Goods  
Tea Sets        Hotel Ware

*If you want a good thing, we have it.*

EVERYTHING IN  
**CROCKERY**

RESPECTED

AND WELL-TRIED



REPRESENTATIVES

WITH  
NEW

**CROCKERY**

AND

ATTRACTIVE GOODS

Is our First  
Announcement  
for . . .

**1905**

WAIT FOR THEM!

**BARNARD & HOLLAND Co.**  
MONTREAL

**A TRADE WINNER  
FOR GROCERS.**



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

**THE WALTER M. LOWNEY COMPANY,**  
o. 447 Commercial Street, BOSTON, MASS.  
CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

**EQUAL** to the **BEST**  
and quite a little better than the  
**REST.**

**ELITE**

1/4-lb. blocks.  
6-lb. boxes, 30c. per lb.

**DIAMOND**

(SWEET)—8s, 6s, 1/2s  
In 12 lb. boxes, at 25c. per lb.

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

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

*On the 31st day of December, 1905, we want to be able to say the following goods have by far the largest sale in Canada. We cannot do this without your help. Tell us how to get that. We will appreciate your advice.*

**JERSEY CREAM YEAST CAKES**  
**JERSEY CREAM BAKING POWDER**  
**SOCIAL ENGLISH BREAKFAST TEA—THE TEA OF QUALITY**  
**OLD CHURCH PORK AND BEANS**  
**OLD CHURCH KETCHUP**

We want to give you the best goods. We want to give you good profits. We want to study your interests. Try us with a sample order by mail, as per memo. You will be pleased.

1 Box J. C. Yeast Cakes.....	\$1 00
1 " 1/4 J. C. Baking Powder.....	4 at 75c. 3 00
1 " 1 J. C. " " .....	2 at \$2 25 4 50
1 " 30 English Breakfast, 1/2 lbs.....	30c. 9 00
1 Case 12-oz. Ketchup, Old Church.....	2 at \$1 00 2 00
1 " 16-oz. " " " " .....	1 doz. 1 50
1 " 1-lb. Pork and Beans, Old Church, assorted.....	4 at 50c. 2 00
1 " 3-lb. " " " " assorted.....	2 at 95c. 1 90—\$24 90

We will prepay freight on this lot, and allow you a handsome cash discount. Try it.

**Manufacturers and  
Canners**

**LUMSDEN BROS.**

**HAMILTON  
ONT.**

## They are Advertised

We have been co operating with the grocery trade through advertising in the daily and weekly newspapers of Canada,

## Perfection Cream Sodas

Are you awake to the fact that we are doing our best to help you sell our goods? You should encourage every manufacturer who shares the burden of sale with you. So many manufacturers leave it all to you.

Order this week.

3-lb. Cards or Tins.  
Equalized freight rates.

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

Danish bacon sells for a higher price on the English market than our product, we would certainly be able to drive them out of the field. As it is, we have a very great advantage in being able to feed hogs very much cheaper than they can and, therefore, we can undersell them on the British market and make a very fair profit. At the same time, there is great need of our watching very carefully the quality of our bacon, because it is much easier to lose a reputation than to gain one.

From what has been said in the previous paragraph, it will be seen that we have a good fighting chance on the British market, provided we do not lose sight of the question of quality. Though it is true that the British commission merchants entertain a friendly sentiment towards Canadians, yet sentiment will not serve as a substitute for quality in the goods we send forward. When it comes to a matter of catering to the tastes of the public, sentiment is a very small factor in the enterprise. If the goods are not right, the consumer will look elsewhere, and, though he is ever so willing to purchase Canadian goods, he will not do so unless they are what he requires. We can undersell the Danes on the British market; but, at the same time, if we would only produce an article of equal merit, we would be able to obtain as high a price as they obtain at the present time, and this would mean a very large additional profit to us. Those who wilfully close their eyes to the importance of producing hogs of the right type and quality, are acting as a severe handicap upon our trade in Great Britain. They fail to see that, in the long run, they are the losers. There has been, it is true, a marked improvement in the quality of our bacon during the last few years; but much remains to be done before our product, on the whole, equals that of Denmark, and whether we hold our own in the British market depends for the greater part upon the farmers of this country. I believe that if we make up our minds to produce bacon equal to that of any other country, we can do so, and it remains to be seen whether the farmers of this country will rise equal to the occasion or not. An increase in the value of our bacon of 3 to 4 shillings per hundred weight would mean a very substantial profit to our farmers. It is quite possible for us to secure this additional price if we make up our minds to that effect, and it seems strange that so many farmers cannot look at this side of the question.



### IT DOES NOT COST US SO MUCH

to pack our high grade of

**E. D. S.**  
**JAMS**  
**JELLIES**  
and  
**SEALED**  
**FRUITS**

(IN GLASS)

as it would others.

We have 630 acres of our own land at our command, a goodly part of which is in fruits.

Much of our equipment is productive in other directions, so that we do not have to charge the full cost of manufacture to these goods.

An advantage that expresses itself in our Price List.

**E. D. SMITH'S**  
FRUIT FARMS  
WINONA, - - ONT.

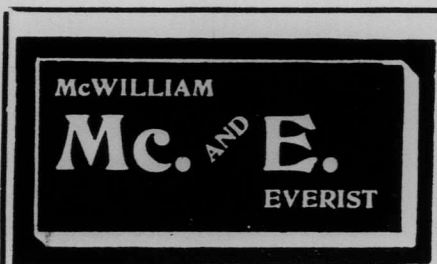
We beg to advise the Grocers of the Dominion that we are making the finest

# MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

**COWAN'S COCOA** (Maple Leaf Label)  
Absolutely Pure.

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



TORONTO, - - ONTARIO

Car each of

"Rose,"  
"Anita,"  
and  
"Don," BRAND

**California Navels**

We have also in stock.

Florida, Mexican,  
Valencias, and  
Jamaica Oranges.

Send in your orders ; they will have  
our best attention.

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

**IN STOCK**

New Figs Spanish Onions  
Celebrated Camel Brand.  
Jamaica Oranges Malaga Grapes  
Bbls. or boxes.

If our travellers do not call on you, write, wire or  
phone your orders which receive prompt attention.

**HUSBAND** Bros. &  
Co.

Wholesale Fruits and Commission Merchants.  
82 Colborne St., TORONTO.

## GREEN FRUITS

### A Prosperous Fruit Business.

IN the course of an interview this week with H. W. Thorpe, manager of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, a representative of The Canadian Grocer learns that the holiday fruit trade this year has been nothing short of phenomenal. City trade was never better, while judging from the very large volume of country business transacted one is forced to the conclusion that the farming community of Ontario is enjoying better times. The percentage of fancy trade in fruit is growing every year; on the other hand the aggregate of commoner grade fruit (particularly foreign fruit) is steadily decreasing. In no line perhaps is this more accentuated than in oranges, fancy California navels having become the most striking feature of the fruit market.

McWilliam & Everist enjoy the distinction of being in the very front rank of wholesale domestic fruit and commission firms in Canada. The business dates back to 1876, when the late G. McWilliam started in the wholesale fruit business on Francis street, Toronto, opposite the present market. In 1878 Mr. McWilliam admitted to partnership F. Everist, and in 1883, owing to the increased demands of business, the firm moved to 25 Church street, further enlarging their premises in 1888 to include 27 Church street.

The history of McWilliam & Everist business has been one of steady development until at the present time this firm is known far and wide throughout the Dominion. Its export trade in apples which has become an important item in Canadian trade, is a matter of 50,000 to 100,000 barrels yearly. In connection with the export apple trade Mr. Thorpe says the tendency at the present time is to divert trade to various centres of population in the United Kingdom from the seaport towns.

McWilliam & Everist have also a very large trade in foreign fruits, incidentally they have adopted the plan of having private brands of fruits, their "Rose Brand" California navel orange being well known as a leader throughout the fruit trade.

The domestic trade of McWilliam & Everist is confined principally to Ontario, although they regularly ship large quantities of apples, onions, etc., to distant points in Western and Eastern Canada. Their warehouses are commodious and up-to-date in every respect and compare favorably with anything of the kind in the Dominion. They have an office staff of seven, their warehousemen, etc., numbering thirty-one.

Notwithstanding the death of Mr. Mc-

William, which occurred about five weeks ago, the business of McWilliam & Everist will be carried on under the old firm name.

### Apples Classified According to Utility.

THE following classified list of the common varieties of apples will be useful to the retail grocer, fruit dealer and general merchant, desirous of placing his fruit trade on a scientific basis. In the schedule A1 stands for excellent, A for good and B for fair.

Variety.	Season for use.	Sauce.	Jelly.	Bak- ing.	Pies, etc.	Des- sert.
Alexander.....	Sept.—Oct.	a	.....	b	a	b
Astrachan.....	August.	al	.....	.....	a	a
Baldwin.....	Jan.—Mar.	b	.....	b	b	b
Bellefleur.....	Jan.—Mar.	a	.....	a	a	a
Ben Davis.....	Mar.—May.	b	.....	.....	b	.....
Blenheim.....	Nov.—Jan.	a to b	.....	b	a to b	a
Duchess.....	Aug.—Sept.	al	.....	a	a	b
Early Harvest.....	July—Aug.	a	.....	.....	a	al
Fameuse.....	Sept.—Dec.	.....	a	a	.....	al
Fall Pippin.....	Oct.—Dec.	al	.....	al	al	a
Gravenstein.....	Aug.—Sept.	al	.....	al	al	al
Greening.....	Jan.—Mar.	al	.....	al	al	a
King.....	Dec.—Feb.	al	.....	al	al	al
McIntosh.....	Nov.—Jan.	al	a	al	al	al
Ontario.....	Jan.—Mar.	al	.....	a	a	a?
Russet.....	Jan.—May.	b	.....	.....	b	a
Spy.....	Jan.—Mar.	al	.....	a	al	al
Seek-No-Further.....	Dec.—Feb.	a	.....	b	.....	a
Tolman.....	Dec.—April.	.....	al	.....	al	a
Wealthy.....	Sept.—Nov.	.....	b	b	b	a
Wagener.....	Nov.—Jan.	a	.....	.....	a	a

### Ontario Fruit Growers Win.

The Ontario Fruit Growers' division has been awarded the Knight medal for the exhibit of Canadian apples made at the first exhibition of the Royal Horticultural Society in London, Eng., on December 14 and 15. The display was made under the auspices of the fruit division of the Department of Agriculture, who also secured six diplomas for an exhibit of 20 boxes of fruit from Windsor, N.S.

### The Coreless Apple.

THIS, the greatest discovery in modern horticulture, says L. Morgan, in the current issue of the Nineteenth Century and After, bids fair to revolutionize the apple growing industries of the world.

The new apple, which is both coreless and seedless, was introduced by an old fruit-raiser. For twelve years he experimented to obtain the fruit. As the result of seeking to secure the seedless apple, a blossomless tree has been developed. It bears a stamen and a very small quantity of pollen. The importance of such developments is apparent. The cold spells do not affect the fruit.

The tree is described as blossomless, the only thing resembling a blossom being a small cluster of tiny green leaves, which grow around the newly-formed apple, and shelter it. Being devoid of blossom, it is claimed that the fruit offers no effective hiding-

place in which the codlin moth may lay its eggs, which it usually does in the open eye of the fruit. The devastations of the codlin moth are so extensive that in the aggregate they cause losses in Great Britain, the Continent and North America exceeding \$25,000,000 a year.

The color of the new apple is red, dotted with yellow on the skin. As with the seedless orange, so with the seedless apple, a slightly hardened substance makes its appearance at the navel end. But this can be obliterated by culture. The originator of the coreless apple states that the further "we get away from the original five trees the larger and better the fruits become in every way." Whether the seedless apple is actually seed-proof time alone can prove. As the result of tests, it has been found absolutely impossible for the coreless apple trees to bear fruits that have seeds in them, that is, of their own accord. Still, when grown in the vicinity of the ordinary apple trees, with their branches interlocked with each other, a small percentage of the coreless trees have sometimes produced two or three seeds, though they are just as apt to be found near the skin of the fruit as in the centre of it. A seed has been found within one-eighth of an inch of the rind, right away from the core or the core lines. These fortuitous seeds owe their origin to the transference of the pollen from the blossoms of the seedy apple trees to the stigma of the coreless apple tree. Whether carried by the wind or bees, when the pollen is deposited in this way there is the possibility that a few seeds may here and there result, but it cannot be said that necessarily the seed or seeds will be about the tube or even near it.

The appearance of one single variety of seedless apple cannot seriously affect the skilled commercial apple growers of the world. If the introducers of the new fruit can develop seedless varieties of the various leading apples in commerce—and they claim that they can do so—then the coming of the coreless apple may in due course reorganize the industry.

Apple culture is more important even than orange culture. In Canada and the United States there are about 220,000,000 apple trees in bearing, from which, approximately 275,000,000 bushels of fruit are annually harvested. In ten years these trees will give a yield of 450,000,000 bushels. At the present time the apple consumption of Canada and the United States is 80 lbs. per head of the population per year. Billions of apple trees are grown in the orchards of the world, and millions of them are still being planted each year. The apple imports of Great Britain alone range between 4,500,000 cwt. and 5,000,000 cwt. There are probably as many apple trees in Great Britain as in Canada.

Phone Main 4106.

## FISH TIME

We never before were in such a good position to cater to your Fish trade.

### SMELTS

B. C. SALMON AND HALIBUT,  
WHITEFISH AND TROUT,  
HADDIE, CODFISH. ETC.

Long Island Native Oysters are trade winners—try them.

## WHITE & CO., Toronto

W. B. STRINGER  
J. J. McCABE

## Wholesalers

61 Front E.,  
Toronto.

Note our lists of "TRAMP CARS" Navels, and ask us for price on car, of the GRADE and SIZES your trade wants.—Phone Main 5672.

Fruit **W. B. STRINGER & CO. Brokers**

## DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

# SUGARS LIMITED

### MONTREAL.

THEY ARE HERE NOW AND PLENTY COMING

## EXTRA FANCY

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

**HUGH WALKER & SON, Guelph, Ont.**

California Navels  
Florida and Sweet  
Sonora ORANGES

NEW LEMONS  
MALAGA GRAPES

CAPE COD  
CRANBERRIES  
BARRELS AND BOXES

## THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

## CANADA PAPER Co.

Toronto LIMITED Montreal

This design a guarantee of quality.

## DRIED APPLES

BRIGHT, DRY STOCK WANTED.

### O. E. ROBINSON & CO.

INGERSOLL  
Established - - 1886

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## HOMER REID

MEAFORD, ONT.

Wholesale dealer in and manufacturer of

## EVAPORATED APPLES

Write for prices.

## J. T. ADAMSON & CO.

Customs Brokers  
and Warehousemen

27 St. Sacramento Street, Montreal

Tel. Main 778.
Bond 28.

We don't say that you can't do business in 1905 without

**BORDEN'S**  
"Eagle" Brand Condensed Milk  
 and  
"Peerless" Evaporated Cream

**BUT**

we do know and say that you will do a profitable trade if you handle these *best of all brands* of Milks.

START THE YEAR WITH A TRIAL ORDER.

WRITE FOR PRICES, ETC.

**WILLIAM H. DUNN, - MONTREAL**

JOS. IRVING. 92 Wellesley St., TORONTO.

ERB & RANKIN,  
 Halifax, N.S.

SCOTT, BATHGATE & CO.,  
 Winnipeg, Man.

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

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

# Shredded Wheat

... AND ...

# TRISCUIT

## NEW PRICE LIST

*SHREDDED WHEAT*

Per Case, Containing 50 Cartons, \$5.25  
 " 1-2 " " 25 " 2.75

*TRISCUIT*

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—the result will surprise you.

Forty years of popularity attest the worth of **CHASE & SANBORN'S** High Grade Coffee.

# CHASE & SANBORN

The Importers, Montreal

# FREIGHTS AND CHARTERS

**F**REIGHTS are much better generally speaking than they have been, and January and February bookings are better in quantity and price. Large quantities of grain are going forward and during the week considerable shipments have been noted to Cape Town including lumber in large quantities, also machinery, metal sheeting, desks, scales, peas, flour, and cattle. The rates to Cape Town remain about the same and the demand for space is improving continually. In the Port Elizabeth cargo was noticed a considerable consignment of flour both from the Lake of the Woods

firm have offices, etc., in Cape Town and they buy and sell on commission. If a man wants anything in Canada or United States he simply asks Peabodys. The question has been asked why it is that Canadians do not have commission houses there. Why should the big American firms beat Canadian firms in supplying a sister colony?

Armour & Co. sell their canned meat to South Africa because they went out after the trade and got it. They sell good stuff and know how to get trade.

Immense quantities of provisions have been shipped to British ports, chiefly

even though they sail from Portland they stimulate a lot of freight through Canadian railways. Things are certainly looking better all around.

### LOSS BY FIRE.

E. W. Gillett Co., Toronto, met with a misfortune in a fire on December 11 in Berlin, Ont., when in the destruction of the barns of the Central Hotel they lost two magnificent horses and their sampling and distributing wagon. The fire spread with such rapidity that it was impossible to rescue the team and

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

The undernoted rates from West St. John are subjected to 5 per cent. prime additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	*11/6	*12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	*12/	*12/6					
Canned meats, fish.....	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/					
Provisions.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Tierces lard.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Pail lard.....	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/					
Butter.....	*15/	*25/	*25/	*30/	*15/		*80/c.s.					
Cheese.....	*10/	*20/	*20/	*25/	*10/		*80/c.s.					
Eggs in c. s. (meas't).....	*10/	*15/	*15/	*15/	*10/		*40/c.s.mt.					
Clover seed.....	*10/	*10/		*15/	*10/	*15/	*15/					
Cotton.....	†15c				†15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	†Fine20/7/6		†Fine20/12/6	†Fine2/12/6	†Fine2/10/	†12/6	†15/					
Leather sole.....	*20/	*25/	*25/	*30/	*20/	*22/6	*25/					
Leather finish.....	*15/	*20/	*20/	*20/	*15/	*17/6	*20/					
Lumber, hard.....	* 8/	†10½c	*12/6	*14c	* 8/	*15/	*15 m't					
Lumber, soft.....	* 9/	†12c	*15/	†16c	* 9/		*17/6 m't.					

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

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

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

Milling Co. and the Ogilvie Flour Mills Co., of Montreal. An immense shipment of canned meats was noticed from the Armour Packing Co. and the Pedlar Metal Co. shipped 61 packages of metal ceiling.

To Durban it was also noticed that the E. N. Heney Co., of Montreal, shipped two cases of carriages and accessories. The same company had a cargo of a similar nature for East London.

What is very noticeable in the shipments to Cape Town, and in fact to all the South African ports is the prominence of that well-known firm of commission agents, Peabody & Co. This

Glasgow, Liverpool, London and Bristol. But three steamers sailed from Portland and one from St. John. The Parisian carried over 14,000 bushels of wheat for Liverpool; 1,066 packages of canned meats, 1,028 packages meat, 500 packages of lard, and 330 cases of bacon. Altogether freight shipments from St. John during the holidays have been quite remarkable.

SS. Etolia sailed Christmas day for South Africa and her cargo was very much better than was expected early in that month.

The Dominion Line intend putting on their extra steamers in February and

wagon. Three other horses also fell a prey to the flames.

### DEATH OF MR. A. D. NELSON.

Mr. A. D. Nelson, for many years a member of the firm of H. A. Nelson & Sons, importers, of Montreal, who retired from business some three years ago, died last week at East Orange, N.J. Mr. Nelson was particularly prominent in Masonic circles, being a member of the Ancient and Accepted Scottish Rite and of the Karnak Temple of the Mystic Shrine. The funeral took place from Montreal.



## The Sea of Life

You know how it is—  
billow and calm, calm  
and billow,—better far  
than stagnation.

All success is bad.  
All failure is bad.  
A mixture of both is  
best.

## Orange Meat

has had its ups and  
downs, its struggles and  
successes, but the move-  
ment through all has  
been a forward one,—  
and that is just what  
the grocer likes—the  
quality of grit. His con-  
fidence is in the thing  
that moves and over-  
comes.

We expect in 1905  
to make big strides.

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

# Flour and Cereal Foods

### To Grind Canadian Wheat in U. S.

It is officially announced from Washington that the decision of Attorney-General Moody to refund the duty on Canadian wheat imported into the United States for export has been confirmed by the Cabinet, and this in spite of the most vigorous protests from northwestern farmers across the border who fear that open competition with Canada will lower the price of wheat in the United States.

The demand for millable wheat across the line has become such that wheat prices there are higher than in Canada, so much so that this year saw an epidemic of wheat smuggling across the line by Canadian farmers to secure the higher prices.

Despite the heavy duty imposed on imported wheat of 25 per cent., American millers imported large consignments of wheat from the Canadian West this year, Duluth and Minneapolis taking several hundred thousand bushels, while some went to Chicago. It was pronounced of excellent quality, and greatly pleased the millers, who, fully aware of the value of continued importation pressed the drawback question. They first agitated for the drawback under a clause of the tariff allowing a rebate on imported materials, provided that the finished article for export in proportion to the imported raw material is ascertainable. This, of course, is impossible with such a commodity as flour, and was the knotty problem which has just been solved so satisfactorily to Canada.

### The Grain Situation.

A FEATURE of the week in grain circles is the firm position of Manitoba wheat, due in part to the decision of the U. S. authorities to allow a rebate on dutiable wheat imported from Canada by U. S. millers for export purposes. Controlling interests have taken advantage of the new regulation to bull the market. The opinion of the trade generally is that prices in Canada will be higher, at least for a time. It remains to be seen, however, whether the higher level will be other than temporary. Meanwhile, manipulators are using the cry of a "new market for Canadian wheat" for what it is worth. Stronger markets in Liverpool and Chicago are also responsible for the advance in Canadian wheat. The market generally is not at all active, and the movement outside is light.

Statistician Jones estimated the amount of wheat left in farmers' hands in the Canadian Northwest at 35 per cent., a sensationally small estimate. This sentiment is offset by a prospective large increase in the visible supply at Port Arthur and Fort William.

The visible supply of grain in Canada and the United States on Jan. 3, 1905, was distributed as follows: wheat, 40,619,000 bush., an increase of 901,000 bush. for the week; corn, 9,507,000 bush.,

an increase for the week of 2,369,000 bush.; oats, 23,032,000 bush., a falling off for the week of 840,000 bush.

The total amount of wheat in sight on the above date, consisting of the visible supply and the quantity on passage, was 72,299,000 bushels, against 72,998,000 last week, 59,725,000 last year, and 71,821,000 in 1903. The total amount of corn in sight was 24,457,000 bushels, against 22,088,000 last week, 16,023,000 this week last year, and 15,144,000 in 1903.

The world's wheat shipments for the week ending Jan. 2, 1905, were as follows: United States and Canada, 981,000 bush., as compared with 2,915,000 bush. for the corresponding date of 1904 and 3,336,000 bush. for 1903; Argentina, 408,000 bush., as compared with 64,000 bush. in 1904; Australia, 408,000 bush.; Danube, 240,000 bush.; India, 2,696,000 bush., as compared with 528,000 bush. in 1904; Russia, 2,224,000 bush., in comparison with 2,072,000 bush. in 1904. It is interesting to note the falling off in grain shipments from America during the last two years, as well as the marked increase in shipments from India. It looks as if the United States had fallen from a premier place as a wheat exporter, and that European shortages were supplied by India, Argentina and Russia.

The great changes of late years in the sources of supply are strikingly shown in the following record of the imports into the United Kingdom in the three months ended October 31 in the past three years:

	1904.	1903.	1902.
U. S., Atlantic, and Canada..	931,900	3,117,920	4,571,240
United States, Pacific.....	148,540	104,230	754,310
Russia .....	1,547,160	1,055,540	487,740
India .....	1,931,180	1,618,950	707,330
Argentina .....	1,172,500	973,960	92,520
Roumania .....	67,640	391,560	245,450
Australia .....	1,232,830	Nil	84,310
Sundries .....	423,440	324,690	182,900

Total quarters of 8 bushels.. 7,475,190 7,586,850 7,125,800

For the first time on record the Indian empire is the leading source of the United Kingdom's wheat supply. Russia coming next, and Australasia third in the list. America and Canada, it will be seen, are responsible for only 15 per cent. of its total supply, as compared with 41 per cent. last year and 75 per cent. in 1902.

### Increased Acreage in Northwest.

The open weather of the autumn has allowed farm operations to be carried on late, and it is estimated in the West that 500,000 additional acres have been brought under cultivation, bringing the total cultivated area up to five million acres.

### Cereal Notes.

P. Hamm, formerly of St. John, N.B., is about to erect a large biscuit factory in Moncton.

The Union Grain Co., Winnipeg, with capital stock of \$50,000, is applying for a charter to carry on a grain, produce and general mercantile business.

The estimated wheat yield in South Australia this year is 14,575,000 bush., an increase of 1,360,000 bush., as compared with last year.



## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

## POCKET RICES

One Bale—100 lbs.

i. e. 100—1 lb pockets.

The best quality and the neatest package  
—you can sell it quick.



In 1-lb. and 3-lb. pockets.



In 1-lb. and 2 1/2-lb. pockets.

### DISTRIBUTORS

<b>TORONTO</b>	<b>HAMILTON</b>
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol
James Lumbers	
<b>LONDON</b>	<b>E. Adams &amp; Co.</b>
A. M. Smith & Co.	Lind, Kerrigan & Co.
Elliott, Marr & Co.	

ORME & SUTTON RICE CO.,  
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK  
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

# Write or Phone Us

For Prices on

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

## Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street,

TORONTO

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### How to Sell Cigars.

**H**ARDLY had The Canadian Grocer's last issue for the year 1904 reached a sharp Montreal retailer before he remarked, "So you wish to tell people how to keep cigars. Why not tell them how to sell cigars?"

Ask yourself if you are a retailer or a wholesaler, how you manage to sell so many or so few cigars in the course of a year. A certain retailer in mind sells no less than 15,000 cigars of a particular five cent brand per month, while his average for the year is something surprising. In the first place his "fiver" is of unprecedented value. It is nicely made by hand; it is a genuine Havana cigar. It has neither pin-pricks or ribbon or any trade mark to stamp it by except its peculiar quality.

After all that is where the trick comes in. Nearly every dealer thinks his cigar is just as good as his neighbor's, and maybe it is. When a man asks for Sweet Caporals the successful tobacconist does not suggest something else just like them or just as good. He opens the packet, pulls aside the tin foil, neatly raises one from the pack and hands it to the already delighted customer. But he is not done yet. No sooner has the customer placed the cigarette in his mouth than the special lighter is handed to him or held while he lights his smoke.

The same thing holds good of a cigar. When a man asks for a "Pharoah" or a packet of "Royal Egyptians" a dealer should give them directly. He ought never to be caught out of any line, once it is asked for. If only once a year a man comes in and asks for a plug of some peculiar kind of tobacco stock it, because that man may have friends who smoke cigars and other brands of tobacco.

The peculiar faculty of making a probable customer feel at home is a most important duty. A dealer or clerk ought never to consider it a trouble to show goods. It is a good scheme to ask a customer when showing him a box of cigars whether that is the right color. If he says too light or too dark, the exact color must be looked up.

Another point for the retailer to remember is to have as little as possible loud talk about his store; high-class trade will fight shy of such a place every time. A down-town stand might have a reading room attached, well-stocked with magazines and up-to-date papers including the New York dailies.

The retailer ought always to be on the lookout for new ideas. He ought never offend anyone if he can help it.

If it is a rainy day and a customer asks him if he has a spare umbrella, he should say "yes," even if he has to give him the barber's next door. He'll think more of that kindness than he would of a hundred dollar present. If a child calls for some cigars and is sent by some one whom the retailer knows has not been a customer a dealer ought always to pick out the best he has, to wrap them up carefully, and be prompt in all delivery.

### Tobacco Trade in the Grocery Store.

**P**RACTICALLY every grocer in the country sells tobacco; few, however, give the tobacco trade the care and attention it deserves. It goes without saying that most men are as particular over tobacco as women are over tea, in view of which fact it pays the grocer to give them equal care in selection and arrangement. In most small country stores a various assortment of pipes, cigars and tobacco is kept, but in many instances this branch of trade is utterly neglected.

Is your tobacco trade flourishing? If not, take a turn around and find out the reason. A nice show may be made with a very small stock of useful shaped pipes, cut tobacco in tins, plug tobacco in jars, and cigars, cigarettes, etc. Any grocer who uses his eyes will soon learn what styles of pipes are most favored

in his district, and though a big stock is not necessary, a good assortment is. In tobacco, find out what lines will suit your customers' tastes, and buy sparingly.

Plug tobacco should always be kept in jars or caddies. The promiscuous heaps amongst which assistants have to search before finding the required brand are not likely to help trade. Each brand of tobacco should have its own special receptacle and be plainly marked, and, especially during Summer, it will be found advisable to remove all tobacco stocks to a cool place every night. At all events see that it is properly covered before the shop is dusted.

The cigar trade can quickly be fostered by judicious buying. Find out a good flavored cigar, and recommend it to your customers. Stock only in small quantities, but make a point of always keeping one particular flavor. By this means you should soon find a regular demand for your own particular cigar.

—Indianapolis Trade Journal

### News of the Trade.

A. McQueen, of the Inland Cigar Mfg. Co., Kamloops, B.C., has purchased the business of W. H. Dowsing, retail cigar dealer, of Nelson, B.C.

H. D. Barry, cigar manufacturer, Quebec, left on January 2 for a trip to Florida and Havana

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

Pharaoh

An offer that will  
hold good dur-  
ing 1905.

Pebble

*We will send 1,000 cigars, assorted  
as desired, on usual terms. Express  
prepaid, to any point in Canada.  
We will take back at the end of three  
months, at invoice prices, any unsold  
stock*



The acceptance of this offer made many  
a grocer richer in 1904. Won't you  
send us an order on these terms?

**J. Bruce Payne, Limited**

Mnfr., GRANBY, QUE.

Our 10-cent Cigar

Our 5-cent Cigar

## The Old Friends

with the advent of the New Year, there is always much said  
about new things—hopes, aims, plans; but it is good to lean  
against one's old friends—to know that these will and can accom-  
pany one through the uncertainties of the future. Such a friend  
is **T. & B.** Smoking Tobacco.

**GEO. E. TUCKETT & SON CO., Limited**

HAMILTON

## HANDLE CIGARS

if you would DRAW and HOLD trade.

BUT

get a Cigar of FIRST quality, and an ADVERTISED Cigar. Our

### *King Buffalo Cigar*

is just such a Cigar. We provide an abundant variety of advertising matter.

**CANADA CIGAR CO., MAKERS, LONDON, ONT.**

ON ALL SAMPLE ORDERS WHEN MONEY ACCOMPANIES SAME

**We Prepay**

**Express Charges.**

\$35.00 per M.

Please mention, when ordering, *The Canadian Grocer.*

## 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 Tobacco.**

## The Enormous Increase

in the sale of our Tobaccos has established in the most solid fashion the fact that

**The Public Likes Them.**

### SMOKING

Tonka  
Solid Comfort  
Pinchin's  
Hand Made

**MCALPIN  
Consumers'  
Tobacco Co.,  
Limited, Toronto**

### CHEWING

British Navy  
King's Navy  
Beaver  
Apricot

**Business Changes**

**ONTARIO.**

**S**TIRTON, DYER & WARTTIG, cigar manufacturers, London, have dissolved partnership; Stirton & Dyer continue.

The assets of I. Belanger, grocer, St. Albert, have been sold.

R. G. Nichol, general merchant, Blake, has sold out to R. W. Douglas.

The business of C. E. Mitchell, tobacconist, Toronto, is advertised for sale.

N. Malcolm, general merchant, Hagerman's Corners, has sold out to O. Hagerman.

The assets of A. D. Fairfield, general merchant, Rockland, were sold, by auction, Jan. 5.

Joy & Perry, grocers and provision merchants, Napanee, have dissolved partnership; T. H. Perry continues.

T. H. McNeil, general merchant, Fermoy, has assigned to S. A. Conklin; meeting of creditors held Jan. 2.

**QUEBEC.**

T. Lamb, grocer, flour and feed merchant, Montreal, is dead.

Royer & Daigle, grocers, Sherbrooke, have dissolved partnership.

J. U. Gagnier, general merchant, Ste. Martine, has compromised.

C. Dignard & Co., biscuit manufacturers, Montreal, have assigned.

The assets of A. Lesieur, general merchant, St. Elie, have been sold.

The assets of W. J. Steele, general merchant, Calumet, are to be sold.

The assets of T. Bastien, general merchants, St. Therese, are to be sold.

Cohen & Hart, cigar manufacturers, Montreal, have dissolved partnership.

The assets of A. Tremblay, general merchant, St. Felicite, are to be sold Jan. 10.

The assets of F. N. Merchand & Co., general merchants, St. Stanislas, are to be sold.

The balance of the assets of A. Dal-lare, general merchant, Tremblay, have seen sold.

X. E. Paradis has been appointed curator to A. J. Blais, general merchant, St. Tite.

The assets of E. Martin, general merchant, Laurier Station (St. Croix), were sold Jan. 5.

J. A. Carle, general merchant, St. Boniface De Shawenegan, is offering 25c on the dollar.

The assets of A. Bolduc, general merchant, St. Evariste De Forsyth, are to be sold Jan. 17.

The assets of J. Bolduc, general merchant, St. Evariste De Forsyth, were sold on Jan. 17.

**THE CANADIAN GROCER**

The assets of H. E. Martinette & Co., general merchants, St. George East, are to be sold Jan. 17.

J. Cote, general merchant, Ste. Flavie Station, has assigned to V. E. Paradis, provisional guardian.

P. St. Arnaud, grocer and provision merchant, Montreal, has assigned to Chartrand & Turgeon.

The assignment of E. E. Legendre, general merchant, St. Martine De Courcelles, has been demanded.

**MANITOBA AND N.W.T.**

J. Munro, confectioner, Boissevain, has been burnt out.

T. R. Hornor, Brandon, has started in the grocery business.

D. Morosnick, grocer, Winnipeg, has sold to J. Schmilensky.

F. L. Scott & Co., general merchants, Mather, have sold to Elliott, Argue & Co.

The premises of C. E. Wilkinson, confectioner, Regina, have been damaged by fire.

Francis & Conner, general merchants, Arcola, have been succeeded by Francis & Co.

**NEW BRUNSWICK.**

H. W. Burnham, confectioner, East Florenceville, is dead.

D. W. Hoegg & Co., canners, Sussex, have merged into the Sussex Packing Co.

T. P. Trueman, general merchant, Nauwigewauk, has sold out to W. H. Hill.

S. K. Scovil, baker and confectioner, St. John, has assigned; meeting of creditors Jan. 5.

**BRITISH COLUMBIA.**

Jno. Hartley, Victoria, has started in the confectionery business.

**COMMERCIAL TRAVELER'S ADVICE.**

**T**HE following appreciation of a recent contribution by a commercial traveler entitled "Suggestions to the Trade," has been received by The Canadian Grocer:

Editor Canadian Grocer:—

In your issue of Dec. 23, you have an article written by "Commercial Traveler," which, I think, is worthy of a good deal of consideration. I am glad some one has brought this matter up, since there has been, as he says, a lot of discreditable work done in this way during the past autumn, especially in the lines he mentions, raisins, nuts and peels. It is too bad to think that any traveler has to resort to this means of getting trade (if it is the traveler, and if it is the house it does not speak well of them to say the least). If these goods were sold as new goods at attractive prices, why were not a great many more sold? or, if the traveler was aware they were old goods, I think he was taking great chances on the consequences when "his friend," the retailer should discover "his friend" the traveler

Should be in the mouth of every smoker. What

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

**SWEET CAPORAL**



**CIGARETTES**

**STANDARD OF THE WORLD**

Sold by all Leading Wholesale Houses.

had played him sharp. It is just this kind of thing that shakes a retailer's confidence in travelers who are honest, and I trust any offenders will see that they are standing in their own way in doing these things.

(Signed) "Another Traveler."

Hamilton, Ont., Dec. 30, 1904.

**INDIAN AND CEYLON TEA IN AMERICA.**

**T**HE North American market has become a very important one for Indian and Ceylon tea, rather over 23,000,000 lbs. having been taken in the first nine months of 1904, an advance of nearly three millions on the corresponding period of 1903. The figures are as follows (for 1904): Indian, 8,609,491 lbs.; Ceylon, 14,660,851 lbs.; total, 23,270,342 lbs.; (for 1903), Indian, 5,236,640 lbs.; Ceylon, 15,215,860 lbs.; total, 20,452,500 lbs. The totals for 1902 and 1901 were 17,710,873 lbs. and 12,382,755 lbs. respectively. The increase was almost entirely made up of Indian teas, the falling off in Ceylon being accounted for by the smaller production of green tea, owing to the lower prices ruling.

**A LEGACY FOR MONTREAL HOSPITAL.**

S. H. Ewing, treasurer of the Montreal General Hospital, received from the executors of the estate of the late J. M. Douglass, the sum of \$5,000 towards the fund for the hospital. The late Mr. Douglass was head of the well-known firm of J. M. Douglass & Co., Montreal.

**DON'T ASK FOR "DUTCH COCOA"**

—ASK FOR—

**VAN HOUTEN'S COCOA**

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

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

"Irresistibly  
Delicious!"



One taste  
will make a  
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

**MAPLE SYRUP**

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

**NOTICE**—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

**PACKED IN TINS**

6 gallons wine measure,	\$4.50 per case.
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.00 "

**PACKED IN WOOD**

12 gal. kegs,	5 3/4 cts. per lb.
27 " bbls.,	5 1/2 " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

**THE MONTREAL MAPLE COMPANY**  
MONTREAL, - - QUE.

old  
reputation

Attention!

old  
reputation

The BEST  
of

Swiss Milk Chocolates

**KLAUS'S  
CHOCOLATES**

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

**Canadian Swiss Trading Co.**

17 ST. JOHN ST.,

MONTREAL.

# WM. BRAID & CO. COFFEE IMPORTERS

## How is your Coffee Trade?

**BRAID'S BEST COFFEE** is increasing in popularity every day because consumers appreciate its merit.

### ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.  
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.  
Bucking the current has carried down many a strong swimmer.*

**BRAID'S BLENDED COFFEES** are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.  
SECOND—Because the quality never varies.  
THIRD—Because they give the public better satisfaction than any other coffee sold.*

*These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.*

**Write us for  
Samples**

**WM. BRAID & CO.,**  
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

## Quotations for Proprietary Articles.

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

January 5, 1905.

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

Baking Powder.		Per doz.
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$4 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Found tins, 3 doz. in case.....		3 00
12-oz. tins, ".....		2 40
4-lb. ".....		14 00

W. H. GILLARD & CO.

Diamond—		Per doz.
1-lb. tins, 2 doz. in case.....		\$3 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
2 doz.....	4-oz.	1 20
1 doz.....	6-oz.	1 75
1 doz.....	12-oz.	2 50
3 doz.....	12-oz.	3 45
2 doz.....	12-oz.	3 40
3 doz.....	16-oz.	4 45
2 doz.....	16-oz.	4 35
1 doz.....	24lb.	10 40
1 doz.....	5lb.	19 50

MAGIC BAKING POWDER.		Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
2 ".....	8 ".....	0 85
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 45
2 ".....	16 ".....	1 70
1 ".....	24lb.	4 10
1 ".....	5 ".....	7 20
1 ".....	6-oz.	Per case
1 ".....	12 ".....	\$4 25
1 ".....	16 ".....	



JERSEY CREAM BAKING POWDER.		Per doz.
Size, 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., 3 doz. ....		1 25
Ocean Borax, 1-lb. packages, 4 doz. ....		40
Ocean Cornstarch, 40 pks. in a case. ....		78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.		Per Doz.
Royal—Dime.....		
1 lb.		1 00
6 oz.		2 25
3 lb.		2 90
12 oz.		4 50
1 lb.		5 75
3 lb.		15 50
5 lb.		25 50

CLEVELAND'S—Dime.		Per Doz.
1 lb.		\$1 00
6 oz.		1 50
3 lb.		2 25
12 oz.		3 25
1 lb.		4 25
3 lb.		5 50
5 lb.		15 00
5 lb.		25 00

"VIENNA" BAKING POWDER.		Per doz.
1-lb. tins, 4 doz. in box.....		\$3 25
1-lb. tins, 4 doz. in box.....		1 25
1-lb. tins, 4 doz. in box.....		75

BEE BAKING POWDER.		Per doz.
1-lb. tins, cases 4 doz. per doz.....		\$3 25

HOME BAKING POWDER, CO., MONTREAL.		Per doz.
2 doz. case 1 lb.....		\$3 40
1 " " 1 lb.....		4 75
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER.		Per doz.
Cases of 45-50. tins		\$0 45
" 42-120. tins		0 75
" 24-250. tins		2 25
" 42-250. tins		2 25

"BEE" BRAND BAKING POWDER.		Per doz.
6 oz. cases, 4 doz., per case.....		\$3 50
10 oz. " 3 doz., ".....		4 00
16 oz. " 4 doz., per doz.....		2 25

J. M. DOUGLAS & CO.—Laundry Blue.



"Blueol"—10-lb. boxes containing 50 pks., 4 squares each.....		Per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pks. per lb.....		12c
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pks. per lb.....		10

Black Lead.		Per doz.
Beckitt's, per box.....		\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 2 gross, 4 oz.		



JAMES' DOME BLACK LEAD.		Per gross
5a size.....		\$1 25
2a size.....		1 50

BORAX.		Per doz.
"Bee" brand, 5 oz., cases, 40 pks. ....		1 40
" 10 oz., cases, 40 ".....		2 25
" 14 oz., cases, 40 ".....		4 25

Boeckh's Brooms.		Per doz.
Bamboo Handles, A, 4 strings.....		\$4 50
" " " B, 4 ".....		4 20
" " " C, 4 strings.....		3 95
" " " D, 4 ".....		3 70
" " " F, 4 ".....		3 40
" " " G, 3 ".....		3 10
" " " I, 3 ".....		2 70

Cereals.		Per doz.
Wheat Oat, 1-lb. pks., per pks.....		0 05
" " 7-lb. cotton bags, per bag.....		0 15c
Quaker Oats, 1-lb. pks., per case.....		3 00
Tilson's Oats, 1-lb. pks., per case.....		3 00

Chocolates and Cocos.		Per doz.
THE COWAN CO., LIMITED.		
Cocoa—		
Hygienic, 1-lb. tins.....		\$6 75
" " 1-lb. tins.....		3 50
" " 1-lb. tins.....		2 00
" " fancy tins.....		0 25
" " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....		0 50
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Biscuits, sweet, 1-lb. tins, doz.....		1 55

IF YOU WANT A JAM THAT WILL BUILD UP TRADE AND ON WHICH YOU CAN MAKE A NICE PROFIT YOU CAN'T DO BETTER THAN TO ORDER A TRIAL CASE OF 4 DOZ. OF BATGER'S NEW STYLE JAR STRAWBERRY JAM


Agents: ROSE & LAFLAMME, Montreal.


"Not what is said, but what is done, is to be regarded" Said the old sage.

**PATERSON'S CAMP COFFEE ESSENCE**

has made a reputation that makes constant sales—surely an achievement. The old sage knew his business.

ROSE & LAFLAMME, Agents, MONTREAL.



Chocolate—	per lb	Mott's Prepared Cocoa, 1/2s and 1/4s boxes	0 28
Queen's Dessert, 1/2s and 1/4s	\$0 40	Mott's Breakfast Cocoa, 1/2s in boxes	0 40
" 6's	0 42	Mott's No. 1 Chocolate	0 50
Mexican Vanilla, 1/2s and 1/4s	0 35	Mott's Breakfast Chocolate	0 28
Royal Navy Rock, " "	0 30	Mott's Caracas Chocolate	0 40
Diamond, " "	0 25	Mott's Diamond Chocolate	0 23
" " 8's	0 28	Mott's Navy Chocolate, 1/2s in boxes	0 27
Iceings for cake—	Per doz	Mott's Cocoa Nibbs	0 35
Chocolate, pink, lemon color, lbs.	\$1.75	Mott's Cocoa Shells	0 05
Orange, white and almond, 1/2-lbs.	1.00	Vanilla Sticks, per gross	1 00
Confections—	Per doz	Mott's Confectionery Chocolate	0 21
Cream bars, large boxes	\$2.25	Mott's Sweet Chocolate Liquors	0 20
" small	1.35		
Chocolate ginger, lbs.	3.75		
" 1-lb.	2.25		
" wafers, 1-lb. boxes	2.25		
" 1-lb. boxes	1.30		
Chocolate—	per lb.		
Caracas, 1/2s, 6-lb. boxes	\$0 42		
Vanilla, 1/2s	0 42		
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29		
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42		
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24		
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24		
Cocoa—	Per doz.		
Concentrated, 1/2s, 1 doz. in box	2 40		
" 1-lb. "	4 50		
" 1-lb. "	8 25		
Homeopathic, 1/2s, 14-lb. boxes	...		
" 1/2s, 12-lb. boxes	...		
Epps's Cocoa, case of 14 lb., per lb.	0 35		
Smaller quantities	0 37 1/2		
BENSCHER'S COCOA			
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.			
1 lb tins, 1/2 doz. to case	per doz., \$ 90		
" " " " " "	2 40		
" " " " " "	4 75		
" " " " " "	8 00		
JOHN F. MOTT & CO.'S			
R. S. McIndoe, Agent, Toronto.			
			
Mott's Broma	Per lb.		\$0 30

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 43		
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,	3 00		
Soluble chocolate (hot or cold soda)			
1-lb. cans	0 42		
Vanilla chocolate wafers, 48 to box,	1 56		
per box	1 56		
The above quotations are f.o.b. Montreal.			
WALTER M. LOWNEY CO.			
Canadian Branch 530 St. Paul St. Montreal.			
Breakfast cocoa—	Per lb.		
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.		
6-lb. boxes, 12 boxes in case, 1-lb. tins	40c.		
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.		
6-lb. boxes, 12 boxes in case, 1-lb. tins	42c.		
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44		
Sweet chocolate powder—			
6-lb. boxes, 12 boxes in case, 1-lb. tins	32c.		
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.		
Premium chocolate—			
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	33c.		
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.		
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.		
Madallion sweet chocolate—			
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	44c.		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.		
Milk chocolate—			
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	35c.		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.		
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.		
Tid-Bit chocolate—			
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	30c.		
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.		

Diamond sweet chocolate—  
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 23c.  
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 23c.

**Condensed Milk.**  
Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. " 4 65




Borden's Condensed Milk Co.  
Eagle brand... \$1 50  
Gold Seal brand... 1 30  
Peerless brand evaporated cream... 1 20




TRURO CONDENSED MILK & CANNING CO., LIMITED.  
"Jersey" brand evaporated cream, per case (4 doz.)... \$4 65  
"Keindeer" brand per case (4 doz.)... 5 60

**Coffee.**  
"Bee" brand, 1 lb. tins, cases, 20 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 17
JAMES TURNER & CO. Per lb.	
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13 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 Mandheing 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.
S. H. & A. S. EWING'S Per lb.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	33
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29
Cheese.	
Imperial—Large size jars	per doz. \$3 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	13 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	3 40
Small size	1 40



One of the most saleable foods at this season is Syrup.

"Crown"



Brand Table Syrup

Put up in Tins—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2 Brls.,
5 " " "	1 " "	Kegs and Pails.
10 " " "	1/2 " "	
20 " " "	1/4 " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

is at the head of all Syrups, its Purity, Cleanliness and Pure Syrup Flavor have made it sought for by consumer and dealer.

Have you handled it? If not, place your trial order with any grocery jobber.

See that you get "Crown" Brand.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited  
ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Un- num bered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.
100 to 500 books	3 1/2c.
100 to 1,000 books	3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cane's Clothes Pins.

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



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

Wholesale Agents. The Davidson & Hay, Limited, Toronto

Food.

Per gross	
Knorr's Gelatines	\$16 75
Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Per doz.	
" " 5 doz., at..	\$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	3 75

T. UPTON & CO.	
Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$0 85
2-lb. tins, 2 doz. in case	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06 1/2
7 and 14-lb. wood pails	0 06 1/2
30-lb. wood pails	0 06 1/2
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	0 06 1/2
30-lb. wood pails	0 06 1/2

Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

BRAND & CO.	
Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

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

Lye (Concentrated).

GILLETTE'S PERFUMED.	Per case.
1 case of 4 dos.	\$3 60
3 cases	3 50
5 cases or more	3 40

Matches.

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

WALKERVILLE MATCH CO.

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

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COOLMAN'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

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
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 23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c.	
packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c.	
packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand 1-lb. glass	per doz. \$1 50
quart 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

Pickles.

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

Soda.

COW BRAND.



Case of 1-lb. contain- ing 50 pkgs., per box	\$3 00
Case of 1-lb. (con- taining 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1- lb. (containing 30 pkgs.) per box, \$3 00.	
ining 36 pkgs., per	

MAG C BRAND.

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

"BEE" BRAND.

"Bee" brand, 5 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	03 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. F. TIPPETT & CO., Agents.	
Maypole soap, colors	per gross \$10 90
" black	15 20
Orion soap	10 20
Gladiator soap	15 00
Straw hat polish	10 20

RABBITT'S.

Babbitt's "1776" 8-oz. pkgs.	\$3.50 per box.
5 boxes as freight paid and half box free.	
Babbitt's "Best" soap, 100 bars	\$4 10 per box.
Potash or Lye, lbs	

each doz., \$2 per box. WM. E. DUFFY AGENT.



START 1905 RIGHT - by placing an order for
"PRINCE OF WALES"
Mocha and Java Coffee

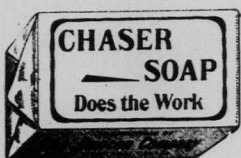
Put up in 1 and 2 lb. (air-tight) tins

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills,

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



CHASER SOAP. 1 case \$2 40, 5 cases \$3 30, 10 cases \$3 20, 20 cases \$3 10

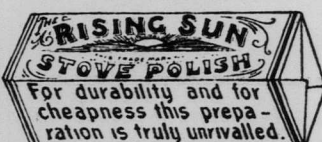
CHASER SOAP.



CHINESE STARCH WORKS. Chinese starch, per case of 4 doz., \$4, less 5 per cent.

"BEE" BRAND CORN STARCH. Cases 40 pkgs., San Toy Starch—10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



Rising Sun, 4-oz. cakes, 4-gross boxes \$8 50, Rising Sun, 3-oz. cakes, gross boxes 4 50, Sun Paste, 10c. size, 4-gross boxes.... 10 00, Sun Paste, 5c. size, 4-gross boxes.... 5 00



DUNN, AGENT.



Syrup. "CROWN" BRAND PERFECTION SYRUP. Enamelled tins, 3 doz. in case \$3 40, Plain tins, with label—3 lb. tins, 3 doz. in case..... 1 90, 5 " " " " 3 35, 10 " " " " 3 35, 20 " " " " 3 10, (10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case. 1 gal. tins, square, 6 in case..... \$4 40, 1 gal. tins, round, 12 in case..... 4 50, 2 gal. tins, round, 24 in case..... 4 00, SMALL'S BRAND—Standard. Per case. 1 gal. tins, square, 6 in case..... \$4 70, 1 gal. tins, round, 12 in case..... 4 90, 2 gal. tins, round, 24 in case..... 5 30



Teas. SALADA CEYLON. Wholesale. Retail. Brown Label, 1's..... \$0 20 \$0 25, Green Label, 1's and 2's..... 0 25 0 35, Blue Label, 1's and 2's..... 0 30 0 35, Red Label, 1's and 2's..... 0 30 0 35, Gold Label, 1's..... 0 44 0 50



Ceylon Tea, in 1 and 2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... \$0 19, 1-lb. "..... 0 20, Blue Label, retail at 30c..... 0 23, Green Label, " 40c..... 0 28, Red Label, " 50c..... 0 35, Orange Label, " 60c..... 0 42, Gold Label, " 80c..... 0 55



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



LUDELLA CEYLON, 1's AND 2's PKGS.

Blue Label, 1's..... \$0 18 1/2 \$0 25, Blue Label, 1's..... 0 18 1/2 0 25, Orange Label, 1's and 2's..... 0 21 0 30, Brown Label, 1's and 2's..... 0 28 0 40, Brown Label, 1's..... 0 30 0 40, Green Label, 1's and 2's..... 0 35 0 50, Red Label, 1's..... 0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 2's..... \$0 25 \$0 50, Blue Label, 1-lb. and 2's..... 0 28 0 40, Green Label, 1-lb..... 0 19 0 25, Green Label, 2's..... 0 20 0 25, Japan, 1's..... 0 19 0 25

E. D. MARCHEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes..... \$0 42 1/2, " " III 40-lb. boxes..... 0 40, " " III 80-lb. boxes..... 0 38 1/2, EMD AAA Japan, 40 lb " at..... 0 32 1/2, " AA " " " " " " " " 0 30, Blue Jay, basket fired Japan, 70 lbs., "Condor" IV 80-lb. " " " " " " " " 0 37 1/2, " " XXXX 80-lb. boxes..... 0 33 1/2, " " XXXX 30-lb. " " " " " " " " 0 24 1/2, " " XXX 20-lb. " " " " " " " " 0 21, " " XX 20-lb. " " " " " " " " 0 22, " " X 20-lb. " " " " " " " " 0 19, " " XX 20-lb. " " " " " " " " 0 20, LX 60-lb. per case, lead packets (25 1's and 70 2's) \$0 37 1/2

Black Teas—"Nectar" in lead packets. Green Label..... retail 0 25 at 0 20, Chocolate Label..... " 0 25 at 0 25, Blue Label..... " 0 50 at 0 35, Maroon Label..... " 0 60 at 0 45, Fancy tins—Chocolate, 1-lb..... 0 33 1/2, " " Blue, 1-lb..... 0 43 1/2, " " Maroon, 1-lb..... 0 49 1/2, " " Maroon, 1-lb..... 1 50

"Condor" Ceylon black tea in lead packets. Green Label, 1's, 2's and 1 1/2 60-lb. cases..... retail 0 25 at 0 20, Grey Label, 1's, 2's and 1 1/2 60-lb. cases..... retail 0 30 at 0 25, Yellow Label, 1's and 1 1/2 60-lb. cases..... retail 0 25 at 0 25, Blue Label, 1's, 2's and 1 1/2 60-lb. cases..... retail 0 40 at 0 30, Red Label, 1's, 2's and 1 1/2 60-lb. cases..... retail 0 50 at 0 34, White Label, 1's, 2's and 1 1/2 60-lb. cases..... retail 0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb. No. 1..... per lb. 0 25, No. 2..... " 0 25, No. 3..... " 0 25, No. 4..... " 0 20, No. 5..... " 0 17 1/2



LIPTON'S TEA (in packages).

1 lbs. & Sold Color of 1/2 lbs. for Label. per per lb. lb. lb.

Ceylon-India, Ex. oh't A Yellow 45... 70, " " B Red 40... 60, " " No. 1 C Pink 35... 50, " " 3 C Orange 30... 40, " " 3 O L Blue 25... 35, " " 4 O L Green 20... 25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4, 5/8, and 1 1/8... \$0 20, " Amber, 3/4 and 5/8... 0 20, Cheewing—Stag, bars, 100's... 0 45, " Bobs, 5/8 and 1 1/8... 0 44, " " 1 1/8 or bars, 50's... 0 44, " Currency, 1 1/8 or bars, 100's... 0 47, " " 1 1/8 and 1 1/8... 0 47, " Old Fox, narrow, 100's... 0 47, " Snowflake, 140's b'r, sp'd d 64... 0 51, " Pay Roll, 7/8 and 1... 0 48, " Fair Play, 5/8 and 1 1/8... 0 48

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality... \$0 20, Condor, pure distilled..... 0 25, Old Crow..... 0 25, Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals..... \$5 45 \$10 55, " casks, 60 " " " " " " " " 10 55 20 40, Bottles, cases, 3 doz..... 3 25 4 00

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages..... \$4 45, 100 10c. " " " " " " " " 7 20, 100 5c. " " " " " " " " 3 00, 1 case 50 5c. packages free with 5-cases lots Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor..... Per doz \$1 30, " Crown..... 1 35, " Improved Globe..... 1 35, " Standard Globe..... 1 35, " Original Solid Globe..... 1 00, " Superior Std. Hk. Globe..... 1 05, " Jubilee..... 1 00, " Pony..... 0 80, Diamond King (glass)..... 2 50, Tubs, No. 0..... 11 25, " " 1..... 9 00, " " 2..... 10 00, " " 3..... 1 00, Pails, No. 1, 3 hoops..... 1 25, " No. 3..... 2 00, Yeast. Royal yeast, 3 doz. 5c. pkgs. in case..... 31 55, Gillet's cream yeast, 3 doz. 5c. pkgs. in case..... 1 00, Jemmy cream yeast, 3 doz. 5c. pkgs. in case..... 1 00, Victoria 7 doz. 10c. pkgs. in case..... 1 00

# Chemical Works AMSTERDAM.

## FOR THE CONCRETE TRADE SPECIAL OFFERS

Resistant to weathering  
In every use

### "Butterfly Brands"

	1/2 lb	1 lb	1 1/2 lb
PORTLAND CEMENT	3/8	4/-	7/-
PURE PORTLAND CEMENT	4/8	8/-	15/-

These brands are sold in any quantity  
and are delivered. Terms: Cash with  
order.

PORTLAND CEMENT is packed in bags  
of 50 lbs. and the COCOA is supplied in  
bags of 25 lbs.

SEND FOR CATALOGUE ON APPLICATION.

### ago

Baking Powder

the competition and

growing ever since.

two and two

two and two

Our travellers are just  
out with our new lines and we  
shall be glad to have a card  
from you if you are at all in-  
terested. We shall send you a  
list of our specialities as well.

*We wish you a  
Happy and Prosperous  
New Year.*

**GOWANS, KENT & CO.**

Wholesale and Retail

London