

# THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

Allied Trades in Canada.

PUBLISHED  
EVERY FRIDAY

CIRCULATES IN  
EVERY PROVINCE

## 70 Years' Reputation

for an article among the most particular people, viz.: Mothers, Nurses and Doctors, must mean something.

We think it means that

## ROBINSON'S PATENT BARLEY

is absolutely reliable as the best Infants' Food in the market.

SAMPLE AND BOOKLET MAILED.

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

## HIGH TEA

is a  
Moderate-priced Biscuit  
that


Brings good results to the Retailer.



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Successors to

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"TURNS NIGHT-TIME INTO DAY-TIME."


New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



No. 21  
100 Candle Power.

— THEN WRITE FOR —  
**OUR CATALOGUE AND DISCOUNTS.**

Every Lamp Guaranteed.

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

WHAT MORE  
NECESSARY  
THAN

# PURE SODA

WINN & HOLLAND  
MONTREAL  
Sole Agents.

YOUR CUSTOMERS WILL READILY TRACE FAULTY BAKING TO INFERIOR SODA, SO PROTECT YOURSELF AND THEM BY HANDLING ONLY THE BEST.

## BRUNNER, MOND & CO.'S

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...ESTABLISHED 1849...

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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.

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MANUFACTURERS OF

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Agents:

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MONTREAL

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality — *the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great

regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,  
8 Place Royale, Montreal.

# Messrs. Grimble & Co. LIMITED

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

## VINEGARS

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

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

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

# Sterling Brand Pickles

ARE ALWAYS STERLING PICKLES.

The People's Choice—The Grocer's Favorite.

What kind of trade you do depends on the kind of goods you sell. For this reason, you will recognize the importance of keeping well stocked in Sterling Pickles and Relishes. Of course, there are other pickles, but there is only one Sterling Brand Pickles—and they are the best.

- Made of the best Canadian vegetables,
- by most scientific methods, and with
- all the care and supervision that high-
- class manufacturing demands.

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

# Stretton's Table Relishes

## An English Judgment.

At the Food Exhibition held in London, 1893, Stretton's Prize Medal Sauce received the only Medal awarded Worcestershire Sauce. A cut of Medal is reproduced here.



## A Canadian Court.

Less than two years ago we submitted our Worcestershire Sauce to the judgment of the Canadian people and we have the satisfaction of a favorable verdict.

Thus the Canadian Court of Public Opinion upholds the decision of a judgment rendered in England.

Stretton's Prize Medal Sauce, Reputed pints for hotel trade, \$2.85 doz.

Stretton's Prize Medal Sauce, Reputed half-pints for best family trade, 1.60 "

Importing Wholesale Grocers Supply Our Goods.

**COFFEE**—perhaps the most important feature of a grocer's business. A reputation for "Good Coffee" attracts desirable customers regardless of the numerous compound cereal substitutes. The merchant who sells pure "Good Coffee" will gain trade. We have helped hundreds of discriminating grocers to gain that reputation. Why not you? Increase your trade by handling

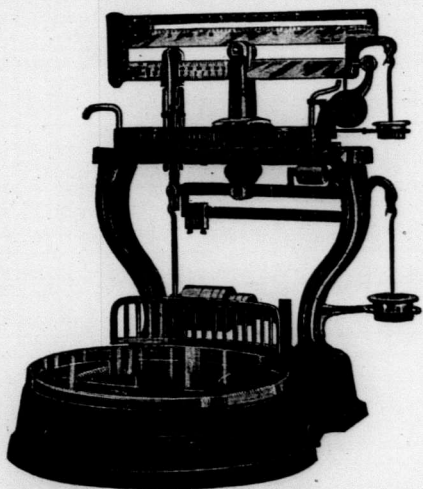
# S. H. & A. S. EWING'S

High-Grade **COFFEES**

**THEY EARN THEIR COST**

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



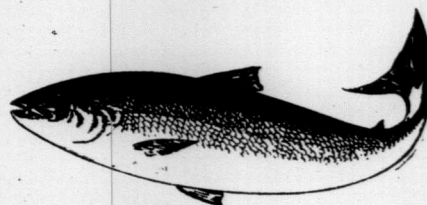
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164 King Street West, Toronto, Canada.

Manufacturers of...

**DAYTON COMPUTING SCALES.  
MONEY-WEIGHT SCALES.**

**SOCKEYE SALMON**



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

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



# BE READY

with the best when you have a call  
for condensed milk.

# REINDEER BRAND

takes first place.

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

“Satisfactory in every respect”  
is the verdict of your  
customers in using

## Japan Teas

—the reason is apparent  
to all judges of teas—  
Japan Teas are pure,  
clean, healthy and in-  
vigorating. It pays  
you to handle

# JAPAN TEAS

# How is Your Coffee Trade ?

## Good, Eh!! CLUB COFFEE

Then you must sell our famous

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

**S. H. EWING & SONS** Toronto Branch, 29 Front St. West  
96 KING ST., MONTREAL. TELEPHONE MAIN 2059

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

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

is Cold Water

# STARCH IVORINE

ASK TRAVELLERS THE PRICE

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



**WE HELP YOU**

SELL

**"Imperial Brand" MAPLE SYRUP**

By advertising it This gives it a big advantage.

ROSE & LAFLAMME, Agents, MONTREAL



# EASY TO SELL

Because everyone knows that

**Paterson's Camp Coffee Essence**

is the very best coffee essence on the market, and the price is reasonable.

ROSE & LAFLAMME  
Agents, Montreal

## Ceylon Green Tea

Ceylon GREEN Tea is a natural leaf Tea of particularly fine "Aroma," surpassing all other teas for delicacy of flavor.

So remarkable and rapid has been the success of Ceylon GREEN Tea that it is absolutely necessary to increase the output. The estimated increase during the current year will probably reach

**12,000,000 lbs.**

The greater part of which will find its way into the Canadian and American markets.

## Ceylon Black Tea

Ceylon BLACK Tea leads in the competition for Supremacy, and has established itself as a tea of unsurpassed excellence.



# TEA.

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

**"COMMISSIONER,"**

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

**Use Live Bait.**

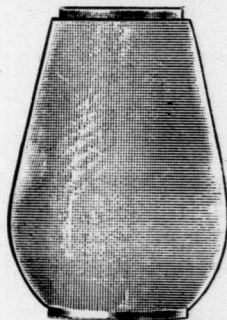
**R-O-Y-A-L  
S-A-L-A-D D-R-E-S-S-I-N-G**

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

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

**The Horton-Gato Mfg. Co.,**  
DETROIT, MICH., - WINDSOR, ONT.

**ARE YOU USING OUR**



**Cold Blast  
or Jubilee  
Globes**

**Aetna or  
Quaker Flint  
Chimneys?**

Give them a Trial.

**THE SYDENHAM GLASS CO.**  
OF WALLACEBURG, LIMITED.

**If You Have  
Money to Burn**

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



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**ALLISON COUPON CO., Manufacturers,**  
Indianapolis, Indiana.

# \$1.00

is our price for Tomato Pulp—Tomatoes with Skin, Seeds and Fibre removed. 1 can Pulp=3 cans ordinary canned tomatoes.

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

**The Burlington Canning Co.**  
Limited  
BURLINGTON, ONT.

## Want Ads.

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

## REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

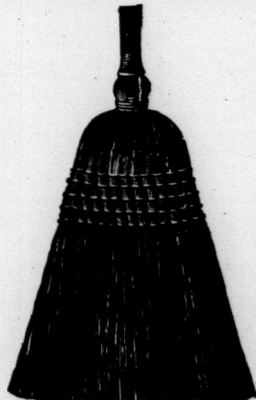
**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

## Every Housewife...



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

The  
**Waterloo  
Broom and  
Brush  
Co.,**

**WATERLOO,  
ONT.**

**STRONG  
DURABLE  
LIGHT**



**POROUS  
AND  
CHEAP**

**Sell Flower Pots**

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

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



**"ACME"  
TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**

## BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**  
in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
Temple House, Tallis St., Temple Avenue,  
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

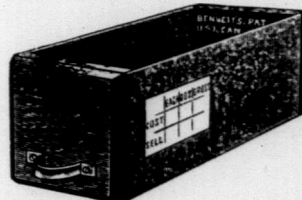
N.B.—A free specimen copy will be sent on receipt of a post card.

...THE...

**Bennett Manufacturing Co.**

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

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

**Pickering, Ontario**

# Questions—

AND THEIR ANSWER.

1. What tea wins favor by its intrinsic worth ?
2. What tea replaces other vaunted teas ?
3. What tea pays the grocer best, all things considered ?

## Blue Ribbon Ceylon Tea

The Red Label—40c., worth fifty.

There is no fad about the fish habit—it is founded on commonsense.

People have been eating too much meat. What they need is more fish.

**“HALIFAX,” “ACADIA” and “BLUENOSE”**

BRANDS OF PREPARED CODFISH

are meant to encourage the beneficial habit of eating fish in preference to meat.

They succeed in encouraging this habit as no other form of fish produce has ever succeeded, because :

*1st—They are so palatable—so delicious.*

*2nd—They are so convenient—always ready.*

*3rd—They are so clean—nothing fussy about getting them ready for the table.*

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

OFFICE, Halifax, N.S.

FACTORY, LaHave, N.S.

A. H. BRITAIN & CO, Selling Agents, Board of Trade Building, MONTREAL.

—the merits of **STOVE POLISHES**

are known and acknowledged by every housekeeper using



**Enameline.**

There are many kinds of Stove Polishes—hard, paste and liquid—sold by the trade, some more or less meritorious; but the only brand that is absolutely reliable in every respect is



**Enameline.**

You are always safe in selling your customers ENAMELINE, either paste or liquid.

**W. H. DUNN, Agent, MONTREAL.**

**CRYSTAL GRANULATED SUGAR**

IS MADE ESPECIALLY

**FOR PRESERVING**

AND

**FOR HOUSEHOLD USE**

BY

**THE WALLACEBURG SUGAR COMPANY, Limited**

**WALLACEBURG, ONTARIO.**

# AURORA CORN SYRUP

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

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

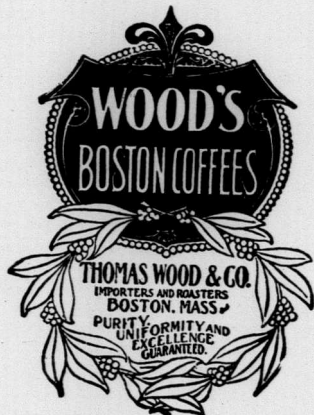


**W. H. GILLARD & CO., Wholesale Grocers,**

**HAMILTON.**

Branch CANADA GROCERS LIMITED.

## THE BUSINESS INSTINCT



It is a gift with some and a matter of cultivation with others.

Cultivation means the bestowal of time and attention to the attainment of some particular object.

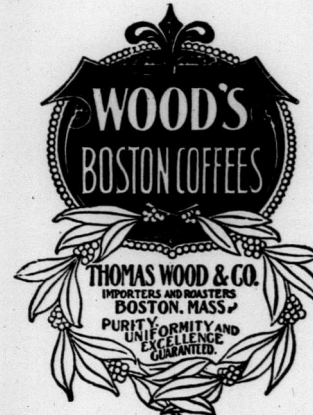
If your business instinct does not at once tell you to deal in **WOOD'S COFFEES**, proper investigation will.

Their enviable record invites your consideration.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

**MONTREAL.**



**RETURNED**

JUL - 8 1904

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*aw*

"In the Spring a Young Man's Fancy  
Lightly turns to Thoughts of Love."

### The Housekeeper's Thoughts Turn to Spring Cleaning.

Therefore, wise dealers make a doubly attractive display of the best of all household appliances,

**BOECKH'S HOUSEHOLD BRUSHES and BAMBOO-HANDLE BROOMS.**

They give pleasure because they make work easy and last long.

**MONTREAL BRANCH:**  
1 and 3 DeBresoles St.

**LONDON BRANCH:**  
71 Dundas St.

**OPERATING:**  
Boeckh's Toronto Factories.  
Bryan's London Factories.  
Cane's Newmarket Factories.

## UNITED FACTORIES,

LIMITED.

Head Office: **TORONTO, Ont.**

## The Small Business as a School of Manhood

"FOR generations the small business, that is, the business as it was before the advent of the great corporation and the trust, was a school of character second in importance only to the church," says H. A. Stimson in a recent number of the Atlantic Monthly. It is rapidly being superseded, and the question is: What is to be the effect upon the business world?

Many years ago Mr. Stimson was confidential clerk in a typical city business house of the old style. Its heads were two young merchants, and he was given the opportunity of knowing both intimately and of observing the effect of their business upon their characters. The one was a gentleman by instinct and family connection,—courteous, kindly and unselfish. The other was self-made, aggressive, ambitious, selfish and intelligent enough to know the value of honesty as a policy, but without convictions. The daily routine of the business divided itself between these men by a kind of natural law. Everything requiring courtesy and the cultivation of the good will of customers fell to the one, while the planning of the business and all those important decisions which had to do with men whose good will was not particularly important to the firm, were passed by the other. The business itself, with its daily necessities and routine, constituted a school of character, giving play to the talents of both and holding their limitations in restraint. It would be interesting to look over the office letter books of those days and read in the correspondence the characteristic features of these two men. There would be found recorded, as accurately as in the record of a boy at school, their native traits and the history of their growth. Each knew as all the men of their day knew that the success of every business house depended upon the personal traits of the partners and their individual relations to the world of business quite as much as upon the wisdom of their plans.

This is understood in all forms of individual business, from the village store to the city establishment where in each instance the storekeeper is made keenly aware of the value of the good will of his customers. As a consequence he is kept under an impulse to be courteous,

honest and considerate until these traits become largely characteristic. Whatever men may think about the business of the world it is inconceivable that the great business houses of the older type, which, passing from father to son, sometimes survived for centuries, could have continued under any other conditions. The great guilds of the Middle Ages were simply associations of men of this pattern. They organized for self-defence as individual merchants or tradesmen. And membership in these guilds quickly came to be dependent upon certain established types of character. Because of this the guilds held together, and became the permanent power which resulted in making the cities the instruments which enabled the early kings to shake off the power of the barons, and to break up the foundations of the feudal system in Europe. The Chinese guilds, the oldest existing organizations of business men, are also of this class.

The record of those early days still remains in our literature. Shakespeare's tale, the Merchant of Venice, turns upon the integrity, indisputable and dominant, of the merchants of that time; and the effect of the Chinese guilds upon the Chinese mercantile life is everywhere apparent. The other day the president of the Anglo-Chinese Bank at Shanghai, resigning, to return to England, after twenty-five years of service, in a public address testified that not a dollar had ever been lost by the bank through a Chinese merchant, and that the great fear he had for the changes now going on in the relations between the Orient and the Occident was lest the influx into China of foreign merchants, with a different standard of personal honesty, would do more to complicate and disturb the relations of China with the outside world than any other cause. For the Chinese have not been familiar with the lower standards of business integrity which prevail elsewhere.

Over against the guilds have arisen the modern corporation and the modern trust. They have so completely changed the essential conditions of business life as these bear upon the individual business man, that it is well to attempt to estimate the effect.

The pride of the merchant, or the manufacturer, in the business to which he was giving his life, and which bore his name, and which he hoped to make

permanent in the community and to transmit to his children, has given place to another temper of mind in the passing of those smaller men into the great corporations. Names still linger from the early days: the Maydole hammer, the Buck chisel, the Disston saw, the Scott gun, the Morley hosiery, the Clay woollen, the Torrey strop, the Hassell brush, tell of a day when the skilful workman began to produce a better article than his neighbor, and soon discovering that his customers recognized its merits, found the way open to a career in which his heart found its sweetest pride, and his business life its most satisfactory reward. All that has vanished with the passing of the old conditions.

Under the new conditions a very few men are carrying the heavy strain, or may be considered as responding to the old challenge to be their very best, and to prove themselves masters in a splendid contest. It must be admitted that the prizes of the business world were never so magnificent for the capable few as they are to-day. The title "merchant prince" has taken on a new significance. But this applies only to the very few. Where there are in every great corporation or trust two or three or, perhaps, a few more, men at the head who carry the responsibility and find their powers taxed to the utmost by their daily duties, there are thousands of all grades of capacity, who now have no other feeling than that of the clerk, or the servant. Their intellectual activity is limited to doing the task that is set for them. They need to be keen, simply to understand directions and to meet the requirements of their department. Their moral responsibility is limited to obeying orders and earning their daily wage. The tax made upon them is only to do their day's work as it arrives, and at night leave their desk clear. They are part of a vast machine to whose perfection they are contributing; and in so doing are limiting their own powers, and bringing on the day when they can the more readily be dispensed with and forgotten. The best they can hope for is a pension. As life goes that is much, but it is not the best.

The great corporation is unquestionably the necessity of the hour. It will continue to take on constantly new forms of development. It is already

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.

playing and will continue to play a tremendous part in the progress of civilization. But its limitations are none the less real. The evils that are inevitably connected with it must be clearly realized if they are to be offset. Among them all none is more serious than this radical one of the effect upon the character of many employees, who, under former conditions, would have been either managing their own business or ambitious for the opportunity of doing so. The life, in a multitude of homes where a salary takes the place of business earnings, is doubtless calmer and steadier, and also in many cases ampler, in that the income is larger. A certain stability is hoped for in a society where anxiety over business conditions is exchanged for the contentment of an assured stipend. And the steadying and quieting of the temper, no longer made irritable by the daily anxiety, is unquestionably a notable social advance. When, however, one looks within and asks what is to take the place of the old discipline, with its insistent demand for those traits of character which have made the merchant and the manufacturer the sturdy, thoughtful, self-respecting men they always have been, we are at a loss for an answer.

When thoughtful writers like Benjamin Kidd speak of "the freest possible play of forces within the community," and the widest possible opportunities for the development of every individual's faculties and personality" as the condition of progress, and of "the personal rivalry and competition of life" as being not only now, but having been from the beginning "the fundamental impulse behind all progress," there is cause for concern when men find themselves tempted to exploit agencies which effectually remove or destroy those conditions.

It is certain that a great change is going on, and one of that subtle and unperceived kind the effect of which is

sure to be widely felt before it is understood, not to say corrected. How much it means of difficulty or even of disaster in the business world of the future it may be difficult to determine, but it will certainly have a profound effect in shaping the prospects even of the trust. It creates conditions under which it will be growingly difficult to produce men with the character and the intellectual stamina which are necessary to the management of the great corporations. Men who have simply grown up as clerks will never be truly competent to fill these positions. They will become more and more men of detail. And the system of inbreeding, that is, of limiting the filling of their more important posts to men who have risen through all the ranks of lower service,—which now is proclaimed by some of the great railways,—is a policy as truly suicidal as it is unintelligent. Great administrative positions require men who have been accustomed to that independence of action and breadth of view which only the responsibility of directing their own affairs can produce. It is a temper of mind and spirit as far as possible from that of the life-long clerk or employee. And no problem in the business world is more vital, or has farther reaching relations, than the question how such men are in the future to be produced.

#### RICE IN ARKANSAS.

The Rock Island is experimenting, through agents, with rice culture in Arkansas. The experimental farm is situated in Carlisle county, near Little Rock, and consists of seventy-five acres. A report on the first crop shows thirty-five bushels to have been raised to the acre. The rice is known as the Honduras quality, and sells for \$1 a bushel. It can be raised only in irrigated land, and the cost of irrigation amounts to about \$5 per acre.

#### BROCK'S BIRD SEED.

THE skillful mixing of bird seed is for none but the bird fancier. True, to mix canary, millet and rape seed in set proportions is child's play, but to mix them so that there will be just the right amount of each is another story. In order to ascertain the perfect formula one must be closely acquainted with bird health, and the effect of seed on song. Birds, especially the dainty canary, are quickly responsive to food effects, and a little too much of this or that constituent may prove fatal to health and spirits. Owners of the little songsters are well aware of this fact, and will not take chances on unknown seed mixtures. Indeed, so dependent is the life of the bird upon its food, that bird owners are rebellious whenever an unknown and untried seed is offered by the dealer. Hence it follows that the man or firm who would put a new bird seed on the market has one of the most difficult of tasks. If, finally, he does succeed it is because the seed mixture is good beyond peradventure.

Brock's bird seed has long since earned this right. So successful have the manufacturers, Nicholson & Brock, of Toronto, been, both in making a food of the first order, and in conquering prejudice, that the sale of their bird seed ranks second to none the whole Dominion over. Every package contains a cake of "bird treat," a bird medicine, if you will, since it is designed to preserve the health of the captive warblers. Nicholson & Brock have prepared a book of considerable size on the breeding and care of canaries. Mr. Nicholson is an authority on canaries, and is freely consulted by a host of bird owners in every part of the country.

## TO OUR CUSTOMERS:

We hope you have received any shipments that may have been delayed through weather conditions over which none of us had any control. We are now in a position to maintain our old record as "Quick Shippers" and you may depend on all orders being shipped the day they are received. If wanting goods in a hurry our telephones are always at your disposal and all mail and telephone orders have our personal care.

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

# Everybody Drinks Ram Lal's



**AND EVERYBODY LIKES IT.**

## James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

### Write us for Samples

Special values now in **Japans**, all grades, from 15c. to 35c.

Also Japan Siftings and Fannings, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

**Just a Hint**—Try us and save money.

### James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacramento St.

MONTREAL:

### Teas and Coffees

# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

## A Case of Snider's Home-made Catsup Given Away Free.

We are giving . . .

1 case, pints, Snider's Catsup, value \$6.00

**Absolutely Free**

with every shipment of 5 cases of pints.

It figures out this way.

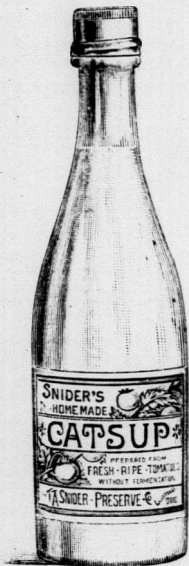
5 cases, pints, 2 doz. in case, at \$3 per doz. - \$30.00

1 " " " " " Free - 6.00

**\$36.00**

You pay \$30 only,  
and your cost is therefore  
\$2.50 per doz., instead of \$3.00.

**Take advantage of this offer while it lasts. It means a saving of nearly 20 per cent.**



A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,  
SOLE AGENTS FOR ONTARIO, MANITOBA AND N.W.T.,  
51 Colborne St., TORONTO, ONT.

### Business Changes

#### ONTARIO.

THE Kent Farmers' Produce Company, Blenheim, have obtained a charter.

R. Dennison, cheese maker, Archer, is dead.

O. W. Martin, grocer, Trenton, has assigned.

H. Butterworth, grocer, Brantford, has sold out.

S. Mann, general merchant, Stittsville, is dead.

D. G. Currel, grocer, Ottawa, has sold out to M. Cardinal.

N. S. McMillan, grocer, Rodney, has sold out to A. & E. Lusty.

W. H. Knister, general merchant, Ruscorn Station, has sold out to J. J. Murphy.

The Petrie Mfg. Co., manufacturers of cream separators, Guelph, have been burned out.

Frezzel & Thornton, cigar manufacturers, Ingersoll, have assigned to D. B. Cuthbertson.

W. S. McCall, grocer, Simcoe, has assigned to T. McCall; meeting of creditors advertised for April 8.

Graham Bros. & Co., general merchants, Kinmount, have sold their grocery business to J. J. Doherty.

The stock of the Crown Mfg. Co., manufacturers of grocers' sundries, Toronto, is advertised for sale by tender.

Vair & McDougall, produce dealers, Owen Sound, have dissolved partnership and been succeeded by McDougall & Lemon.

#### QUEBEC.

O. Renaud, cigar dealer, Montreal, has assigned.



I. Masse, general merchant, Sandy Bay, is dead.

T. E. Flynn, general merchant, Perce, has assigned.

The assets of J. Perreault, grocer, Montreal, have been sold.

P. Desormiers, grocer, Montreal, has sold out to F. Guyon & Co.

The assets of S. J. Roy, proprietor of creamery, St. Johns, have been sold.

The assets of A. Gervais, general merchant, St. Laurent, have been sold.

The Laing Canning and Preserving Co., Montreal, have gone out of business.

The assets of J. Parent & Co., general merchants, Rimouski, were sold on April 5.

H. Davidson has registered as proprietress of T. Davidson & Co., grocers, Quebec.

A meeting of the creditors of A. Gervais, general merchant, St. Laurent, has been held.

The assets of Charbonneau & Co., grocers, Lachine Locks, were sold on April 7th.

Bonneville, Gagnon & Cie., general merchants, St. Remi, have dissolved partnership.

A. & R. Laplante, proprietors of butter factory, St. Remi, have dissolved partnership.

J. A. Michaud, general merchant, Chicoutimi, is offering to compromise at 50c on the dollar.

Carrier & Co., general merchants, Garthby, are offering to compromise at 55c on the dollar.

Kent & Turcotte have been appointed curators to C. Garceau, general merchant, St. Garnabe.

The assets of H. Drouin, general merchant, Beauce Junction, are advertised to be sold on April 12.

The assets of T. E. Levesque, general merchant, St. Gedeon, are advertised to be sold on April 12.

The assets of B. Larouche, general merchants, Les Grandes Bergeronnes, have been sold to Samson & Filion.

The balance of the assets of Rabinovitch Bros., general merchants, St. Guillaume D'Upton, were sold on April 6th.

The stock of Laporte, Martin & Co., wholesale grocers, Montreal, has been damaged by smoke and water; loss covered by insurance.

MANITOBA AND N.W.T.

N. Hay, general merchant, Gainsboro, has assigned to T. Lock.

W. Campbell, confectioner, Wolseley, has sold out to R. E. Lewin.

Grant Bros, general merchants, Millet, have dissolved partnership.

J. H. Dyer, grocer, Weyburn, has sold out to Hopkins & Spofford.

H. H. Gervan, grocer, Moose Jaw, has sold out to T. M. McNab.

A. Decennick, flour and feed merchant, Makinak, has been burned out.

H. E. Beattie, general merchant, Okotoks, has sold out to R. & C. Olds.

Burgoyne Bros., general merchants, McCreary, have dissolved partnership.

K. Shatilla & Co., general merchants, Somerset, have assigned to C. H. Newton.

Greenblat & Nitikman, general merchants, Winkler, have been succeeded in business by A. Nitikman.

Gaudette & Morin, general merchants, Meriville, have dissolved partnership. P. S. Gaudette continues in business.

BRITISH COLUMBIA.

J. Pritchard, grocer, Keremeos, has gone out of business.

M. H. Nicking, grocer, Victoria, has been succeeded by A. Thornton.

S. S. Sellman, grocer, Victoria, has been succeeded by A. Hendry.

Crowe & Morris, tobacconists, Rossland, have dissolved partnership.

# Canned Meats

Clark's  
AND  
Libby's

See Our Travellers.

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



A sample jar will convince you that

**Upton's**  
HOME-MADE  
JAMS and  
ORANGE  
MARMALADE

are the finest that can be produced.

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

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Canada's Agricultural Exports.

THE annual report of the Department of Agriculture draws attention to the fact that Canada's exports of agricultural and animal products have grown at a wonderful rate during the past seven years. In 1886 they were \$39,718,212, in 1896 they were \$50,591,002 and for 1903 the total stood at the enormous sum of \$114,441,863. That the British market now absorbs the great bulk of our exports of farm products is true, but, nevertheless, it still offers a vast field for the further extension of Canadian trade. Taking fifteen classes of dairy products, meats breadstuffs, forage and live stock, the total Canadian exports to Great Britain were \$102,542,155, whereas the total imports into the United Kingdom of the same classes of farm products from all countries aggregated \$555,875,850. It will thus be seen that in her biggest year Canada supplied of the foregoing classes of products less than one-fifth of Great Britain's requirements. To obtain a larger share of this market it will be necessary to pay careful attention to the following points: Superiority in quality, regularity in supply, ability to sell at as low a price as competing countries, and the use of attractive packages of the kind demanded by the market. Apart from Great Britain, the other markets most promising are South Africa, Japan, China and the British West Indies.

## A New Preservative.

A PROCESS of preserving fresh food for months without the food losing its original flavor has been discovered by Dr. Morris, of Edinburgh. The product used is called Salvoline. As a patent has not been secured it cannot be described. It can be said, however, that the discovery of a certain salt by chemical experiments led to the perfecting of the new curing method.

It is claimed that in an experiment fresh creamery butter was kept sweet for six months, so that an expert was deceived into thinking it the fresh ar-

tle. Those who have witnessed the results of these tests are convinced that a most important discovery has been made in preserving fresh food stuffs for export trade. The solution can be economically manufactured.

## To Stop Adulteration of Food Stuff.

QUITE in keeping with The Grocer's recent editorial reference to the adulteration of food stuffs in the Province of Quebec, Ald. Dagenais, who, by the way, is a doctor, and represents a portion of a very thickly populated and middle-class ward in Point St. Charles, Montreal, has made a motion in the Montreal City Council to have a clause added to the new civic by-law giving the city more power to proceed against offenders who adulterate food. This will undoubtedly be a very good thing if officers can be found who will carry out such a by-law with the same zeal and discretion as the officers who enforce the British Food and Drugs Act.

## Drying Milk and Condensing Wine.

One of the most important of modern discoveries is undoubtedly the process of drying milk, by which the moisture is evaporated, leaving all the nourishing and substantial elements unaffected. The exact proportions are one to seven, that is to say, one tablespoonful of powder in seven of water gives milk as though it had just come from the cow. There is no loss or deterioration by keeping or transit.

The process is quite perfected, and supplies are about to be placed on the market. The discoverer is certain that he has found an invaluable adjunct for military, naval, and colonial supply, whilst he claims that his powder affords an absolute guarantee for the proper nourishment of children.

## Canadian Butter Packed in Danish Kiels

"Canadian butter packed in Danish kiels is the best quality of Canadian creamery, and is put up in this shape by the shippers who receive their instructions from English consignees," says the agent of the Canadian Depart-

ment of Agriculture in Great Britain. "Most of it comes with no mark except what is on the sacking covering the cask; if there is any mark it is on the cask and can easily be erased. There is no doubt that the bulk of the butter packed in this style is sold as 'choicest Danish.' Only a few Canadian firms ship butter in 'Kiels' or eggs in the 'Foreign' or 'Irish' case."

## New Canning Industry.

A new canning industry to be known as the Old Homestead Canning Company, is to be started shortly in Picton, Ont. The plant will be one of the largest of the kind in Ontario and will have a capacity of over three million cans. In addition to canned goods, the company will also pack jams, jellies, marmalade, and evaporated goods.

## Shortage in Honey.

THIS season will see a shortage in honey in Ontario, as there will be a shortage in honey-makers. The bee has been badly bitten by the severe Winter. It is thought that a large percentage of the bees have perished or will perish before the roses bloom again. Just now it is difficult to tell how badly the apiaries will be hurt, but from examinations made and from word received throughout the province, it is thought that presumably half of the bees will die.

The bee comes out in Winter usually. He does not stay out long, but it is necessary for him to come out and get a nip of fresh air if he is to thrive. This Winter he has not been able to get out to any great extent, and dysentery is setting in. The effect will be felt on the next season's crop of honey.

The trouble will likely spread over the Niagara Peninsula and in Wellington, Norfolk and Simcoe Counties. Bees that have been kept in the cellars this Winter are doing fairly well, and it is to this class that those who like honey on their bread will look largely for their supply.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

*Charlottetown, P.E.I. Canada*



We control the product of

**"The Charlottetown  
Preserving Co."**

Pure Fruit Jams,  
Canned Fruits, etc.

## TO THE TRADE

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

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.  
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.  
Prime Roast Beef, sizes, 1's, 2's and 6's.  
Prime Roast Mutton, sizes, 1's, 2's and 6's.  
Lunch Tongue, size, 1's, 2 doz. to case.  
Oxford Sausage, sizes, 1's and ½'s.  
Oxford Brawn, sizes, 1's and 2's, square tins.  
Compressed Cooked Ham, sizes, 1's and 2's, square tins.

Potted and Deviled Meats, sizes, ½'s and ¼'s.  
Chipped Dried Beef, sizes, 1's and ½'s.  
Honeycomb Tripe, sizes, 1's and 2's.  
**Royal Baked Beans**, sizes, 1's, 2's and 3's, either plain or with sauce.  
Lunch Sausage, size, ½'s, 4 doz. to case.  
Vienna Sausage, size, ½'s, 4 doz. to case.  
Soups, Ox-Tail, size, 2's, 2 doz. to case  
Kidney Stew,  
Mutton Broth.

**ABOVE ALL PACKED IN KEY-OPENING TINS.**

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

**Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD**

## Breakfast BACON

There is no Bacon made that will equal our English Breakfast Bacon, and our daily increasing sales warrant us in saying so. If you do not think so, just send us an order for sample lot. We know it will please you and delight your customers.

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

## Our Hams and . . Breakfast Bacon

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

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

**WE ARE BOOKING EASTER  
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

# LONG CLEAR BACON

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

## SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

The Modern, Up-to-date **20<sup>th</sup> Century**  
Grocery Store **Has**

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

$\frac{1}{2}$  lb. and 1 lb. Screw-Top Cans—also  
 $\frac{1}{4}$  lb.,  $\frac{1}{2}$  lb. and 1 lb. Paper Packages—the handsomest packages, and the purest and most reliable goods on the market.


**They show you a splendid profit.  
Ask your Jobber for them.**

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

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 feature of the provision market this week is lower quotations for hogs with the possibility of a further decrease shortly. The demand for smoked meats is good, and a big trade is expected as soon as navigation opens. The lard market is fair and steady. Fresh meats are quiet. Wholesale dealers say that on account of the milder weather, retailers are trying to clear up stocks on hand. Our quotations are as follows:

|  |          |         |
|--|----------|---------|
| Long clear bacon, per lb.                | \$ 0 08½ | \$0 08½ |
| Smoked breakfast bacon, per lb.          | 0 12½    | 0 13    |
| Roll bacon, per lb.                      | 0 09½    | 0 10    |
| Small hams, per lb.                      | 0 12½    | 0 13½   |
| Medium hams, per lb.                     | 0 12½    | 0 13    |
| Large hams, per lb.                      | 0 11½    | 0 12    |
| Shoulder hams, per lb.                   | 0 09     | 0 09½   |
| Backs, per lb.                           | 0 13½    | 0 14    |
| Heavy mess pork, per bbl.                | 16 50    | 17 50   |
| Short cut, per bbl.                      | 18 50    | 19 00   |
| Shoulder mess pork, per bbl.             | 14 50    | 15 00   |
| Lard, tierces, per lb.                   | 0 08     | 0 08½   |
| " tubs                                   | 0 08½    | 0 08½   |
| " pails                                  | 0 08½    | 0 08½   |
| " compounds, per lb.                     | 0 07½    | 0 08    |
| Dressed hogs, light weights, per 100 lb. | 6 25     | 6 40    |
| " heavy                                  | 5 75     | 6 25    |
| Plate beef, per 200-lb. bbl.             | 11 00    | 11 00   |
| Beef, hind quarters                      | 6 50     | 8 75    |
| " front quarters                         | 4 50     | 5 50    |
| " choice carcasses                       | 6 50     | 7 25    |
| " medium                                 | 5 50     | 6 50    |
| " common                                 | 5 50     | 5 75    |
| Mutton                                   | 6 50     | 9 50    |
| Lamb                                     | 10 00    | 11 00   |
| Veal                                     | 6 00     | 9 00    |

Butter—The butter market is more active this week than last. Lots, in fact too many, dairy rolls and prints are being received, much of which stock has been held over owing to the recent railway blockade and is not first-class quality. Stocks of butter in tubs are pretty well used up, and thus a demand is created for butter in rolls and prints. The market in creamery is steady, and receipts are sold as fast as they come forward. Receipts of butter of all grades are expected to increase steadily from now on. We quote the following prices:

|                    |         |      |
|--------------------|---------|------|
|                    | Per lb. |      |
| Creamery prints    | 0 21    | 0 22 |
| " solids, fresh    | 0 19    | 0 20 |
| Dairy rolls, large | 0 15    | 0 16 |
| " prints           | 0 16    | 0 18 |
| " in tubs, best    | 0 15    | 0 16 |
| Under qualities    | 0 12    | 0 14 |

Cheese—The cheese market is firm and a good demand is reported with prospects of a further rise in prices. Our quotations are as follows:

|               |         |       |
|---------------|---------|-------|
|               | Per lb. |       |
| Cheese, large | 0 10½   | 0 11  |
| " twins       | 0 11    | 0 11½ |

Montreal.

Provisions—Inactivity marked the provision market this week. The volume of business was small owing perhaps to one holiday in the week and the after Easter lull generally. Buyers have still ample supplies occasioned by the heavy stocks purchased last week. The season for frozen dressed hogs is now over and the market is well cleaned up of all stock. Fresh killed abattoir stock is much firmer and sales were made at \$7.50 per 100 lbs. We quote:

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

|  |       |       |
|--|-------|-------|
| Extra plate beef, per bbl.             | 11 50 | 12 00 |
| Lard—"Boar's Head" brand, tierce basis | 0 07½ | 0 07½ |
| Carloads, less                         | 0 00½ | 0 00½ |
| 20-lb. tin pails, tierce basis         | 0 00½ | 0 00½ |
| Half-bbls., over tierce                | 0 00½ | 0 00½ |
| 40-lb. tubs                            | 0 00½ | 0 00½ |
| 20-lb. wood pails                      | 0 00½ | 0 00½ |
| 10-lb. tins                            | 0 00½ | 0 00½ |
| 5-lb. tins                             | 0 00½ | 0 00½ |
| 3-lb. tins                             | 0 01  | 0 01  |
| Wood net, tin gross weight             |       |       |
| Pure lard, pails                       | 1 77½ | 1 77½ |
| " tubs                                 | 0 08½ | 0 08½ |
| " cases (6 10-lb. tins)                | 0 09  | 0 09  |
| " cases (12 5-lb. tins)                | 0 09  | 0 09  |
| " cases (24 3-lb. tins)                | 0 09  | 0 09  |

Butter—No marked change is perceptible in the butter market. Buyers are not so keen as they were before Easter and there is little uniformity in country bidding. Creamery ranged from 20 cents to half a cent higher f.o.b. We quote:

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

Cheese—Last year at this time the cheese market was away ahead of the condition this year. Lateness in every way marks the season; 2,000 boxes of March fodder goods were in stock in Montreal at this time in 1903. Seventy-five per cent. of the stock held here is owned by London firms or at least English houses and the stock cannot exceed 50,000 boxes. From present appearances there will be few Aprils and little new make of any kind marketed before the middle of May. We quote:

Good cheese.....

St. John, N.B.

Provisions—Business is dull. In pork rather lower prices are quoted as demand is very light. Beef, while a light sale, shows little change in price. In lard our market is largely supplied. Prices, however, do not seem quite as firm. Smoked meats are held at full figures.

|                        |         |         |
|------------------------|---------|---------|
| Mess pork, per bbl.    | \$17 25 | \$19 00 |
| Clear pork             | 19 00   | 21 00   |
| Plate beef             | 12 50   | 14 00   |
| Mess beef              | 10 00   | 12 00   |
| Domestic beef, per lb. | 0 05    | 0 07    |
| Western beef           | 0 07½   | 0 08½   |
| Mutton                 | 0 05½   | 0 07    |
| Veal                   | 0 07    | 0 09    |
| Lamb                   | 0 07    | 0 08    |
| Pork                   | 0 07    | 0 07½   |
| Hams                   | 0 12    | 0 14    |
| Rolls                  | 0 10    | 0 11    |
| Lard, pure, tubs       | 0 09    | 0 09½   |
| " pails                | 0 09½   | 0 09½   |
| Refined lard, tubs     | 0 08½   | 0 08½   |
| " pails                | 0 08½   | 0 09    |

Butter—The price is hardly as firm. The difficulty is to get really first class stock.

|                   |      |      |
|-------------------|------|------|
| Creamery butter   | 0 21 | 0 22 |
| Best dairy butter | 0 18 | 0 20 |
| Good dairy tubs   | 0 16 | 0 18 |
| Fair              | 0 14 | 0 15 |

Eggs—While prices dropped off from the very high figures, there was some reaction before Easter. However, compared with prices of but a few weeks ago, values are low.

|              |      |      |
|--------------|------|------|
| Eggs, henery | 0 25 | 0 30 |
| " case stock | 0 20 | 0 22 |

Cheese—Stock held is light. Prices unchanged.

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

WANTED.

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

JOHN HOPKINS,

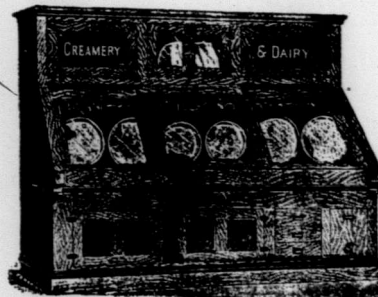
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

Buy a Carload of NAPOLI MACARONI

The Best Goods.  
The Most Easily Sold.  
The Best Paying.  
The Best Cooking.

Send for Samples.

NAPOLI MACARONI CO.,  
Hayter and Teraulay Sts.,  
TORONTO, CANADA



REFRIGERATORS Useful to every one. 46 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer.

3467 to 71 N. Dame St.,

Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

# Mrs. Dooley

revels in Sunshine, and rejoices over the coming of Spring and the promise of Summer.

## Mrs. Dooley's Laundry Soap

is admirable for the washing of white-wear. No fabric is too delicate for its use; nothing too stout to resist its cleansing property.

### THE SOAP WITH BORAX IN IT.

Boxes contain 100 bars.  
Order it from your wholesaler.

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

## SOME CEREALS

require a lot of the grocer's time to sell and to keep on selling  
Not so with

## Orange Meat

the honey-flavored cereal. Apart from its own alluring quality, the coupons that go with it promote its rapid consumption.

Single cases, \$4.50  
5 to 10 cases, 4.40

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

## Fresh and Cured Fish

### Herring is King.

THE herring has almost from time immemorial been regarded as King of all fish in the sea, says a St. John's exchange. Insignificant though the little swimmer may seem, he is nevertheless regarded by all northern nations as a perennial money-maker for the fishermen on the coasts. From the fields of distant Norway to the shores of British Columbia the herring is looked for and welcomed as a source of income which seldom or never fails.

The port of St. John, N.B., was known as a market for herring from very early times, and the curing industry has been carried on longer than the oldest can remember. Twenty years ago there is a record that 375 vessels made this city their headquarters in the trade, and the price of the fish then was as low as 15 cents a hundred. To-day things are greatly changed; the fish have to a considerable extent forsaken the neighboring coasts, and while St. John remains the centre of the curing industry, the herring have to be brought from Grand Manan and even from Bay of Islands, Newfoundland. The herring, for some unexplained reason, change their quarters with the seasons. In April they are caught in large numbers off Nova Scotia; later on, in June and July, they are found near the district from Tyne-mouth Creek to Mispec, and again from September to November, around the Island of Grand Manan. While the fish around the coast are certainly fewer in numbers than formerly, there is no doubt that the enormous number of young herring used by so-called sardine factories has much to answer for in this connection. The most profitable season is the early Winter, for the fish can then be frozen and shipped long distances. Packed in barrels, they are supplied to many districts in Quebec and Ontario, and at one time were sent as far as Vancouver, but during the last year or so the inhabitants have taken to catching herring on the Pacific coast in greater numbers, and St. John no longer sends the frozen fish so far.

While the fresh herring is regarded as excellent eating, yet in other guise,

as the kipper or the bloater, the fish is even more popular. The herring, when cut open, slightly salted and smoked for a few hours in hardwood smoke, becomes a kipper; left in its original shape and salted and smoked for a longer period, it is transformed into the bloater. This latter delicacy hailed originally from Yarmouth, on the east coast of England, and is to this day a staple product of the place.

### To Exterminate the Dog Fish.

IN view of the heroic efforts being put forward by fishermen in the Maritime Provinces to secure Government measures for the extermination of the dog fish, it is interesting to note that a bill with a similar end in view is shortly to come before the United States Congress. The proposed legislation authorizes the payment of a bounty of not less than two cents for each dog-fish taken by citizens or fishermen of the United States, on the delivery of the tail section of the fish at such places as may be designated by the secretary of Commerce and Labor. The bill also provides that the secretary of the department shall annually submit an estimate to Congress of the amount of money necessary to carry out the provisions of the bill.

### Canners Win Big Law Suit.

THE somewhat famous case of Mackie vs. the British Columbia Packers' Association, the A.B.C. Packing Co., and other salmon-packing concerns, has been dismissed by the Supreme Court by consent.

The action was for some \$44,000, and was based upon the contention advanced by the plaintiff that he and many other fishermen who fished on the Fraser River for the defendant companies during the season of 1902, had not received the full amount of money for fish as agreed upon by them with the defendant companies prior to the commencement of fishing operations in that year. It was contended by the plaintiff that the amount sued for was the difference due as between what the canners claimed the catch



New Season's

# MAPLE SYRUP

The Best and Most Satisfactory line you can handle.

**QUALITY IS RIGHT.  
FLAVOR IS RIGHT.  
PRICE IS RIGHT.**

You can buy lower-priced Syrups, but there is nothing on the market that can be compared with it for

**PURITY, FLAVOR and COLOR.**

**THE "MONEY-BACK" KIND** EVERY TIN GUARANTEED.



**PUT UP AS FOLLOWS:**

|                                 |   |   |       |     |      |
|---------------------------------|---|---|-------|-----|------|
| WINE PINT TINS—SEALED           | - | - | CASES | 2   | DOZ. |
| " QUART " SCREW TOP             | - | - | "     | 2   | "    |
| " HF. GAL. " " "                | - | - | "     | 1   | "    |
| " GALLON " " "                  | - | - | "     | 1/2 | "    |
| " QUART—GLASS BOTTLES           | - | - | "     | 2   | "    |
| IMPERIAL MEASURE—5-GALLON CANS. |   |   |       |     |      |

**FREIGHT PAID—ON 3-CASE LOTS  
GET OUR QUOTATIONS.**

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

had been and what the fishermen claimed it was.

The suit has dragged along since the Fall of 1902. In the dismissal of the case by consent, as against the plaintiff, costs were awarded in favor of all defendants.

**The Dogfish Question.**

IN view of the prominence given at the present time to a consideration of means whereby dogfish may be exterminated from the New England and Maritime Provinces' coast, the following methods suggested of remedying the evil are worth noting:

One is the establishment of factories to convert the dogfish into fertilizers; another proposal is that the Government pay a bounty for each dogfish caught. Many favor a combination of the two systems. The fish are rich in phosphates, while their oil is valuable and the skin makes a good substitute for sandpaper.

In England and Germany dogfish are largely used as food, and are said to be found excellent nourishment. Some lobster canners propose to make an experiment after their regular lobster season is over this year, and pack a quantity of the fish as food. They do not

expect to be able to dispose of it in Canada, but in some of the largest cities of the United States the foreign elements of the population consider as delicacies squid and other species of fish which the average Canadian would not dream of eating. It is hoped that among these same elements a market may be found for dogfish.

**Scottish Method of Curing Herring.**

J. Cowie, fish curing expert, who has been engaged by the Minister of Canadian Fisheries to examine likely fishing stations, and report on the possibility of introducing the Scottish method of catching and curing herrings into the Dominion, has decided to make an experiment this Summer at the port of Canso, on the northeast coast of Nova Scotia. Mr. Cowie has secured the service of a number of coopers and Scottish girls to do gutting. He has been making efforts to secure his fishing staff among Moray Firth fishermen, but it is understood the inducements offered were not such as to incline the fishermen to forego the most profitable fishings of the year on their own coast, the proposal being to send over a steam drifter with crew of fishermen to Canadian waters.

**Codfish Scarce.**

Cured codfish, familiarly known to the New Englander as Cape Cod turkey, and to the palates of thousands of toilers as an appetizing breakfast relish, has now risen to the level of a luxury. Supplies at primary points are such that dealers are unable to secure enough stock for the most pressing wants, and prices have advanced to a level where "shorts" have sought cover in despair.

**Cannery Operations.**

J. Wallace, of the firm of Wallace Bros., has leased the Pacific Northern cannery on Observation Inlet, B.C., which is being put in shape to begin fishing at the end of the month. If conditions are favorable, it is likely that Mr. Wallace will establish a fish curing and freezing plant on the Naas permanently.

**Notes.**

At the meeting of the directors of the Canada Marine Biological Station in Ottawa last week the dogfish question was discussed with a view to the extermination of the pest.

# Madam Huot's Coffee

— THE GEM —

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

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

It has  
no equal.



RETURNED  
APR - 8 1904  
cut Book 17  
Page 73  
It is Pure,

Rich, Delicious.

The Coffees used for this blend are not grown especially for me, nor is my name stamped on every bean, as some people would have you think of their brands, but it is a combination of the finest coffees, richest in flavor and aroma. It is in every way superior to all.

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

## CONDOR MUSTARD

The Best in the World.

This mustard is **strictly mustard** and not an admixture of cayenne pepper, ginger and other ingredients sprinkled with mustard.

**It has Flavor and Strength.**



Absolutely Pure.

12-lb. boxes—

- ¼-lb. tins, 35c. per lb.
- ½-lb. tins, 33c. per lb.
- 1-lb. tins, 32½c. per lb.

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

# E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

**"ONE"**  
Baking Powder, Vinegar,  
Spices, Coffee



## "THEIR PRAISE IS SUNG BY EVERY TONGUE."

There are few articles in this world of which this can be said, but when it is a matter of coffee, professional experts, men of means and even those who must economize, all agree that when they drink a cup made from any of the famous brands of . . .

# Chase & Sanborn's —COFFEES—

absolute satisfaction is the result. The reason for this is, that every bean is selected, having been grown on plantations famous for their crops. The experts of this firm scientifically handle the berry.

### It Will Pay You to Handle It.

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



1st.—It yields a greater profit because in a 10-lb. box there are 50 4-square packages as compared to 40 in a 10-lb.

box of other makes. (A square of "Blueol," though lighter in weight, is as strong, if not stronger, in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10-4 square packages extra—PRACTICALLY FOR NOTHING.

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

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

Are there any reasons why you should not handle it?

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

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

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

### COMMERCIAL PIRATES

have endeavored to imitate the Famous

## LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

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

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

**A CANADIAN'S VIEW OF BERMUDA**

**A** CALLER at the Montreal offices of The Grocer last week was Mr. W. T. Copping, Montreal representative of the Christie, Brown Co., Limited, Toronto. Mr. Copping had just returned from Bermuda, where he had spent the past three months taking a well-earned vacation. Mr. Copping's health had not been of the best before he left for Bermuda but the healthy climate has completely restored him and he has grown 15 pounds heavier. He expressed himself as delighted in every way with his trip and his experiences on the island. "The people, that is, the merchants, have a desire to trade with Canada in preference to the United States, but Canadian manufacturers have not thought it worth while to pay as close attention to the requirements of the islanders as the United States merchants," said Mr. Copping. "Things being equal, Canadians would most certainly get the preference in trade. This is evidenced by the fact that the flour trade from Canada has increased 200 per cent. during the past two years. The hardware trade swings preferably to the United States, while England seems to get the most of the dry goods business. The climate being very warm very little clothing is required by the natives, and living also on the part of the natives is on a cheap basis. Meat is high and this is mostly supplied by Chicago. Why Canadians don't get after this trade is a puzzler to me. If it pays United States houses to look after it, it should surely interest our people. There are seven steamers of the Pickford and Black line sailing from Halifax touching at the island, and in exchange Bermuda could supply us with onions, potatoes, arrowroot, bulbs, &c. The tourist trade in winter is a source of a good deal of revenue to the hotels, boarding houses and stores, hotel board (and it is good) varying from \$10 to \$21 per week, while boarding houses can be had from \$3 up per week. There are many interesting natural views and fine scenery on the island. Bermuda has the second largest dry dock in the world.

"One of the sights of the island is a field of Easter lilies,—and there are many wonderful fields.

"One thing I was pleased to notice and that is that The Canadian Grocer is not a stranger to the merchants there, and in my humble way I took pleasure in expressing my pride in our Canadian grocers' newspaper. The interest that The Grocer has always taken in furthering trade and dealings with Bermuda cannot but be appreciated by the storekeepers and shippers of the island."

Mr. Copping has been the Montreal and Eastern representative of the Christie, Brown Co., Limited, for twenty-one years, and his territory, it is needless to say, is looked after closely.

**MOLASSES SITUATION IN MARITIME PROVINCES.**

**T**HE situation in the molasses market in the Maritime Provinces has been of great interest to the trade ever since January, says the St. John Telegraph, when the arrival of a cargo of new crop of Porto Rico at St. John broke the combine price for that article, and the later arrival of new Barbadoes did the like for the product of that island.

Owing to large stocks of last year's crop held in the provinces the demand has thus far been moderate, but everybody has been waiting to see what the next move would be with regard to the price of new crop goods.

It now appears that any further decline need not be reckoned on. With regard to Barbadoes, the very unusual fact has developed that a cargo has lately been shipped to Virginia. Indeed it is said this is the first cargo sent there, at least for very many years. A cargo of Antigua molasses has also been sent there. The United States demand is said to be due to a shortage in the New Orleans crop.

Another notable fact is that Antigua molasses is to-day quoted higher than Barbadoes, which has seldom if ever been the case before. Late cables from Barbadoes say the market there is firm.

Coming to Porto Rico, that market is a cent higher than it was a month ago, and a letter from a leading firm of exporters on that island, dated March 22, says:

"Let us take, for instance, the output of the port of Ponce, which last year exceeded 8,000 hogsheads. This year we are convinced 4,000 will not be reached, or a falling off of 50 per cent.; while at Mayaguez, which last year exported 5,000 hogsheads, this season's output will scarcely come up to 1,000, a difference of 80 per cent. There are now alone left the ports of Fajardo, Humacao and Arroyo, the exports from which we are unable to report with exactitude; but with regard to Arroyo the conditions applicable to Ponce also rule there. To be more lucid, the canes are ground in centrals, lately inaugurated there, so that the decrease from this port will be more or less on the same scale as from Mayaguez and Ponce. We

are to our regret unable to give you any figures with reference to Humacao and Fajardo, but we are inclined to believe that the decrease there will be at least 20 to 25 per cent."

It will thus be seen that the conditions appear to favor a firm if not a strong market for new crop molasses. There are now four cargoes of Porto Rico molasses afloat for St. John.

**TEA EXPORTS FROM JAPAN.**

The Grocer is in receipt of a letter from C. M. Barnard, agent for Barnard & Co., prominent tea merchants of Yokohama, Japan, giving the following statistics regarding exports of tea from Japan to North America for the season up to February 29, 1904.

|                     |                 |
|---------------------|-----------------|
| New York.....       | 14,770,204 lbs. |
| Chicago .....       | 18,218,219 "    |
| San Francisco ..... | 5,647,945 "     |
| Canada.....         | 5,598,123 "     |
| Total .....         | 44,244,491      |

The total shows an increase over last season's exports of 5,008,277 lbs., and to Canada in particular an increase of 1,336,686 lbs.

**A TREAT FOR FISH LOVERS.**

**W**ITH good-bye said to Lent for another year, any variety or deficiency in the fish market will be acceptable. The luscious bivalves, known to connoisseurs as soft crabs, will soon be in the market. Reports from Morehead, N.C., state that the season should have opened last week but the weather has been too cold. Now they are reported to be coming in at New York. They are expected in Montreal at the end of the week, and at that they are about ten days later than previous years. The constant cold has been assigned for the delay.

Another fish statement which was given secretly is that fish of all kinds are scarce. The bad floods along the great lakes coupled with the slow moving of the heavy ice has made it almost impossible to get supplies. Letters to local dealers complain bitterly of the delay in arrivals all along the line.

**JUDGMENT EXPECTED.**

Mr. Saunby, miller, London, expects to receive the decision of the supreme court in his litigation with the City of London very soon now. The dispute arose out of the action of the city in erecting a dam with flashboards about 1 mile below the mill, which Mr. Saunby claimed had materially lessened the working power of the mill. The litigation has been going on for nearly seven years. Judgment was given in both the inferior courts in Mr. Saunby's favor.

# Canadian, U. S. and Foreign Manufacturers

IF YOU REQUIRE

## A RELIABLE COMMISSION HOUSE

TO REPRESENT YOU IN

### WINNIPEG, MANITOBA

COMMUNICATE WITH US.

#### We Represent

|  |   |                       |                                       |                                   |                      |
|--|---|-----------------------|---------------------------------------|-----------------------------------|----------------------|
| The Canada Jute Co., Limited.....                      | (Bags, Twines, Hessian)                       | Montreal, Que.        | C. Ceroni.....                        | Currants.....                     | Patras, Greece       |
| The Truro Condensed Milk and Canning Co., Limited..... | (Condensed Milk, Evaporated Cream)            | Truro, N.S.           | Diamond Elevator & Milling Co.....    | Corn Meal.....                    | Minneapolis, Minn.   |
| The Edwardsburg Starch Co., Limited.....               | (Starches, Syrup, Glucose)                    | Cardinal, Ont.        | Montreal Canning & Preserving Co..... | Pickles, Jams, Catsups            | Montreal, Que.       |
| The Wallaceburg Sugar Co., Limited.....                | Sugars.....                                   | Wallaceburg, Ont.     | The Fraser Lubricator Co.....         | Axlegrease.....                   | Chicago, Ill.        |
| The Knight Sugar Co., Limited.....                     | "   | Raymond, Alberta.     | Simson Bros. Co., Limited.....        | Sovereign Lime Juice              | Halifax, N.S.        |
| Rosenberg Bros. & Co.....                              | (California Dried Fruits, California Raisins) | San Francisco, Cal.   | Carlowitz & Co.....                   | Japan Rice, Ginger                | Kobe, Japan.         |
| California Fruit Cannery Association.....              | (California Canned Fruits)                    | "                     | Samuel, Samuel & Co.....              | Japan Rice.....                   | Yokohama, Japan.     |
| The Anglo-British Columbia Packing Co.....             | Canned Salmon.....                            | Vancouver, B.C.       | J. B. Stringer & Co.....              | White Beans.....                  | Chatham, Ont.        |
| Dow & Curry.....                                       | (Rolled Oats, Pot and Pearl Barley)           | Pilot Mound, Man.     | Napoli Macaroni Co.....               | (Macaroni, Vermicelli, etc.)      | Toronto, "           |
| Jas. Pyle & Sons.....                                  | Pearline.....                                 | New York, N.Y.        | Waterous Wire Nail Works.....         | Wire Nails.....                   | Brantford, "         |
| Bodenheimer & Bro.....                                 | Molasses.....                                 | New Orleans, La.      | Dundas & Flavell Bros.....            | Honey.....                        | Lindsay, "           |
| The Dominion Tobacco Co.....                           | Plug & Cut Tobaccos.                          | Montreal, Que.        | Mahler Bros.....                      | Evaporated Apples                 | Chatham, "           |
| The Cudahy Packing Co.....                             | (Meats, Lard, Canned Meats)                   | South Omaha, Neb.     | Flavell Bros.....                     | Green Apples.....                 | Belleville, "        |
| The F. W. Fearman Co., Limited.....                    | Meats, Lard.....                              | Hamilton, Ont.        | Finkle & Ackerman.....                | (Evaporated Apples, Dried Apples) | Belleville, "        |
| The Dominion Packing Co.....                           | (Meats, Lard, Canned Meats)                   | Charlottetown, P.E.I. | Flynn Bros.....                       | (Canned Goods, Jams, etc.)        | St. Catharines, Ont. |
| Harl & Rand.....                                       | Green Coffees.....                            | New York, N.Y.        | D. Kiscock & Co.....                  | Spices, Tapioca, Sago             | London, Eng.         |
| Arguinbau & Ramee.....                                 | Nuts, Raisins, etc.....                       | "                     | Fort William Broom Mfg. Co.....       | Brooms.....                       | Fort William, Ont.   |
| The Bain Peanut Co.....                                | Peanuts.....                                  | Wakefield, Va.        | Stretton & Co.....                    | Sauces.....                       | Worcester, Eng.      |
|  |   |                       | Marshall & Co.....                    | Canned Fish.....                  | Aberdeen, Scotland   |
|  |   |                       | E. James & Sons.....                  | Domestic Lead.....                | Plymouth, Eng.       |
|  |   |                       | Postum Cereal Co.....                 | Grape Nuts, etc.....              | Battle Creek, Mich.  |
|  |   |                       | Peck Bros. & Winch, Limited.....      | Teas.....                         | London, Eng.         |

EVERY HOUSE FIRST-CLASS IN THEIR RESPECTIVE LINES.

22 YEARS' EXPERIENCE IN THE COMMISSION BUSINESS IN THE  
**WINNIPEG MARKET.**

CORRESPONDENCE AND WIRES ATTENDED TO PROMPTLY.

# NICHOLSON & BAIN,

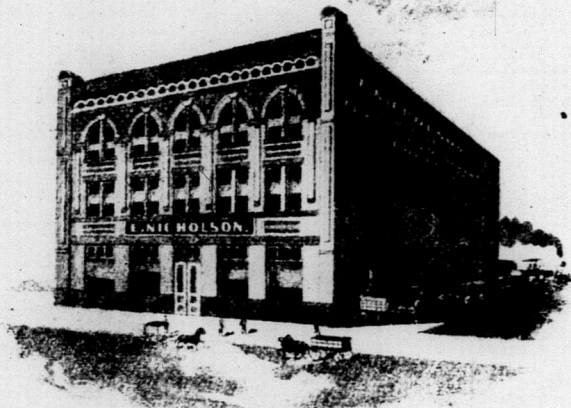
WHOLESALE COMMISSION MERCHANTS and BROKERS,  
**WINNIPEG, MANITOBA, CANADA.**

WAREHOUSE TRANSFER TRACK. STORAGE RATES REASONABLE. CARS DISTRIBUTED.

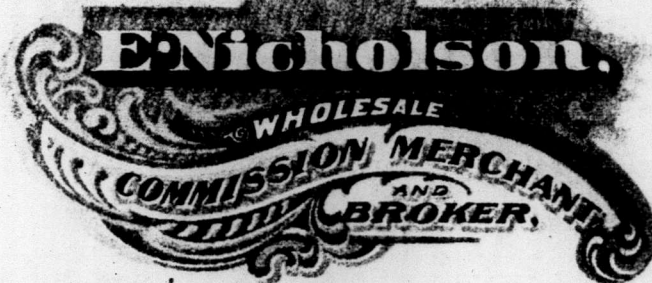
Branch House, Calgary, N.W.T. --- NICHOLSON, BAIN & JOHNSTON.

CABLE ADDRESS  
NICHOLSON WINNIPEG.

CODES  
ABC 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS.



BANNATYNE ST. EAST  
TRANSFER TRACK



*Winnipeg.* March 1st, 1904.

Dear Sirs:—

I beg to advise the trade have taken into partnership Mr. D. H. Bain, who has been associated with me for many years. The business in future will be conducted under the name and style of Nicholson & Bain, Wholesale Commission Merchants and Brokers, Winnipeg. The interests of sellers and buyers will be looked after as promptly and carefully as in the past. Soliciting the continuance of your confidence.

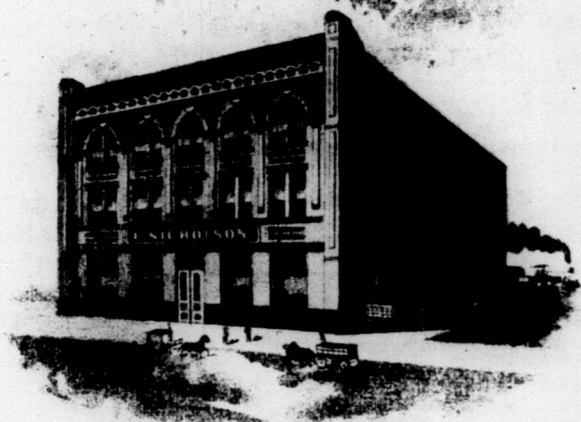
I am,

Yours truly,

E. NICHOLSON.

CABLE ADDRESS  
NICHOLSON WINNIPEG.

CODES  
ABC 4<sup>TH</sup> EDITION  
WESTERN UNION,  
ARMSBYS.



BANNATYNE ST. EAST  
TRANSFER TRACK



*Winnipeg*

Feb. 26th, 1904.

Dear Sirs :—

I beg to advise have opened up a branch of my business in Calgary, N.W.T., under the name and style of Nicholson, Bain & Johnston, Wholesale Commission Merchants and Brokers. Mr. Johnston will manage the business at that point. The Calgary branch will have control of the territory west of Moose Jaw, and would ask you to pass forward to the new firm at Calgary all quotations and samples for that territory. All correspondence, quotations and samples forwarded to Calgary will receive prompt attention.

Soliciting the continuance of your confidence extended in the past.

I am,

Yours truly,

E. NICHOLSON.

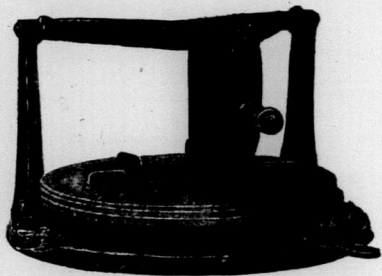
YOU MUST NEED  
**CANNED FRUITS**

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

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

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

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



We have recently taken up the manufacture and sale of the

**Templeton Cheese Knife**

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

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

The Great Summer Tonic  
**Hires' Root Beer.**

We have heard the chirp of the first bird, Spring has arrived and we shipped our first large consignment of **Hires' Root Beer** to Halifax last week. Look over your stock now and order for your Summer wants. Prices unchanged.

**Genuine Indian Products**

Chutney,  
Mango Sauce (Superior to all sauces)  
Guava Jellies, 2-lb. glass bottle.

**"White Dove" Cocoanut**

Packages, Pails and Barrels.  
We have the largest plant in Canada for the manufacture of Cocoanut. "None as good,—better impossible." Drop us a card for prices and samples.

**W. P. Downey**

26 St. Peter Street, - - - MONTREAL.

**Here They Are**

**85** lines of Biscuits and every one of them guaranteed to give you good satisfaction. Among the few lines that we have lately added to our list, we quote :

HONEY FRUIT, 8c.

METROPOLITAN, 8 .

COCOANUT TAFFY, 11 .

JELLY SQUARES, 10 .

VANILLA WAFERS, 11c.

CREAM FINGERS, 12c.

**"Not in the combine prices."**

**Imperial Biscuit Co., Limited**  
**Quelph.**

TORONTO WAREHOUSE, 56 Colborne Street.  
**D. McKinnon, Manager.**



# Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

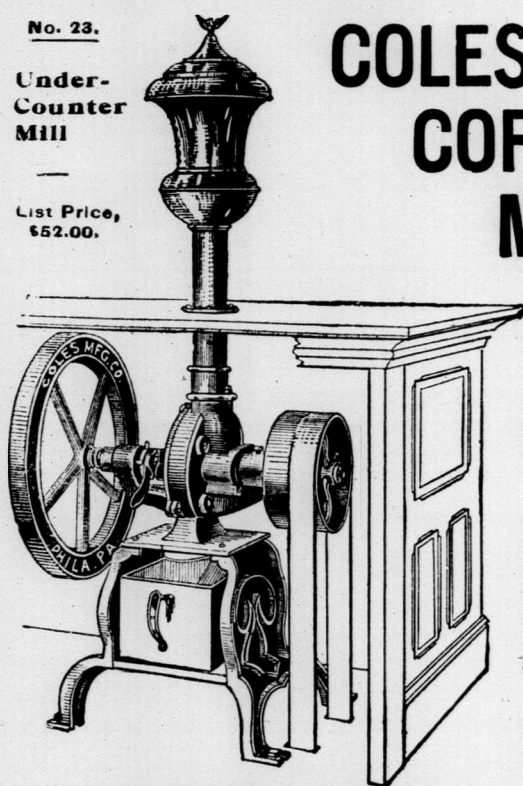
As it is almost impossible to secure cooerage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

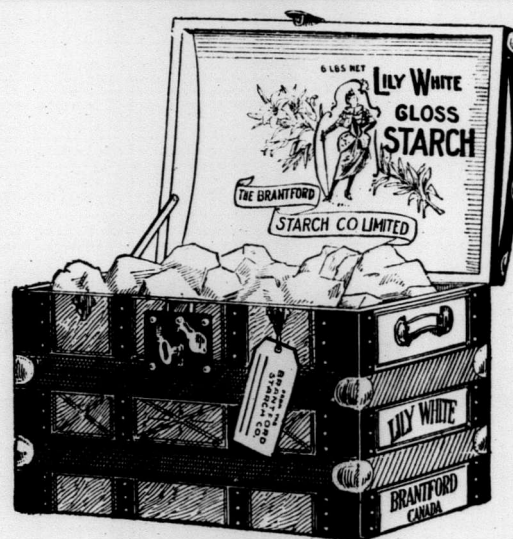
Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**  
Our Grinders wear longest.

agents  
TODHUNTER, MITCHELL & CO., Toronto  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA**



This is another of the dainty packages in which we put up

### Lily White Gloss Starch.

Good starch in attractive packages makes good business.

Trunks—6-lbs starch, 8 trunks in a case.

Drums—6-lbs starch, 8 drums in a case, a pair of drum sticks with each drum.

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



# 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, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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### THE EXPANSION OF THE WEST.

**D**URING the month of March the Inspectors' Department of the Winnipeg post office, which has in charge the opening up of new post offices in Manitoba and the Territories, made a record. Twenty-six new offices were established, being one in excess of the number opened in September, 1884, the month which has hitherto held the record.

The rapid extension of the postal service opens up new areas of influence to the merchant, the jobber, and the manufacturer. The tradesmen who occupy these new fields are for the most part strangers to the trade. They have no established connections with any house. They are as the unbroken prairie, waiting to be tilled. There is in them the same rich promise as is in the soil. The wholesaler or manufacturer who cultivates their trade is sure to have an abundant return as the years pass.

The speediest and most potent means of impressing one's name and business upon these alert tradesmen of the West

### EDITORIAL

is through advertising in their trade newspaper. To establish a good impression is the first requisite in going after a new account. We are all prone to give our money more willingly for advertised goods than for non-advertised goods, to houses that advertise rather than to those that come to us out of the darkness.

### SPRING AND EXPORT GROCER.

**T**HE approach of Spring means different things to different people. For the farmer Spring plowing and seeding are the all important incidents of Springtime. For the wholesaler and manufacturer Spring means, this year at least, the straightening out of the interminable transportation tangle. The retailer's interest is bent on closing out the tail ends of Winter stocks, tidying up, and preparing for what he has a right to expect will prove a great season's business.

For the staff of The Canadian Grocer the approach of Spring means **The Special Spring and Export Number**. This is the great event in the calendar of our offices scattered from London, Eng., to Vancouver, B.C. In 1900 our first Special Spring and Export Number was issued. It proved a great success and each year since it has been the ambition of the staff to excel the previous issue, both in quality and quantity, news, editorial and advertising. It is no small undertaking to prepare a publication that shall adequately set forth the food-producing capabilities of this Dominion of Canada, and to distribute it to the great and increasing number of buyers and prospective buyers of Canadian products the world over; and no publication lacking the well organized staff of The Canadian Grocer could even attempt such a project. Our success has been demonstrated by the numerous letters of congratulation we have received from all points of the compass, and by our advertising patrons whose successive advertisements in this number are eloquent testimonies to the results obtained from advertising in previous numbers.

### The Canadian Grocer

This year again our hopes are high, our enthusiasm strong, while our experience is wider. We look upon this number as a co-operative affair, the result of the combined efforts of our staff, our readers, our advertisers, to make the food products of Canada better known the world over. From our staff we can count on their best efforts; from our readers we welcome all news and information about Canada's products that should be told to the world; from our advertising friends we expect an appreciative consideration of the very exceptional opportunities this number affords for desirable publicity at home and abroad. Together we should produce a number worthy of this great Dominion.

### FRANCE AND CANADA.

**R**ECIPROcity with France is said to be once more receiving the attention of the United States Government. The proposed treaty of a few years ago lapsed in 1903 because of the expiration of the time for its ratification and now, because the United States does not take advantage of the favored nation privilege, its products are taxed to the maximum in France. In consequence, business organizations there are urging the Government to renew negotiations which will remove the disadvantage.

A reference to such a question naturally suggests a consideration of Canada's commercial relations with France. It will be remembered that in 1893 a commercial agreement was arrived at between France and Great Britain, on behalf of Canada. Under the provisions of this treaty which went into force on October 14, 1895, certain French products are admitted into Canada under a reduced tariff and certain goods of Canadian origin are admitted into France subject only to the minimum duty imposed in that country. The French products include wines, less than 26 per cent. alcohol, common and castile soaps, nuts, almonds, prunes and plums. The Canadian goods are canned meat, condensed milk, fresh water fish, fresh

lobsters and crawfish preserved in their natural forms, apples and pears, fresh or dried, preserved fruit, building timber, wood pavement, staves, wood pulp, tanning extract, common paper, prepared skins, boots and shoes, common furniture, except chairs, flooring of soft wood and wooden ships.

Since the treaty went into force trade in these articles has shown a steady advance, which is extremely gratifying to both parties. Since 1896 Canadian importations of these French products have more than doubled, mounting in value from \$284,414 in 1896 to \$587,431 in 1902, and it is understood that the return trade has been equally satisfactory.

The treaty of 1893 has been justified and we believe that any further steps to improve trade relations between Canada and France will be both acceptable and profitable. While Canadians cherish the British connection and look with hope towards a closer commercial union with the Motherland, it must not be forgotten that a large proportion of our population are of French origin and that they would view with appreciation any favors that might be offered to France. Moreover, Anglo-French relations have been greatly strengthened of late by the conclusion of an arbitration treaty between Britain and France. This treaty was the direct outcome of the work of boards of trade in both countries, and illustrates the power which business men can wield even in international affairs, when they so decide. Its adoption has paved the way for many friendly advances in the future. Among them, it is to be hoped, will be the negotiation of a commercial treaty of even wider scope than the present.

#### TEA IMPORTATIONS IN 1903.

RETURNS showing the distribution of Indian and Ceylon tea re-exported from the United Kingdom during the year 1903, are now complete. Compared with 1902, shipments to Canada have declined nearly 25 per cent. though it must be remembered that 1902 importations into Canada were

abnormally large. The decline is most marked in Indian tea, the importation of which has fallen off from 1,795,950 lbs. in 1902 to 1,039,783 lbs. in 1903. The decline in Ceylon tea is less noticeable, the figures being 1,767,523 in 1902 and 2,463,319 lbs. in 1903. Compared with preceding years the demand for Ceylon tea has shown a steady growth.

#### THE FORWARD MOVEMENT.

THE average board of trade in a Canadian town is practically a dead letter to-day. Possibly the board meets once a year. A handful of members put in an appearance. Two or three officers are elected or, more frequently, re-elected. A high sounding and elaborate resolution in favor of the preferential policy of the Hon. Joseph Chamberlain is passed and forwarded to that statesman. Then the meeting adjourns and the business of the board for the year is accomplished.

Fortunately for Canadian commercial interests, all our boards of trade are not of this standard, nor does Canadian prosperity depend at all largely on the activity of the boards of trade. But, while this may be the case, it does not follow that such organizations cannot be of great value both to the communities in which they are located and to the country at large. The past efforts and accomplishments of the boards give ample proof of this. When boards of trade were first organized in Canadian towns and cities they did a splendid work, which unfortunately has not been paralleled to this day.

It is a pleasant sign of the times to note the rejuvenation of the Halifax board of trade and the inauguration of a "Forward Movement" in its policy. This movement is to be marked by a three-fold advance. First, a large and enthusiastic membership is to be secured. Second, the membership is to pledge its support and lend its best business capacity to the carrying out of all future projects undertaken by the board. Thirdly, a young and active secretary is to be secured, who will take charge of the executive work. The Halifax board of trade are in earnest. They have formulated a plan of com-

paign and, because the plan is practical, it will in all probability be successful.

It is our opinion that the present time is an admirable one for the rejuvenation of one and all of the Canadian boards of trade. Capital has organized and is organizing into its employers' associations. Labor is strengthening its hands in the unions. Retail merchants have their national and provincial associations. Manufacturers have their big Canadian association,—but there is still a necessity for the better organization and consolidation of the commercial interests of every community. Too frequently these interests are badly served or neglected by the municipal councils. An active board of trade would not only remedy this defect but would create a renewed activity in municipal affairs. Its attention could be directed towards the reform of many grievances, the establishment of beneficial institutions, the attraction of tourist trade, the improvement of means of communication, and the general advancement of the interests of the town or city.

The organization of the board should be such as to expedite the transaction of business. Too frequently valuable time is wasted in argument. This can be saved by a system of representative committees, whose duty it is to secure all information and formulate policies to be subsequently approved by the whole board. In this way an admirable work can be carried on quietly and effectively, without undue ostentation and noise. If a secretary can devote his whole time to the work of the board, so much the better, but even this is not necessary. Reliable information, a definite policy and sound backing will usually carry the day when any work is to be accomplished.

#### EVAPORATED APPLES CORNERED.

FROM a reliable source comes the information that the evaporated apple market has been cornered. For some days unseen influences have been effectually doing their work, with the result that a general flurry in evaporated apples was noticed a day or two ago, culminating when a certain firm managed to get within their control all available supplies of evaporated apples

in carlots, which they are offering at 61-2c. The situation, however, cannot be construed as serious, normal prices cannot be advanced much over 1c. before it will pay to import evaporated stocks from the United States to supply all demands. The local demand moreover is not large, the bulk of supplies going direct to the Northwest. In addition there are reported to be fairly large quantities of dried apples on hand, which naturally take the place of evaporated fruit in the event of high prices ruling in the latter.

The corner in evaporated apples has failed to raise in local dealers more than a degree of curiosity since the event was expected a month ago. As a matter of fact it is only a forcing of natural developments. The quantity of evaporated apples on hand at the present time is considerably below the average of last year and is being gradually used up. Two large dealers were practically out a month ago. The number of small dealers with stocks to sell is on the decline, which makes it easier for large dealers to control prices.

Something in the nature of a combine in the evaporated apple industry was attempted about a year ago, but the scheme was frustrated owing to the unwillingness of certain firms to become parties thereto, who, for evident reasons, found it more profitable to remain outside.

#### A NEW FEATURE IN PEANUTS.

PEANUTS from France and Japan are being offered in Eastern Canada markets. This is something unusual; in fact it appears to be the first time on record any peanuts from these countries have been offered in this part of the Dominion. The explanation of this innovation is the scarcity, and consequently high prices, of peanuts in the Southern States, from where Eastern Canada usually gets its supply. The price at which the French and Japanese article is being offered is rather more favorable than that of Southern American production.

The French and Japanese nuts are of good quality and rather plumper than those we have heretofore been obtaining from the Southern States, and some transactions have taken place.

In British Columbia Japanese peanuts are no strangers, as a steady supply of them is received in that part of the Dominion.

#### CORRECTION.

The leading article in March 25 issue of The Grocer on "The Scientific Preservation and Preparation of Foods" instead of being credited to Professor J. W. Fraser, of McGill University, Montreal, should have been credited to Professor J. W. Walker, F.R.S.C., of McGill University, Montreal.

#### PERSONAL MENTION.

Mr. R. L. Weaver, manager of the "Salada" Tea Company in Minneapolis, is in Toronto this week.

Mr. W. A. Craven, Maritime Province representative of Chase & Sanborn, is in Montreal this week. Business is reported satisfactory in his territory.

Mr. John McKergow, of A. A. Ayer & Co., produce dealers, sailed last Saturday on S. S. Campania for England. He will be absent about a month or six weeks.

Mr. I. Hibbert, Montreal manager for the well-known provision merchants, Willer and Riley, of Manchester, Eng., sailed this week from Halifax for Liverpool by S. S. Ionian.

Mr. F. J. White, of White & Co., fruit and commission merchants, Toronto, has gone on a business trip to New York, Philadelphia, Boston, Baltimore and North Carolina.

Mr. J. A. Courtemanche, representing Ocean Mills, Montreal, is in St. John, N.B., in the interests of Chinese Starch. Business promises well judging from the orders sent in during the past week.

Mr. F. W. Thompson, vice president and managing director of the Ogilvie Milling Co., and family, are at present in Paris. They will leave for London about April 15, and will be in Montreal at the end of April.

Mr. A. Warren, of the Salada Tea Co. head office, Toronto, is at present in Montreal. Like everyone connected with this tea house he is enthusiastic about the progress made by "Salada"

in all parts of Canada and the United States.

Mr. C. Masters, who formerly represented the Greig Mfg. Co., Limited, in the Maritime Provinces, has joined the travelling staff of R. Herron & Co., Montreal. He left for the East last week with a full range of samples, including Crown Brand flavoring extracts, Red Cross jellies, spices, coffees, etc. Mr. Masters' headquarters are at St. John, N. B.

Mr. S. S. Arnold, representative of R. Herron & Co., Montreal, has just returned from a three months' trip through Manitoba, the Northwest Territories and British Columbia. Mr. Arnold met with good success and reports business in all lines good. Prospects are bright and, as soon as the weather settles down and the rush of emigrants strikes the West, matters will generally be more lively. Mr. Arnold is at present enjoying a few weeks' rest with his family in Toronto.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, accompanied by Mrs. and Miss Hebert, left last Monday for New York and Atlantic City. The trip is entirely one of pleasure and recreation, as Mr. Hebert has been confined closely to business since last Summer and the holiday is a deserved one. It is to be hoped that the salt sea breezes of the Atlantic and the relief from business cares will bring Mr. Hebert back in vigorous health. Mr. Hebert and family expect to be absent about five weeks. The Grocer wishes them an enjoyable holiday.

Mr. J. H. Speirs, Western Ontario representative of Chase & Sanborn, was a visitor to Montreal this week. Speaking of trade in the West Mr. Speirs stated that despite the most inclement weather ever experienced in his territory the conditions of trade, particularly in his own line, were very satisfactory. "Since I have been on the road," said Mr. Speirs, "I have noticed a very decided increase in the consumption of coffee. This can only be accounted for by the fact that the public have realized that we in Canada can supply them with as good coffee as can be found anywhere. I am too modest to say to what extent the firm I have the honor to represent have contributed to this feeling of confidence in Canadian pack of coffees, but I will say that I always sell only the best." Mr. Speirs has been spending a few days with his relatives in Montreal and physically looks as well as ever.

# The Question of Authority

That's the Whole Situation.



Associate your purchasing interests with men of authority—men who know what they are talking about—specialty men—men who have succeeded so well that none can dispute their statements—that's it. By all means get as close as possible to the first-hand man, in order to put you in the position to serve the public WELL. You must do this nowadays, or you can't live.

So far as your Tea Department is concerned the use of "SALADA" Ceylon Tea as your leader ensures a constantly growing and satisfied clientage.

Its good character and prestige is established in the enormous sale created.

This is no problem, but a proven solution of every grocer's Tea trade worries.

**Black, Mixed or  
Natural Green,**

**Sealed Packets  
Only.**

**Write for Wholesale Terms.**

**"SALADA," Toronto or Montreal.**

**BRANCHES and  
AGENCIES**

- Toronto.
- Montreal.
- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville.
- Rochester.
- Norfolk, Va.
- Scranton, Pa.
- Portland, Me.
- Baltimore, Md.
- Denver
- Minneapolis.

## "Horse Shoe" SALMON

For 25 years the standard in Canada.  
Every can guaranteed.  
The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

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

# BUY

**BRUNSWICK BRAND in SARDINES —**  
Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

—Address all enquiries to

**Connors Bros., Limited,**  
PACKERS OF SEA FOODS,  
BLACK'S HARBOUR, - N. B.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, April 7, 1904.

### Groceries.

THE grocery market is livening up steadily. Dealers report brisk sales for the week, which, if continued, promise to go a long way to compensate for the recent prolonged depression. Canned goods are moving freely at firm prices, with stocks beginning to show signs of depletion. Sugar continues firm and the demand is brisk. A good trade in molasses and syrups is reported at full prices. The trade in teas is quiet this week and firm prices rule. The coffee market is firm, showing signs of stiffening further; slow sales are reported. Spices are quiet. The demand for rice is steady and that for tapioca good, firm prices ruling in both. Dried fruits are quiet with the exception of prunes and currants.

### CANNED GOODS.

The condition of the canned goods market is healthy at firm prices, canned peas, corn and tomatoes being particularly firm. Stocks are light and the demand is likely to exceed the supply. Dealers report a scarcity of peas and beans, and say tomatoes are getting full advances. The Summer trade in canned fruit has not begun to move freely yet. Our quotations are as follows:

|  |      |
|--|------|
| Apples, 3s.....                                  | 0 90 |
| " gallons.....                                   | 2 20 |
| Asparagus.....                                   | 3 50 |
| Beets, 2s.....                                   | 0 90 |
| Beets, 3s.....                                   | 1 00 |
| Blackberries, 2s.....                            | 1 50 |
| Beans, 2s.....                                   | 0 90 |
| Corn, 2s.....                                    | 1 20 |
| Cherries, red, pitted, 2s.....                   | 2 20 |
| " white.....                                     | 2 40 |
| Peas, 2s.....                                    | 0 97 |
| " 1 45   | 1 45 |
| Pears, 2s.....                                   | 1 45 |
| " 3s.....  | 1 60 |
| Pineapples, 1 1/2s.....                          | 1 80 |
| " 2s.....  | 2 00 |
| " 3s.....  | 2 25 |
| Peaches, 2s.....                                 | 1 55 |
| " 3s.....  | 2 45 |
| Plums, green gages, 2s.....                      | 1 10 |
| " Lombard.....                                   | 1 00 |
| " Damson, blue.....                              | 0 95 |
| Pumpkins, 3s.....                                | 0 95 |
| " gallon.....                                    | 2 50 |
| Rhubarb, 3s.....                                 | 1 40 |
| Raspberries, 2s.....                             | 1 40 |
| Strawberries, 2s.....                            | 1 40 |
| Succotash, 2s.....                               | 1 00 |
| Tomatoes, 3s.....                                | 1 12 |
| Lobster, tails.....                              | 3 35 |
| " 1-lb. flats.....                               | 3 50 |
| " 1/2-lb. flats.....                             | 1 90 |
| Mackerel.....                                    | 1 00 |
| Salmon, sockeye, Fraser.....                     | 1 65 |
| " Northern.....                                  | 1 65 |
| " Horseshoe.....                                 | 1 75 |
| " Cohoes.....                                    | 1 15 |
| Chums.....                                       | 0 95 |
| Sardines, Sportsman 1/2s.....                    | 0 15 |
| " Portuguese 1/2s.....                           | 0 23 |
| " P. & C. 1/2s.....                              | 0 08 |
| " P. & C. 1/4s.....                              | 0 25 |
| " Domestic 1/2s.....                             | 0 35 |
| " Domestic 1/4s.....                             | 0 38 |
| " Mustard, 1/2 size, cases 50 tins, per 100..... | 0 03 |
| Haddies.....                                     | 0 09 |
| Kipperred herrings, domestic.....                | 0 00 |
| " imported.....                                  | 1 45 |
| Herrings in tomato sauce, domestic.....          | 1 00 |
| " imported.....                                  | 1 10 |

### SUGAR.

The sugar market is without special feature this week and there are no changes to record. Business for the week has been interfered with by the Easter holidays, and trading has been light in consequence. While the tone of the market is nominally steady, refiners at the moment are indifferent buyers of raws, and are unwilling to pay last price for any nearby lots, their recent heavy purchases having fortified them for weeks to come and for the present they consider it expedient to withdraw from the market rather than encourage Cuban holders farther in their upper pretensions.

Quotations for 96 test centrifugals remain nominal on basis 25-16 c. and f. New York, for Cubans, or 1.97 c. and f. for non-privileged sugars in United States markets. Both of these quotations are equivalent to duty paid parity of 3.65. Holders are asking 1-32 more for spot sugars and in Cuba there are no centrifugals offering at less than 23-8 c. and f. for April shipment. There have been some sales this week of new crop jobber sugars at 9s 3d c. and f., which is equivalent to 3.75 duty paid for basis 96 for July-August shipment. Sellers now ask 9s 41-2d for both old and new crop.

In Europe there has been an advance of 3-4d to 11-2d, beet sugar quotations now being 8s 63-4d for April shipment and 8s 71-2d for May shipment basis f.o.b. Hamburg. There is still a disparity of fully 1-8c per lb in favor of cane sugar in the New York market.

Receipts at U. S. Atlantic ports for week ending March 30, were 41,318 tons, all being to refiners. Meltings for the week were 36,000 tons, an increase of 4,000 tons over the previous week. Total stock in all hands was 136,084 tons, an increase for the week of 16,318 tons. Combined stocks of U. S. and Cuba were 398,084 tons, a decrease of 124,165 tons from last year. Combined stocks of Europe and America at latest uneven dates were 358,084, an increase of only 3,192 tons over corresponding period last year.

Refined market has been without change, although deliveries in the United States on old contracts have been quite large and there has been some new buying at unchanged prices. The margin between raw and refined in New York is now down to 83c per 100 lbs, which in itself is an indication that prices will at least remain steady for the immediate future and if raws were to assume a stronger tone, it would be natural to expect a ready response from refiners.

The position in Canada is nominal with only small business doing at the

moment and trade in general quiet owing to the bad condition of the country roads. Our quotations are as follows:

|   |      |
|---|------|
| Paris lumps, in 50-lb. boxes.....                             | 4 88 |
| " in 100-lb.....  | 4 78 |
| St. Lawrence granulated.....                                  | 4 23 |
| Redpath's granulated.....                                     | 4 23 |
| Acadia granulated.....  | 4 13 |
| Berlin granulated.....  | 4 13 |
| Domestic beet, granulated, 1902.....                          | 3 98 |
| Phoenix.....  | 4 13 |
| Bright coffee.....  | 4 03 |
| Bright yellow.....  | 3 98 |
| No. 3 yellow.....   | 3 93 |
| No. 2 ".....  | 3 73 |
| No. 1 ".....  | 3 63 |
| Granulated and yellow, 100-lb. bags, 10c. less than bbls..... |      |

### SYRUPS AND MOLASSES.

A good trade in molasses is reported at steady prices with tendency upward. Some West India molasses has arrived on the market, it appears to be of first-class quality, and may displace New Orleans stock. At the present time the cheaper grades of New Orleans molasses are shut out on account of the test. We quote the following prices:

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

### TEAS.

Local trade in teas this week is reported fair at very firm prices, with prospects pointing to a further advance. Ceylons and Indians are in particularly good demand.

London reports say that owing to the Easter holidays sales have passed with a quiet tone, irregularity in many cases being noticeable, so that on the whole a slight decline from the rates ruling early in March must be recorded for common and ordinary medium teas. Better kinds continue to be well competed for, and occasionally good liquoring Indian brokenes have shown a slight advance on late quotations. Daily deliveries are progressing steadily and continue to show an increase over last year, the actual totals from January 1 to March 22 being as follows: Home consumption 1904, 56,659,000 lbs.; 1903, 51,464,000 lbs. Re-export 1904, 10,198,000 lbs.; 1903, 8,791,000 lbs.

There has been a noticeable want of keenness among English buyers of Indian teas, and chiefly of the common and ordinary medium grades. The bet-

THE MARKETS

ter kinds, both leaf and broken, have shown but little change though occasionally the latter have improved somewhat on the rates lately ruling. Common fannings, however, have been much neglected. There is little change in the Ceylon market, though some irregularity has been noticeable in the lower qualities of Pekoes and Pekoe Souchongs, which were occasionally cheaper. Good medium teas, however, have been steady, and for invoices showing improved character, prices have advanced.

The quantity taken by Russia to the end of February shows a substantial improvement on last year, even when the lessened consignments via China are taken into account. The use of Ceylon tea on the Continent is slowly but steadily increasing in favor. Our quotations are as follows:

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

COFFEES.

The coffee market continues very firm and only small sales are reported, very little having been done on the street this week. Prices have advanced in the New York market, although as yet no change in local prices is noted. The primary market has firmed considerably since last week. Dealers are hesitating to buy on account of the stiff prices ruling, particularly in Rios. Some business has been done in milder coffees on English account. One local dealer remarks that the prospects point to a further advance in prices. It is confidently expected that the Brazil crop will be from 25 to 50 per cent. lower than last year. Our quotations are as follows:

|                   |         |      |
|-------------------|---------|------|
|                   | Per lb. |      |
| Green Rios, No. 7 | 0 08    |      |
| " " No. 6         | 0 08    |      |
| " " No. 5         | 0 08    |      |
| " " No. 4         | 0 08    |      |
| " " No. 3         | 0 09    | 0 09 |
| Mocha             | 0 21    | 0 25 |
| Java              | 0 22    | 0 35 |
| Santos            | 0 10    | 0 12 |
| Plantation Ceylon | 0 26    | 0 35 |
| Porto Rico        | 0 22    | 0 25 |
| Guatemala         | 0 22    | 0 25 |
| Jamaica           | 0 15    | 0 20 |
| Maracaibo         | 0 16    | 0 23 |

SPICES.

The spice market exhibits signs of firmness with the exception of cloves, which have declined slightly in price. A steady demand for spices of all kinds is reported. We quote the following prices:

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

RICE AND TAPIOCA.

The tapioca market continues firm and the rice market steady, with good demand and no change in prices to record from last week's quotations. Tapioca is a little firmer: Notwithstanding unfavorable accounts of shortage in supplies of rice on account of war in the East, plenty seems to be coming forward as yet. Our quotations are as follows:

|                 |      |      |                 |      |      |
|-----------------|------|------|-----------------|------|------|
| Rice, stand. B. | 0 03 | 0 03 | Tapioca, staple | 0 03 | 0 03 |
| Patna           | 0 05 | 0 05 | double goat     | 0 04 | 0 04 |
| Japan           | 0 06 | 0 07 | Carolina rice   | 0 10 |      |
| Sago            | 0 03 | 0 04 |                 |      |      |

Foreign Dried Fruits.

The market in dried fruits is steady with prices firm. The demand for prunes is keeping up well. Currants of last year's crop tend to become easier in price and are moving freely. Cable advices from France indicate a somewhat easier market in Tarragona almonds, and present prices seem to indicate safe values. Valencia raisins are quiet. A cable from Smyrna advises an advance of from 2s to 2s 6d in Sultana raisins. There has been a constant demand for lower grades, the quality of which has shown good value this season. In view of an anticipated short crop the coming season, supplies have been pretty well used up. Last year's crop, according to C. Whittall & Co., is estimated at about 55,000 tons; shipments to all parts up to the middle of March at about 48,000 tons, leaving stocks on hand at from 7,000 to 7,500 tons. We quote the following prices:

PRUNES.

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

CANDIED PEELS.

|        |      |      |        |      |      |
|--------|------|------|--------|------|------|
| Lemon  | 0 10 | 0 12 | Citron | 0 15 | 0 18 |
| Orange | 0 11 | 0 13 |        |      |      |

FIGS.

|          |      |      |        |      |      |
|----------|------|------|--------|------|------|
| Tapnets  | 0 03 |      | Elemes | 0 09 | 0 20 |
| Naturals | 0 06 | 0 09 |        |      |      |

APRICOTS.

|                        |      |      |  |  |  |
|------------------------|------|------|--|--|--|
| Californian evaporated | 0 12 | 0 15 |  |  |  |
|------------------------|------|------|--|--|--|

PEACHES.

|                        |      |      |  |  |  |
|------------------------|------|------|--|--|--|
| Californian evaporated | 0 08 | 0 12 |  |  |  |
|------------------------|------|------|--|--|--|

CURRANTS.

|                |      |      |           |      |      |
|----------------|------|------|-----------|------|------|
| Fine Filiatras | 0 04 |      | Vostizzas | 0 07 | 0 08 |
| Patras         | 0 06 | 0 06 |           |      |      |

RAISINS.

|                            |      |      |  |  |  |
|----------------------------|------|------|--|--|--|
| Valencia, fine off-stalk   | 0 06 | 0 06 |  |  |  |
| " selected                 | 0 07 | 0 07 |  |  |  |
| " selected layers          | 0 07 | 0 09 |  |  |  |
| Sultana                    | 0 06 | 0 10 |  |  |  |
| Californian seeded, 12-oz. | 0 08 | 0 09 |  |  |  |
| " 1-lb. boxes              | 0 10 | 0 11 |  |  |  |
| " unseeded, 2-crown        | 0 08 | 0 07 |  |  |  |
| " 3-crown                  | 0 08 | 0 08 |  |  |  |
| " 4-crown                  | 0 09 | 0 10 |  |  |  |

DATES.

|           |      |      |       |      |      |
|-----------|------|------|-------|------|------|
| Hallewees | 0 03 | 0 04 | Fards | 0 08 | 0 09 |
| Sairs     | 0 03 | 0 03 |       |      |      |

Cured Fish.

With the season for cured fish practically over, there is not much to record. Stocks are pretty well gone. In certain quarters a demand for codfish has sprung

up, although at the time of writing stocks are difficult to obtain. Our quotations are as follows:

|                                   |      |      |
|-----------------------------------|------|------|
| Herring, No. 1, Labrador, in bbbs | 5 50 | 5 75 |
| " " " in 1-bbbs                   | 3 00 | 2 25 |
| " split shore, 1-bbbs             | 2 75 | 3 00 |
| Large dried cod in quintals       | 6 00 | 6 50 |
| Skinned cod, in 100-lb. cases     | 5 50 | 6 00 |
| Cod steak, 1-lb. blocks           | 0 06 |      |
| Boneless fish, 1-lb. blocks       | 0 05 |      |
| " 25-lb. boxes, per lb.           | 0 04 |      |
| Scaled herring, per box           | 0 16 | 0 18 |

Country Produce.

EGGS.

The egg market is in rather a peculiar condition as The Grocer goes to press. The Easter trade has been satisfactory, but dealers have still on hand a small percentage of their Easter stock and are expecting a slump in prices before the end of the week. Sales for the last two days have been slow. Commission men report that on Easter Monday stocks were cleaned up, and that for Easter sales stock held steady at 22c. Large receipts are expected this week, and owing to present arrivals no shortage is reported. Supplies are increasing daily and a further drop to 15c is predicted before the end of the week. Our quotations are as follows:

|                           |      |      |
|---------------------------|------|------|
| Eggs, fresh laid, per doz | 0 17 | 0 18 |
|---------------------------|------|------|

POULTRY.

There is nothing more than a nominal trade in poultry to report, since this is the off season. No changes in last week's prices are noted. Our quotations are as follows:

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

HONEY.

The honey market continues quiet, with no unusual features to report. Last week's prices remain unchanged. Our quotations are as follows:

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

BEANS.

The bean market is dull and featureless. We quote the following prices:

|                        |      |
|------------------------|------|
| Beans, mixed, per bush | 1 40 |
| Valencias, 1           | 1 50 |
| Bahamas gra            | 1 65 |
| Florida pin            | 1 65 |
| California g           | 1 00 |
| Bananas, la            | 0 05 |
| Lima, per lb           | 0 05 |

MAPLE SUGAR AND SYRUP.

Trade in maple sugar and syrup is quieter this year than usual. The demand is steady although not particularly active. Dealers report plenty of the manufactured article on the market, with the real article beginning to arrive in small quantities. Our quotations are as follows:

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

Fish.

The fish market is quiet after a satisfactory Lenten trade. Stocks have lasted out well and dealers think they have sufficient to carry them through two or three weeks, at the end of which supplies of fresh fish will begin to arrive, namely, trout and whitefish from

**THE MARKETS**

The Canadian Grocer

the upper lakes. The demand for frozen fish will be practically nominal from now on. Last week's prices continue unchanged. Our quotations are as follows:

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

**Green Fruits.**

The green fruit market is picking up rapidly, and dealers report a brisk trade for the week. California navel oranges are still in big demand and are arriving in refrigerator cars. The market for Valencia is quiet. The last shipment of Jamaica bitter marmalade oranges is expected this week. Lemons are slightly easier with first-class stocks of Palermos arriving freely and demand for 300s slightly in excess of 360s. Pineapples are arriving freely, the bulk of the supply coming from Havana now instead of from Florida. Bahama pines arrive next month. Some local dealers receive the fruit in green condition and use artificial processes for ripening. The demand for bananas and pines is equally good and improving, bananas are arriving freely and are easier in price. Stocks of Florida tomatoes now arriving are better quality and easier in price; they will shortly be arriving in carlots. Strawberries are arriving more freely, with the bulk of stocks coming from Louisiana, and prices easier. Grape fruit is firmer in price. The final shipment of the season is expected this week and will be quoted at \$7 per box, as against \$12 for the same period last year. Our quotations are as follows:

|   |      |      |
|---|------|------|
| California navels, per box              | 2 75 | 3 25 |
| Mexican oranges, per box                | 2 00 | 2 25 |
| Marmalade oranges, per box              | 2 50 |      |
| Seville oranges, bitter, per box        | 2 50 |      |
| Bitter oranges, Palermo, boxes, per box | 2 00 | 2 40 |
| Messina lemons, new, 300s, per box      | 2 75 | 3 00 |
| 360s, per box                           | 2 50 | 2 75 |
| Valencia oranges, 420 case              | 4 50 | 5 00 |
| Valencias, large, per case              | 5 50 | 6 00 |
| Bahama grape fruit, per box             | 5 50 | 6 30 |
| Florida pineapples, per crate           | 4 50 | 5 00 |
| California grape fruit, per box         | 3 50 |      |
| Bananas, large bunches                  | 1 85 | 2 00 |
| Apples, per bbl.                        | 1 25 | 2 50 |
| Almeria grapes, per keg                 | 6 50 | 7 50 |
| Florida tomatoes, per crate             | 3 75 | 4 00 |
| Tomatoes, green house, per lb.          | 0 25 | 0 30 |
| Cranberries, Jersey, per bbl.           | 5 50 |      |
| Budd's longkeepers                      | 7 00 |      |
| Limes, per box                          | 1 20 |      |
| Limes, in 1/2-straps                    | 2 20 |      |
| Strawberries, Louisiana, quarts.        | 0 18 | 0 20 |
| Florida                                 | 0 25 | 0 30 |
| pints                                   | 0 11 | 0 13 |

**Vegetables.**

There is a fair demand for vegetables this week with an increasing demand for green stuff. Parsnips are still scarce, and only a limited supply of carrots is obtainable. The onion season is practically over and supplies will be scarce after this week. Considerable stocks of French onions have been noticed in the market packed in barrels holding 700 lbs., and selling at 3c per lb. Egyptian onions are expected this week in small lots. Sweet potatoes are scarce. Rhubarb, green onions and radishes are scarce and have advanced in price.

Mushrooms are difficult to obtain. Oyster plants are out of the market. California celery is in fair demand, final shipments have already arrived, and consumers will shortly be using material in cold storage. Greens are noticed on the market for the first time this week, and are selling at \$2 per bushel, also new Bermuda potatoes, which are quoted at \$3.50 per bushel. Spinach is easier in price and Florida cauliflower out of the market at present. Our quotations are as follows:

|  |      |      |
|--|------|------|
| Cabbage, per doz.                      | 0 50 | 1 00 |
| red, per doz.                          | 0 50 | 1 00 |
| Potatoes, per bag                      | 1 00 | 1 10 |
| Potatoes, per bag, car lots            | 0 85 | 0 90 |
| Sweet potatoes, per bbl.               | 5 50 |      |
| Onions per peck                        | 0 50 |      |
| Onions white, per bag                  | 2 50 |      |
| Spanish onions, per crate              | 1 25 |      |
| Spanish (Valencia) onions, large cases | 3 25 | 3 50 |
| Bunch lettuce, per doz. bunches        | 0 30 | 0 35 |
| Radishes, per doz. bunches             | 0 50 |      |
| Mushrooms, per lb.                     | 0 75 |      |
| Mint, per doz bunches                  | 0 30 |      |
| Parsley, " "                           | 0 20 |      |
| Sage, per doz.                         | 0 10 |      |
| Savoury, per doz.                      | 0 10 |      |
| Beets, per bag                         | 1 00 |      |
| Carrots, per bag                       | 0 85 |      |
| Parsnips, per bag                      | 1 00 | 1 25 |
| Artichokes, per bush.                  | 1 00 |      |
| Yellow turnips, per bag                | 0 35 | 0 40 |
| Leeks, per doz.                        | 0 35 | 0 40 |
| California celery, large case          | 4 50 | 5 00 |
| small case                             | 2 40 |      |
| Celery, per doz.                       | 0 75 | 1 00 |
| Rhubarb, per doz.                      | 1 00 | 1 50 |
| per bundle                             | 0 10 | 0 15 |
| Green onions, per doz.                 | 0 15 | 0 20 |
| Green house water cress, per doz.      | 0 25 |      |
| Green cucumbers, American per doz.     | 1 50 | 2 00 |
| Canadian, per doz.                     | 1 75 | 2 00 |
| Asparagus, green house, per bunch.     | 0 25 |      |
| Florida spinach, per bbl.              | 4 00 |      |
| Florida spinach, per bush. hamper.     | 1 25 |      |
| Greens, per bush. box.                 | 2 00 |      |
| Bermuda new potatoes, per bush.        | 3 50 |      |

**Seeds.**

The seed market is active and improving as the Spring season advances. Last week's quotations continue unchanged. We quote the following prices:

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

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

The grain market is very dull this week. Manitoba wheat, No. 1 hard, is the easier. Red and white wheat have each advanced 1c. Peas have advanced 1c. Buckwheat is 2c easier and rye 5c easier. There are no other changes to note. Our quotations are as follows:

|   |          |          |
|---|----------|----------|
| Manitoba wheat, No. 1 hard, per bush, Toronto | 1 04 1/2 | 1 05     |
| " Northern No. 1 "                            | 1 03 1/2 | 1 04     |
| " No. 2 "                                     | 0 93 1/2 | 1 00     |
| Red, per bushel, on track Toronto             | 0 98     | 0 99     |
| White " " "                                   | 0 98     | 0 99     |
| Barley " " "                                  | 0 50     | 0 52     |
| Oats " " "                                    | 0 37     | 0 37 1/2 |
| Peas " " "                                    | 0 76     | 0 77     |
| Buckwheat " " "                               | 0 57     |          |
| Rye, per bushel, " " "                        | 0 64     | 0 65     |

**FLOUR.**

There is nothing new in the flour market this week to report. Demand is steady at firm prices. Last week's prices remain unchanged. Reports from the Lake Huron district say that wheat has wintered well. Trade for the coming season promises to be particularly active. Our quotations are as follows:

|                                  |      |      |
|----------------------------------|------|------|
| Manitoba wheat patents, per bbl. | 5 00 | 5 15 |
| Strong bakers                    | 4 75 | 4 90 |
| Ontario wheat patents            | 4 80 | 5 05 |
| Straight roller                  | 4 50 | 4 60 |

**BREAKFAST FOODS.**

The market in breakfast foods continues brisk with good demand for all lines. Prices are firm and prospects

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Wholesale Produce Merchants.

**TORONTO.**





# THE MARKETS

## FIGS.

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

## DATES.

|                           |       |       |
|---------------------------|-------|-------|
| Dates, Hallowees, per lb. | 0 03½ | 0 03½ |
|---------------------------|-------|-------|

## CALIFORNIAN EVAPORATED FRUITS.

|                   |       |
|-------------------|-------|
| Apricots, per lb. | 0 12½ |
| Peaches " "       | 0 09½ |
| Pears " "         | 0 12½ |

## MALAGA RAISINS.

|  |      |      |
|--|------|------|
| London Layers                          | 1 75 | 1 90 |
| " Connoisseur Clusters "               |      | 2 00 |
| " Royal Buckingham Clusters, ½-boxes " |      | 1 00 |
| " Excelsior Windsor Clusters "         | 4 25 |      |
|  | 1 25 |      |

## CALIFORNIAN RAISINS.

|                             |       |       |
|-----------------------------|-------|-------|
| Loose muscatels, per lb.    | 0 07½ | 0 08  |
| " seeded, in 1-lb. packages |       | 0 10½ |
| " " in 12-oz. packages      |       | 0 08  |

## PRUNES.

|                                      | Per lb. | Per lb. |
|--------------------------------------|---------|---------|
| 30-40s                               | 0 09    | 0 09    |
| 40-50s                               | 0 08    | 0 08    |
| 50-60s                               | 0 07½   | 0 07½   |
| 60-70s                               | 0 06½   | 0 06½   |
| 70-80s                               | 0 06    | 0 06    |
| 80-90s                               | 0 05½   | 0 05½   |
| 90-100s                              | 0 05    | 0 05    |
| Oregon Prunes (Italian style) 40-50s | 0 08    | 0 08    |
| " " " " 50-60s                       | 0 07½   | 0 07½   |
| Oregon prunes (French style), 60-70s | 0 06½   | 0 06½   |
| " " " " 90-100s                      | 0 04½   | 0 04½   |
| " " " " 100-120s                     | 0 04    | 0 04    |

## CURRENTS.

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

## SULTANA RAISINS.

|                          |       |      |
|--------------------------|-------|------|
| Sultana raisins, per lb. | 0 06½ | 0 08 |
| " 1-lb. carton           |       | 0 09 |
| Shelled Walnuts          | 0 19  | 0 20 |

## Green Fruits.

Quietly firm might be a just description of the local market. The lull after Easter has been maintained and no new features are anticipated until the Mediterranean fruit boats arrive. Reports from Burriana, Spain, show that bad weather has recently interfered with the loading. However, Saturday, April 9, will see three steamers, the Jacona, Fremona and Bellona, of the Thomson line, leave Messina with enormous cargoes of oranges and lemons for Montreal, direct. California celery has gone up 50 cents and best Floridas are bringing \$5.50. Easter supplies of green fruits were laid in so abundantly that they are likely not yet exhausted. We quote:

|                               |      |      |
|-------------------------------|------|------|
| Cranberries                   | 800  | 9 00 |
| Coconuts, per bag of 100      |      | 4 00 |
| Canadian apples, in bbls.     | 2 50 | 4 00 |
| Pineapples, 24 to case        |      | 5 50 |
| " 30 to case                  |      | 4 50 |
| Bananas                       | 2 25 | 2 50 |
| Valencia oranges 7¼ s.        |      | 4 50 |
| " 490 s.                      |      | 3 75 |
| Sweet potatoes, per bbl.      | 5 50 | 6 00 |
| Spanish onions, cases         |      | 3 50 |
| French onions, 110-lb. cases  |      | 3 00 |
| New Messina lemons 300's      |      | 2 75 |
| " " " 360's                   |      | 2 50 |
| Florida oranges, per box      | 5 25 | 5 50 |
| California navels             | 2 50 | 3 00 |
| Florida tomatoes, per crate   |      | 3 50 |
| California celery             |      | 5 50 |
| Californian cauliflower, case |      | 3 50 |
| Florida grape fruit           |      | 7 00 |
| Jamaica oranges               |      | 2 50 |
| Jamaica grape fruit           |      | 6 50 |
| Florida tangerines            |      | 2 00 |

## Fish.

Haddies are much cheaper and new arrivals by express each day find brisk demand. Smelts are scarce and in fact there is a marked scarcity in all fish. Bullheads are frequently asked for and they are not available in the market even by the biggest dealers. Halibut has dropped three cents and is in fair demand. A dealer made a strange remark regarding halibut in that he

thought it queer that Canadians were compelled to buy frozen halibut from Boston markets when most of the fish came from Canada. Not only that, but they have to pay duty on fish from their own country. Very little change has taken place in the markets. We quote:

|  |       |
|--|-------|
| Haddies  | 0 07  |
| Smoked herring, per box                        | 0 16  |
| Fresh haddock, per lb.                         | 0 04  |
| Dore, per lb., frozen, fancy Winter            | 0 07½ |
| Pike, round                                    | 0 05  |
| Halibut, frozen, per lb.                       | 0 09  |
| Gaspé salmon, frozen, per lb.                  | 0 08½ |
| Frozen B.C. salmon, per lb.                    | 0 09  |
| Smelts   | 0 06  |
| Frozen steak cod                               | 0 07  |
| Choice round trout                             | 0 06½ |
| Whitefish, small                               | 0 06½ |
| Whitefish, large                               | 0 07½ |
| No. 1 Labrador herring in 20-lb. pails         | 0 85  |
| No. 1 Herring, Labrador, per bbl.              | 5 00  |
| " " half bbl.                                  | 2 75  |
| No. 1 Holland herring, per half bbl.           | 6 50  |
| No. 1 Scotch herring, per keg                  | 8 50  |
| " " per keg                                    | 0 95  |
| Holland herring, per keg                       | 0 65  |
| No. 1 green codfish, new, per 200 lb.          | 7 00  |
| No. 2 green cod, bbls. 200                     | 5 00  |
| No. 1 large green codfish, new, per 200 lb.    | 7 50  |
| Green pollock, bbls. 200                       | 4 00  |
| Salt eels, bbls. 200 lb.                       | 0 6½  |
| Salt mackerel, pail of 20 lbs.                 | 1 60  |
| Boneless cod, 1 and 2-lb. blocks, per lb. fish | 0 06½ |
| " " loose, in 25 lb. boxes                     | 0 04½ |
| Boneless fish, in crates 12 ½-lb. boxes        | 0 05  |
| Pure Georges Cod                               | 0 7½  |
| Skinless cod, cases 100 lb.                    | 4 75  |
| B. C. salmon, choice red, per bbl.             | 14 00 |
| B. C. salmon, ½-bbl.                           | 7 00  |
| Marshall's kippered herring, per doz.          | 1 40  |
| Canadian ½ sardines, per doz.                  | 1 00  |
| Canadian ¼ sardines, per 100                   | 3 75  |
| Canned cove oysters, No. 1 size, per doz.      | 4 00  |
| Canned cove oysters, No. 2 size, per doz.      | 2 25  |
| Shell oysters, No. 1 Malpeques                 | 6 00  |
| " common                                       | 3 00  |
| Standard bulk oysters, per gal.                | 1 40  |
| Selects  | 1 60  |
| Qualla salmon, frozen, cases.                  | 0 07  |

## Country Produce.

### EGGS.

The craze for eggs has abated. Normal conditions are again ruling and the holders of high priced stock are not a little worried. As one business man put it, worry is only another form of fear. Receipts of eggs have been large but the demand was a little shy because of the big holdings prior to Easter. Down dropped the price 2 cents, then another cent, so that before many days are over eggs will be cheap. Last year at this time they were selling at 12 cents. 20 cents was the ruling price yesterday, although every day will mark a decline.

### BEANS.

Demand for beans is not looked upon with great confidence as sales are chiefly in small lots. Primes sold at \$1.15 and \$1.50 and second grades at \$1.10. Car lots of choice primes were quoted at \$1.10 and second grades at \$1.35.

### HONEY.

The deathlike quietness of the honey market is amazing. White clover is comparatively scarce and prices ruled from 13½ to 14 cents. Extracted white clover sold at from 8½ to 9 cents in 10 lb. tins, and much less (about 7 to 7½ cents) in 300 lb. kegs. Buckwheat still maintains 6 and 7 cents.

### POTATOES.

Fair demand has been the order for potatoes and moderate activity has been shown. Jobbing sales have been made at 75 to 80 cents a bag and in car lots at 65 to 70 cents a bag.

### MAPLE PRODUCTS.

The receipts of maple products increased steadily each day and the demand was limited because buyers bought freely last week. Holders seemed disinclined to quote prices but no change

# The Canadian Grocer

was noted. The demand continues very active and the reports of scarcity have been dissipated by an abundant supply. We quote:

|                               |       |       |
|-------------------------------|-------|-------|
| Maple syrup, in wood, per lb. | 0 05½ | 0 06  |
| Maple syrup, in large tins    | 0 70  | 0 75  |
| Pure sugar, per lb.           | 0 07  | 0 07½ |
| Pure Beauce sugar, per lb.    | 0 06½ | 0 09  |

## Flour and Feed.

### FLOUR.

Not a single new feature has been shown in the flour market. Despite the weakness in American wheat markets the local prices remain firm and unchanged. Generally speaking the market is considered quiet. We quote:

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

### FEED.

Local millers state that the demand for shorts is increasing while bran continues in fair demand. Prices rule steady without much change. We quote:

|                        |       |
|------------------------|-------|
| Ontario bran, in bulk  | 19 00 |
| shorts                 | 21 00 |
| Manitoba bran, in bags | 19 00 |
| shorts                 | 21 00 |
| Moullie                | 26 00 |

### OATMEAL.

Oatmeal remains steady and the demand is good. Rolled oats have been steady all the week, too, but some grades sold at \$2.35 a bag. The demand for corn meal is fair at good prices ranging from \$1.10 to \$1.15 a bag. We quote:

|                        |      |
|------------------------|------|
| Fine oatmeal, bags     | 2 06 |
| Standard oatmeal, bags | 2 90 |
| Granulated             | 2 90 |
| Rolled oats, bags      | 2 55 |
| bbls.                  | 5 30 |

## HIDES.

Hides remain in about the same position as last week with considerable activity. Some slight fluctuations took place in beef hides but the same old prices were held yesterday. We quote:

|                  |      |       |
|------------------|------|-------|
| No. 1 beef hides | 0 08 | 0 09½ |
| No. 2 " "        | 0 07 | 0 07½ |
| No. 3 " "        | 0 06 | 0 06½ |
| Lambskins        | 0 75 |       |
| No. 1 calfskins  | 0 11 |       |

## NOVA SCOTIA MARKETS.

Halifax, April 4, 1904.

**W**EATHER is backward and trade is still somewhat quiet. On the whole the last four weeks have been rather disappointing. Trade kept up fairly well during January and February, but March did not come up to expectations. During last week some of the smaller railways have been again tied up. This time it was not occasioned by snow storms but by the freshets. Freights from the upper provinces have arrived more freely and the stringency in some lines of stocks has therefore been removed. The travellers are now out on their routes again after the Easter holidays, and it is hoped they will be able to report a stronger buying tendency.

The Halifax market is fairly well stocked with salmon, but the coast situation is being closely watched. Canned fish, such as finnan haddie, kippered herring, clams and scollops are getting scarce and the new pack will find a ready sale. Smoked herring are scarce and high, 14 cents being paid by the car

for medium. The indications are that there will be an advance on all lines of American canned meats. Canadian meats have already been marked up. There is a strong demand at the packing houses at present as merchants are stocking up for Summer trade. The supply of canned fruits is moving out of first hands rapidly and merchants who require more in order to carry them over until the new pack comes in should not delay ordering, as there is a probability of prices being advanced. Canners apprehend short fruit crops the coming season.

\* \* \*

A few years ago a great many tons of Nova Scotian dried apples was handled by wholesalers, but lately trade has been largely transferred to the Ontario article. This is chiefly on account of the difference in color. The local article is quite brown while in that from Ontario the natural whiteness is retained.

\* \* \*

The wholesale grocery stock of J. Frank Crowe & Co., which was damaged by fire, is being sold this week at auction for the benefit of the underwriters. Mr. Crowe has taken up temporary quarters and will likely continue in the wholesale business, as soon as matters can be straightened out. The trading community sympathizes with Mr. Crowe in his somewhat heavy loss.

\* \* \*

A very interesting gathering met at the residence of Mr. Ephraim Erb, to Erb & Rankin, some days ago to celebrate the golden wedding of Mr. and Mrs. Erb. A great many presents and congratulatory telegrams were received from friends both here and in Mr. Erb's native province of Ontario. Mr. Erb is still quite active and spends a portion of each business day in his office, giving personal attention to matters requiring it. His firm conducts a brokerage business, and in addition to other lines it is selling agent for the products of the Canadian Cannery, Limited.

#### MANITOBA MARKETS.

Winnipeg, April 4, 1904.

FOR the past week most brilliant sunshine has prevailed and the sudden rise in temperature has cleared away much of the snow, transforming it into numerous small stretches of water throughout the country. The transportation lines, which have been so badly tied up for the past ten days, are again opening up and traffic is now moving along slowly.

The market remains a little firmer and the wholesale houses report all around trade good for the past week. There has been very little change in prices and all lines of staple groceries are firmer with the exception of starches and syrups which are advancing. The market quotes evaporated apples  $\frac{1}{2}$ c in advance of last week and matches are a little higher, demanding 30c on the case.

Evaporated and Dried Fruits—all lines are firm with the exception of evaporated apples, which are a little higher, being quoted  $\frac{1}{2}$ c in advance of last week.

Coffee—The market is firm and No. 1 Rio is still quoted at 9 $\frac{1}{2}$ c, but will likely advance.

Tea—The market reports prices of Japan teas and other lines unchanged.

Sugars—The market is firm, Montreal granulated being quoted at \$4.90 in barrels and \$4.70 in sacks, and yellows \$4.25.

Flour—The flour situation is practically unchanged, the demand is strong and No. 1 patent is still quoted at \$2.75.

Butter—The butter demand is heavy and the market remains firm. Fresh pound prints are quoted at 25c.

Eggs—The market is a little easier and case eggs are jobbing at 26c, but we are looking for lower prices.

Cured Meats—The market remains a little firmer and slightly in advance of last week. Hams are quoted at 13 $\frac{3}{4}$ c, breakfast bellies at 13 $\frac{1}{2}$ c, picnic hams at 9c, shoulders at 8 $\frac{3}{4}$ c, breakfast backs 11 $\frac{1}{2}$ c, short rolls 10 $\frac{3}{4}$ c, long spice rolls 11 $\frac{1}{2}$ c, short rolls 10 $\frac{3}{4}$ c, long dry clear 9c, and salt long clear 10c.

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

#### NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,  
St. John, N. B., April 4.

**B**USINESS in St. John during the first quarter of the year has been extremely satisfactory, and the New Brunswick trade are looking forward with confidence to a good year. Besides the number of changes in business referred to in former reports, there are other matters of interest outside of regular business lines.

Two local tea men are in evidence in the papers, one claiming that the other made a false statement in his advertisement. The facts would seem to warrant otherwise, and the dealer who was so quick looking for trouble is likely to have little else for his pains.

Then a Western tea dealer seems inclined to question the statement made by a local man that St. John is so situated as to be in the best position of any Canadian city to do a tea business. So far the facts presented certainly favor the position taken by the St. John man.

Possibly the chief interest here at present centres in the molasses situation. As noted in our report some weeks ago, one of our large importers advertised having received a cargo of new Porto Rico molasses. Now, the representative of an American molasses company there advertises the expected arrival of the first cargo of new Porto Rico molasses. This our local man takes as a direct effort to persuade the buyers that he made a false statement in advertising his early shipment as new goods. The trouble is not over yet.

In markets there is little of particular interest. Markets on the whole do not seem as firm. Merchants have made more than ever of Easter this season in the way of window dressing.

#### Oil.

In burning oil the market is not so firm but there is no change in price. Sales show quite a falling off. Dealers are very busy shipping lubricating oils. The sale here is very large. In paint oils values are unchanged. Linseeds continue very low. This is the season of

demand. In fish oils this is the off season. Much lower prices are quoted in best grades of cod liver oil.

#### Salt.

There are continued arrivals of Liverpool coarse salt, dealers being anxious to get supplies out before the Winter port boats stop. Prices are held firm. In factory filled there is a better demand as the season advances. In Canadian fine, orders for forward shipment are now being given. This salt is used very largely by our butter and cheese factories.

#### Green Fruit.

This has been a busy week. In apples full prices rule. There is a good sale for Western Northern Spies, at prices. Oranges are freely received, Valencias having the large sale. The low price of Californias tends to increase business in them. In lemons the low prices continue. Bananas are rather higher this Spring, and the season is now well opened. In cranberries, while price is high there is a fair sale. A few strawberries and other small lines are seen.

#### Dried Fruit.

There is little business in this line. Prunes have a fair sale, particularly small sizes. Raisins are dull and quite full stocks are held. Currants have a regular demand at even prices. Dates are low. In evaporated apples the market is rather firmer. First arrivals of Egyptian onions are here. The outlook is for quite firm prices. The crop is reported good, but the American market is quite bare, indicating a large demand.

#### Canned Goods.

Corn is the line of chief interest, owing to light supply. While tomatoes and peas are firm, there is a fair stock of both. In fruits, the market is well supplied. Blueberries are firmer. In salmon there is a good stock, except in Springs. Meats remain unchanged. Oysters are very firm. In lobsters the supply is very light. Haddies are about out of the market. Clams and scollops are now being packed.

#### Sugar.

There has been no change during the last week but dealers hold quite full stocks and prices are very firm. In regard to the guild, it is said the difficulty referred to last week has been arranged.

#### Molasses.

There is little new to report. A cargo of Porto Rico, expected, has been delayed. There is still an ample stock of old goods. In Barbadoes new goods are freely offered with prices low. The market at the island seems quite firm.

#### Fish.

With the close of Lent there is perhaps less demand, particularly for fresh fish. Stocks are light, though Gaspereaux are being more freely received. Dry fish are still very high and scarce. A few are being received but only fair quality. In smoked herring the market is about bare. Pickled herring are high with light demand.

#### Flour, Feed and Meal.

In flour, sales have not been as active. There is a feeling favoring lower prices.

## Removal Notice

Mr B. O. Beland advises the trade that his offices, bonds and warehouses will be removed from

26 Lemoine Street

-TO-

1684 Notre Dame Street,  
MONTREAL,

on April 20th.

The change to the new and commodious premises was necessitated through the large increase in his business.

A complete stock of the finest French Wines and Liquors, Alimentary Pastes, Italian and French Olive Oils and Table Delicacies, Scotch Whiskies, etc., will be carried in stock.

All orders promptly and satisfactorily attended to.

Telephone Number, Main 181.

**B. O. BELAND,**  
MONTREAL.

"MADE IN CANADA."

## In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot lose.

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

## Sovereign Lime Juice

is refined and bottled by

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

## If You're the Kind of Grocer

who pays particular attention to the quality of the goods sold over your counters, the **OZO BRANDS** cannot fail to interest you. They stand for quality first, last and always.

We make Jams, Jellies, Marmalades, Sauces, Catsups, Pickles, Spices and Vinegars. All staple lines, but put up better than most. Write us direct for quotations and mention your wholesale grocer.

**THE OZO CO., Limited**  
MONTREAL.

Oats and oatmeal are still high, package oatmeal selling largely. In cornmeal the local market is rather lower. Beans have only a fair sale at rather easier prices. In seeds, supplies are coming freely to hand. Prices this season are low and a better grade of seed is being used.

#### BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 2.

**A** MOST interesting visitor in the city this week was Mr. T. de Schryver, of Auckland, New Zealand, who represents the Canadian Manufacturers' Association in that colony. Mr. de Schryver arrived on the R.M.S. Moana from Sydney, Australia. Among other things he speaks of most interestingly is that very fact that he came by way of Australia, and that all goods had to be shipped from here to New Zealand, via Australia or via New York. He points out that a direct line is a vital necessity if the Dominion wishes to build up the trade it is possible to secure with New Zealand.

"The people of New Zealand are more than willing and cordial in their desire to enter into closer trade relations with Canada," said Mr. de Schryver. "That is very evident from the preferential tariff enacted by the Legislature of New Zealand and coming into force last November. Briefly the new tariff places a duty of 25 per cent. on Canadian goods while other goods have to pay 37 1/2 per cent. The United States is, of course, Canada's great competitor in the race for trade with New Zealand, and such a difference in duty to be paid, gives the Dominion a great advantage. The next thing is to give a direct steamship service, if only a freight cargo line at first. But the Dominion Government should see that some line is given assistance at once."

As Mr. de Schryver goes east direct from here, he will be able to talk to Canadian manufacturers and exporters direct, and tell them where they are at fault in their shipping and in other ways. Perhaps those who have had the benefit of Mr. de Schryver's aid in promoting trade with New Zealand do not require to have it emphasized that there are some very grave errors made in the manner of shipping. From what your correspondent could learn from him, it would appear that this arises largely from the fact that many manufacturers are used to a shipping trade entirely by rail and to local or nearby points only.

The difference in shipments by steamer for an ocean voyage, and especially when a rail trip of some length precedes the shipment, is very great. In this perhaps the manufacturer and shippers will find the chief seat of the trouble, which there has naturally been in many details, apparently trifling in themselves, but causing vexatious delays and even losses in some instances.

Four carloads of Washington State grown nursery stock arrived in Vancouver the past week for delivery to fruit growers here. The inspector of fruit

for the province, Mr. T. Cunningham, says that most of the stock was really fine and well adapted to setting out here, being from a similar soil and climate. But he points out the big opening there is here for nurserymen to engage in the business of supplying the trade of the province which is growing every year. These four cars alone would, roughly speaking, have kept some \$30,000 in the country and helped to build up an industry at the same time.

\* \* \*

In northern affairs, business is fairly quiet from a shipping point of view, stocks having been got forward pretty well before the opening of navigation which will be in the next six or eight weeks. Meantime not much will go out for shipment north until stocks begin to move in readiness for the first down-river shipments to Dawson from White Horse. Many Atlin men are arriving now to go in for the season. One company, the Spruce Creek Power Co., will install a \$150,000 hydraulic plant on that creek. The British American Dredging Co., which installed the biggest dredge in the north, last season, will put in another this year. It, too, will be on Spruce Creek, the first haying been on Pine. Mr. O. T. Switzer, engineer for the company, is in Vancouver on his way in. The materials for this dredge will be shipped from here, as were those for the other last year.

\* \* \*

Heavy shipments of canned salmon went out to-day on the C.P.R. ss. Tartar for Japan. She carried in her cargo nearly 1,200 tons of salmon, equal to 40,000 cases. Only half of this was supplied by local canners, the rest having been shipped from Puget Sound. With a few more orders, the stocks held here will be all cleaned up, even to the pack of humpbacks which was a new line and partly an experiment.

\* \* \*

The historical fish of the Indians of British Columbia is not the salmon as popular belief has it, but the oolachan, a little oily fish, sometimes called the candle fish, for it will, when dried, burn like "fat pine." The Indian tribes up the coast still cling to their aboriginal habits and seek each season their supply of this fish in the fiords and deep indentations of the northern coast of British Columbia, where the fish run. This year hardly an oolachan has been caught owing to rough weather. The canoes of the Indians were not able to face the fierce gales which have tossed the waters of even quiet landlocked bays and inlets.

\* \* \*

Opinion is divided on the granting of fish trap licenses by the Dominion Government. The fishermen are against it and the canners of Fraser River are in the main opposed to the granting of any privilege which will have a tendency to destroy the industry on that river, but nearly all are of the opinion that the

locations on the west coast of Vancouver Island, where it is intended to place the traps, will be found too rough to be successful. It is looked on in the light of an experiment, and therefore it is hardly getting the active opposition which otherwise might be aroused. There is but very little opposition to the sentiment expressed by Hon. Mr. Prefontaine in the House, that the Canadians may as well trap their own Fraser River fish as sit by and see the United States canners do it for them.

\* \* \*

The cargo of the C.P.R. steamer Empress of Japan, which reached port last night from the Orient, included very heavy shipments of Indian and Japan teas, rice and Chinese provisions.

The rice situation locally hardly warrants the import of any great quantity just now. The fact is there was a war scare at first, which sent rice sky-rocketing until the local quotation was \$102 per ton, cleared. At that price retailers, who had been caught short, bought for fear they would be caught shorter. Then down tumbled the price at least \$10 per ton, and now it is even quoted at \$90 cleared, per ton. Everyone is loaded up, and some individuals are by no means happy.

Another shipment of note arriving by the Empress of Japan last night was a considerable consignment of tinned pineapples from India, a rather unusual article of import from that country.

\* \* \*

Groceries—Sugar went up an eighth of a cent this morning. That makes the B. C. Sugar Refinery's local quotation at 5c per lb. base, for granulated, with other grades raised in proportion.

Canned vegetables are quoted now a little higher. Peas, corn and beans are \$1.15 per dozen and tomatoes, \$1.50.

\* \* \*

Produce—Local fresh eggs are almost dominating the market now. Shipments north are very light and therefore importations from California have dropped off. Prices are also rather high just now at San Francisco. The local quotation is firm at 25c per dozen for local fresh though there were some bought at 23c a few days ago.

Butter is still scarce, and not much really first-class finds its way to the market. The importations from California are still made, until eastern shipments arrive and until the local make begins to come up, which it has not done yet this Spring.

\* \* \*

Fruits—The first arrivals of pineapples from Australia were brought on the steamer Moana. They were very fine, so far as they were left in condition, but evidently they were shipped over-ripe. Many of them had to be thrown out. Pines will stand up under the voyage across the equator, if shipped green enough. These first Australian pines are selling at \$3.50 to \$5 as to size per dozen. Some Australian coconuts were also received by this steam-

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**1824 PACKAGES OF**  
**PICKLES - PICKLES**

If you want to know the firm in Canada  
who has the largest and best assortment of

**PICKLES**

**LOOK AT THIS:**

**THE WILLIAMS BROS. CO., LTD., Detroit, Mich.**

**700** Cases Sour and Sweet Pickles, all kinds.

**CROSSE & BLACKWELL.**

**207** Barrels and Cases Sour and Sweet Pickles, all kinds.

**C. & E. MORTON.**

**350** Barrels and Cases Sour and Sweet Pickles, all kinds.

**ROWAT & CO.**

**300** Cases Sour and Sweet Pickles, all kinds.

**STEPHENS & CO.**

**28** Cases Sour and Sweet Pickles, all kinds.

**GLOUCESTER & CO.**

**46** Cases Sour and Sweet Pickles, all kinds.

**CANADIAN PICKLES.**

**25** Barrels "Maple Leaf," all kinds.

**9** Barrels "Bourque," "

**9** Barrels "Perrault," "

**10** Barrels "Boston," "

**AMERICAN and CANADIAN PICKLES.**

**140** Kegs Sour and Sweet Pickles, all kinds.

**1824** GRAND TOTAL.

**BARRELS, HALF-BARRELS, CASES, HALF-CASES AND KEGS.**

Our Spring orders are not included in this.  
Ask our prices. They are always interesting.

We can save you money.  
**PROMPT SHIPMENT.**

**L. CHAPUT, FILS & CIE,**

Wholesale Grocers and Importers.

 **MONTREAL**

er. They were rather small and of course meet with competition at this season.

Oranges are firming up in San Francisco markets, although prices here are still low. Quotations on all lines are unchanged this week.

Rhubarb from California is now grown in open air and is thus lower in price, the quotation being now 8 to 10c per lb.

\* \* \*

Vegetables—A big lot of Australian onions arrived by the Moana for local and Seattle houses. The local stocks will not more than suffice for orders for northern shipment. At this season the shipments are being taken out of the wooden crates usually used and put in double sacking to protect them from danger of frost. It is an item to be noted in Yukon trade that onions are always very much in demand in the vegetable line, easily taking place next to potatoes, which are the best vegetable sellers in the north. The trade are very particular and take none but the best. In other lines of vegetables there is not much change to note, except that asparagus is down to 12 and 15c per lb.

**HINTS TO BUYERS.**

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

McWilliam & Everist, Toronto, report the arrival of a shipment of Jamaica bitter oranges.

Dawson & Co., Toronto, have received a car of "California Beauty" and "Magnolia" brand California navel oranges, also a car of Messina lemons 360s.

Gallon apples are a leading feature this week with Laporte, Martin & Cie., Montreal, and prices are stated to be attractive.

Amongst this week's arrivals of fruit and vegetables were noted one car California celery, two cars of bananas, two cars of oranges and one car of pineapples for White & Co., Toronto.

McWilliam & Everist, Toronto, have received 3 cars of extra fancy Messina and Palermo lemons. Note their ad. in this week's issue of Grocer.

Dawson & Co., Toronto, are receiving shipments of strawberries every morning from Louisiana via Chicago.

Laporte, Martin & Cie., Montreal, call the attention of the trade to special offers they are making now on strictly choice Barbados molasses. They offer car loads at special prices and freight rates from St. John, N. B.

L. Chaput, Fils & Cie., are reporting good orders for peanuts. They have just received a car a few days ago and prices are rather low.

Laporte, Martin & Cie., Montreal, are still taking orders for Rangoon and

Patna rices for April and May deliveries. Buyers interested should avail themselves of the inducements offered.

A car of Crescent brand tomato cat-sup put up in quart bottles, arrived this week for H. P. Eckardt & Co., Toronto.

L. Chaput, Fils & Cie., are prepared to submit samples of their full line of Ceylon green tea.

Buyers of Eleme figs will do well to communicate with H. P. Eckardt & Co., Toronto.

Lucas, Steele & Bristol, Hamilton, advise receipt of a shipment of old-fashioned sun-dried codfish in quintals, quality first class.

Willie fell in the molasses  
Barrel, in the shed,  
"Now, I'll lick you, Willie,"  
His angry mother said.

**ENGLISH FIRM LOOKING FOR CANADIAN AGENT**

A firm of cocoa, chocolate and chicory manufacturers, importers of arrowroot, ginger grinders and dressers, of Leeds, England, require the services of a Canadian agent, and will be glad to hear from any who are in a position to represent them.

**ADVANCE IN PRICE OF MATCHES AND STARCH.**

Among variations for the week in groceries and grocers' sundries on the Toronto market is an advance of 15c in parlor matches and of 30c in common sulphur matches, also an advance of 1/2c per lb. on No. 2 cornstarch and of 1/4c per lb. on all but gloss, enamel and rice starch.

**FRUIT COMMISSION AGENT DEAD.**

THE GROCER regrets to record the sudden death of V. B. Badalamenti-Dina, of Toronto, which occurred on Friday, April 1. Mr. Dina was sales agent for the Canada-Jamaica Steamship Co., and the Canadian representative for a number of lemon and orange growers in Italy, among whom might be mentioned F. Tracuzzi, of Messina, G. Badalamenti & Co., and Natale Lo Cicero, both of Palermo. In addition Mr. Dina represented several Italian produce and macaroni firms.

Mr. Dina began business in Toronto about four years ago as a retail fruit dealer at the corner of Alexander and Yonge streets. After a couple of successful years he decided to devote his attention to the lemon trade exclusively, and secured several prominent agencies, among which were those mentioned above. The outcome was eminently

satisfactory, for Mr. Dina during the last two years was able to establish a wide connection in the Canadian trade, particularly in Ontario. Toronto fruit merchants were large customers, and in addition he sold extensively to Ottawa, Hamilton and London fruit men.

**CATALOGUES, BOOKLETS, ETC.**

The Grocer is in receipt of an attractive pictorial magazine, published monthly by the National Cash Register Co., Dayton, Ohio. The literary contributions written by prominent American newspaper men, and numerous illustrations, combine to give practical emphasis to the twentieth century enterprise on the part of this business firm.

**JOHN A. GUNN DUPED.**

MR. JOHN A. GUNN, of Gunn, Langlois & Co., of Montreal, is receiving messages of condolence from his numerous friends all over the country. The fact is he has been the victim of a confidence man.

On the morning of Easter Monday a prepossessing looking young man entered the office of Gunn, Langlois & Co., and introduced himself to Mr. Gunn as Mr. Henry F. Simons, of the firm of Messrs. G. W. Martin & Brother, produce dealers, of New York. Letters and other credentials were presented and, withal, the man was so engaging in manner that Mr. Gunn was completely taken in. So much so that when Mr. Simons wanted a little money Mr. Gunn readily responded to the request and, because it was a bank holiday, cashed his check for \$500.

The pair then had luncheon at Freeman's and later wended their way to the Windsor hotel. The stranger conversed most entertainingly on a variety of interesting subjects. At length, explaining that he had to look after some luggage at the station, he took his departure and Mr. Gunn saw him no more. Suspicions were aroused and Mr. Gunn called up New York, only to find that the real Mr. Simons had never left his office in that city.

A. E. Cowan, grocer, Ottawa, is retiring from business. Mr. Cowan may be considered as one of the pioneer grocers of Ottawa, having been established since 1869.

A. E. Brown, Salisbury, N.B., has started a grocery in connection with his lumber mill. This Spring he will build a first-class new store in order to be able to handle a rapidly increasing trade.

Has stood the test of every climate.



# HIGHEST AWARD

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

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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



When a  
Grocer  
Sells his  
Customers

## Clark's Lunch Tongue

he gives them the Best  
Obtainable and Perfect  
Satisfaction.

### SUGAR BEET INDUSTRY IN COLORADO.

In view of the recent endeavors to establish the sugar beet industry on a firmer basis in Ontario, the following facts regarding the output of a beet sugar factory at Lovelace, Colorado, are worthy of note. This concern manufactured during the last year 292,850 sacks of white sugar, besides 20,000 sacks of brown sugar. It has on hand 13,000 fat sheep and 2,000 head of steers fed on the pulp, and in the pink of condition, and employs over 3,000 workmen.



## CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

## PURE CEYLON

# GUAVA JELLY

Wholesale in 12-doz. cases, \$1.37 per doz., delivered in Montreal. Special quotations for large quantities. Drafts at 6 weeks' sight drawn against all shipments.

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO

In 1lb. tins

**Dudley Warren,**

PLANTER AND SOLE  
EXPORTER,

**Haldumulla, Ceylon**



This design a guarantee of quality.

**Heavy Red-Brown Wrapping  
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF**

Samples and prices gladly sent.

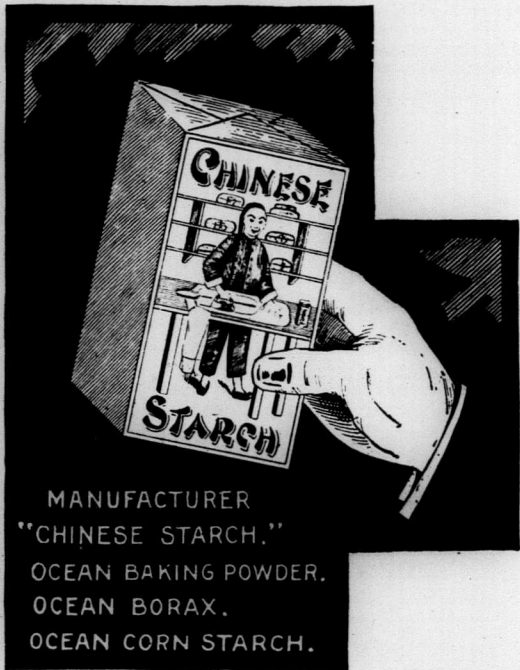
**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

# Evidence of Merit.

February 23rd received order from Leclerc & Letellier, Quebec, for

|            |         |                |               |
|------------|---------|----------------|---------------|
| 3,600 lbs. | "Ocean" | Baking Powder. |               |
| 10 brls.   | "       | "              | each 100 lbs. |
| 5 cases    | "       | "              | " 50 lbs.     |

The quality of our "Ocean" Baking Powder makes fast friends with your customers. Try it yourself. Write for prices, etc.



## As to Chinese Starch

— a constant and steady increase in demand for this high-grade Starch. It stands alone as a perfect starch.

**RETURNED**

APR -8 1904  
*cut book 17*  
*Page 72*  
*aw*

You will be buying plenty of Starch soon. Don't buy until you have tried **Chinese Starch.**

The result will surprise you. Your customers get better value and finer work with **Chinese Starch.**

## Ocean Fruit-flavored **Blanc Mange**

A sure winner with your customers, and a most profitable line to handle. Your Summer trade will not be complete without it. Put up in LEMON, ORANGE, VANILLA and CHOCOLATE Flavors.

Put up in assorted cases, 4 doz.

**OCEAN MILLS,**  
MONTREAL



# The Roof

## Gets the Worst of it

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

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

## Eastlake

## Steel

## Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

THE

## Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

## Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

GUN SHOP and MODEL SHOP,

Warren White Sulphur Springs,

Totten P. O. Virginia.

"I Want Brock's."

## BROCK'S BIRD SEED

The best seed, bar none, put up. Don't tamper with Bird Seed. Sell Brock's.

NICHOLSON & BROCK, - TORONTO

## STREET HUCKSTERS.

WAR has been declared in Montreal against the street hawker, and if appeals to the city council from certain quarters are successful his long peculiar drawl will in all probability be heard no more. The aggrieved may be divided into two classes; one is the Retail Grocers' Association, the other is represented by finicky citizens who say too much noise is created by the huckster. Grocers claim that the street seller of fruit interferes with trade which should pass through their hands.

Only the other day three petitions were presented to the mayor of Montreal containing ten thousand names. These lists were supplemented by the opinions of wholesale fruit dealers, farmers, gardeners and citizens in regard to the selling of fruit on the street, with a view to modifying a by-law it is proposed to pass which would simply erase the huckster from the business community. Wholesale fruit men declare candidly that the huckster if he be an evil, is one of the necessary variety. If he disappears, so will a large proportion of their business. One firm goes so far as to say that the huckster is indispensable, and substantiate their statement by the fact that surplus stock caused by overloading and other reasons can be disposed of to the hawker. The middleman in turn realizes a good profit by selling from door to door, and the consumer is better served than in any other way.

Farmers and market gardeners claim that at least three-quarters of the vegetables sold in Montreal are sold direct from the wagon, either by themselves or by city pedlars who make a business of it. They further claim that the grocers cannot meet the demand nor can they accommodate the public in this particular connection. Citizens also made a strong plea for the retention of the street man. They argue that if the grocer gets control of the trade higher prices will rule and the general public suffer.

On the other hand the Grocers' Association are after the huckster hot foot. They say he must go, and dwell upon the immense revenue of \$100,000 paid into the civic treasury by the grocers of Montreal for protection from the small trader whose license for peddling is only a trifle. Great influence is being brought to bear from both sides and the issue will occupy general interest.

Several prominent fruit merchants were asked with respect to the quality of fruit sold to hucksters as a rule, and were unanimous in stating that it is usually the best in its class. This fact they emphasize by the argument that the hawker is a keen fellow as a rule and could never keep his trade if he sold imperfect goods.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

### ARTICLES WANTED.

WANTED—1,000 cases corn, 10,000 cases tomatoes, canned. State price f. o. b. Henry O'Laughlin, S. Catharines. (15)

### AGENT WANTED.

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

### SITUATION WANTED.

WANTED—By energetic young man with ten years' experience in groceries and crockery, position as head clerk or manager; good salesman and window dresser; best references; West preferred. Box 119, CANADIAN GROCER, Toronto. (15)

### FOR SALE.

BUSINESS FOR SALE—Owner retiring; in town in Southern Manitoba; stock of general merchandise and builders' hardware, about \$10,000; no opposition; buildings for rent or sale; post office in connection; no time to reply to any except bona fide purchasers. Box 120, CANADIAN GROCER, Toronto. (15)

BEST paying cash grocery business in Hamilton; good reason for selling. Box 3, CANADIAN GROCER, Toronto. f

FOR SALE—Three thousand dollar stock groceries, flour, feed, boots and shoes; annual turnover twenty-four thousand; near Toronto; a bargain. A. Hudgin, 9 Adelaide street east. f

## I Can Sell Your Grocery Business

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

## BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton

Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

### Reliable Goods Pay to Handle.

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

JOHN G. HARVEY,  
Manufacturing Chemist, Todmorden, Ont.

**THE MAN'S DINNER**

requires some attention,  
some consideration.

**GEL-O**

helps to solve the problem.  
Suggest it to the man's  
wife. Gel-O, the new  
dessert.

Send for sample.

**THE CANADIAN GELATINE CO.**

528-530 Front St. W.,

**TORONTO, CANADA.**

**COWAN'S**

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

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

Are the standard goods for purity and excellence.

Manufacturers

**THE COWAN CO., Limited**

**TORONTO**

An  
Irresistibly  
Delicious  
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives  
Eating  
Chocolate  
a New  
Meaning

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

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

**LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal**

OUR GOODS ARE  
"MADE IN CANADA"  
AND  
USED IN CANADA.

Mott's **DIAMOND** Chocolate for eating  
purposes is not excelled by any  
foreign or domestic line.

Mott's **ELITE** for cooking purposes can-  
not be approached in quality  
and work by any other Chocolate  
on sale.

You can convince yourself, of these facts  
by ordering a box of each from your  
jobber. They show you a good  
profit—that's what you want.  
They please your customers—  
that's what THEY want.

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

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

**Your Customers**

- very often depend upon your sug-  
—gestion, as to what brand of goods  
—is the best. The next time one of  
—your customers asks for a package  
—of Baking Powder give her a tin of  
—EAGLE brand, and you are sure  
—to please her.

**EAGLE**

**BAKING POWDER**

always gives the customer  
satisfaction and the GROCER  
good fair profits.

WRITE FOR SAMPLE AND HAVE  
IT TRIED IN YOUR OWN HOME.

THE  
**Eagle Manufacturing Co.**  
**MONTREAL.**



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## Biscuits And Confectionery

### Easter Confectionery Trade.

**T**HE Easter season just past was a record one for the manufacturers of confectionery. Manufacturers prepared for this occasion on an elaborate and extensive scale, and were well supported by the retail trade, particularly in Toronto and Montreal. The windows of prominent grocers and confectioners suggested the Christmas season and gave quite a Christmas atmosphere to the shops: Easter as a season for gift-giving is receiving much attention from tradespeople in a great variety of lines, with much profit to them. The gladsome note that accompanies Easter finds fitting expression in gift-giving, and confectionery is always in order when gifts are a subject for consideration.

### Co-Operative Association Buys Bakery.

"For some time past," says the Guelph Herald, "it has been felt that a company in Guelph for the manufacturer of cheaper bread was a dire necessity." The Trades and Labor Council have already taken the matter up and stock has been subscribed to the amount of \$1,500. As part of the scheme, the Guelph Co-Operative Association have purchased the bakery business of Powell & Co., and will take possession April 15.

### A Fine New Factory.

**A** FINE new factory for the manufacture of biscuits of all descriptions has just been completed by C. Dignard & Co., at 245 Delorimier avenue, Montreal. The premises cover about 130x50 feet in area, and the fact that as many as 80 hands are employed will give some idea of the size of the establishment. The new machinery installed enables the factory to use at least 70 barrels of flour per day. The services of T. Tinnock, an expert biscuit maker well known throughout the Canadian trade, have been engaged, and grocers and confectioners may expect to see even a higher class of goods turned out by this well known firm than in the past.

### CONFEDERATION AT LAST.

**C**ONFEDERATION of Canada and Newfoundland is at hand. So The Grocer was informed by a letter shown it from England, which stated that it is expected that a renewal of negotiations officially for the entry of Newfoundland into the Canadian confederation will be an early sequel to the Anglo-French understanding now almost completed between Lord Lansdowne and M. Delcasse. Three million francs is thought to be reasonable compensation for the dispossessed French lobster factories on the treaty shore. It is understood that Newfoundland will be expected to concede to Canadian fishermen whatever fishing and bait rights are given to French fishermen under new arrangements. It may be added that the existence of the French shore question has been the chief obstacle in the way of confederation negotiations between Sir Wilfrid Laurier's Government and the Government at St. John's.

### WAR ON CANNED TOMATOES.

**A**NILINE dyes have been discovered in certain canned tomatoes on sale in Montreal, and as a result action has been taken against two firms, one a United States, the other a Canadian firm. The importance of the actions is based in the fact that they are taken under the Federal Act which gives the city power to prosecute for fraud. The nature of the charges formerly allowed under the Provincial Act was to prove that aniline was a coloring that was injurious to health. This is the first time procedure has been taken under the Federal Act and will have far-reaching results. Dr. Laberg, Medical Health Officer for Montreal, is taking the actions.

### T. H. ESTABROOKS' ADVERTISEMENT.

In last week's issue of Grocer, page 51, an item in the advertisement of T. H. Estabrooks, St. John, N.B., which read, "Total imports of the following cities for 12 months, ending Jan. 30, 1903," should have read "June 30, 1903."

**W**E back up our claims for

## PERFECTION CREAM SODAS

with the goods themselves.

No dealer will ever hear anything but praise for the Sodas of our manufacture. More of these Sodas are sold than of other makes, wherever they are known. Your business needs them.

3-lb. cards or tins.

### THE Mooney Biscuit & Candy Company

LIMITED,

Stratford, - Canada.

### 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.

# PURE GOLD TALK

No. 12.

A table dessert that while known and used has a still larger future is Jelly Powders.

These powders are so quickly prepared, so attractive, sensible and wholesome that they ought to be in everybody's home in lots of a dozen or more.

"What shall I have for dessert?" says the mother. The answer is in the hands of the grocer.

With the answer goes a profit, and profits give zest and comfort to the man in business.

## "Pure Gold Jelly Powders

certainly." There are other makes, but since they lack the Pure Gold pledges and guarantees are not worth having.

11 FLAVORS.

THE  
Pure Gold Mfg. Co.  
LIMITED  
Toronto.

### WATERLESS MILK.

WATERLESS milk is an article the average urban housewife has long been looking for. The Milk Products Co., with factory at Brownsville, Oxford Co., and head office in Toronto, is about to place a milk on the Canadian market which is certainly waterless. It is known as Lactomen and is in the form of a crystalline powder. There is no sugar or other preservative in the product which is claimed to be simply ordinary fresh milk from which all the water has been eliminated. It is perfectly soluble in water and is in very convenient form, one pound making a gallon of milk. W. Whitman is in charge of the Toronto office, which is situated in the Mail Building, and is very optimistic as to the outlook. The Canadian market will first be exploited, but in addition to this a large export trade is counted on.

### ENGLISH MANUFACTURERS INTERESTED IN CANADA.

We understand that representatives of the following English firms are now either on their way to or are in Canada at the present time: W. G. Nixey, blackleads, blues, etc.; E. & T. Pink, marmalade, jams, preserved peel, etc.; Chivers & Son, table jellies; Gebhardt & Co., "Bananina" and banana food preparations. Mr. L. H. Roberts represents W. G. Nixey and Chivers & Son; and Mr. Cooper E. & T. Pink and Gebhardt & Co.

### A HANDSOME EASTER GREETING BLOTTER AD.

Many flattering remarks have been passed this week on the unique and decidedly fine Easter Greeting of Chase & Sanborn in The Grocer of last week. The design of the firm's Seal Trade Mark, bordered by a cluster of Easter lilies is a very artistic one, and the whole in natural colors was a fine conception. Chase & Sanborn have sent to their host of customers in all parts of Canada a set of blotters bound by an exact fac simile of The Grocer ad., and the quiet and artistic Easter greeting of this Canadian coffee house will no doubt be appreciated by their friends. If any have been overlooked a postal card will bring a set.

### OFF TO "AULD SCOTIA."

Mr. Alex. Anderson, of the Japan Central Tea Trading Association, left Montreal last Friday for an extended trip to his old home in Scotland. Mr. Anderson, who is well known to the tea

trade of Montreal, certainly deserves a good holiday and no doubt will enjoy to the full the time he has laid out for himself among his friends in "Auld Scotia." It is 20 years since he left the old land, and though he is a thoroughly good Canadian, the love for the land o' the heather has drawn him away at last. "Sandy," as he is familiarly known to his friends in the trade, has the best wishes of his numerous friends and customers for an enjoyable holiday, and The Grocer hopes to see him return full of kind thoughts for the old land and love for his adopted home. During his absence Mr. Anderson will make his headquarters at Brechin, Scotland.

### TRADE OF FOREIGN COUNTRIES IN 1903.

The latest accounts relating to the trade and commerce of certain foreign countries and British possessions contain the following figures exhibiting the external trade of the countries named in the twelve months ended December last:

| Imports in Million £.            |       |       |       |
|----------------------------------|-------|-------|-------|
|                                  | 1901. | 1902. | 1903. |
| Germany.....                     | 271   | 281   | 299   |
| Belgium.....                     | 85    | 92    | 98    |
| France.....                      | 175   | 176   | 186   |
| Spain.....                       | 32    | 32    | 33    |
| Italy.....                       | 69    | 71    | 73    |
| Austria-Hungary.....             | 69    | 72    | 78    |
| Egypt.....                       | 16    | 15    | 17    |
| United States.....               | 183   | 202   | 207   |
| Japan.....                       | 26    | 27    | 32    |
| British India.....               | 55    | 52    | 55    |
| Canada.....                      | 39    | 42    | 51    |
| United Kingdom.....              | 454   | 462   | 473   |
| Exports (Domestic) in Million £. |       |       |       |
|                                  | 1901. | 1902. | 1903. |
| Germany.....                     | 221   | 234   | 249   |
| Belgium.....                     | 70    | 74    | 78    |
| France.....                      | 160   | 170   | 167   |
| Spain.....                       | 27    | 30    | 32    |
| Italy.....                       | 55    | 59    | 58    |
| Austria-Hungary.....             | 78    | 80    | 88    |
| Egypt.....                       | 16    | 18    | 20    |
| United States.....               | 299   | 278   | 304   |
| Japan.....                       | 25    | 26    | 29    |
| British India.....               | 77    | 82    | 95    |
| Canada.....                      | 38    | 43    | 44    |
| United Kingdom.....              | 280   | 283   | 291   |

### NEW CANNERIES IN BRITISH COLUMBIA.

Cannerymen at Victoria, B.C., have already commenced to organize companies to carry on business on Vancouver Island in consequence of the announcement from Ottawa that licenses for trapping will be allowed.

### AN APPRECIATION OF THE GROCER.

The Grocer is in receipt of a gratifying letter from one of its old subscribers, A. E. Cowan, Ottawa, who, on the occasion of his withdrawal from business, takes the opportunity of expressing his appreciation of The Canadian Grocer, which, he says, has always been a source of much pleasure as well as of great assistance to him, and is a newspaper moreover without which no grocer can afford to be.

**IT IS A GREAT MISTAKE**

to suppose that only the Wealthy can enjoy

**VAN HOUTEN'S COCOA**

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

ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.

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

**MOLASSES**

**New Crop 1904  
Barbados.**

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

**The Dominion Molasses Co.,**

Limited

**HALIFAX - - - NOVA SCOTIA.**

**STEWART'S  
FINE CHOCOLATES**

**Molasses Kisses**

The goods we make are guaranteed against weather changes.

They are the best line to build on in developing confectionery trade.

50-lb. and 100-lb. cases.  
Price to trade, 10c. a lb.  
Send for a box to-day.  
Good profits, increased custom,  
enlarged sale.

**A. J. STEWART, Limited  
Manufacturers, TORONTO.**

Our goods are not always the lowest priced, but consider quality and we think you will agree with us that they are as good value as any.

**THE CANADA BISCUIT CO., LIMITED**

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

**King and Bathurst Streets, TORONTO.**

WEST INDIA SUGAR AND CANADA.

THAT the complaints of the West Indian sugar planters regarding the Canadian refiners had some justification has been amply proven by statements made by the refiners themselves. Naturally, of course, some confusion has been occasioned by the refusal of large business establishments like the Canada and St. Lawrence Sugar Refineries to tell their business secrets.

Two weeks ago The Grocer endeavored to show the position of the planters in the British West Indies and their attitude towards Canadian refiners. To put it simply, The Grocer stated that the Canadian refiners had agreed together to pay only the New York prices minus the United States duty for bright grainy grocery sugars from the Indies.

Mr. Theodore Labatt of the St. Lawrence refinery stated that the complaints of West India planters were unfounded. However, he went on to say that everything was all right now and the planters had been made happy.

When asked to explain his meaning he said that all the pamphlets and circulars re-cutting off supplies, etc., that had been sent to the Indies were no doubt prompted by some Canadian brokers, based on the presumption that the refiners were going to continue to pay as they had been doing all winter. He would not say what that price was, but he said it was changed now. When shown a letter from a planter dated as recently as March 19, which stated "Even with  $\frac{1}{4}$  or  $\frac{1}{2}$  of the preferential tariff our planters stand about 24 cents worse off than the Cuban producer," Mr. Labatt did not deny that the statement was approximately correct. In fact he evaded the direct reply by saying that it was caused by the American preference.

"Is it true that Canadian refiners have made an arrangement with brokers either in Canada or United States whereby they pay the same price as that which rules in New York?"

"We have made arrangements with no one," was the reply.

"Have the Canadian refiners refused to make offers to Canadian brokers for West Indian sugar?"

"We never make offers to anyone; brokers make offers to us."

After further cross examination which was pleasantly exchanged between Mr. Labatt and a Grocer representative, an unvarnished confession was made. Mr. Labatt thought it would just be as well not to say anything for publication but in a nutshell said that the actual and possible grievances which had been voiced in the press were caused by a

presumption that the refiners were not going to treat the West Indies fairly regarding the preference. All that had been fixed up and no more would be heard of the alleged wrong treatment. Canadian brokers had always been given a chance and the refiners would prefer to deal with them if they could get satisfactory terms. They expected to do an extensive business through Maritime Province points and also direct with Montreal.

Mr. Parker, of the Canada Sugar Refinery, gave his opinion in the absence of the president, Hon. G. A. Drummond. He simply supported Mr. Labatt's contentions and further stated that only that day a local broker had been told that they would prefer dealing with the brokers if they would only come to terms and make some offers.

Some brokers were called upon and they claimed that the action of the refiners would be welcome news to the West Indians and would have a beneficial effect on the reciprocal relationship of all trade with the Indies this year. It may be added that brokers are not in a position to speak out as strongly as they might feel, as it is not their policy to in any way antagonize the refiners.

In connection with the diversion of West Indian sugar to the English market, which certainly was what the Canadian refiners were doing, it is interesting to note that cane sugar has again hardened in price in the Cuban market. Why? Simply because the huge trusts are enviously watching the sugar of Java, the Indies and Peru going away from America and they naturally will keep prices high with a view to attracting these sugars to them again.

The following crop report is from the Journal des Fabricants de Sucre, and shows how European growers are getting along:

"The weather has been fine and dry in France, and the growers wish this to continue for the benefit of the Spring work, which is rather behind-hand. As regards beet roots, the growers know the favorable influence of a good preparation of the soil and of early sowings and weedings, so that they are hastening to benefit by the fine weather in preparing the land for the seed. A reduction of 10 to 15 per cent. on the area sown last year is generally expected. Abroad, the growers, for want of fine weather, have not been able to do much; the contracts for new beet are still going on, but the result is still very uncertain. Mr. O. Licht provisionally expects from the whole of Europe a diminution of 125,000 to 135,000 hectares,

or 8 per cent. on the average superficie of last year, which was 1,747,814 hectares against 1,766,578 hectares in 1902, 1,962,685 hectares in 1901, and 1,843,142 hectares in 1900."

TRADE OF THE ORANGE RIVER COLONY.

THE following table, which is the most recent compiled by the collector of customs at Bloemfontein, shows the value of some of the articles imported into the Orange River Colony during the quarter ended September 30, 1903, as compared with the corresponding period of 1902:

| Articles.                             | Qr. ended 30th Sept., 1902. | Qr. ended 30th Sept., 1903. |
|---------------------------------------|-----------------------------|-----------------------------|
| Corn and grain (includes rice).....   | £17,000                     | £85,000                     |
| Articles of food and drink.....       | 80,000                      | 55,000                      |
| South African produce.....            | 31,000                      | 50,000                      |
| Tobacco of all kinds.....             | 5,700                       | 6,000                       |
| Cocoa, chocolate and confy.....       | 7,000                       | 5,000                       |
| Soap and candles.....                 | 5,000                       | 5,000                       |
| Provisions, oilman's stores, etc..... | 8,000                       | 5,000                       |

The total value of the goods exported from the Orange River Colony in the quarter ended 30th September, 1903, was £237,000, as compared with £36,000 in the quarter ended 30th September, 1902. Of the former total £1,000 worth were sent to Natal, £203,000 worth to Cape Colony and £24,000 worth to Basutoland. The remaining £9,000 worth going to the Transvaal.

THE CREAM OF TARTAR ALARM.

GROCERS are somewhat alarmed over the report from London to the effect that some arsenic had been found in some cream of tartar. Action was taken at once by the London grocers to discover the cause and it was suspected that the manufacturers of it had used a poor quality of sulphuric acid and the impurity of that would necessitate the presence of arsenic. Retailers would do well to be sure to enquire of their wholesaler as to the quality of his cream of tartar. Cream of tartar is used so much in the manufacture of baking powder that such discovery in London, for instance, is very important, even though so far away. Bellhouse, Dillon & Co., who are agents for the American Cream of Tartar Co., New York, stated that they made a point of absolute purity in their refining process and no such thing as arsenic in the stock could happen. At least it would never reach the trade. Their system was practically impregnable. At any rate they had not been informed of the London episode nor did they anticipate any trouble from it.

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APR -8 1904



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Page 71

ans.



The leading and most popular  
**BRANDIES** on sale in Canada to-day  
are **Ph. Richard's**—

—these Brandies stand head and shoulders  
over all imported brands — their merits  
have conquered all opposition. They are the  
product of the celebrated wines of Charentes,  
the wine which produces the genuine true  
**COGNAC**—

- Connoisseurs give them the preference—
- the most fastidious taste is satisfied.
- If you value your customers' trade
- you will please them by selling  
**Ph. Richard's Brandies.**

We are Sole Canadian Agents.

Write for Price List.

**LAPORTE, MARTIN & CIE.**

Wholesale Grocers, Wine and Spirit Merchants,

**MONTREAL.**

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

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**BANANA BUSINESS.**

We're in it—handling the **Finest Fruit on the market**—TANAMO Stock of **First Quality**—we'll prove what we say if you send your order now. They're quoted on our **Weekly Price List** along with our particularly interesting offer, for this week only, of 360's Lemons at \$2.00 per box, but by mentioning "THE GROCER" this Lemon offer will hold good up to and including the 12th inst. Consider this and order now. Stock is EXTRA FANCY.

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

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

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

**WE BUY** 

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

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

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

**TWO SNAPS.**

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

You can make no mistake in ordering bananas now

**HUSBAND** Bros. &  
Co.

Wholesale Fruit and Commission Merchants.  
82 Colborne St., **TORONTO**  
Phones Main 54, Main 8428.

## GREEN FRUITS

### Apple Trade With France.

A REPORT of considerable interest to Canadians was brought up recently at a meeting of the Chambre de Commerce in Montreal. It was incidental to a French-Canadian direct steamship line and covered a suggestion regarding the shipment of Canadian apples to France. The points discussed involved the fact that many Canadian apples found their way to France by a very circuitous route and one that was of no advantage to the producer of these fine fruits which made such an impression on the European at the recent Paris Expositions. Large quantities of apples were being shipped in bond to Europe via New York and they had been as a rule bought in Canada by agents for American shippers. A special committee was appointed to investigate this subject and will report to this body at its next meeting.

### Easter Beurre for Export.

IN his bulletin on the "Export Pear Trade," W. A. MacKinnon, chief of the fruit division, Ottawa, the Easter Beurre has been recommended as one of the pears most in demand in Great Britain at the present time. Market reports just received from London show that California Easters have been selling remarkably well recently and it seems as if Canadian growers might with advantage undertake to raise this variety extensively and place it upon the British market during the Winter months. While the Easter Beurre is not at present largely grown in Canada, its value for export should induce growers to give it a fair test in order to ascertain if it is suitable for general culture.

### Rare Fruits.

THE island of Jolo covers fully 320 square miles. It is of coral formation and offers a most excellent harbor to the west. In topography it is gently undulating and covered throughout its entire length by the rankest tropical vegetation, valuable teakwood being found extensively throughout the entire district. No-

where in the world are more luscious fruits produced. Among those peculiar to this belt is the durian, which is about the size of a muskmelon. Its exterior presents somewhat the appearance of a chestnut burr, being prickly and tough, within, the fruit is white and cheese-like, and owing to this peculiarity the American soldiers dubbed it "the vegetable limberger." The mangosteen is another of the rare fruits. It is the size of an average orange, chocolate colored and has a very brittle skin. Inside, four white sections contain a colorless liquid. This is the rarest fruit known.

### Canadian Apples in Great Britain.

A REPORT of P. B. Ball, Birmingham, to the Canadian Minister of Trade and Commerce contains some concrete information concerning the apple market which it would be well for Canadian exporters to remember for their benefit another year. Referring to the shape of the barrels in which apples have been shipped, a matter which this year has shown more variation than usual owing to scarcity, he says, that the fruit seems to arrive in perceptibly better condition when barrels with large bilges are used. The fruit seems to pack better, and to withstand bruising better than in those of flatter shape. Numerous boxes have made their appearance but, adds Mr. Ball, he has not seen the proper box. Many of them were of 1-4-inch material, with the corners glued and tightly packed, but they are not sufficiently durable to stand transportation. A box containing 50 pounds of apples, and made rather larger and wider than deep, so there would be a good surface for exposure, would be, he considers, a good design. Only the very highest grades should be sent in boxes. Another thing Mr. Ball animadverts upon is the tendency of Canadians to ship large quantities of apples just before Christmas. When they judiciously arrange with customers in various sections of Great Britain, and make regular shipments to them of, say, 500 barrels weekly, they can realize far more than by sending in congested lots. At the end of February it is almost impos-

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sible to purchase Canadian apples in the markets.

Mr. Ball has no doubt that 10,000 barrels per week could be easily placed among the different towns in the Birmingham district alone. But he wants to impress upon shippers the fact that no fruit is too good for such a market. One barrel of good, well-packed apples will bring just as much as two barrels of inferior or carelessly packed, and the freight of say 5s. per barrel is exactly the same in either case.

**Hybrid Fruits Produced.**

SOUTHERN CALIFORNIA growers have successfully crossed the raspberry and the blackberry and produced the luscious Logan berry, which has the size and shape of the blackberry with the raspberry flavor. The cantaloupe has been crossed with the watermelon and an excellent new melon is the result. They have recently produced a thin skin, seedless orange that is becoming justly famous. Heretofore, the California orange has been somewhat unfavorably regarded, because of its extremely thick skin, although the original production of a seedless orange must be credited to California. Now we have the thin-skinned seedless product.

Quite as recently the growers have achieved a great victory in the developing of an absolutely stoneless plum, after many years of experiment in California and elsewhere. All of these new and most desirable fruit and melon varieties are now being grown in large quantities, and will soon have precedence in the world's markets.

**Fruit From Cape Colony.**

Cape Colony promises to supply Great Britain and the colonies in the future with an ample supply of winter fruit which has not been obtainable in the past, such as plums, pears and nectarines.

**Banana Crop Every Fifteen Days.**

BY way of correcting an erroneous idea concerning the harvesting of the banana crop a Southern planter says: "A crop is harvested on an average every fifteen days throughout the year. Each thrifty banana plant has many suckers or stalks growing from a single root at the same time. One or more bunches of the ripening fruit is cut from a single stalk, while the other stalks growing from the same root are left untouched, and in fifteen days an-

**BANANAS and PINEAPPLES**

We have most excellent facilities for ripening both these lines. No need for any more green pineapples. Order of us and you will get ripe, well-colored fruit.

**PINEAPPLES**—24s and 30s in crates, \$4.50 per crate.

**BANANAS**—Well ripened and crated, large bunches, \$1.60 to \$1.90 per bunch.

Our Price List explains more fully, mailed weekly to any reliable dealer,

**WHITE & CO.,** Wholesale Fruit, Produce and Commission Merchants

64 FRONT ST. EAST, TORONTO.

PHONE Main 4106. Private Branch Exchange connecting all departments.

**When You Want**

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

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

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

other of the stalks is shorn from its fruit. This process continues incessantly during the year. In July and August it is necessary to cut off the ripening bunches every ten days, while in December and January about once a month is sufficient, the average throughout the year being practically fifteen days."

**Leamington Fruit Damaged**

Leamington fruit growers say that the Winter frosts have been hard on peaches. Of the tender varieties nearly all the buds were killed, and one grower found all his late Crawford buds frost killed, and it is doubtful whether many of the trees are not also destroyed. What with frost, scale and the increase of insects, due to the wanton destruction of birds, the fruit interest is sadly handicapped.

**Fruit Industry in Demerara?**

The Royal Mail Steam Packet Company have announced that if sufficient inducements are offered they will include Demerara, British Guiana, in the itinerary of their proposed fast fruit steamers. It is admitted on all hands that the country is an ideal one for fruit production, especially for the cultivation of bananas. At the same time there is a considerable lack of the class of people in British Guiana who would make such an industry a success. In all probability prominent citizens of the colony will interest themselves in the project, and with the assistance of the Government, take steps to bring it to a

**The Canadian Vinegar Company**

**HIGH-GRADE VINEGARS**

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

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

27 St. Sacramento Street, MONTREAL.

Tel. Main 778.

successful issue as they have already succeeded in doing with the sugar industry.

**New Apple for Manitoba and Northwest.**

The director of experimental farms at Ottawa announces that an apple tree has been found which will withstand the rigors of the Manitoba and Northwest Winters. It is brought about by crossing the Duchess or Wealthy varieties with a crab apple, and although the fruit will not be large it will nevertheless be admirably adapted for domestic use. In the course of a couple of years it is hoped sufficient quantities will be produced to place in the hands of nurserymen for distribution to Manitoba farmers.

"BLUE NOSE."

PROF. G. W. MURRAY, Oxon., writing in Montreal Star of Saturday, April 2nd, regarding the origin of the expression "Blue-Nose" as applied to the people of the Maritime Provinces, makes the following remarks:

Blue-Nose is undoubtedly a nick-name popularly given to an inhabitant of Nova Scotia or New Brunswick. There are several explanations of the origin of the term. One says that the name was applied from the effect upon the more prominent parts of the face of the raw easterly winds, and long-continued fogs, which prevail in these provinces. Others assert that its use is accounted for by the custom among certain tribes of painting the nose blue as a punishment for a crime against chastity. This account, which is mentioned by Mr. W. A. Wheeler, M. A., in his book on "Noted Names," we at once dismiss, from respect to the inhabitants of the Dominion's lower provinces. We prefer to accept the explanation offered by "Sam Slick," (the pseudonym of Judge Haliburton), who writes as follows: "Pray, sir, said one of my fellow passengers, 'can you tell me why the Nova Scotians are called Blue-Noses?'"

"It is the name of a potato," said I, "which they produce in great perfection, and boast to be the best in the world. The Americans have, in consequence, given them the nick-name of Blue-Noses."

Again, from the same author: "Do you know the reason monkeys are no good? Because they chatter all day long—so do the niggers—and so do the Blue-Noses, of Nova Scotia."

In Sir George Simpson's "Overland Journey," vol. 1, page 19, we read: "After a run of fourteen days we entered the harbour of Halifax, amid the hearty cheers of a large number of Blue-Noses."

Readers of The Grocer will no doubt find this explanation interesting, particularly the large number of subscribers in the provinces "down by the sea." Possibly some of them may have other explanations of the name to offer. If so the editor of The Grocer will be glad to receive them.

STICKERS ON BREAD.

SOME action is likely to be taken in Montreal regarding the use of stickers on bread. Every grocer will be interested in the action because it is a step towards having more rigid inspection of the sanitary method of pasting stickers which quote weight and quality on bread. Only one inspector is employed and when two bakers were

recently sentenced for omitting these stickers the judge presiding made some strong remarks. He wanted to know what method was employed by the bakers to fasten the stickers on the crust of the bread. How was it done? Was the same method used as for postage stamps? Were there any precautions as to antiseptic treatment of the stickers or the gum that might be on them? All these questions seemed to dumbfound the inspector, although he explained that the heat of fresh loaves softened the gum.

The judge advised that the inspector should get a horse and cover the city much more thoroughly than he had been doing by the street cars, mentioning that the city was in great peril of having tubercular diseases spread by this very simple method. He added that too much precaution could not be taken by the bakers.

COLOMBO AS A TEA BLENDING MART.

COLOMBO does not want to become the world's tea-blending mart for the reason that it may imperil the tea industry of Ceylon, of which it is the metropolis. A duty of 25 cents, Ceylon money, is now put on all teas entering Ceylon excepting India tea, which is admitted on the same terms that Ceylon is in India. It appears that blenders would have all teas admitted free, especially China and Java, and the fear is that with the duty removed there would be no "real safe-guards against common, rubbishy tea from other countries, which has been refused by the authorities in the United States, being trans-shipped to be blended, say in the proportion of 6 to 1, and sent away to different parts of the world, packed either in chests or lead packets, with labels affixed calculating to lead the public to believe that the contents are all, or largely, composed of, Ceylon tea."

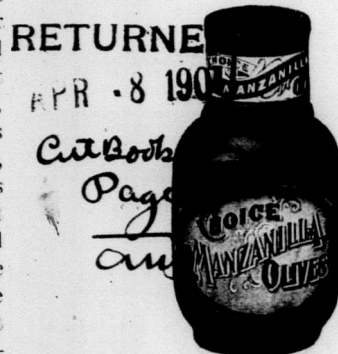
The Ceylon Times says: "We do not question the increase of Colombo business which would result from merchants doing the world's blending here; but we remain convinced that it is not in the interests of the planting community to allow China the smallest facility that can be withheld. We have waived our objection to letting in India tea at the same ad valorem rate as Ceylon tea enters India, solely on the condition that we can retain the 25 cent duty against China. If this cannot be done there must be no concession to our Indian neighbors. Their interests are not always the same as ours, and their keen-

ness to get into Colombo makes some of us doubtful whether we should admit them even with a proviso that has hitherto presented an effective obstacle."

For the sake of temporary profit a few would spoil the name of any good thing and if Ceylon teas were to become rubbishy one can well imagine the fate of that tea in the world's markets. Ceylon tea has built up for itself a most enviable reputation, and it were a pity to undo all that has been done just to enable Colombo to achieve fame as a tea blending port—a plan moreover that does not contemplate improving the world's tea taste but rather to spoil a good thing with adulteration of trash.

SPANISH WINE VS. PORTO RICO COFFEES.

The United States Government is reported to be negotiating with Spain for a reduction in the duties on imports of Porto Rico coffees, in exchange for a reduction in the duty on Spanish wines.



Grip Limited, Toronto.



Grip Limited, Toronto.

# Flett's

**Pickle Satifation**

is always given when you sell

**Flett's Pickles**

made from choicest fresh vegetables and Pure English Malt Vinegar.

**ROSE & LAFLAMME**  
Agents, MONTREAL.

MHS

*Nonpareil Jellies.*

**ARE IN FAVOR WITH THE HOUSEKEEPER**

BECAUSE OF THEIR STRONG "NATURAL FRUIT FLAVOR" AND CONVENIENCE IN PREPARATION.

**CAN BE HAD FROM YOUR WHOLESALER.**

ROSE & LAFLAMME,  
Agents,  
MONTREAL.



### A Satisfied Customer

Is the one leaving your store with a National Cash Register check, because she knows no mistake was made. The check is a receipt and a record. A National Cash Register shows that a customer did one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

National registers always satisfy—both merchant and customer. By their use, every chance of mistake is prevented. That pleases customers and saves money.

The 1904 models are wonderful machines. They do many things to increase the profits of a merchant. It's worth money to know about them. A merchant will find it a good investment to give a few moments of his time talking to one of the National representatives. Send the attached coupon. It puts you under no obligation to buy.

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

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

**CUT OFF HERE**

Name \_\_\_\_\_

Address \_\_\_\_\_

# FLOUR AND CEREAL FOODS

## Export of Flour.

SOME of the big Canadian millers are not very well pleased over a certain statement sent to various large centres regarding flour for export, and which appeared in last week's issue of The Grocer. It emanated from Manchester, Eng., and went on to say that if Canadian millers wished to help the flour supply they could easily do so. The first thing necessary, however, was that the grades should be separated and shipped so as to meet similar grades in the Old Country, where they were accustomed to a sharp and considerable difference between "patents" used for the best bread and bakers or XX for the ordinary seconds quality. High colored flours were desirable. The percentage with which they should be mixed was as follows: 30 per cent., first patents; 15 per cent., second patents; 40 per cent., bakers or XX; 15 per cent., common or X. The word "patent" would not be used there for any grade much below 30 per cent. The relative charge for on flour, as against wheat should be carefully looked to, so that the wheat exported should not be favored at the expense of the miller.

These statements were shown to a couple of the leading millers in Montreal. "It's practically nonsense," said one of them. "Englishmen buy from samples and know the Canadian standard well. If a flour is a 'patent' it must come up to a certain standard to merit that name. Old Country millers are the kings of blenders and of course it would be easier for them to blend flour if the grading were done here." He explained, however, that it was a common thing for steamships to prefer wheat as cargo to flour since any manufactured article came in for a different freight. Wheat for instance could be taken by a steamer in ballast and thus was often taken as a cargo when flour was lying on the wharf. Everyone in the milling business knew that for certain brans and residue the British miller had an advantage by having good demand at his mill doors. It was further stated that no Canadian miller was likely to give for publication the percentages of blends as that was the secret of the milling business.

## Grand Trunk Pacific and Carriage of Wheat.

CONCERNING the transportation of grain from the Canadian West to the Atlantic seaboard, the Winnipeg Free Press says that with three railways hauling wheat to the lakes during the busy Fall season the amount of wheat going out by the lake-and-rail route will greatly increase in volume, though owing to the growth in Western acreage we question whether the percentage of the whole season's crop handled in this manner will ever be higher than it is now. The freezing up of the lakes will always find a very considerable proportion of the crop still in the interior; and it is this wheat that the Grand Trunk Pacific, with its low grades and thorough equipment, will carry forward through the winter months to the seaboard on terms that will be profitable to the railway company and advantageous to the Western grower of wheat. Between the lake-and-rail shipments over the Grand Trunk Pacific and Grand Trunk systems in the Fall and the all-rail shipments during the Winter season the new road will handle an enormous quantity of wheat. With the Grand Trunk added to the C. N. R. and the C. P. R. we shall have in the West a railway service that will actually meet the necessities of the public.

## Government to Grade the Seeds.

IT is reported that the Minister of Agriculture will secure this session the adoption of legislation by the Dominion Government to place commerce in agricultural seeds on a better and more legitimate basis.

There is abundant information to show that the seed trade has been an exceedingly fruitful medium for the spread of noxious weeds throughout Canada. An endeavor is being made to suppress this evil as far as practicable. The seeds of many species of noxious weeds are very small and difficult to detect among grass, clover, and other small agricultural seed and it has been considered wise to make provision in the bill for uniform grading of the principal grass and clover

seed sold in Canada, so that those which are represented to be of best quality will not contain seed of the several species of noxious weeds that are named in this bill. Seed merchants, as a rule, are unable to identify the noxious impurities in the seed they sell, and in consequence many of the existing evils of the trade are brought about unwittingly on their part. In order to assist them, the Minister has distributed to seed dealers samples of noxious and useful seeds, so that they may be able to detect any species of weed seed that are present as impurities.

## Northwest Wheat Crop.

The Department of Agriculture has issued its final bulletin on the crop of 1903 for the Northwest Territories. The total yield of wheat was 16,111,569 bushels, or only 600,000 less than was estimated in the last bulletin issued on September 1, 1903, notwithstanding the unfavorable weather conditions which afterwards prevailed. On the other hand oats went better than estimated by 800,000 bushels, and barley by 600,000 bushels. Of the great wheat growing district, the Regina Moosejaw district, has the highest average for the past six years, the average yield having been 22.10 bushels to the acre. The estimated crop area for 1904 is placed roughly at 1,706,100 acres, as against 1,383,434 last year, an increase of over 300,000 acres.

## Canadian Wheat in England.

On representation from the National Millers' Association of the United Kingdom that English wheats were becoming weak, a consignment from the experimental farms of Canada, consisting of Red Fife, Preston and Percy, was shipped to England. This seed was planted, and at the last meeting of the Millers' Association it was announced that good crops had been secured, and that the flour graded on an average 80 per cent. for baking, as against only 60 per cent. for the English product.

TELEPHONE { MAIN 1257  
" 4675

**Wm. McCann  
Milling Co.**

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.

**John MacKay**

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

**Caledonia Mills,  
BOWMANVILLE, ONT.**

Correspondence solicited.

**YOUR ADVERTISEMENT**

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

**One Hundred Good Ads.**

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

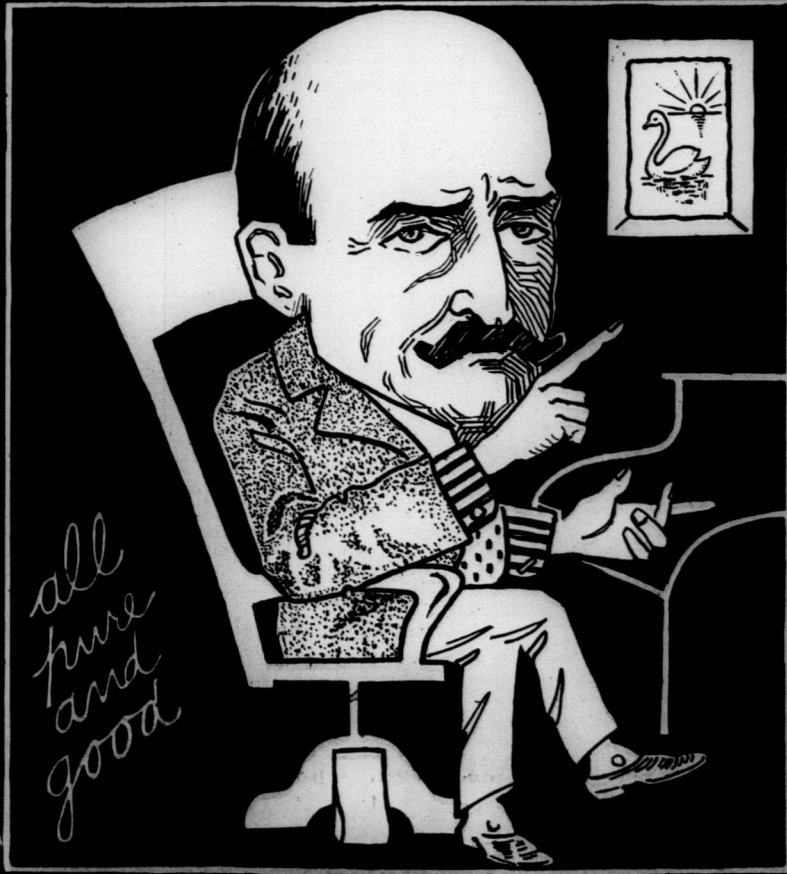
**The Canadian Grocer,**  
Toronto Office: 10 Front St. E.

**New Crop Maple Syrup and Sugar**

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

We feel quite sure the quality will please you.

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



*all pure and good*

**Our White Swan Cocoanut**

in packages is proving a great seller. There are three sizes—2-oz., 4-oz. and 8-oz.—retailing respectively for 5c., 10c. and 20c. each. The packages are handsomely lithographed in a happy combination of colors that make them decidedly attractive as shelf goods. Then, too, our price is much below what these goods are usually sold at. Our White Swan guarantee stands behind this line as well as all others we make, namely, absolute satisfaction to the purchaser or money back. We want to put an assorted case of this Cocoanut into every grocery store in Canada.

THE ROBERT GREIG COMPANY, Limited  
White Swan Mills,  
TORONTO.

**Milk Prices in Montreal.**

Wholesale prices of milk in Montreal for the next twelve months were fixed at a meeting of the Milk Shippers' Association, held March 31. The schedule for the next twelve months is as follows:

From May 1st to September 30, for milk, 12c. per gallon; for cream that will stand 2 1/2 lb. butter per gallon, 60c. per gallon; 3-lb. cream, 70c.; 3 1/2-lb., 80c.; and 4-lb. cream, 90c.

From October 1 to April 30, for milk, 17c. per gallon; for cream that will stand 2 1/2 lbs. butter per gallon, 75c.; 3-lb., 90c.; 3 1/2-lb., \$1.05; 4-lb., \$1.20 per gallon, delivered in Montreal.

**Cereal Company Buys a Railway.**

An agreement has been arrived at between the Peterboro Radial Railway Company and the American Cereal Company, by which the latter takes over the street railway franchise given to the former by the town, and work will be commenced immediately in the reconstruction of the road. The railway has been inoperative for a number of years. The line will be extended to Chemong and Lakefield, Ontario.

**New Grain Line.**

It is reported that Corrigan, McKenny & Co., of Cleveland, Ohio, have decided to enter the Canadian grain business, and at the opening of navigation will put on ten steel barges to carry freight from the great lakes to Quebec, to be there transferred to ocean steamers for Europe.

**Cereals in Canada and the United States.**

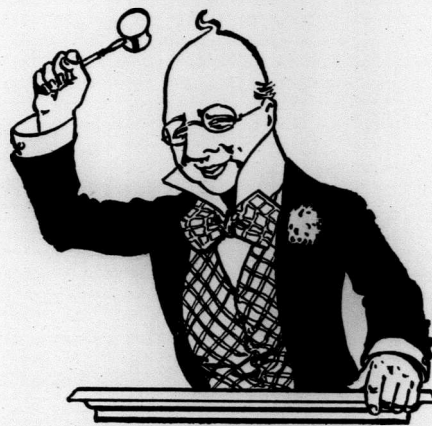
The following statistics of the comparative yield of cereals per acre in Canada and the United States have been prepared. In 1903 Canada produced 80,000,000 bushels of grain, as against 601,821,000 bushels in the United States. The average yield per acre in the United States was 13.53 bushels; in Ontario, 31; in Manitoba, 20 bushels.

**Beat All Past Records.**

A despatch from Sydney, N.S.W., dated March 31 says: The work of harvesting this year's wheat crop is nearly completed, and the Government estimates place the yield at 11,000,000 bushels above the best previous record. Seventeen million bushels are now available for export.

**Cereal Notes.**

A very successful seed fair and farmers' convention was held at Sussex, N.B., on March 28 and 29.



**YOUR LAST CHANCE!**

You have till May 1st, only, to take advantage of the last and final "deal" on

**"FORCE"**

Till that date you will receive **FREE**

5 packages in 2 cases.

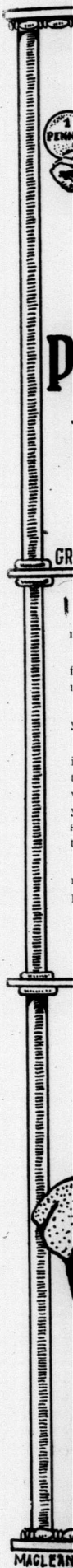
18 packages in 5 cases.

After May 1st the regular price.

And no more "special deals" on "FORCE" will ever be offered, either to jobber or retailer.

Order through your jobber, who will allow you the free packages as above. Order now.

**THE "FORCE" FOOD CO.**



MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

**W. G. PATRICK & CO.,**  
AGENTS AND IMPORTERS,  
29 Melinda St., - TORONTO

**W. G. A. LAMBE & CO.**  
TORONTO.  
Grocery Brokers and  
Agents.  
Established 1885

QUEBEC, P.Q.

**J. P. THOMAS**

GENERAL AGENT AND  
COMMISSION MERCHANT,  
25 ST. PETER STREET,  
QUEBEC.

VICTORIA, B.C.

**Canada and Japan**

The present war will open the Orient more widely to Canadian shippers. We maintain a resident agent at Kobe—MR. A.R. TUFTS. We invite correspondence from merchants interested in Oriental trade.

**R. W. CLARK & CO., Brokers, VICTORIA, B.C.**

CALGARY.

**CALGARY**

is now the great Western

**WHOLESALE and DISTRIBUTING CENTRE.**

Consign your goods to us. We will Reship and Distribute them for you.

Our large track Warehouse where you can place your goods on Storage is also at your disposal.

Increase your trade.

**Appoint us your Representatives.**

We are in direct touch with all the Wholesalers from Winnipeg to the Coast.

Correspondence Solicited.

**NICHOLSON, BAIN & JOHNSTON**  
Wholesale Commission Merchants and Brokers.  
**CALGARY, ALBERTA.**

VANCOUVER, B.C.

**C. Gardiner Johnson & Co.,**  
VANCOUVER, B. C.

Importers of...

**Skinner's Queensland Turtle Soup.**

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL  
WRITE  
**CAMERON GORDON & Co.**  
WHOLESALE  
COMMISSION AGENTS  
WINNIPEG MANITOBA

**EASTERN MANUFACTURERS  
-AND-  
SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in

**CANADA and the U.S.**  
INCREASE YOUR TRADE. WRITE US.  
**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

BRANDON.

BRANDON, MAN.

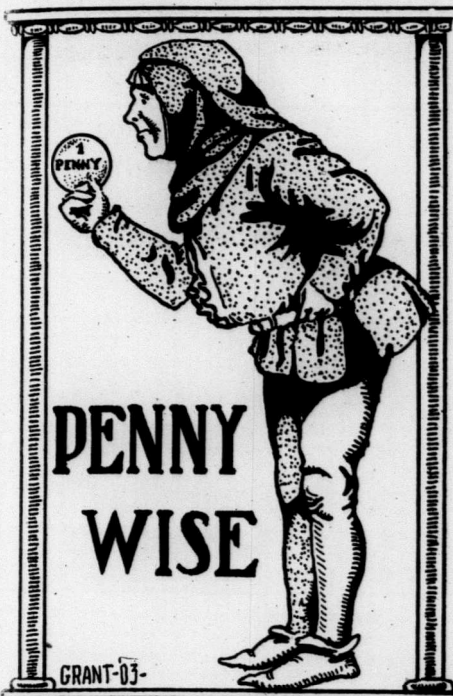
**Let Us Push Your Goods**

WE ARE PREPARED TO  
**SELL GOODS,  
STORE GOODS,  
DISTRIBUTE FROM CARS  
AND MAKE COLLECTIONS.**

**THE MANITOBA COMMISSION CO.,**

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.  
PROMPT RETURNS MADE.



**PENNY  
WISE**

GRANT-03-

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

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

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

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

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

But you're not.  
Are you?



**POUND  
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT OF ADVERTISING SERVICE

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Japanese Tobacco Monopoly.

THE proposition of the Japanese Government to take over the tobacco business in Japan and operate the same as a Government monopoly, is of some general interest to the tobacco trade. Japan is straining every nerve to raise money to carry on the war with Russia and turns to a tobacco monopoly as an easy method of increasing its revenue. It is proposed that the Government monopoly shall become operative on July 1, 1904, and that the manufacture and sale of Japanese cut tobacco will be allowed to continue until April 19th. All the stock, machinery and plant of the private manufacturers and dealers are to be appraised on June 30th, and in addition to paying for the stock and plant the Government proposes to pay the manufacturers and dealers, as compensation for their "good will," a sum equal to three years average annual income as shown by their books. To take over this business at the present time and pay for it in cash would require an outlay too large to admit of realizing sufficient profit from the project during the continuance of the war to justify the undertaking. But the Government proposes to make the payment largely in bonds secured by the tobacco monopoly, and it is understood that the present manufacturers and dealers object to being paid in bonds, but would prefer the ready cash. They also represent that the three years' annual profit as shown by their books is not a fair way of arriving at the value of their good will, as large sums of money were expended in building up the business, so that their profits until very recently have been little or nothing.

### Missionary Cannot Trade in Tobacco.

AN interesting point of law has just been decided by the United States Inland Revenue Department. A collector recently advised the U. S. commissioner that certain missionaries in Alaska were using large quantities of leaf tobacco as currency in dealing with the natives, and desired to know whether such missionaries should be allowed to purchase leaf tobacco, and whether they should be required to register as leaf dealers.

The decision of the commissioner was that there was no way by which missionaries, who were not granted any special privileges under the law, could purchase and use leaf tobacco in the manner suggested without qualifying as manufacturers of tobacco and conforming in all respects to the laws and regulations governing such business. The commissioner also held that even if qualified as dealers in leaf tobacco, the missionaries would be limited in their sales to three classes of persons, namely, to other registered dealers in leaf tobacco, to qualified manufacturers of tobacco, snuff or cigars, or to persons known to be purchasers of leaf tobacco for export, and all leaf tobacco so sold by them as registered dealers in leaf tobacco to be in quantities less than a hogshead, case or bale. At the same time it would be lawful for any licensed manufacturer of cigars to purchase tobacco of any licensed dealer, or other licensed manufacturer of tobacco or cigars in quantities less than the original package for use in his own manufactory exclusively. It would be thus seen that as registered dealers in leaf, missionaries are precluded from retailing tobacco or using it as a medium of currency in bar-

tering or trading with the natives. As qualified manufacturers of tobacco, however, they are permitted to purchase leaf tobacco of dealers in leaf, or from the farmers or growers, but are required to put it up in statutory packages and tax-pay it, in conformity with the laws and regulations. They can transfer it to themselves as dealers in tobacco, on separate premises, and sell or otherwise dispose of it, having in view the restrictions imposed by the law and regulations.

## Old Chum

CUT PLUG  
SMOKING  
TOBACCO

satisfies the most exacting  
customers.

Sold By All Leading Wholesale Houses

# CURRENCY

## Plug Chewing Tobacco

is a

## Quick Seller.

Handled by all Leading Wholesale Houses.



# Making Money

Some day most grocers hope to be able to retire from business, but grocery profits are not very encouraging.

There is a line grocers can sell to advantage, and make a tidy profit on every sale—Cigars. Grocers sell tons of Tobaccos every year at practically no profit. Why under the sun shouldn't they sell Cigars which pay a fine profit?

There is no risk for our customers. We undertake to buy back at the end of three months any unsold stock bought from us. Send us an order for 1,000 Cigars, assorted, specifying as a 5-center, "**Pebble**"; and as a 10-center, "**Pharaoh**." We pay the express.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.



## T & B

Even the women recognize **T & B** to be the tobacco of tobaccos.

There is a difference in tobaccos, and it is in favor of **T & B**.

The 10-cent size sells best.

You sell it, of course.

THE GEO. E. TUCKETT & SON CO., Limited  
HAMILTON.

## DO IT BY MAIL.

Order our special pipe assortment by mail. 6 doz. pipes, assorted, worth, and will sell at, from 25c. to \$1.00 each, for \$13.00. We pay expressage. Examine them. If not perfectly satisfied return at our expense.

72 pipes will bring you in easily \$36.00; all we want is \$13.00.

SEND TO-DAY.

**W. B. REID & CO.,**

58 Yonge Street,

**TORONTO.**



**The Erie Tobacco Company**  
WINDSOR, ONTARIO.

## RONTO

is a name you should learn to get onto.

It is the name of the best 5c. cigar on the market.

Manufactured by

**T. J. Horrocks,**

Wholesale Tobacconist,

176 King St. East,  
**T O R O N T O .**

# The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited**  
MONTREAL.

MANUFACTURERS OF

**Cigarettes and Cut Tobaccos**

IF JAPAN WERE BACKED BY THE

# BRITISH NAVY

WHERE WOULD RUSSIA BE?

PROTECT YOURSELF AT ONCE.

# BRITISH NAVY

## CHEWING TOBACCO

will back you up and aid you in your efforts to improve your position in the tobacco trade.

FOR FULL INFORMATION APPLY AT HEADQUARTERS,

**McALPIN CONSUMERS TOBACCO CO., Limited,**  
**TORONTO.**

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**Tobacco in Packages.**

THE Inland Revenue regulation prohibiting the breaking of packages of tobacco for sale by tobacconists which has been on the statute books for many years but has never been enforced, will hereafter be strictly insisted upon by the authorities. The carrying out of this regulation will undoubtedly tend to throw more tobacco business into the hands of grocers and general merchants running a tobacco department.

It is customary for almost every tobacconist to sell certain blends or mixtures of smoking tobaccos to his customers by the ounce or pouchful. The new arrangement means that these special blends will have to be put up by the tobacco manufacturers and sold to merchants and tobacco dealers in packages or tins and this will place the grocer in a position to supply these special blends to his customers as easily as the regular tobacconists. Grocers who are handling tobacco now and who are paying attention to this department will find it profitable to interest themselves in these special blends.

**Tobacco Industry in the Philippines.**

IN view of the recent petition of the Philipinos for the free entry into the United States of Philippine tobacco, the following facts concerning the present state of the tobacco industry there are interesting.

The maximum amount of manufactured tobacco which can be exported from the factories of Manilla is estimated at 150,000,000 cigars annually. The means of cultivation and production are primitive, and the methods of manufacture have reached but a small degree of perfection. During the last fiscal year the value of exports of manufactured tobacco diminished 50 per cent., equivalent to about 2,000,000 Mexican pesos, which signifies the shutting down of many factories and the throwing out of employment of approximately 2,000 workers. Hence the overtures of the Philipinos to their promissory protectors.

**Tobacco Monopoly in Japan.**

A legislative scandal is threatened in connection with the proposal of the Japanese Government to create a tobacco monopoly. It is alleged that certain members of the Diet agreed to support the movement to increase the compensation paid to manufacturers for a share of the increase secured. It was

originally proposed to pay the manufacturers a sum equal to three years' income, and it is said that the illicit project was to secure four years' income. The police are investigating the matter and possibly it will be ventilated on the floor of the House:

**New Tobacco Industry in Korea.**

THE Chemulpo Cigarette and Tobacco Company is the name of a new British concern which has just been established in Korea. The plant at present installed consists of six machines—two cigarette-making, one cutting, one pressing, one grinding, and one engine. It is estimated that the daily output of cigarettes will be 500,000. The main object of the company is to enter into competition in Korea itself with importations of cigarettes from Japan and elsewhere. It is not proposed to undersell imported cigarettes, but it is hoped to encourage sales by bestowing larger discounts upon dealers, and allowing greater latitude as regards time of payment than the agents of Japanese cigarettes enjoy. The intention is also to extend the trade to China and India in the near future, orders having already been received from these countries.

**Sir Walter Raleigh's Pipe**

GOVELTY which is attracting no little curiosity on the part of tourists to London, Eng., is Sir Walter Raleigh's pipe, the first pipe ever smoked in Great Britain, now on exhibition at Whitechapel. There is little doubt that this is the pipe Sir Walter used when he demonstrated to Queen Elizabeth the weight of a given amount of smoke by weighing some tobacco, smoking it, and weighing the ashes. It was also his constant companion when he paced the battlements outside the prison of the Tower of London, while composing his History of the World. To this day the window in the White Tower is pointed out where Sir Walter smoked his pipe as he watched his rival, the Earl of Essex, walk to the scaffold erected just below, and it is not unlikely that the knight carried the identical pipe with him to the block when it came his turn to take his own "sharp medicine."

For many years it formed part of the Duke of Cambridge's famous collection. While the present Prince of Wales was an active naval officer the Duke gave him Raleigh's pipe, and his Royal High-

WRITE FOR  
**SILENT DRUMMER**  
PRICE LIST.



Great Bargains in  
PIPES and  
CIGARS

SEND AT ONCE.  
**THE W. H. STEELE CO., LIMITED**  
Importers and Wholesale Tobacconists.  
40 Scott St., - - TORONTO  
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

**D. McDougall & Co., Glasgow, Scotland.**

ness has since guarded it as a cherished treasure. Before allowing it to go to the Whitechapel exhibition he insisted on insuring it for \$5,000 which gives one an idea as to the value placed on this famous relic.

**Tobacco in Sumatra.**

TOBACCO growing on the Island of Sumatra which is of comparatively recent origin, was founded in 1869 when the principal tobacco corporation of Sumatra was organized. At that time it was not suspected that the industry of growing tobacco in Sumatra would assume such large proportions, nor that the tobacco would become such a necessary adjunct to modern cigar making. The original corporation was capitalized at only \$120,000. After 25 years of business the capital had increased to \$1,600,000, on which the average yearly dividend was 63 per cent. Canadian manufacturers import from Sumatra the bulk of the tobacco used for cigar wrappers, its fine, silky leaves answering the particular purpose of the Canadian cigar trade better than any other growth.

**Tobacco Notes.**

The annual convention of the National Leaf Tobacco Board of Trade, which was billed for St. Louis this year, has had to skip that city because of the exorbitant rates, from ten to fifteen dollars a day, for hotel accommodation. The alternative suggested is Atlantic City.

## FINANCE AND INSURANCE

**A** SOMEWHAT new departure is to be taken in the United States in regard to the subject of life insurance, it being proposed to deliver lectures before various universities in Ohio, Illinois, Minnesota, Iowa, and Colorado on the subject of life insurance. The course of lectures are to be delivered by a well-known authority on insurance, and although the lecturer is travelling under the auspices of one of the leading insurance companies of the United States it is said that no attention will be drawn to this particular company. Of course, the company expects to get its compensation, not only from the general and increased interest which it is expected the lectures will excite, but it will naturally leak out in some way that this particular company is footing the bill. This announcement will, of course, be somewhat of an advertisement.

Why should not one or more of the companies in Canada inaugurate a similar campaign? Old as is the subject of life insurance there are still a great many people in gross ignorance of the subject and who require a great deal of educating in regard to its advantages. Rather than that one company should take it up it would be, perhaps, better that a number should combine for the purpose of paying the expenses entailed in such a campaign. And if the life insurance companies why not the fire insurance companies as well?

**R**EPRESENTATIVE MORRELL, of Pennsylvania, who introduced a bill in the House of Representatives, Washington, to regulate child insurance and regulate the transmission of matter relating to insurance through the mails, has introduced a revised bill, in which he omits everything relating to the mails. His present bill proposes to create a bureau of life insurance in the Census Office and to require all persons, firms, or corporations transacting the business of life insurance within any state, district, territory, or insular possessions of the United States to file certificates from the proper officer or department of Government of such state, district, territory or insular possession, or of some foreign Government showing that he has lawful authority to engage in such business. The bill also proposes to require the refunding of part of the amount that has been paid in premiums on policies that are allowed to lapse in cases where the premiums are collectable in weekly or monthly installments.

**T**HE Russian Government has elaborated statutes on general life insurance by the state. The business is to be intrusted to the governmental savings banks. All kinds of policies will be issued and the insured will participate in the profits of the business. The insurance of the employes on all the Government railroads is in working order since July 13, 1899. Up to July 14, 1900, the number of policies issued was 6,770, to the amount of \$3,220,318, and 7,336 newly presented

petitions to join the association were in the hands of the authorities. The Government proposes, after a lapse of a certain number of years, to make the railroad employes' insurance obligatory. The premiums are to be paid monthly by deduction from the salaries of the insured.

**I**T is said that a very small part of the \$20,000,000 German loan that was negotiated in New York five years ago now remains there, and that the conversion scheme proposed by the Imperial Government will have little application outside of Berlin. The conversion changed the 4 per cent. Treasury notes to a 3 1-2 per cent. basis, although it is understood on London advices that an arrangement was been made whereby holders may decline to make the change. The first instalment of the loan falls due this month and the second instalment in June.

**T**HE strenuous Winter has been the cause of very heavy loss to the railways of Canada. Their lines, however, are now practically clear, and, although the earnings of the Grand Trunk for the third week in March still show a decrease of \$92,000, this compares very favorably with the previous week's decrease of \$137,000. The C.P.R. has not at any time suffered as severely as the Grand Trunk, but even the most sanguine will be surprised to find that for the third week of March their gross earnings were \$849,000, or an increase over the same week in 1903 of \$9,000. Already Germany, according to Aemilius Jarvis & Co., of Toronto, has been purchasing in our market and in New York on the strength of this increase, and, barring any news of a special character, we should think that this stock would improve.

### Money Loaned

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

THE BEST STOCK

TEES  
DESKS!!!

THE LOWEST PRICES

TEES & CO.

300 St. James St.,

MONTREAL

**WESTERN** Incorporated 1851  
**ASSURANCE COMPANY.**

**FIRE AND MARINE**

Head Office Capital - \$2,000,000.00  
 Toronto, Assets, over - 3,546,000.00  
 Ont. Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.  
 C. C. FOSTER, Secretary.

**BRITISH AMERICA ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.  
 TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

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

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

**Money**

CAN BE SAVED BY MEANS  
 OF AN ENDOWMENT POLICY.

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

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

**Confederation Life  
 ASSOCIATION.**

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

HEAD OFFICE, - TORONTO, CANADA.

**THE CANADIAN BANK  
 OF COMMERCE**

Paid-up Capital, - \$8,700,000  
 Rest, - \$3,000,000

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

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE. NEW YORK AGENCY,  
 60 Lombard St., E.C. 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 109 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

**GREAT BRITAIN**—  
 The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

**UNITED STATES**  
**New York**, The American Exchange National Bank, The Fourth National Bank; **Boston**, The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo**, The Marine National Bank; **Chicago**, The Northern Trust Company; **Detroit**, The People's Savings Bank, The Commercial National Bank; **Minneapolis**, The North-Western National Bank; **New Orleans**, The Commercial National Bank.

**FRANCE**—  
 Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

**GERMANY**—  
 Deutsche Bank.

**HOLLAND**—  
 Disconto Maatschappij, Rotterdam.

**BELGIUM**—  
 Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

**SWITZERLAND**—  
 La Banque Federale, Zurich.

**INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS**—  
 Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

**SOUTH AFRICA**—  
 Standard Bank of South Africa, Limited; Bank of Africa, Limited.

**AUSTRALIA and NEW ZEALAND**—  
 Union Bank of Australia, Limited; Bank of Australasia; National Bank of Australasia, Limited.

**HAWAIIAN ISLANDS**—  
 First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

**SOUTH AMERICA**—  
 British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

**MEXICO**—  
 Banco de Londres y Mexico.

**WEST INDIES**—  
 Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

**MANUFACTURERS AND  
 MERCHANTS.**

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

Write to us for terms and particulars.

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

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

**The Metropolitan Bank**

DIRECTORS

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

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

GENERAL  
 BANKING  
 BUSINESS  
 TRANSACTED

**SAVINGS DEPARTMENT**  
 at all Branches.

ACCOUNTS SOLICITED.  
 Drafts Bought and Sold.  
 Letters of Credit Issued.

WHEAT GROWING IN WESTERN CANADA.

WESTERN Canada wheat has an enviable reputation in foreign countries, says G. H. Clark, chief of the seed division, Ottawa. It is in demand for American milling centres, as well as for those of England and Scotland, because it is rich in gluten of exceedingly good quality. The crop of Western Canada ten years hence will reach, it is estimated, 500 million bushels. In view of the rapidly increasing production it is important that its present good reputation be maintained or improved in order that it may continue to grow in favor in foreign countries, where it must find a market.

Unfortunately this high standard of excellence has been appreciably lowered through the introduction of inferior milling quality. Owing to carelessness these mixtures have been allowed to increase yearly in some districts, while in others inferior varieties have been grown, which depreciate the value of the total crop.

The advantage of growing only unmixed wheat may be judged from the difference in price between "No. 1 hard" and the next two grades, most commonly due to the prevalence of soft, starchy grains in the lower grades. "No. 1 hard" invariably has a high percentage of translucent grains indicating a high percentage of gluten of good quality, and it is the quality quite as much as the quantity of the gluten that lends value to the superior wheat.

Red Fife is the standard variety and the hardiest wheat grown in Western Canada. It will survive late Spring frosts severe enough to kill out most other varieties. In milling qualities, moreover, it is unexcelled. Preston wheat is a bearded variety which has grown in favor among farmers in districts where Red Fife has frequently been injured by early frosts. It is from two to five days earlier than the Red Fife. If the weather be unfavorable at the time when ripening ordinarily takes place it may ripen even ten days earlier than the latter variety. Some Canadian millers claim to have made careful milling tests of Preston wheat and openly condemn it as much inferior to the Red Fife. Results of tests, however, carried on under the direction of Dr. Saunders, who originated the variety, indicate that it is only slightly inferior to the Red Fife.

The comparative productiveness of varieties differs with localities and conditions of soil and climate. Again there may be quite as much difference between two strains of seed of the same variety as between two distinct sorts, so far as

their capacity to give a large yield of grain is concerned. Whatever varieties are selected they should be grown separately and each kept reasonably pure. On account of careless practices, in the matter of seed selection, mixtures of undesirable sorts have increased in the standard wheat of the West. These impurities consist chiefly of earlier maturing varieties that shell more readily than the Red Fife, which means there is a larger proportion of seed to come from them as "volunteer wheat" in the next succeeding crop.

It is of much importance to the country, as well as to individual wheat growers, that these conditions be overcome. As a matter of fact even farmers who are careless about keeping their seed pure are willing to pay fancy prices for ten, twenty or fifty bushel lots of good, pure seed of wheat, oats and barley. The supply of high class seed is limited. Although the demand for it is great, but little effort has been made by farmers to meet it. Appeals have been made to the Dominion Department of Agriculture to establish farms at various points for the purpose of growing pure seed of wheat, and other cereals, for distribution to farmers at the cost of production. This would entail large expense and would involve the undertaking of work that farmers are quite able to do themselves. The Department of Agriculture is willing to grant such assistance as may be necessary to encourage private enterprise in an endeavor to cope with the situation. In matters of this sort, however, it is well to keep in mind that the best results are always obtained from organized effort.

Seed Growers' Association.

With a view to encourage further the production and more general use of seed of the best quality, an announcement was made in the Spring of 1903, inviting farmers who had been giving some special attention to the growing of seed grain to unite and form an association of seed growers. Rules governing the association and standards of perfection for pedigreed seed will be controlled by an advisory board composed of representative men from the various branch associations. There are now thirty-five seed growers who are members of the Western Canada Association. Their work is supervised and inspected by a superintendent. Records are kept of the amount and pedigree of seed produced by them. According to the rules of the association, each member is required to give a definite guarantee as to the purity, vitality and freedom from noxious

weeds, with respect to all lots of seed sold by him. The association certificate shows the pedigree of the seed—the number of consecutive years during which hand selection has been followed.

Farmers of Western Canada, who have farms that are free from noxious weeds and otherwise suited to growing good seed of wheat, oats, rye, barley and other grain, are invited to become members of the association and make seed growing a special industry in their farm operations. They may commence by sowing a plot in the coming Spring with the best obtainable seed. There will be a ready market for all the seed that can be produced by members, at prices which will pay handsomely for the extra trouble in producing it. At present there is an annual demand for 75,000 bushels of seed wheat alone.

TOO MUCH SUGAR IN FRANCE.

IN view of the firmness of the sugar market all over Canada at present and the general anticipation of a heavy advance in beet sugar during the coming Summer the following report from France is interesting. As a result of the ruling price of sugar there being below the cost of cultivation of beet root, the situation is gradually growing worse as far as France is concerned. The report that Germany and Austria have not diminished the acreage planted in beet root seriously affects the market. Cultivators are offered the ridiculous price of \$3.28 and \$3.47 a ton for beet root—less even than that for potatoes. The high price of alcohol also has its effect. Many French journals assert that the only course to save the situation is for France, Austria and Germany to reduce the production 50 per cent. It seems the opposite course, however, which the two latter countries are pursuing. New uses for sugar are also being sought for, such as its employment for brewing, feed for animals, etc. In France the acreage for the coming harvest will be greatly reduced. Many factories—as many as 30, it is said—will be closed next harvest.

TORONTO RETAIL GROCERS.

The next meeting of Toronto Retail Grocers' Association will be held in St. George's hall, Elm street, Toronto, on Monday night, April 11th, at 8.30 p. m. Mr. McKay, manager of the Blue Ribbon Tea Company, will be present and address the meeting on the subject of "Tea." The committee extend a hearty invitation to all grocers of this city to be present.

Quot etc., agents accurate

ook's Size 1, "10, "12, "3, Pound 12-oz. 1 5-lb.

Dian -lb. ti -lb. ti ti

Case 4 doz., 3 doz., 3 doz., 1 doz., 2 doz., 3 doz., 2 doz., 3 doz., 1 doz., 1 doz., 1 doz.,





**Finest  
English  
Flavoring  
Essences**

For Quality and Price  
**SUTTON'S** Essences are  
unequaled by any now on  
the market.

They stand absolutely  
in the front rank.

Shipments now on the way  
to . . .

**MR. D. H. RENNOLDSON  
MONTREAL.**

to whom address all  
inquiries.

**G. F. SUTTON, SONS & CO., London, Eng.**

**F. C. CALVERT & CO.**

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices. Soaps and other toilet specialties, which are well known, reliable articles. finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request

**Calvert's 20 per cent. Carbolic Soap** affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

**Calvert's No. 5 Carbolic Soap** is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

**807 Dorchester St., Montreal.**

W. T. LEACH, Representative. Price Lists, etc., mailed on application.

**Current Market Quotations for Proprietary Articles**

April 7, 1904.

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

**Baking Powder.**

|                                    |          |
|------------------------------------|----------|
| ook's Friend—                      | Per doz. |
| Size 1, in 2 and 4 doz. boxes..... | \$4 40   |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2, in 6 ".....                   | 0 80     |
| " 12, in 6 ".....                  | 0 70     |
| " 3, in 4 ".....                   | 0 45     |
| Pound tins, 3 doz. in case.....    | 3 00     |
| 12-oz. tins, ".....                | 2 40     |
| 5-lb. ".....                       | 14 00    |

W. H. GILLARD & CO.

|                                 |        |
|---------------------------------|--------|
| Diamond—                        |        |
| 1-lb. tins, 2 doz. in case..... | \$2 00 |
| 1-lb. tins, 3 ".....            | 1 25   |
| 1-lb. tins, 4 ".....            | 0 75   |

**IMPERIAL BAKING POWDER.**

| Cases.     | Sizes.    | Per doz. |
|------------|-----------|----------|
| 4 doz..... | 10c.      | \$0 85   |
| 3 doz..... | 4-oz.     | 1 20     |
| 3 doz..... | 6-oz.     | 1 75     |
| 1 doz..... | 12-oz.    | 3 50     |
| 2 doz..... | 12-oz.    | 3 45     |
| 3 doz..... | 12-oz.    | 3 40     |
| 2 doz..... | 16-oz.    | 4 45     |
| 3 doz..... | 16-oz.    | 4 35     |
| 1 doz..... | 2 1/2 lb. | 10 40    |
| 1 doz..... | 5 lb.     | 19 50    |

**MAGIC BAKING POWDER.**

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



**JERSEY CREAM BAKING POWDER.**

|                         |        |
|-------------------------|--------|
| ze, 5 doz. in case..... | \$0 40 |
| " 4 ".....              | 0 75   |
| " 3 ".....              | 1 25   |
| " 2 ".....              | 2 25   |

**OCEAN MILLS.**

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

**ROYAL BAKING POWDER CO.**

| Sizes.          | Per Doz. |
|-----------------|----------|
| Royal-Dime..... | \$1 00   |
| " 1 lb. ....    | 1 60     |
| " 6 oz. ....    | 2 25     |
| " 1 lb. ....    | 2 90     |
| " 12 oz. ....   | 4 50     |
| " 1 lb. ....    | 5 75     |
| " 3 lb. ....    | 15 50    |
| " 5 lb. ....    | 25 50    |

**CLEVELAND'S BAKING POWDER.**

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

**"VIENNA" BAKING POWDER.**

|                              |        |
|------------------------------|--------|
| 1-lb tins, 4 doz in box..... | \$2 25 |
| 1-lb tins, 4 doz in box..... | 1 25   |
| 1-lb tins, 4 doz in box..... | 75     |

**BEE BAKING POWDER.**

|                                       |        |
|---------------------------------------|--------|
| 1-lb. tins, cases 4 doz, per doz..... | \$2 25 |
|---------------------------------------|--------|



**EAGLE BAKING POWDER**

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

**Blacking.**

HENRI JONAS & CO.

|                        |                  |
|------------------------|------------------|
| Jonas'.....            | Per gross \$9 00 |
| Froments.....          | 7 50             |
| Military dressing..... | 24 00            |

**Blue.**

Keen's Oxford, per lb..... \$0 17

In 10-box lots or case..... 0 16

Reckitt's Square Blue, 12-lb. box..... 0 17

Reckitt's Square Blue, 5 box lots..... 0 16

Gillett's Mammoth, 1 gross box..... 2 00

Nixey's "Cervus," in squares, per lb. 0 16

" " in bags, per gross 1 25

" " in pepper boxes.....

according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

**Black Lead.**

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



**JAMES DOME BLACK LEAD.**

|              |                  |
|--------------|------------------|
| 6a size..... | Per gross \$2 40 |
| 2a size..... | 2 50             |

**Borax.**

|                                      |      |
|--------------------------------------|------|
| "Bee" brand, 5 oz., cases, 40 pks. . | 1 40 |
| " 10 oz., cases, 48 ".....           | 3 25 |
| " 16 oz., cases, 48 ".....           | 4 35 |

**EAGLE BORAX.**

|                                   |                 |
|-----------------------------------|-----------------|
| Cases of 5-doz. 5c. packages..... | Per doz. \$0 40 |
| " 5-doz. 10c. ....                | 0 85            |

**Brooms.**

UNITED FACTORIES, LIMITED. doz. net.

|                                       |        |
|---------------------------------------|--------|
| Boeckh's Bamboo Handles, A, 4 strings | \$4 70 |
| " " " B, 4 ".....                     | 4 40   |
| " " " C, 3 strings                    | 4 10   |
| " " " D, 3 ".....                     | 3 85   |
| " " " E, 3 ".....                     | 3 55   |
| " " " G, 3 ".....                     | 3 20   |
| " " " I, 3 ".....                     | 2 85   |

**Canned Goods.**

HENRI JONAS & CO.

|                          |            |
|--------------------------|------------|
| Mushrooms, Rionel.....   | \$15 50    |
| " 1st choice Duthel..... | 18 50      |
| " " Lenoir.....          | 19 50      |
| extra Lenoir.....        | 22 00      |
| Per case, 100 tins.      |            |
| French Peas, Delory's—   |            |
| Moyen's No. 2.....       | \$9 00     |
| " No. 1.....             | 10 50      |
| 1/2 Fins.....            | 12 50      |
| Fins.....                | 14 00      |
| Tres fins.....           | 15 00      |
| Extra fins.....          | 16 50      |
| Sur extra fins.....      | 18 00      |
| French Sardines—         |            |
| 1/2 Rolland.....         | 9 50 10 00 |
| 1/2 Delory.....          | 10 50      |
| 1/2 Club Alps.....       | 2          |

**FRED. MAGEE**

|   |        |
|---|--------|
| Smelts in spices, in 1/2-lb round tins 0 90 | \$1 00 |
| " mustard, in 1/2-lb oval " 0 95            | \$1 05 |
| " Tomato, in 1/2-lb. " 0 95                 | \$1 00 |

**Cereals.**

|  |          |
|--|----------|
| Wheat OS, 2-lb. pks., per pkg.....       | 0 08     |
| " " 7-lb. cotton bags, per bag.....      | 0 13 1/2 |
| Quaker Oats, 2-lb. pks., per case.....   | 3 00     |
| Tilson's Oats, 2-lb. pks., per case..... | 00       |

**The Australasian Grocer**  
 The Organ of the Grocery, Provision and kindred Trades of the Antipodes.  
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*Specimen Copies Free on Application.*

# Dutch Chemical Works AMSTERDAM.

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**EXCEPTIONAL VALUE FOR THE GROCERY TRADE**

## SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

### "Butterfly Brands"

|                           |       |       |       |
|---------------------------|-------|-------|-------|
|                           | ¼-lb. | ½-lb. | 1-lb. |
| <b>COFFEE and CHICORY</b> |       |       |       |
| per doz. tins.....        | 2/3   | 4/-   | 7/-   |
| <b>PURE DUTCH COCOA</b>   |       |       |       |
| per doz. tins.....        | 4/3   | 8/-   | 15/-  |

Goods delivered, freight paid, to any Canadian port, duty not included. **TERMS:** Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

**SAMPLES FREE ON APPLICATION.**

| Chocolates and Cocos.  |          |
|--|----------|
| THE COWAN CO., LIMITED.  |          |
| Cocoa—   |          |
| Hygienic, 1-lb. tins.....per doz.                                  | \$6 75   |
| " 1-lb. tins....."   | 3 50     |
| " 2-lb. tins....."   | 2 00     |
| " fancy tins....."   | 0 85     |
| " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. | 0 50     |
| Perfection, ½-lb. tins, per doz.....                               | 2 40     |
| Cocoa Essence, sweet, ¼-lb. tins, per doz.....                     | 0 25     |
| Chocolate—   | per lb.  |
| Queen's Dessert, ½'s and ¼'s.....                                  | \$0 40   |
| " " 6's....."  | 0 42     |
| Mexican Vanilla, ½'s and ¼'s.....                                  | 0 35     |
| Royal Navy Rock, " "....."   | 0 30     |
| Diamond, " "....."   | 0 25     |
| " " 8's....."  | 0 28     |
| Chocolate—   | per lb.  |
| FRY'S  |          |
| Caracas, ½'s, 6-lb. boxes.....                                     | \$0 42   |
| Vanilla, ½'s....."   | 0 42     |
| "Gold Medal," sweet, ½'s, 6-lb. boxes                              | 0 29     |
| Pure, unsweetened, ½'s, 6-lb. boxes                                | 0 42     |
| Fry's "Diamond," ½'s, 14-lb. boxes                                 | 0 24     |
| Fry's "Monogram," ½'s, 14-lb. boxes                                | 0 24     |
| Cocoa—   | Per doz. |
| Concentrated, ½'s, 1 doz. in box.....                              | 2 40     |
| " " 1's....."  | 4 50     |
| " " 1-lbs....."  | 8 25     |
| Homoeopathic, ½'s, 14-lb. boxes.....                               | 0 24     |
| " " 1's, 12-lb. boxes....."  | 0 24     |
| pp Cocoa, case of 14 lb., per lb.....                              | 0 35     |
| S quantities....."   | 0 37½    |
| <b>BENSDORF'S COCOA</b>  |          |
| A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.     |          |
| lb tins, 4 doz. to case.....per doz.,                              | \$ 90    |
| " " 4 " " " " " " " " " "  | 2 40     |
| " " 2 " " " " " " " " " "  | 4 75     |
| " " 1 " " " " " " " " " "  | 9 00     |
| <b>JOHN P. MOTT &amp; CO.'S</b>                                    |          |
| R. S. McIndoe, Agent, Toronto.                                     |          |
|  | Per lb.  |
| Mott's Broma.....  | \$0 50   |
| Mott's Prepared Cocoa, ½'s and ¼-boxes                             | 0 28     |
| Mott's Breakfast Cocoa, ½'s in boxes..                             | 0 40     |
| Mott's No. 1 Chocolate.....  | 0 30     |
| Mott's Breakfast Chocolate.....                                    | 0 28     |
| Mott's Caracas Chocolate.....                                      | 0 40     |
| Mott's Diamond Chocolate.....                                      | 0 23     |
| Mott's Navy Chocolate, ½'s in boxes..                              | 0 27     |
| Mott's Cocoa Nibbles.....  | 0 35     |
| Mott's Cocoa Shells.....   | 0 05     |

|  |         |
|--|---------|
| Vanilla Sticks, per gross.....                       | 1 00    |
| Mott's Confectionery Chocolate 0 21                  | 0 32    |
| Mott's Sweet Chocolate Liquors 0 20                  | 0 36    |
| <b>WALTER BAKER &amp; CO., LIMITED.</b>              |         |
|  | 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, ¼, ½, 1 and 5-lb. tins              | 0 43    |
| Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes             | 0 35    |
| Caracas sweet chocolate, 6-lb. boxes                 | 0 37    |
| Caracas tablets, 100 bundles, tied 5's, per box..... | 3 00    |
| Soluble chocolate (hot or cold soda) 1-lb. cans..... | 0 42    |
| Vanilla chocolate wafers, 48 to box, per box.....    | 1 56    |
| <b>LOWNEY'S.</b>                                     |         |
| Breakfast cocoa—                                     |         |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 45c.    |         |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins, 42c.      |         |
| 6-lb. boxes, 12 boxes in case, ¼-lb. tins, 42c.      |         |
| Sweet chocolate powder—"Always Ready"—               |         |
| 6-lb. boxes, 12 boxes in case, ¼-lb. tins, 32c.      |         |
| Premium chocolate—                                   |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 34c.        |         |
| 12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 34c.        |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 36c.        |         |
| 12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 36c.        |         |
| Medallion sweet chocolate—                           |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 48c.        |         |
| Milk chocolate—                                      |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 40c.        |         |
| Tri-Bit chocolate—                                   |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.        |         |
| Vanilla sweet chocolate—                             |         |
| 3-lb. bxs. 24 bxs. in case, ¼-lb. pkgs. 32c.         |         |
| 6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.        |         |
| Diamond sweet chocolate—                             |         |
| 6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. 27c.       |         |
| <b>Condensed Milk.</b>                               |         |
| Anchor brand, cases 4 doz., per case \$5 00          |         |
| evap. cream, cp. 4d., " " " "                        | 4 65    |




|  |  |
|--|--|
| <b>Borden's Condensed Milk Co.</b>   |  |
| Eagle brand.....   | \$1 50                                       |
| Gold Seal brand.....   | 1 30   |
| Peerless brand evaporated cream..  | 1 20   |
| <b>"Reindeer" Brand</b>  |  |
| Case (4 doz) \$5.60  |  |
| <b>Coffee.</b>   |  |
| "Bee" brand, 1 lb. tins, cases, 30 tins  | 9 00   |
| " " 2 lb. tins, cases, 15 tins   | 8 70   |
| <b>THE EBY, BLAIN CO., LIMITED.</b>  |  |
| In bulk—   | Per lb.                                      |
| Club House.....  | 0 32   |
| Royal Java.....  | 0 31   |
| Royal Java and Mocha.....  | 0 31   |
| Nectar.....  | 0 30   |
| Empress.....   | 0 28   |
| Duchess.....   | 0 26   |
| Ambrosia.....  | 0 25   |
| Fancy Bourbon.....   | 0 20   |
| High Grade package goods—  |  |
| Gold Medal, 2-lb. tins.....  | 0 30   |
| Gold Medal, 1-lb. tins.....  | 0 31   |
| Kin Hee, 1-lb. tins.....   | 0 30   |
| Cafe Des Gourmets, ground only, 1-lb. glass jars.....  | 0 30   |
| English Breakfast, ground only 1-lb. tins.....   | 0 18   |
| <b>JAMES TURNER &amp; CO. Per lb.</b>  |  |
| Mecca.....   | \$0 32                                       |
| Damascus.....  | 0 28   |
| Cairo.....   | 0 20   |
| Sirdar.....  | 0 17   |
| Old Dutch Rio.....   | 0 12½  |
| <b>E. D. MARCEAU, Montreal. Per lb.</b>  |  |
| "Old Crow" JAVA.....   | \$0 25                                       |
| " " Mocha.....   | 0 25   |
| " " " " " " " " " " " " " "  | 0 30   |
| " " " " " " " " " " " " " "  | 0 30   |
| <b>15-year-old Mandheling Java and hand-picked Mocha..... 0 50</b>                           |  |
| 1-lb. fancy tins choice pure coffee, 48 tins per case.....                                   | 0 20   |
| Madam Huot's coffee, 1-lb. tins.....   | 0 31   |
| " " " " " " " " " " " " " "  | 0 30   |
| 100 lb. delivered in Ontario and Quebec.   |  |
| Rio No. 1.....   | 0 15   |
| Condor I. 40-lb. boxes.....  | 45c.   |
| " " II, 40-lb. boxes.....  | 42c.   |
| " " III, 80-lb. boxes.....   | 37c.   |
| " " IV, 80-lb. boxes.....  | 35c.   |
| <b>WILLISON'S TURKEY COFFEE.</b>   |  |
|  | Per lb.                                      |
| 1-lb. tins, 48-lb. cases.....  | 30   |
| <b>S. H. &amp; A. S. EWING'S. Per lb.</b>  |  |
| Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....                                      | 32   |
| Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....                                      | 29   |
| <b>Cheese.</b>   |  |
| Imperial—Large size jars.....per doz.  | \$8 25                                       |
| Medium size jars.....  | 4 50   |
| Small size jars.....   | 2 40   |
| Individual size jars.....  | 1 00   |
| Imperial holder—Large size.....  | 18 00  |
| Medium size.....   | 15 00  |
| Small size.....  | 12 00  |
| Roquefort—Large size.....  | 2 40   |
| Small size.....  | 1 40   |
| <b>Coupon Books—Allison's.</b>   |  |
| For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal. |  |
| <b>\$1, \$2, \$3, \$5, \$10 and \$20 books.</b>  |  |
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| In lots of less than 100 books, 1 kind assorted.   | 4c. 4c.                                      |
| 100 to 500 books.....  | 3c. 4c.                                      |
| 100 to 1,000 books.....  | 3c. 3c.                                      |
| <b>Allison's Coupon Pass Book.</b>   |  |
| \$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 "   |
| <b>Cane's Clothes Pins.</b>  |  |
| <b>UNITED FACTORIES, LIMITED.</b>  |  |
| Clothes pins (full count), 5 gross in case, per case.....                                    |  |
|  | \$0 66                                       |

# RECKITT'S BLUE and ZEBRA PASTE

(Always give your Customers Satisfaction.)



—ever on the increase—  
the demand for  
**"Crown"  brand Table Syrup—**  
and from all parts of Canada.

**Always Ready and Promptly Shipped:**  
2-lb. tins—cases 2 doz. Also in Brls., ½-Brls.,  
5 " " " 1 " Kegs and Pails.  
10 " " " ½ "  
20 " " " ¼ "  
Freight paid on 5 cases and over to all railway  
stations East of North Bay.

Look for the "Crown" on the package.  
MANUFACTURED ONLY BY

**EDWARDSBURG STARCH CO'Y, Limited**  
ESTABLISHED 1858

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TORONTO, ONT.

Works:  
CARDINAL, ONT.

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

—Your demand from your customers  
will increase if you sell them **"Crown"**  
**brand Table Syrup**—the best and  
most satisfactory syrup in Canada.  
Ask for **"Crown" brand.**

4 doz. packages (12 to a case)..... 0 75  
6 doz. packages (12 to a case)..... 0 95



Wholesale Agents.  
The Davidson & Hay, Limited, Toronto.

**Cleaner.**  
Per doz.  
4-oz. cans \$ 0.90  
6-oz. " 1.35  
10-oz. " 1.85  
2-oz. Quart 3.75  
Gallon " 10.00

**Extracts.**  
HENRI JONAS & CO. Per gross.  
2-oz. London extracts.....\$ 6 00  
2-oz. " (no corkscrews)..... 5 50  
2-oz. Spruce essence..... 9 00  
2-oz. "..... 6 00  
2-oz. Anchor extracts..... 12 00  
4-oz. "..... 21 00  
1-oz. "..... 36 00  
1-lb. "..... 70 00  
1-oz. flat..... 9 00  
2-oz. flat bottle extracts..... 18 00  
2-oz. square bottle..... 21 00  
4-oz. " (corked)..... 36 00  
8-oz. "..... 72 00  
8-oz. " glass stop extracts.....\$ 3 50  
8-oz. "..... 7 00  
2½-oz. round quint essence extracts..... 2 00  
4-oz. jockey decanters..... 3 50

**Food.**  
Per doz.  
Robinson's patent barley 1-lb. tins.... \$1 25  
" " " 1-lb. tins.... 2 25  
" " " groats 1-lb. tins.... 1 25  
" " " 1-lb. tins.... 2 25

**Gelatine.**  
Per gross.  
Knox's No. 1 sparkling.....\$15 00  
Per doz.  
" " " 6 doz., at...\$ 1 30z.  
" No. 3 acidulated, at.....\$ 1 50

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

T. UPTON & CO.  
**Pure Fruit Jams—**  
1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
2½-lb. tin pail, 2 doz. in crate, per lb. 0 06½  
5 and 7-lb. tin pails, 8 and 9 pails to  
crate.....per lb. 0 06  
7, 14 and 30-lb. wood pails,..... 0 06  
**Pure Fruit Jellies—**  
1-lb. glass jars, 2 doz. in case, per doz. 0 95  
7, 14 and 30-lb. wood pails,....per lb. 0 06  
**Home Made Jams—**  
1-lb. glass jars (16-oz. gem.) 1 doz. in  
case.....per doz. 1 50  
5 and 7-lb. tin pails.....per lb. 0 09  
7, 14 and 30-lb. wood pails.... 0 09

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

**Lye (Concentrated).**  
GILLETT'S PERFUMED. Per case.  
1 case of 4 doz.....\$ 3 60  
3 cases..... 3 50  
5 cases or more..... 3 40

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

**Mince Meat.**  
Wethy's condensed, per gross net...\$12 00  
per case of doz. net..... 3 00

**Mustard.**  
COLMAN'S OR KEEN'S.  
D.S.F., ½-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., ½-lb. tins.....per doz. 0 85  
" ¼-lb. tins..... 1 45

HENRI JONAS & CO. Per gross.  
Pony size.....\$7 50  
Imperial, medium..... 9 00  
Imperial, large..... 12 00  
Tumblers..... 12 00  
Mugs..... 13 20  
Pint jars..... 18 00  
Quart jars..... 4

E. D. MARCEAU, Montreal.  
"Condor" 12-lb. boxes—  
½-lb. tins.....per lb.\$ 0 35  
1-lb. tins..... " 0 32½  
4-lb. jars.....per jar 1 20  
1-lb. jars..... 0 35  
Old Crow, 12-lb. boxes—  
½-lb. tins.....per lb. 0 25  
1-lb. tins..... " 0 23  
1-lb. tins..... " 0 22½  
4-lb. jars.....per jar 0 70  
1-lb. jars..... 0 25

**Olive Oil.**  
Per case  
Barton & Guestier's quarts.....\$ 3 00  
" " " pints.....\$ 4 00

**Orange Marmalade.**  
THE EBY, BLAIN CO., LIMITED.  
"Anchor" brand 1-lb. glass.....\$1 50  
" quart gem jars..... 3 40

T. UPTON & CO.  
1-lb. glass jars, 2 doz. case...per doz.\$ 0 95  
Home-made, in 1-lb. glass jars " 1 50  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.  
Pure fruit stock—  
10-oz. glass jars, 2½ doz. case...per doz.\$1 00  
16-oz. glass jars, 2 doz. case... " 1 50  
Quart gems, 1 doz. case..... " 3 35  
In 5-lb. tins.....per lb. 09

**Pickles.**  
STEPHENS'.  
A. P. Tippet & Co., Agents.  
Cement stoppers (pints).....per doz.\$ 2 30  
Corked..... 1 80

**Sauces.**  
BRAND & CO.  
Worcester.....\$1 85  
Tomato catsup..... 2 60  
Mayfair relish..... 2 60  
Indian chutney..... 1 75  
Mango..... 2 25  
A 1..... 1 70 2 60 3 15

**Soda.**  
COW BRAND.  
Case of 1-lb. contain  
ing 60 pkgs., pe  
box, \$3 00.  
Case of ½-lb. (con  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and ½  
lb. (containing 30  
1-lb. and 60 ½-lb.  
pkgs.) per box, \$3 00.  
Case of 5c. pkgs. (containing 96 pkgs.), per  
box, \$3 00.

**"EMPIRE" BRAND.**  
Brunner, Mond & Co.  
Case 120 ½-lb. pkts. (60 lb.), per  
case, \$2 70.  
Case 96 10-oz. pkts. (60 lb.  
case, \$2 80.  
"MAGIC" BRAND.

Per case.  
No. 1, cases, 60 1-lb. packages.....\$ 2 75  
No. 2, " 120 ½-lb. "..... 2 75  
No. 3, " { 30 1-lb. " }..... 2 75  
" { 60 ½-lb. " }  
No. 5 Magic soda—cases 100--10-oz. pkgs.  
1 case..... 2 85  
5 cases..... 2 75

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

**Soap and Soap Powders**  
A. P. TIPPET & CO., Agents.  
Maypole soap, colors.....per gross\$10 20  
" " " black..... 15 30  
Oriole soap..... 10 20  
Gloriola soap..... 12 00  
Straw hat polish..... 10 30

## A Vinegar with Advantages.

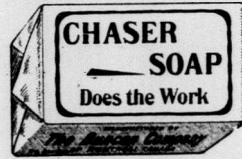
You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you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

# Two Lines That Lead.



**CHASER SOAP.**

|   |        |
|---|--------|
| 1 case .....                                    | \$2 40 |
| 5 cases .....                                   | 2 30   |
| 10 cases .....                                  | 2 20   |
| 20 cases .....                                  | 2 10   |
| 5 per cent. 10 days or 60 days acceptance.      |        |
| Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per bx. |        |
| 5 boxes, freight paid and a half box free.      |        |
| Babbitt's "Best" soap, 100 bars, \$4 10 per bx. |        |
| Potash or Lye, bxs., ea. 2 dz., \$2 per bx.     |        |

WM. H. DUNN, AGENT.



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



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

|  |        |
|--|--------|
| Black Label, 1-lb., retail at 25c..... | \$0 19 |
| " " 1/2-lb. ....                       | 0 20   |
| Blue Label, retail at 30c.....         | 0 22   |
| Green Label, " 40c.....                | 0 28   |
| Red Label, " 50c.....                  | 0 35   |
| Orange Label, " 60c.....               | 0 42   |
| Gold Label, " 80c.....                 | 0 55   |

### Stove Polish.



**Rising Sun, 6 oz. cakes, 1/2-gross boxes \$8 50**  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2-gross boxes.... 10 00  
Sun Paste, 5c. size, 1/2-gross boxes.... 5 00



Cases, each 60 1-lb. .... \$0 35  
" " 30 1-lb. .... 0 35  
" " 120 1-lb. .... 0 36



**LUDELLA CEYLON, 1's AND 1/2'S PKGS.**

|                                   |            |        |
|-----------------------------------|------------|--------|
| Blue Label, 1's.....              | \$0 18 1/2 | \$0 25 |
| Blue Label, 1/2's.....            | 0 19       | 0 25   |
| Orange Label, 1's and 1/2's ..... | 0 21       | 0 30   |
| Brown Label, 1's and 1/2's .....  | 0 28       | 0 40   |
| Brown Label, 1's .....            | 0 30       | 0 40   |
| Green Label, 1's and 1/2's .....  | 0 35       | 0 50   |
| Red Label, 1's.....               | 0 40       | 0 60   |



WM. H. DUNN, AGENT.



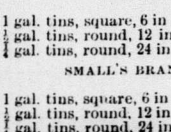
### Syrup.

**"CROWN" BRAND PERFECTION SYRUP.**

|   |
|---|
| Enameline No. pr. dz. 4, bxs., ea. 3 dz. 0 38 |
| Enameline No. 6, bxs., ea. 3 dz. 0 65         |
| Enameline liquid, bxs., ea. 3 doz. .... 0 75  |
| Blackene, 5-lb. cans, per lb. 0 10            |

Enamelled tins, 2 doz. in case ..... \$2 40

Plain tins, with label—  
2 lb. tins, 2 doz. in case..... 1 90  
5 " 1 " " " 2 35  
10 " 1 " " " 2 25  
20 " 1 " " " 2 10  
(10 and 20 lb. tins have wire handles.)



### Teas.

**SALADA CEYLON.**

|  |        |        |
|--|--------|--------|
| Brown Label, 1's.....                  | \$0 20 | \$0 25 |
| " " 1/2's.....                         | 0 21   | 0 26   |
| Green Label, 1's and 1/2's .....       | 0 22   | 0 30   |
| Blue Label, 1's, 1/2's and 1/4's ..... | 0 30   | 0 40   |
| Red Label, 1's and 1/2's .....         | 0 38   | 0 60   |
| Gold Label, 1/2's.....                 | 0 44   | 0 60   |

**Black Teas—"Old Crow" blend—**

|                                       |              |
|---------------------------------------|--------------|
| Bronzed tins of 10, 25, 50 and 80-lb. |              |
| No. 1 .....                           | per lb. 0 35 |
| No. 2 .....                           | " " 0 30     |
| No. 3 .....                           | " " 0 25     |
| No. 4 .....                           | " " 0 20     |
| No. 5 .....                           | " " 0 17 1/2 |

### LIPTON'S TEA (in packages).

|   |     |     |     |
|---|-----|-----|-----|
| 1 lbs & Scld                            |     |     |     |
| Color of 1/2 lbs. & 1/4 lbs. for Label. |     |     |     |
| lb.                                     | per | per | per |
| Ceylon-India, Ex. ch't A Yellow         | 45  | 47  | 70  |
| " " B Red                               | 40  | 43  | 60  |
| " " No. 1 O Pink                        | 35  | 37  | 50  |
| " " 2 O Orange                          | 28  | 28  | 48  |
| " " 3 O L. Blue                         | 22  | 22  | 38  |
| " " 4 O L. Green                        | 20  | 20  | 30  |

### Tobacco.

**THE EMPIRE TOBACCO CO., LIMITED.**

|  |        |
|--|--------|
| Smoking—Empire, 3 1/2, 5s. and 10s. .... | \$0 39 |
| " " Amber, 6s. and 3s. ....              | 0 60   |
| Chewing—Stag, barr, 10oz. ....           | 0 43   |
| " " Bobs, 5 1/2 and 1 1/2 .....          | 0 44   |
| " " 10oz. bars, 6s. ....                 | 0 44   |
| " " Currency, 12 oz. bars, 12s. ....     | 0 47   |
| " " 6 1/2 and 12 1/2 .....               | 0 47   |
| " " Old Fox, narrow, 12s. ....           | 0 47   |
| " " Snowshoe, 14oz b's, sp'd 6 1/2 ..... | 0 51   |
| " " Pay Roll, 7s and 6 1/2 .....         | 0 53   |
| " " Fair Play, 8s. and 13s. ....         | 0 53   |

### Vinegars.

**E. D. MARCEAU, Montreal. Per gal.**

|   |        |
|---|--------|
| EMD, pure distilled, highest quality..... | \$0 30 |
| Condor, pure distilled.....               | 0 25   |
| Old Crow.....                             | 0 30   |

Special prices to buyers of large quantities

### GRIMBLE'S MALT.

|                                |        |         |
|--------------------------------|--------|---------|
| Bulk, 1/2-casks, 25 gals. .... | \$5 45 | \$10 95 |
| " " casks, 60 " .....          | 10 25  | 22 40   |
| Bottles, cases, 3 doz. ....    | 3 25   | 4 40    |

### Washing Powder.

**FAIRBANK'S GOLD DUST.**

|                       |        |
|-----------------------|--------|
| Five cases assorted—  |        |
| 24 25c. packages..... | \$4 65 |
| 100 10c. " .....      | 7 80   |
| 100 5c. " .....       | 3 90   |

Freight prepaid.

### Cane's Woodenware.

**UNITED FACTORIES, LIMITED.**

|                                  |                |
|----------------------------------|----------------|
| Washboards, Victor.....          | Per doz \$1 35 |
| " " Crown.....                   | 1 45           |
| " " Improved Globe.....          | 1 50           |
| " " Standard Globe.....          | 1 70           |
| " " Original Solid Globe.....    | 2 00           |
| " " Superior Sld. Bk. Globe..... | 2 15           |
| " " Jubilee.....                 | 2 10           |
| " " Pony.....                    | 0 95           |
| Diamond King (glass).....        | 3 10           |
| Tubs, No. 0.....                 | 10 50          |
| " " 1.....                       | 8 50           |
| " " 2.....                       | 7 50           |
| " " 3.....                       | 6 50           |
| Pails, No. 1, 2 hoops.....       | 1 75           |
| " " 3.....                       | 1 90           |

### Yeast.

|   |        |
|---|--------|
| Royal yeast, 3 doz. 5c. pkgs. in case.... | \$1 00 |
| Gillett's cream yeast, 3 doz. ....        | 1 00   |
| Jersey cream yeast cake, 3 doz. 5c. ....  | 1 00   |
| Victoria " " 3 doz. 5c. ....              | 1 00   |
| " " " 3 doz. 10c. ....                    | 1 90   |

THE ONLY  
ESSENCE  
PRESCRIBED  
BY THE  
MEDICAL  
PROFESSION  
OF  
KING EDWARD'S  
DOMINIONS  
FOR  
PURITY AND  
EXCELLENCE  
OF QUALITY.

# Brewer's Coffee Essence

NO GLUCOSE  
NO CARAMEL  
NO COFFEE  
FININGS  
used in its  
manufacture.  
WARRANTED  
under the  
FOOD AND DRUGS  
ACTS.  
A SURE  
TRADE  
WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.  
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN  
YEARS SPENT IN  
SCIENTIFIC EXPERIMENT  
AND RESEARCH.

## MAIWA'S CREAM SAUCE

ITS CERTIFICATE OF  
CHARACTER  
IS  
UNQUESTIONABLE.

The only Sauce in the world in which has been successfully  
combined the strength and richness and blending therein a suitable proportion of  
PURE STARCH, JUICE AND PURE DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. E. PATRICK & CO., TORONTO

### COX'S GELATINE

Agents for Canada:  
S. E. ...  
Toronto, Ont.

#### THE PEOPLE OF JAMAICA

are now buying ...  
to buy in Canada ...

#### KINGSTON

#### "GLEAMING"

might ...  
write ...  
I. D. ...

### BASKETS

We make them in all shapes and  
sizes. We have

Patent Wire Mesh Berry Box  
Crate or Root Baskets,  
China Baskets,  
Basket Baskets.

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### You are interested in Something.

Why not get the best home that  
you possibly can for the cost?

We have and are thousands of new houses  
erected with a view to the best and most  
modern and economical for a family  
...  
...  
...

|                     |         |
|---------------------|---------|
| Terms - 100 Dollars | \$ 1.00 |
| 100 "               | 11.00   |
| 200 "               | 21.00   |
| 300 "               | 31.00   |

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...  
...

#### JAMAICA FINE BERRY BOX

...  
...  
...

is Honored  
the Third  
Make  
nest.

The Best Grocers make  
of Keeping it  
in Stock.

This large Crystal Glass Berry Bowl, to retail for.....

10<sup>c.</sup>



"Perfectly clean from our kitchen to your customer's."

There is no better Mince Meat on the market than

### Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either, one try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited  
ST. CATHARINES, ONT.



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WRITE FOR PARTICULARS  
OF OUR "RADIUM"  
ASSORTMENT.

## GOWANS, KENT & CO.,

TORONTO

and

WINNIPEG.

16 Front street East.

Main street.

# Crosse & Blackwell's

## Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

**KROVAN**  
SUPERIOR TO ALL  
J. H. Wethey, Limited  
ST. CATHARINES, ONT.