

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, APRIL 28, 1905.

NO. 17.

Robinson's Patent Barley

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

ROBINSON'S
PATENT BARLEY



Raised on It.

You Have Missed

Some business if you have
omitted to order

PETIT CHOCOLAT

The Biscuit that Pleases Customers

Christie, Brown & Company

TORONTO and MONTREAL

Limited

LOOK HERE!

By the quality of your provisions you have gained the confidence of your customers. You keep the best of everything. Be consistent and stock

MATHIEU'S SYRUP Of Tar and Cod Liver Oil

The best remedy for all chest and lung affections. The one most in demand. The one most largely and uninterruptedly advertised. The one with the quickest earned profits.

J. L. MATHIEU CO.,
PROPRIETORS, **SHERBROOKE.**

Most colds are slightly feverish. You add to your reputation if you handle **MATHIEU'S NERVINE POWDERS**. They cure a fever or a headache—are quick and safe.

Retail 18 Powders for 25c.

RETURNED
MAY 18 1905

*To Owner
Out Book
Page 96*



A Dependable Service

The outlook for trade in Canada is a very bright one indeed, and we have big interests at stake. We are emphasizing to the grocers of Canada the dependable character of goods marked

PEACOCK BRAND

Mince Meat, Grape Wine,
Cream Cheese, Cough Drops,
Worcestershire Sauce, Hard Boiled Candies.

Order these goods, if you value worth in the lines you sell.

THE BATES MANUFACTURING CO., LIMITED
9-11 Francis St., TORONTO

National Licorice Co.



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

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



15c.

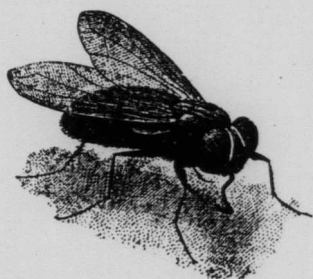
BORDEAUX RELISH

Costs the dealer \$1.20 a dozen. In 5-case lots, freight prepaid. Cases hold 2 dozen.

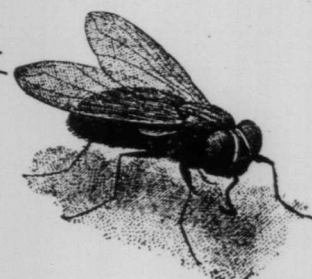
BORDEAUX RELISH is made from absolutely pure and high quality ingredients, from a first-class recipe. In Toronto it has had an immense sale.

ORDER A TRIAL CASE. YOUR JOBBER OR DIRECT.

**The Merchants'
Manufacturing & Supply Co.**
58 Colborne Street, TORONTO



“Busy as Bees”



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. “Busy as Bees” is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

“The GRIFFIN” Brand

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing—always. Profitable to you and the user, too.

Castile Soap “Shell Brand”

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

SOLD BY LEADING WHOLESALERS.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

20½ Front St. E., Toronto

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON
The Bologna Lime Works Co.
 and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
 Brandon, Man.

CALGARY.

Start the New Year
 Right

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

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers
 CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

HALIFAX, N.S.

E. St. G. Tucker

West India and General
 Commission Merchant

HALIFAX, N. S. CANADA.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
 MONTREAL.

Open for few more foreign and domestic agencies.
 Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.

Customs Brokers
 and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.
 TORONTO.

Grocery Brokers and
 Agents.

Established 1855

C. E. KYLE

WHOLESALE GROCERY BROKER
 and MANUFACTURERS' AGENT

27 FRONT ST. E., TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
 and

Importers.

29 Melinda St., TORONTO

W. H. Millman & Sons

Grocery Brokers

27 Front St.,

TORONTO.

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
 COMMISSION BROKERS

Correspondence Solicited. Reference - Bank of British
 North America, Victoria.

WOLSELEY, ASSA.

G. C. Warren

Wolseley, P.O.

Direct Importer, and Distributer of
 Teas and Jellies, will act as manufacturer's
 agent in other lines.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cans to Us.

WINNIPEG.

REGINALD LAWSON

MANUFACTURERS' AGENT and
 WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
 Solicited

WINNIPEG, MAN.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
 Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723
 Winnipeg, Man.

Open for good
 Canned Goods Agency

Correspondence
 Solicited

Stuart Watson

Manufacturers' Agent and Whole-
 sale Commission Broker.

WINNIPEG, MAN.

Highest References.

Correspondence Solicited.

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.

GENUINE

**PRATTS ASTRAL
 LAMP OIL**

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
 TORONTO, ONT.

WE IMPORT

Canned Goods, Apples, Grain, Maple
 Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweet-
 meats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

SALT—All Kinds

Best facilities for shipping.
No better prices or service anywhere.

VERRET, STEWART & CO., - MONTREAL

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.

THE AUER GAS LAMP

Delightful to read by.
Gives the Light of 100
Candles and Costs Less
Than Coal Oil.



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



The word

“STERLING”

across the bottle in red ink is a guarantee that the grocer offers a customer the best produced in pickles or relishes. What satisfaction it is to know that you are pleasing your customer! Means more business.

Made in Canada by

THE T. A. LYTLE CO., LIMITED

124-128 Richmond St. W.

TORONTO, CAN.



CEREBOS TABLE SALT

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

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

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.
Montreal: D. H. Bennoldson.

Ottawa: H. M. Bate & Sons, Ltd.
Kingston: Geo. Robertson & Son.

Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.

Winnipeg: The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

“What is worth doing at all is worth doing well.”

If your Tea trade is worth looking after, it is worth looking after well. To have it in good healthy condition the stocking of **JAPAN TEAS** is essential.

They are the most healthful, cleanest and best prepared Teas on sale
Don't fail to stock them.

“Enterprise” RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and

Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

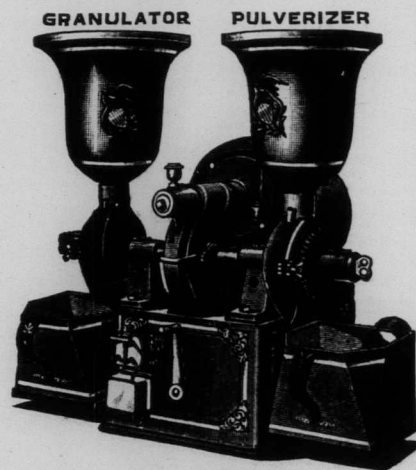
25 to 50 lbs. of Coffee can be ground
FOR ONE CENT

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

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.



No. 08712

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

PRICE ON APPLICATION

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

April 28, 1905

THE CANADIAN GROCER

JERSEY CREAM

STERILIZED

What it is!

Made from pure, rich milk.



Hermetically Sealed in tins.

Water Evaporated

Carefully Sterilized.

An absolutely pure product that is full value to your customer, and good profit to yourself.

YOU HANDLE EVAPORATED CREAM—WHY NOT THE BEST —JERSEY CREAM?

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

ABOUT HALF THE MAPLE SYRUP SOLD

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

Which "half" are you selling?

$\frac{1}{2}$



ROSE & LAFLAMME, Agents,

Montreal

Flett's

Pickle Profit

is sure when you handle

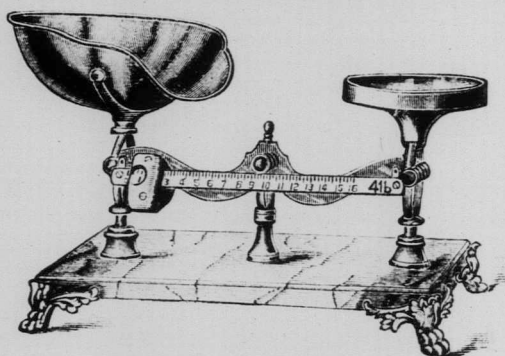
Flett's Pickles

Not only the Profit in a first sale, but the Profit on a regular customer.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



Scales Brass Scoops
Steel Scoops Candy Show Pans
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

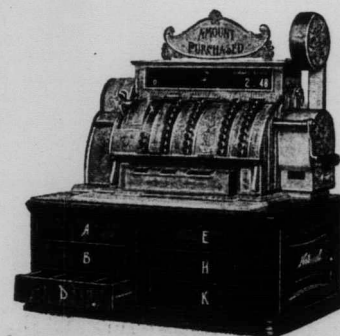
FLETCHER MFG. CO.

Send for Catalogue

440 and 442 Yonge St., TORONTO

A National Cash Register saves time, labor and money, because it furnishes an accurate and automatic system for the handling of all the transactions in your store and enforces carefulness and accuracy. Your sales are guarded, the small leaks in your business are stopped. Mistakes are prevented and you have more satisfied customers. All this means greater efficiency and increased profits.

Let one of our representatives call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ store. Please explain to me what kind of a register is best suited for my business.
This does not obligate me to buy.

Name
 Address
 No. Clerks

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE
TRY IT



½-lb. tins—3 doz. in case.
SOLD BY ALL JOBBERS

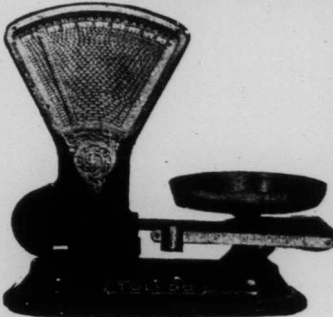
Oakey's The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

GROCCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES every CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.
TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.

DEAN & McLEOD, Canadian Agents

TAKE NO RISKS WITH GASOLINE

BUT USE

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF-GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B."
THERE'S NO TIME LIKE NOW.

PUMP IN STORE—TANK BURIED.


S. F. BOWSER & CO. 530 Front St. W., TORONTO

RETAIL GROCERS' CONVENTION

WE HEARTILY APPROVE OF
RESOLUTION No. 1

HOLBROOK'S
GENUINE IMPORTED WORCESTERSHIRE

SAUCE
PAYS 40% AND



Is the Premier of the

Acknowledged Sauce of the World

25c. per Bottle.

Butchers, Merchants and Hide Buyers

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

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

OFFICES IN CANADA

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

HAMILTON, ONT.
 QUEBEC, QUE.

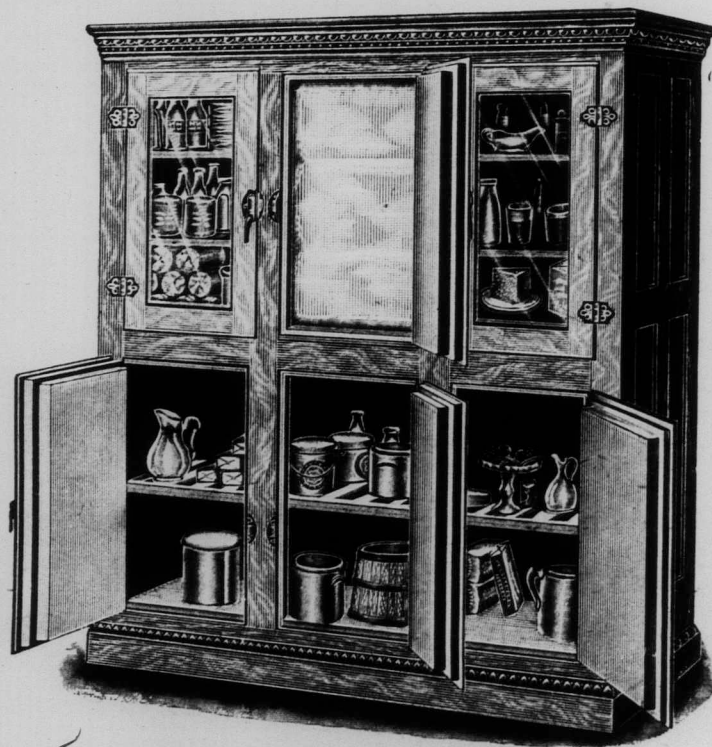
LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

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

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS
 Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

60 PER CENT

When a good article pays a good profit why not promote its sale? It stamps you as a good grocer.

IVORINE COLD WATER STARCH

is a good article—none better, and pays 60%. Are you selling it?
 Cases of 40 pkgs. \$2.50.

Order from your jobber.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.



Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. Ask us about our free Retailers' Advertising Service.

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

WHAT'S THE USE



of spending the biggest part of your life in an inconvenient, untidy-looking store, when you can fit it with **WALKER'S BINS** at an outlay of money that soon comes back to you in increased patronage and sales! They make your old store a new store, you have a place—and a clean place—for everything, and it's no trouble to keep it there. No waste stock, no insects, no tasters to decrease your profits. Everything in sight, too.

**PEOPLE BUY MANY THINGS THEY WOULDN'T
THINK OF IF THEY DIDN'T SEE THEM.**

Booklet for the asking.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.

THE FIRST SHIPMENTS OF

ROWAT'S

Olives and Pickles

are now close at hand. Place your orders now with your wholesaler for these desirable goods.

Rowat's OLIVES are the best value in Canada. Buy and be convinced.

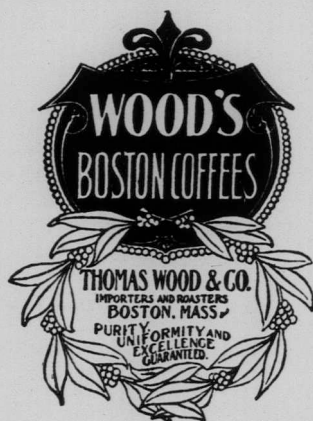
More Light- *That's what we all need. You'll get it by using "BON AMI" — the best window cleaner known.*

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



A man is likened to a river contending with the ocean. A strong, clear current makes way far among the tossing waters.

And the Grocer who swims with **Wood's** pure, firmly-established **Coffees**, goes straight to the front with the best of them.

CANADIAN FACTORY AND SALESROOM,
428 ST. PAUL ST., -- MONTREAL.

CON-GOUS

If you are interested in Congou Teas of any kind write us for samples. We have just purchased a lot at very much under import cost, and we can give you a bargain. Write for prices.

Jas. Rutherford & Co.

27 St. Sacramento Street, |
MONTREAL

DON'T GET EXCITED

We're not trying to disturb your business. The more we emphasize "package Soda" the easier it is for your trade and your temper. As a matter of fact we're spending thousands of dollars to show people why they should buy



**"COW BRAND"
BAKING SODA**

in preference to any other kind. It has merit—that you'll admit. It carries with it our guarantee of absolute purity and relieves you of all responsibility in the selling. Then why not sell the best?

JOHN DWIGHT & CO.
MANUFACTURERS, MONTREAL

THE TRADING STAMP QUESTION

THE GROCER is indebted to Printers' Ink for a report of the recent meeting of the Sphinx Club of New York, at which the trading stamp question formed the principal subject of debate. A number of the addresses delivered by prominent American business men are reproduced in this week's issue.

* * *

W. L. Hughes, of the Snerry & Hutchinson Co., proprietors of the green trading stamp, defended this form of premium as a modern method of giving a discount to every purchaser who paid cash to a retail merchant, however small the amount. Ever since trade began it has been the recognized custom to offer an inducement to the cash customer, but on very small purchases the actual cash discount is a petty consideration. Hundreds of small cash discounts aggregated in the form of a book full of trading stamps, however, and exchanged for an article of worth, made it an object for customers to pay cash. Hence the trading stamp, though assailed, denounced, legislated against, has held its own as an integral part of merchandising. The trading stamp, he said, made it possible for merchants to handle a greatly increased business at no added expense for store service other than the cost of the stamps. In a known case the stamps have attracted a half million people to one floor of a department store in a single week. He believes this co-operative system of giving discounts is only in its infancy.

* * *

Philip A. Conne, of Saks & Co., New York, said the trading stamp was an outgrowth of the old-time tea coupon, which was legislated out of existence when it became an abuse. So far the trading stamp has been tolerated because it could not be proven unconstitutional. Trading stamps may increase a merchant's business twenty per cent., but he must pay upon this increase the tax of the trading stamp, and pay it also on the business he had to start with. Small merchants pay \$2.50, \$3 and even \$5 a thousand for the stamps, while big stores get them for

fifty cents. The small merchant pays the freight of the whole system. Some of the great stores that had adopted and advertised the stamps were now sick of them, he said. The argument that the trading stamp is a form of advertising, reducing other advertising expenses, had not been borne out in practice. Its power to attract new business is soon spent. Trading stamps are on the decline, and the people are learning their worthlessness. At no distant date they will disappear.

* * *

William Kennedy, advertising manager of the Bennett Co., Omaha, said he had come a long way to speak in favor of trading stamps. The store he represents is away from Omaha's shopping district, and the company always had difficulty in drawing shoppers to it until trading stamps were introduced. The departure was so successful that now, in a city of 100,000 population, the store employs 1,000 people. Many local associations have tried to down the stamps in Omaha, but the people are with them. More than 20,000 people in Omaha collect them. Trading stamps have increased the volume of advertising in Omaha daily papers. With double trading stamps for a special sale his store has sold four and a half tons of coffee in a day, 3,500 brooms, etc., and sales of such articles always show a permanent increase after. In the store's cafe four out of every six men patrons collect the stamps. If trading stamps are an excrescence on business, then advertising may also be regarded as an excrescence.

* * *

Clarkson Cowl, of James A. Hearn & Son, New York, said he was in favor of trading stamps. They cause a lot of talk, a lot of thought, and are a good thing—for the other fellow. Where stamps are given in a store the sales force look to it as a seller of their wares, while competitors work to sell without this aid. Every increase in the clientele of the stamp company decreases the stamp's advantages by reducing its advertising possibilities. Stamps do not appeal to the more sub-

stantial class of people, but to those who are attracted by a small premium—the unthinking purchasers. Sooner or later the yeast is out of the stamp scheme, and it cannot easily be given up. It is a fallacy to try and convince thinking people that the intervention of a third party between buyer and seller improves the quality of goods or decreases their cost. In a business of \$1,000,000 the stamps cost \$20,000 to \$40,000. That money could be better spent in improving service, offerings, etc. Morally, the stamps are wrong because they work harm to the ignorant and thoughtless, lower the standard of commercial integrity. They cannot take the place of value. When stamps were introduced by certain big stores in New York it was predicted that a certain other store would lose \$1,000,000 in sales because it refused to adopt stamps, but since then this latter store had greatly increased its business and store space.

Hon. J. T. Newcome, of the New York State Legislature, admitted that double gifts of trading stamps have power to move unsalable goods, but questioned the permanence of a business conducted by such methods. He produced articles that had been purchased that day, both in stores giving stamps and those that do not. A pair of opera glasses, identical with another pair purchased for \$3.98 in a store that gave no stamps, cost \$5 in a store that does give them; a deck of playing cards cost twenty-nine cents in a non-stamp store, and thirty-five cents with stamps in a trading stamp establishment; two bottles of chow-chow cost twenty-six and thirty-two cents respectively, and a box of gold dust cost four cents more in a trading-stamp emporium. Things he wished to know about the stamps were the difference in prices to different merchants, what proportion of stamps are unredeemed, whether trading stamp companies raised their premiums, etc. He had heard it reported that when the output of stamps reached a certain percentage the companies raised the number of stickers necessary to secure a given premium. Legislation in New York State has failed against the stamps, but he is confident that it will yet stop

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN **CAKES** WELL KNOWN AND RELIABLE.  DURABLE AND ECONOMICAL. 3000 TONS SOLD YEARLY.

 **SUN PASTE**
STOVE POLISH. IN **TINS** GUARANTEED TO THE TRADE.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

the evil. At the first sign of waning merchants should abandon the stamps. Merchandising will ultimately have to return to old-fashioned methods—return to the simple life.

W. Benton Crisp, attorney for the Sperry & Hutchinson Co., said the commercial soundness of the trading stamp has been demonstrated by the fact that no merchant or body of merchants has ever vanquished it on a fair competitive base. Opposition has always taken the form of legislation, which in turn has invariably been pronounced void. Answering Assemlvman Newcome's question regarding the proportion of stamps unredeemed, he said it was infinitesimal—about one-tenth of one per cent. This is more than overcome by the free stamps given by the stamp companies themselves. Even if a profit were made in this way, it is a fair profit. Railroads make money on lapsed tickets, life insurance companies on lapsed policies, etc. Trading stamps have led many small merchants to advertise who never before used advertising and created a demand for millions of dollars worth of merchandise used for premiums that would never have been sold otherwise.

B. J. Greenhut, of the Siegel-Cooper Co., New York, said his company had often been accused of having an interest in the Sperry & Hutchinson Co. This assertion was unwarranted and false. Very little was heard of the stamps in New York until the Siegel-Cooper Co. adopted them two years ago, though 5,000 small merchants were already giving them in New York City. His concern's advertising of the stamps had helped them all. Competitors, seeing the increase of business brought by the stamps to the Siegel-Cooper Co., had tried to get them too, and failing, had resorted to legislation against them.

SELLERS OF INDIAN TEA.

THE following table of shipments of Indian tea from Calcutta and Chittagong during nine months from May 1 to Jan. 31, 1905, has been received from McMeekin & Co., London and Calcutta:

The shipments to Canada totalling 10,914,850 lbs. were distributed as follows: Toronto 264,752 lbs., Montreal 353,698 lbs., port of St. John 8,713,634 lbs., Halifax 391,719 lbs., Province of Quebec 24,311 lbs., Ottawa 1,710 lbs.,

partment of their factory, situated in a building separate from their main warehouse. While the damage to the stock was light, the principal loss will be the damage to the roasting and milling machinery. With their usual promptitude, orders for new machinery were despatched immediately, and in a very short space of time everything will be in usual running order. The fire will not interfere with the filling of orders as the firm report they are in a position to fill all orders the same day as received.

Shippers.	London, Eng. Lbs.	United States. Lbs.	Canada. Lbs.	Total. Lbs.
Finlay, Muir & Co., and McMeekin & Co.....	20,402,760	394,148	8,151,543	32,709,562
Williamson, Magor & Co.....	13,712,317	3,549	55,170	14,463,894
Octavius Steele & Co.....	14,024,581	300	1,002	14,059,495
Macneill & Co.....	12,133,065	80	.....	12,133,145
Balmer, Lowrie & Co.....	8,224,884	761,008	795,663	10,363,269
Duncan Bros. & Co.....	9,740,689	.....	.....	9,740,965
Shaw, Wallace & Co.....	8,832,403	20,700	26,450	9,252,345
Barrie & Co.....	7,097,462	197,161	118,761	8,818,597
Begg, Dunlop & Co.....	6,432,901	.....	.....	6,444,045
Planters Stores and Agency Co.....	5,854,211	60	178,288	6,227,732
Barlow & Co.....	5,578,879	.....	78,400	5,697,707
Gillanders, Arbuthnot & Co.....	5,167,004	.....	.....	5,167,004
Kilburn & Co.....	4,527,511	150	13,960	4,653,775
McLeod & Co.....	4,237,774	46,660	225,984	4,617,690
Lampard, Clark & Co.....	3,870,260	57,385	428,267	4,570,831
J. Mackillicon & Co.....	4,157,872	25	.....	4,168,054
Mackinnon, Mackenzie & Co.....	1,259,076	29,318	.....	3,444,933
Brooke, Bond & Co.....	3,050,111	117,986	36,825	3,273,335
Hoare, Miller & Co.....	767,947	67,297	33,048	1,084,469
Davenport & Co.....	684,045	.....	22,844	1,055,810
Lyall, Marshall & Co.....	491,123	185,890	153,502	985,776
Peck Bros. & Winch.....	825,715	.....	21,110	965,783
Grindlay & Co.....	594,900	.....	115	597,480
Andrew Yule & Co.....	125,911	50	.....	133,727
Native Names.....	234,638	.....	44,704	513,339
Sundry Shippers.....	8,616,629	267,335	529,214	24,730,410
Total lbs.....	150,942,668	2,149,002	10,914,850	189,882,172
Same months 1903-1904.....	153,039,181	1,520,552	8,394,646	185,966,529

Hamilton 60,507 lbs., Vancouver 250,945 lbs., Winnipeg 616,460 lbs., Victoria 41,604 lbs., Brantford 5,200 lbs., Charlottetown 41,362 lbs., Calgary 37,000 lbs., Province of Ontario 29,128 lbs.

THE EBY BLAIN CO. SCORCHED.

On Sunday morning, April 23, the warehouse of the Eby, Blain Co., Toronto, was again visited by fire. Fortunately it was confined to the roasting de-

CORRECTION.

In last week's issue of The Grocer it was stated that Holbrooks, Limited, Birmingham, had completed the distribution of samples of their products in the leading Canadian cities as follows: Toronto 40,000, Hamilton 10,000, Montreal 40,000 and Ottawa 10,000. As a matter of fact the sampling has been completed in Toronto only, and the other cities will be covered in the course of a few weeks.

TWO SNAPS

Graduate Bkg. Powder

Put up in measuring glasses.

Cameo Bkg. Powder

A batter spoon with each pkge.

Both of the above are high-class Baking Powders and as the premiums are both handy kitchen utensils, these lines are selling like hot cakes.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, HAMILTON

STOP

We wish to tell you something VERY IMPORTANT about R.F.T. that means

Royal
Rich

Family
ragrant

Treat
asty

Have you tried it?

A beautiful Ceylon Tea, Black, Green and Mixed, 1/2-lb and 1-lb. pkgs., in 30 and 60-lb. cases. No tea so conveniently put up, more attractive or of such excellent value.

REMEMBER: Just one quality, The Best, and one price, retails 40c. per lb.

HANDLE RED FEATHER

It's a feather in your hat, money in your pocket and confidence in you from your customers.

JAMES TURNER & CO.,

HAMILTON

We sell **Red Feather Tea** a perfect blend of good, honest tea.

One price, one quality—Black, Green and Mixed—retails 40c. Packed 30 lb. and 60 lb. in box.

Mail us trial order or order through our travellers.

BALFOUR & COMPANY,

WHOLESALE GROCERS

HAMILTON

Raw Sugar

In Sacks, 250 lbs.

::

Price Right.

Thomas Kinnear & Co.

Wholesale Grocers

Toronto and Peterboro

FOR LUNCH
in a
Hurry



MacLaren's IMPERIAL CHEESE

fits into every need for lunch that must be prepared in a hurry. It spreads like butter and can be used in dozens of different ways. Ready to serve as it comes from the jar. Coaxes an appetite and satisfies it. A delicious dainty and nourishing food in one. No matter how long it has stood on your pantry shelf, it never loses its delightfully individual flavor, it never becomes hard or dry. There's no cheese so good from every point of view — no better "friend in need" to keep on your pantry-shelf.

Sold in opal jars, by all grocers, 10c up.

A. F. MacLAREN IMPERIAL CHEESE
COMPANY, Limited
Toronto, Ontario, and Detroit, Michigan

For Sale by all Grocers.

Business Changes

ONTARIO.

J. A. MATTHEWS, general merchant, Horning's Mills, has been succeeded by R. E. Newton.

J. A. Potter, general merchant, Mountain View, is dead.

W. Jeffrey, grocer, Stratford, has sold to John A. Monteith.

G. Park, provision merchant, London, has sold to J. A. Wilson.

A. Legasse, grocer, Ottawa, has been succeeded by R. Revelon.

G. W. Aliely, general merchant, Norland, is asking an extention.

D. Brickman, baker and confectioner, Gorrie, has sold to R. H. Young.

W. Wilsie, general merchant, Kerrwood, has sold to John Armstrong.

A. D. Goodwin, general merchant, Atwood, has sold out to Walter Bros.

J. Warren, general merchant, Harper, has been succeeded by G. A. Noonan.

S. D. Cashmore, grocer, Pembroke, has been succeeded by Hurbner & Pfeil.

A. Corley will carry on the business of the late George Sutherland, grocer, Meaford.

A. H. Carl, general merchant, Arden, has assigned to W. J. Neilson, Kingston, Ont.

The assets of J. E. Ross, general merchant, Cobden, are advertised for sale by tender.

The grocery business of E. Brown & Co., Peterboro, has been purchased by A. Rountree.

H. Chennan and E. Armstrong have purchased the grocery business of T. Turner, Barrie.

Balfour & McCandless, general merchants, Kippen, have been succeeded by Balfour & Caldwell.

McLennan Bros., general merchants, Wabigoon, have disposed of their business to Davidson & McArthur.

A. Henry, grocer and feed merchant, Belleville, has disposed of the business to F. Hamm and H. E. Fairfield.

P. Garland, general merchant, Hintonburg, has compromised at 30c. on the dollar and is discontinuing business.

A. C. Froom, flour, feed and produce merchant, Ottawa, is admitting a partner to the business. The style of the firm is now Froom & Miller.

QUEBEC.

N. Audet, general merchant, St. Anselme, is dead.

A. Dastous has registered as a tobacco merchant, Montreal.

G. Lachance, general merchant, Beauville E., has assigned.

McDonald & Robb, millers, Valleyfield, have been burned out.

Phil. Marchand & Co. have registered as general merchants, St. Tite.

The assets of F. A. Bedard, grocer, Lorette, are to be sold April 25.

J. B. Cloutier, general merchant, La Macaza, has assigned to J. E. Parent.

P. Duchesneau, general merchant, St. Tite, has assigned to A. Desmarreau.

Robert & Nault, general merchants, Grand Mere, have dissolved partnership.

The assets of A. Catellier, general merchant, St. Gervais, were sold April 19.

The assets of H. Drainville, general merchant, St. Barthelemi, have been sold.

The assets of Demers Bros., general merchants, Lac Etchemin, are to be sold April 28.

Grenon & Frere have registered as butter and cheese manufacturers, St. Barnabe.

Tetreault & Lefebvre have been registered as butter and cheese manufacturers, St. Hugues.

A meeting of the creditors of J. Lapointe, general merchant, La Macaza, was held April 20.

Louis Brunelle, of Ls. Brunelle & Frere, wholesale and retail grocers, Three Rivers, is dead.

M. A. Gauvreau, general merchant, St. Raymond, has voluntarily assigned to Lefevre & Taschereau.

NOVA SCOTIA.

W. A. Godfrey, grocer, Yarmouth, has assigned.

H. C. Black, of Black & Co., general merchants, Pugwash, is dead.

NEW BRUNSWICK.

E. D. Prince, general merchant, Goshen, has given up his business.

PETERS

The original Swiss Milk Chocolates. Absolutely the finest Milk Chocolate made.

WHOLESALE AGENTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

J. Dodd, of Epps, Dodd & Co., general merchants, St. George, is dead.

The stock of O. D. Hanson, general merchant, Fairville, has been sold to Waterbury & Rising by tender.

PRINCE EDWARD ISLAND.

D. McLaren, general merchant, Belle Creek, has been burned out. Partially insured.

MANITOBA AND N.W.T.

F. S. Guay, grocer, Winnipeg, has sold to W. H. Payne.

W. Ganske, general merchant, Canora, has sold to A. Smith.

C. Tomlin, general merchant, Ashville, has sold to Miss Young.

C. McLearn, grocer, Winnipeg, has sold out to G. L. Armstrong.

R. B. Jones, confectioner, Milestone, has sold to R. E. England.

G. A. Shewfelt, confectioner, La Riviere, has sold to G. C. Curtis.

Hole & Scott, general merchants, Edrans, has assigned to C. H. Newton.

G. J. Robertson & Co., grocers, Winnipeg, have assigned to C. H. Newton.

Reed & Mowers, general merchants, Didsbury, have been succeeded by W. E. Mowers.

Loewen & Rempel will open up a general store in the stand owned by McIntyre Bros. and lately occupied by Robertson Bros., Winnipeg.

FALLING OFF IN FOREIGN TRADE.

THE Government trade returns for the nine months ending Mar. 31, 1905, show a falling off in the aggregate foreign trade of Canada of \$3,662,395 as compared with the corresponding period last year. In exports of domestic products there is also a falling off of over \$10,000,000. Exports of fisheries and manufactures continue to more than hold their own.

The grand total of imports for nine months was \$188,784,809, as against \$179,032,017 in the same nine months of the previous fiscal year. Increased imports is a sign of healthy trade conditions in this case, for the augmentation consisted almost entirely of free goods, being raw materials for manufacturing. So long as the increase in imports con-

sists of raw materials and an exportation of domestic manufactures is maintained there is nothing much to complain about. Of course, one would prefer to see a greater shipment of agricultural products, but in that respect the trade returns for March exhibit a great improvement. Under almost every heading there has been a satisfactory gain, which gives rise to the hope that before long Canada's trade will exceed the high water mark of past years. Following are the details of the exports of domestic produce for the past nine months, and for March, 1905, as compared with the same months last year:

	1904.	1905.
The mine	\$26,054,731	\$22,907,006
The fisheries	8,266,436	8,484,529
The forest	24,682,645	23,231,452
Animals and their products	52,421,918	50,496,852
Agriculture	29,316,622	24,848,114
Manufactures	14,296,808	15,230,354
Miscellaneous	24,995	28,601
Total	\$155,064,155	\$144,862,908

	March. 1904.	March. 1905.
The mine	\$2,726,114	\$2,273,309
The fisheries	582,053	554,749
The forest	882,696	1,261,458
Animals and their products	3,363,635	3,678,901
Agriculture	2,352,331	1,495,863
Manufactures	1,550,169	1,899,275
Miscellaneous	7,866	2,555
Total	\$10,464,864	\$11,166,110

SHIPPING BLUE TO ENGLAND.

The old saying, "carrying coal to Newcastle," is being verified in a most striking manner with the substitution of the word "blue" for coal. J. M. Douglas & Co., Montreal, manufacturers of "Blueol," the "never-streak blue," are making a large shipment of their produce to England on the opening of navigation. Canada has been accustomed to looking to England for blueing, and the invasion of the home market by a Canadian firm will be watched with interest.



UPTON'S

Home-Made

Jams, Jellies

and

Marmalades

Are Absolutely Pure Fruit and Granulated Sugar.

UPTON'S
GOLDEN-SHRED
Orange
Marmalade

Something New and Very Choice.

Where Do You Stand on the Fish Question

?

Beware that you do not stand still. Lots of grocers are making money by selling "Halifax" Prepared Codfish. Are you? There's money in it because it's a thing consumers will have. It's easy to make money when you have the public with you.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies:

A. H. BRITTAIN & CO.,

Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

April 28, 1905

The Canadian Grocer

Fresh and Cured Fish

Salmon Situation.

THE salmon situation is increasing in interest owing to the probability that opening prices will soon be made by the leading packing interests on Columbia River, Puget Sound and in Alaska, says the New York Journal of Commerce. Some of the outside packers of Alaska red salmon are already in the market with offers to sell 1905 pack at 95c. f.o.b. coast, which, according to some estimates leaves no margin of profit on the cost of packing the goods and landing them in San Francisco from the Alaska factories. There is much speculation indulged in as to what price the Alaska Packers' Association will name on its 1905 output, but there is no intimation from any authoritative source of its intentions in this matter.

The Spring fishing season on the Columbia River has opened, and it has been expected that prices on the 1905 pack would be made before this. It was understood that the packers have been waiting until the question of prices to be paid to the fishermen for fish should be settled, and it was generally supposed that if the fishermen did not demand more than was paid last year, the packers would not risk complications by refusing it. Advice just received by mail from Astoria state that at a recent meeting the fishermen fixed the price they expect the packers to pay for chinook salmon this season at 5c. for fish under 25 pounds, and 6c. for fish of and over that weight. These are the same as last year's prices, and if accepted by the packers would enable the latter to open the market at \$1.45 for talls, \$1.55 for flats, and 95c. for half-pounds, which are the same as last season's initial figures, except in the case of half-pounds, and which it is understood represent the ideas of most packers as to what this season's pack should sell at. One reason why the packers may hesitate to put out prices until the pack is well under way is thought to be the uncertainty which is felt concerning the probable extent of the pack. In some quarters the belief is held that the pack will be light owing to the almost complete absence of snow in the mountains above the Columbia, which means a short freshet in the river and a consequently short run of fish.

No prices have yet been made on Puget Sound sockeyes, but it is rumored that the packers have practically decided upon quotations based on \$1.25 for talls.

U.S. Fishermen Hard Hit.

A DESPATCH from Washington intimates that representations will be made to the British Government for the purpose of securing disallowance of the Act of the Newfoundland Government aimed at the American fishing industry.

What success an appeal to Great Britain may have remains to be seen. The Americans have the right to catch fish on the southern shore between Cape Ray and the Rameau Islands, a distance of about 200 miles. They have also the right to catch fish on the western and northern coast of Cape Ray to the Quirpon Islands, but this last concession is virtually useless, because it is too far from the Banks to serve as a place of bait supply. What the Legislature of Newfoundland is endeavoring to prevent is the sale of bait to American vessels, and there is nothing in any treaty to prevent them doing that. The difficulty Newfoundland experienced in the past was in enforcing such regulations on its own people. The temptation to sell bait for ready money is great. In latter years it has been pretty successfully enforced against the French, however, and the fishermen are more easily convinced now that in the long run it is in their own interest.

Will Cure Salmon for Germany.

THE installation of fish traps on the southern coast of Vancouver Island is to be followed by other industries beside salmon canning, says the Victoria Times. For many years a growing trade has existed in shipping mild-cured salmon in cold storage to the German market. The Columbia River was the original home of this industry, but of late years it has spread northward, and considerable has been done in it in Canada. During the past Winter the cannery on Barkley Sound has been following this branch of the salmon industry with marked success.

This Spring the curing of the salmon will begin in Victoria. Robert Lindenberg, of Astoria, Oregon, whose firm is one of the largest shippers to the German market, has been in Victoria looking into the opportunities for beginning the business. It is said that he was so well satisfied with conditions that it is all but settled that the salmon curing will begin about May 1.

The fish used in this method is the larger salmon. Small fish cannot be used. These will be treated to a special preparation which is described as mild

BOOKS FOR BUSINESS MEN

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth
\$3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Pamphlet about it sent on request.

350 pages, Bound in Half Leather
\$3.00 POSTPAID

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get \$50.00 a day for their originators.

Pamphlet about it sent on request.

160 pages, fully illustrated, Bound in Art Boards with Title Label in Two Colors
\$1.00 POST-FREE

Successful Advertising—How to Accomplish It.

By J. ANGUS MACDONALD

A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth its price

400 pages, Cloth
\$2.00 POSTPAID

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Co.
Limited

10 Front St. E., TORONTO

curing. They are then put in cold storage and sent in refrigerator cars to New York for shipment by steamer to Germany.

The supply of fish will be obtained from the fish traps situated in the straits, and already negotiations are in progress looking to the obtaining of a sufficient quantity. This will not interfere with the canneries at all, as the fish used will be larger than are sought for canning. The Spring salmon run lends itself to this process, being larger than the sockeye.

This is looked upon as only the beginning of this part of the salmon industry, which is likely to develop into proportions only second to the canning end of the trade.

Fraser River Fisheries on the Wane.

ACCORDING to Mr. Williams, fishery inspector for Northern British Columbia, sockeye salmon fishing on the Fraser River is on the wane, and there will shortly be a desertion of the Fraser for the northern rivers by the salmon ganners. There the sockeyes come direct from the sea. Canadian traps are not allowed, and the American traps are not within 200 miles. There are no cycles, the catch being entirely dependent on climatic conditions.

During the next five years enormous packs will be put up on the Skeena River and River's Inlet. A fifteen million fry hatchery is to be in operation on River's Inlet this Fall, and a twenty million fry hatchery is to be built on the Skeena. One factory alone on the Skeena last year packed as many sockeyes as all the canneries on the Fraser combined, namely 30,000 cases. The entire pack of the north last year was 322,103 cases as against 234,179 cases the year before.

To Operate Four Canneries.

John Rosene's Northwest Fisheries Co. will operate this year only four of the ten canneries recently purchased from the Pacific Packing and Navigation Co. The four canneries are located at Nushagak, Chignik, Uyak and Dundas, Alaska. Next year the Northwest Fisheries Co. will probably be able to operate as many more, but this season was already so far advanced when the property was taken over that it was impossible to get the additional canneries ready for the salmon run.

Trawling Unsuitable.

The Halifax Board of Trade, prompted by an inquiry from an English firm experienced in steam trawling, has succeeded in securing a consensus of opinion from practical fishermen in regard to the possibility of conducting trawling fishing in Atlantic waters. The replies are unfavorable, the majority holding

that the sea bottom is too rough and the currents too strong.

Fish Gossip.

It is authoritatively stated that the Dominion Government will appoint a commission to inquire into the B. C. salmon fishery question before the close of the present month.

On account of the recent action of the Newfoundland Government it is expected that the Gloucester fishing fleet will be obliged to seek bait and supplies in Cape Breton this season.

Petrie & Co. are erecting a cold storage plant at Louisburg, N.S., with capacity of 400 tons of ice and 60 tons of bait. They are sending a vessel to the Magdalen Islands for a cargo of herring.

IT
WILL
PAY
—YOU—
TO
ORDER
YOUR

CANNED MEATS

FROM

—US—

NOW

SPECIAL
PRICES

ON

“CLARK'S” AND “LIBBY'S”

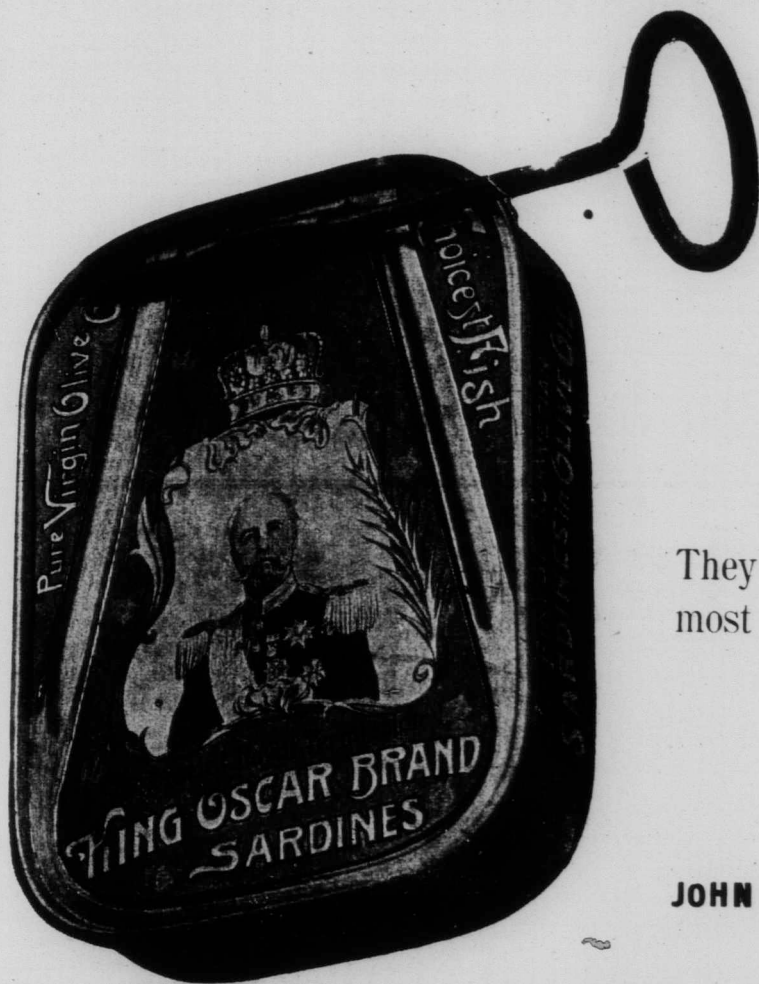
SEE OUR
TRAVELLERS
—OR
DROP US A CARD

PRICES ARE
SURE
TO
ADVANCE

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

The Capital City Canning and Packing Co. have elected the following board of officers: President, D. E. Campbell; directors, J. G. Cox, W. Turpel, W. Grant, R. F. Verrinder, W. J. Leary and F. Walker; secretary, F. F. Hodges. The company immediately begin the erection of three salmon traps at Otter Point, Sherringham Point and French's Beach.

It is reported that a good share of the salmon packing trade that has gone to San Francisco in past years will this year go to Seattle owing to the sale of the Pacific Packing and Navigation Co.'s property to a northern syndicate. It is the intention of the new combine to extend operations to the Siberian coast where they have received concessions from the Russian Government.



Make a
Display of

KING OSCAR SARDINES

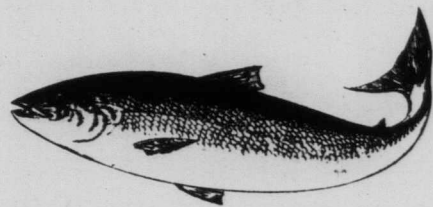
They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

From one end of Canada to the other there is only the highest praise for

BORDEN'S



"Eagle" Brand
Condensed Milk

AND



"Peerless" Brand
Evaporated Cream

The absolute purity and selling qualities of **BORDEN'S** products have made them favorites with consumer and dealer.

Do you handle them?

Try a case. Every jobber, or write

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ERB & RANKIN,
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WE ARE HAMMERING AWAY
at the **QUALITY** of
"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.
"PRINCE OF WALES" is gaining ground every day—People know when they get the **COFFEE** they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "**PRINCE OF WALES**" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

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ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills,

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Boston Luxury Coffee

We are proud of the reputation we have made for ourselves, as judges of what's what in coffees.

We built that reputation on **BOSTON LUXURY.**

JOHN SLOAN & CO.,

TORONTO

BELLEVILLE

H A M S

Easter marks the opening of trade for meats, and of all meats there is none to compare with the Ham. Ham is King, and the "Star Brand" is King of Hams. Cured in the same old reliable way for the past fifty years at the same place,

HAMILTON, ONT.

Write us for prices.

F. W. FEARMAN COMPANY,

Limited.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO.

TORONTO

LIMITED

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

PACKERS report satisfactory local business for the week. The price of hogs has advanced 25c., quotations now being \$6.75 for fed and watered stock. The situation in Great Britain continues practically as last advised. This week's quotations range from 52 to 58 shillings. The Canadian trade are under the impression that export prices have about reached the upper level and considerable anxiety is being experienced as to the future trend of the market. Receipts continue light in Denmark with the market steady and prices unchanged.

Want Uniform Butter Package.

FROM advices received from England by the Agriculture Department, it is evident that Canadian shippers of butter to England are not obtaining as strong a foothold upon the market there as they might if more attention was given to the method of packing. The leading butter merchants in England are very particular regarding a uniform weight of butter in what is intended to be the 56-pound box. It is stated that boxes are frequently marked 57, 58 and even 60 pounds. It is not claimed that these boxes contain less than the marked weights any more than those which are marked 56 pounds. The objection is against having either more or less than 56 pounds in each package. The butter makers of New Zealand, Australia and Argentine are very careful on this point, and the uniformity in their weights is much appreciated by the trade. The 56-pound package was adopted because it represents half an English cwt. If any other weight is marked or invoiced, the advantages of having such a standard are lost. The butter merchants in Great Britain are as much influenced by a matter of this kind as they are by the quality of the butter itself. New Zealand butter is receiving a premium over Canadian to-day more on account of its uniformity in all respects, the excellent packages and heavy parchment paper which are used, and the careful attention which is given to weighing and branding than because the quality is superior. It is a penal offence in New Zealand to place any other than the true net weight in a package of butter or cheese.

Every butter box should be weighed after the parchment lining is placed therein, the tare marked on it, and then filled with the proper amount of butter to ensure its turning out 56 pounds.

Liquid Eggs in Tins.

THE Dominion Department of Agriculture have forwarded to The Grocer the following inquiry from a South African produce firm concerning liquid eggs in tins:

Sirs,—I beg to inquire if you know of any Canadian firm who supply liquid eggs in tins. I am agent here for an Irish firm for liquid eggs, but the only drawback is that I cannot get the proper supply to meet the demand here. I have made several contracts with some of the bakers here for their supply for twelve months and could do six times the trade if I could only get the supply. Now, as your country is a good one for eggs, it struck me that some of the firms there may go in for this business. I may tell you that there are a good many kinds of liquid eggs on the market but none can touch the Irish egg up to this; the reason is that all other liquid eggs are broken up in the tin, but mine are whole eggs; that is, the shell broken and the egg dropped from the shell into the tin, so that when using the eggs after, they come out with whole yolks. I cannot say what preservatives my people at home use, but if any of the firms you know will take it up I will be only too happy to send a sample tin on to them or you. The eggs are made up in 14-lb. tins, and six tins packed in a case, and can be sold here at 8d. per lb.

The Grocer will be glad to supply further particulars to any produce men desiring to go into the question more thoroughly.

American Meats at a Discount.

FOR some time past there has been a steady decrease in the British consumption of American meats, i.e., hog products, while a corresponding or even greater increase has occurred in the imports of Canadian meats, and for the time being it looks as though American packers were rapidly losing the English trade, says the United States Consul at Bradford, England.

It has previously been pointed out by a correspondent that "when the American packers realize that hog products are produced to be consumed and not to gamble with, it will be better for the American provision trade." This fact is exemplified by the considerable shipments of stale and over-kept meats to

Great Britain, which has in every way helped Canadians to take a firm hold on the market. One of the leading importers says: "The Canadian, by his regular weekly shipments of a mild and well-selected meat, has met the popular taste of the north of England artisan, and close observation during the last two years leads me to think that the business will be done more largely with Canada and still less with the United States."

New Packing House.

Another addition has been made to the plant of the Montreal Stock Yards Co. at Point St. Charles, Que., in the shape of a new packing house to be known to the trade as the Montreal Packing Co. The new plant has been fitted throughout with the latest improved machinery for manufacturing all lines of prepared meats and curing hams and bacon. It will be in charge of G. W. Bowman, who was previously connected with the Ingersoll Packing Co.

For Canadian Packers.

A Liverpool importing house writes to enquire names of Canadian packers of meat desiring representation in Great Britain. Any packers who care to send in their cards will be immediately placed in communication.

Dairy and Provision News.

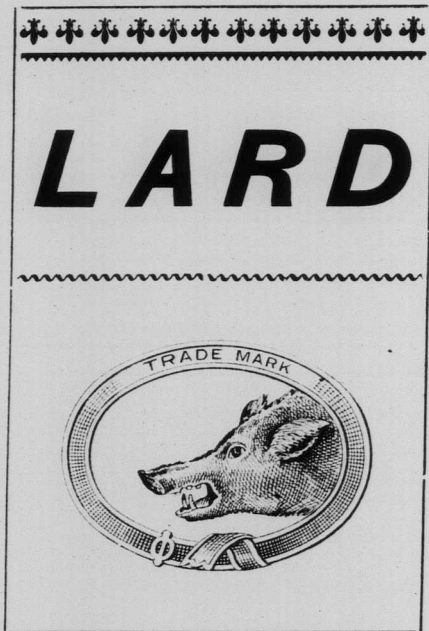
S. Lowe, of Massey, Ont., is building a provision store.

On Saturday, April 22, J. A. Wilson formally opened his fine new provision store at the corner of Market lane and the Square, London, Ont.

The Wm. Davies Packing Co., Toronto, intend building a large packing house at Point St. Charles, Que.

The property of the Moose Jaw Creamery Association is being offered for sale. The reason assigned is insufficient patronage during the last three years.

The Lambton Creamery Co., Petrolia, which was recently incorporated with capital stock of \$30,000, is going into produce in addition to its creamery business, and will buy and sell butter, eggs, cheese and poultry. J. W. Steinhoff, late of Stratford, is in charge.



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

THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our **Boar's Head Brand Refined Lard Compound** as a means of having them test the superior quality of our goods as follows :

Place the **Boar's Head Brand Refined Lard Compound** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the **Boar's Head Brand Refined Lard Compound** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. **Boar's Head Brand Refined Lard Compound** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

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

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THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.

It does not pay

ROYAL
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Yeast of Canada

You know it and
your customers know it

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E. W. GILLETT COMPANY LIMITED
London, Eng. Toronto, Ont. Chicago, Ill.

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to stock
more than
1
kind of
YEAST

YES

Eggs AND Butter

THAT'S WHAT WE WANT
IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions.—Slightly firmer prices and improved demand is noted for all kinds of cured meats, lard, and fresh meats. The Easter season is possibly responsible for this in a measure. The opening of navigation and improvement in the export trade situation have also to be taken into consideration. Lard is up 1-4c. all round, and hogs are selling at from \$6.75 to \$6.85. Beef is firmer than last week. We quote the following:

Long clear bacon, per lb.	\$0 09	\$0 09½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 15	0 15½
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	19 00	19 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 09½	0 10
" tubs	0 09½	0 10
" pails	0 10½	0 10½
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 00	10 25
" front quarters	4 50	7 25
" choice carcasses	7 25	9 00
" medium	7 00	7 00
" common	6 00	7 00
Mutton	0 10	0 10
Lamb, spring, cold storage	0 11½	0 11½
Lamb, yearling	0 14	0 14
Veal	0 07	0 09½
Hogs, light	8 50	8 75
" street lots	8 50	8 75

Butter.—As the season advances the butter situation shows signs of improvement. Receipts are increasing, and the creameries are now getting under way for the season. It is reported that a number of creameries that closed down last season are again starting to operate. Creamery in both prints and solids is down 1c., as well as dairy butter. We quote as follows:

Creamery prints	0 23	0 25
" solids, fresh	0 23	0 24
Dairy prints	0 21	0 22
" large rolls	0 20	0 21

Cheese.—A firm market at slightly hardening prices is reported in cheese for the week. An improved demand is noted in foreign markets in which quotations range from 60 to 62 shillings this week. Locally some dealers are asking 12c. for large cheese and 12 1-2c. for twins, but the quotations given below rule generally. Some new fodder cheese has been offered on the basis of 10 3-4c. to the factories, but it can hardly be said to be moving as yet. Our quotations are as follows:

Cheese, large	0 11½
" twins	0 12

Montreal.

Provisions.—Market generally continues firm in all lines of provisions. The market for live hogs continues particularly strong owing to the light receipts and good demand from packers, selected bringing \$7.25 per 100 lbs. Dressed hogs firm, fresh-killed abattoir stock quoted \$9.25 to \$9.50 per 100 lbs. Lard in good demand.

Canadian short cut mess pork	\$18 00	\$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb.	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl.	11 50	12 00
" "Boar's Head" brand, tierces, per lb.	0 06½	0 06½
" " " " tierces, per lb.	0 07	0 07
" " " " 50-lb. fancy tubs	0 07	0 07

Cases, 20 3-lb. tins, per lb.	0 07½
" 12 5-lb. tins	0 07½
" 8 10-lb. tins	0 07½
20-lb. wood pails, each	1 45
20-lb. tin pails, each	1 35
Wood net, tin gross weight	

Pure lard, pails	Wood. Tin.
" tubs	1 57 1 70
" cases (6 10-lb. tins)	0 07½ 0 08½
" cases (12 5-lb. tins)	0 08 0 09
" cases (24 3-lb. tins)	0 08½ 0 09½

Cheese.—Volume of business passing is small. Stocks of old cheese are very light, with prices quoted at 12c. to 12 1-2c. Fodder cheese still ruling at 11c. to 11 1-2c., and supplies not coming in freely, a feature pleasing to dealers.

Butter.—A firmer tone is noticed this week on account of the light offerings. Receipts have not been as plentiful as was expected by dealers. New fresh milk creamery is quoted at 23c. to 23 1-2c. and in good demand. An improvement in receipts is confidently looked forward to next week, when prices are apt to decline some.

Finest creamery	0 23	0 23½
Fine	0 21	0 22
Medium	0 20	0 21
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 21	0 22

For Montreal egg quotations see Quebec markets.

St. John.

Provisions.—Prices are higher, particularly in pork products. Barrelled pork is at least two dollars higher than the first of the year. Beef does not show quite as much advance. Smoked meats, particularly hams, are held at full figures. Pure lard holds firm at the advance. Refined lard is still low. The Easter season saw some extra fine fresh meats in the market, chiefly beef and veal. In all lines prices were high. A few small lambs are seen. Even fresh mutton was held firm. Pork unchanged.

Mess pork, per bbl.	\$16 50	\$17 00
Clear pork	18 00	20 00
Plate beef	12 50	15 00
Mess beef	12 00	12 00
Domestic beef, per lb.	0 06	0 08
Western beef	0 07	0 09
Mutton	0 07	0 10
Veal	0 05	0 08
Lamb, each	0 08	0 09
Pork	0 13	0 14½
Hams	0 10	0 13
Rolls	0 10	0 13
Lard, pure, tubs	0 10	0 10½
" " pails	0 10	0 10½
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter.—Stocks are light. There is a good demand, particularly for best grades.

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair	0 17	0 18

Eggs.—The Easter demand was large. There was a fair supply. Prices went as low as 13c., but afterwards advanced.

Eggs, henery	0 25	0 25
case stock	0 15	0 17

Cheese.—While quite full figures are asked, there is just a fair demand. Our market is lower than the West.

Cheese, per lb.	0 11½	0 12
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Winnipeg.

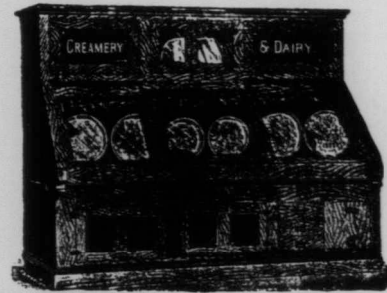
Creamery Butter.—There is a decided scarcity of creamery butter, and prices

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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



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

C. P. FABIAN,

Merchant and Manufacturer.

3167 to 71 N. Dame St. Montreal, Can.
Write for Illustrated Catalogue.

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

Butter Tub

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

EGGS

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

CORRESPONDENCE SOLICITED.

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

The Grocer is the man that knows Brock's Bird Seed to be unmatched.

For he knows that he can sell nothing better and that nobody ever "turns down" Brock's.

NICHOLSON & BROCK,
TORONTO.

FOR SALE

1 Pair of Scales (capacity 2,000 lbs.) at a bargain.

Apply Box 238.

CANADIAN GROCER
10 FRONT STREET E., TORONTO.

continue very firm. In point of fact the demand can not be met at present, but another fortnight is expected to bring relief to the situation. We quote:

Finest fresh creamery, in 56-lb. boxes.....	0 29
" " " in 28-lb. boxes.....	0 29
" " " in 14-lb. boxes.....	0 29
" " " in 1-lb. bricks.....	0 30

Dairy Butter.—Dairy butter is in better supply, but the quantity is not all that might be desired. Prices quoted for dairy butter are those paid country merchants and butter buyers by the local jobbing houses. We quote:

Dairy, assorted pkgs., selected.....	0 17
round lots.....	0 15

Cheese.—Local prices continue firm at the recent advance. Supplies are small. We quote:

Finest Manitoba, large.....	0 12
" Ontario, large.....	0 12½
" " twins.....	0 13
Square cheese.....	0 13

Lard.—There has been another sharp advance in lard, and local packers are of opinion that the end is not yet. We quote following increased prices:

Lard, 50-lb. pails, per pail.....	5 70
" 20-lb. " " ".....	2 25
" 3-lb. tins, per case 60 lbs.....	7 05
" 5-lb. " " ".....	6 90
" 10-lb. " " ".....	6 75
Pure lard in bbls, per lb.....	0 10½

Cured Meats.—Bacon and backs (selected stock) have been advanced, the former to 18c. per lb., and the latter to 11 cents. Dry salt bacon has also been advanced 1-2 cent. Other prices are unchanged. We quote:

SMOKED MEATS.	
Hams, selected stock, special mild cure.....	0 15
Bacon, " " ".....	0 18
Backs, " " ".....	0 11
Picnic, " " ".....	0 09
Hams, sugar cured, assorted sizes.....	0 13
" heavy, 20 to 30.....	0 12½
Picnic, " assorted sizes.....	0 08½
Shoulders, " ".....	0 08½
Bacon, " breakfast bellies.....	0 13
" " " breakfast backs.....	0 10
" " " Wiltshire sides.....	0 15½
" " " spiced rolls, long.....	0 09½

Manitoba butts.....	0 09½
" " skinned.....	0 10
" " boneless and rolled.....	0 11
" " rolls, boneless.....	0 11

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 09
" " " smoked.....	0 09½
" " " boneless backs.....	0 09½
Shoulders " ".....	0 08

For quotations on barrelled pork and pickled goods see Grocer of April 21.

Halifax.

Dairy Produce.—During the last week the supply of butter has been coming in fast from the local creameries, and is almost equal to the demand, and prices have somewhat declined, though they are still abnormally high. Creamery prints are now quoted at 26 to 28 cents; creamery boxes 25 to 26 cents, dairy rolls 23 to 25 cents, and there are still lower grades, principally imported.

For Halifax egg quotations see Halifax markets.

Provisions.—The provision markets are well supplied as usual in Easter week, though much of the stock had to be imported. The supply of native beef coming in for the last three or four weeks has been small and the quality poor, most of the best beef being western. However, the various dealers have been on the lookout for Easter beef, and on Saturday it was worth the time to visit either the jobbing or retail shops, where extraordinarily fine beef might be seen. The dealers, especially at this season, prefer native beef, as they can make a much better show of it fresh killed, neat and clean. Though native beef for some time was bringing only about 5 cents, this beef brought higher than the imported. Lamb is now more plentiful; fowls and chickens are in fair supply with good demand and accordingly high prices.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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

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

Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.

A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C

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

We handle consignments of CANADIAN MEATS,
CHEESE AND BUTTER.

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

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

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

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

Telegraphic Address: "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS—33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield.

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

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

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

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

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IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

THE GREATEST BARGAIN OF THE YEAR

A rich house, having better paying lines, has gone out of the tea business and has been kind enough to give me the plum, and I want to share it with you. Ask for Samples.

			Their Original Invoice Price	My Own Price
No. 60.	<u>16</u>	Half-Chests Sow Mee Young Hyson	<u>22 1/2 c.</u>	<u>15c.</u>
No. 61.	<u>8</u>	" " " " " "	<u>20 3/4 c.</u>	<u>13c.</u>
No. 68.	<u>40</u>	Catties Ping Suey Young Hyson	<u>14 1/2 c.</u>	<u>8 1/2 c.</u>
No. 1.	<u>26</u>	x 40 lb. Boxes Japan Tea	<u>27c.</u>	<u>20c.</u>
No. 2.	<u>38</u>	Half Chests Natural Japan Tea	<u>16 1/2 c.</u>	<u>11 1/2 c.</u>
No. 6.	<u>19</u>	" " " Japan Siftings	<u>6c.</u>	<u>4 1/2 c.</u>
No. 9.	<u>96</u>	" " " Japan Tea	<u>15 1/2 c.</u>	<u>11c.</u>
No. 10.	<u>96</u>	" " " " "	<u>15 1/2 c.</u>	<u>11c.</u>
No. 12.	<u>19</u>	" " Colored " "	<u>20c.</u>	<u>15c.</u>
No. 15.	<u>43</u>	" " Natural " "	<u>15c.</u>	<u>11c.</u>
No. 23.	<u>21</u>	" " " " "	<u>20c.</u>	<u>15c.</u>
No. 25.	<u>40</u>	" " " " "	<u>19.02c.</u>	<u>14c.</u>
No. 26.	<u>128</u>	" " " " "	<u>17.33c.</u>	<u>12 1/2 c.</u>
No. 28.	<u>50</u>	" " " " "	<u>16c.</u>	<u>11 1/2 c.</u>
No. 96.	<u>10</u>	Chests Ceylon Blk. Or. Pekoe (Hopewell)	<u>18 1/2 c.</u>	<u>14c.</u>
No. 98.	<u>23</u>	" " " Br. Or. Pekoe (Lynsted)	<u>21c.</u>	<u>16c.</u>
No. 100.	<u>16</u>	" Indian Blk. Or. P. (Maratel)	<u>17 1/2 c.</u>	<u>13c.</u>
No. 102.	<u>10</u>	" Ceylon " P. (Bowland)	<u>15c.</u>	<u>11 1/2 c.</u>
No. 103.	<u>20</u>	" Indian " Or. P. (C L C)	<u>20c.</u>	<u>15c.</u>
No. 106.	<u>20</u>	" Ceylon " " (Hopewell)	<u>16 1/2 c.</u>	<u>12 1/2 c.</u>

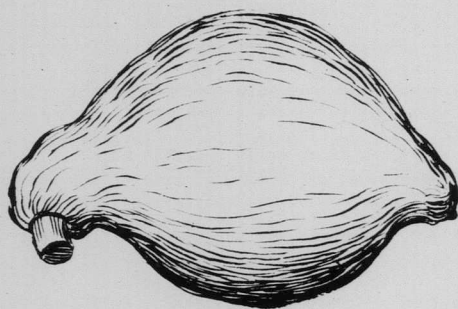
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Ideal Household Ammonia

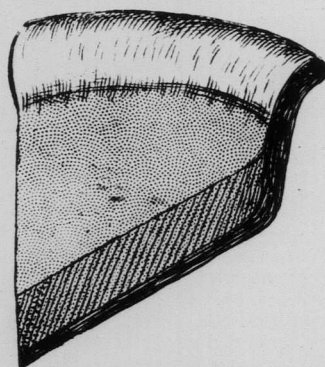


There's as much profit for you selling SIMCOE CANNED SQUASH as there's pleasure for your customers in eating SQUASH PIE. This is a sweeping statement, but we know it because we tried it ourselves.

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Recipe for Making Squash Pie

One tea-cup of Canned Simcoe Squash.
 One tea-cup of milk.
 Three fourths tea-cup white or brown sugar.
 One tablespoon melted butter.
 One " ginger.
 One " cinnamon.
 A little salt.
 Makes one plate pie.
 One can Squash makes five plates pie.



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Hamilton, Ont. - - - Canada

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Bologna Lime Works Co., Barbadoes, B.W.I.
Patrick, W. G. & Co., Toronto.
Tucker, E. St. G., Halifax, N.S.
Watson, Stuart, Winnipeg, Man.

TRADE AT HOME.

IT is the duty of every business man to inculcate in the citizens of his town the desirability of buying from home merchants. This is not a matter for sentimental theorizing. The evil of patronizing outside stores is present, and it must be combatted by retail merchants with vigor and dispatch.

It requires no argument on our part to prove that this is unfair. The whole fabric of civic life depends upon the organization of every element of the town for the common good. The merchant invests more or less money in his stock and store; he pays taxes on this; he pays wages which enable his clerks to live and contribute their share to the general

fund; the public institutions of the town are to a large extent dependent upon his generosity; it is through the mutual intercourse of the farmers and himself that a market is established; the schools are supported largely through his taxes. Everything in the town which depends upon good citizenship, generosity, and enterprise, is directly supported or largely benefited by his presence.

What does the mail order store in the big city do for the town? Its proprietor pays no taxes, employs no men, has absolutely no stake in the place. The maintenance of good streets and public buildings are of no account to him. His influence is on all sides injurious. In the closing or weakening of the retail stores he does a double injury. Not only is the merchant ruined, but the numerous clerks and workers who are contributory to his business are thrown out of employment. So the town loses the benefit from this class also. The mail order house is always drawing the money away from the town; it contributes in return nothing.

These are facts which should be kept before the people. It is not sufficient for the merchant to know that such conditions are not right. He should start a crusade against them; get the local newspaper interested in it and then set about stirring up public sentiment against the unfair practice. Let him, however, never forget that the best weapon to use in such a campaign is up-to-date merchandising. If possible beat the mail order man on his own ground.

A NEW DEPARTURE IN INDIA.

THE average reader is inclined to associate the word "India" with the tea-plant exclusively, forgetting that India produces a variety of natural products exceeded in number and value by but very few countries in the world.

According to latest reports Indian agriculturists are beginning to turn their attention to an industry that promises to become even more profitable than tea-growing, namely, the cultivation of the rubber plant. This industry has been carried on in a small way for ten or eleven years, although it is only recently it has assumed such proportions as to

warrant the establishment of regular selling agencies in European markets.

The owners of tea estates have planted rubber extensively this year both in India and the Straits, and within five or six years, which is the time required for a rubber plantation to come into full bearing, the practice will have become general throughout the country. It is interesting to note that the tea-growing industry will be benefitted rather than suffer from the inroads of the rubber plant, inasmuch as the rubber tree serves as an excellent shade for the tea plant, both of which can be grown on the same land. At the same time there is no telling what large proportions rubber planting may assume on account of the splendid margin it offers. For instance, a pound of rubber sells in London at six shillings and sixpence per pound, as compared with a pound of tea, which brings say sevenpence. Those who are conversant with the situation say there is plenty of room for the tea planter and the rubber planter in India for many years to come, and that any anxiety on the part of those even indirectly concerned with the tea trade is entirely groundless.

THE EFFICACY OF KNOWLEDGE.

KNOWLEDGE of the details of any business is always a valuable asset in any merchant's stock-in-trade. The man who can explain simply and correctly any question pertaining to his business is a man who will make a success of it. By this is not meant any question of a personal or private nature, but questions relating to his stock such as any customer might put to him.

A loaf of bread is a loaf of bread, but any grocer who can give reliable information about the source of the flour from which it is made, the grade of the wheat, the sanitary kneading and the careful handling, etc., will convince customers of his worth and reliability. He will stand to them in a much more favorable light than the grocer who knows and can tell naught of all this.

There are many commodities handled to-day in grocery stores which were un-

known in former days. There are many proprietary articles of recent production. There are new fruits and many other articles, about which information is available, which will help the grocer to sell them. Grocers should learn as much as possible about their stock and be able to satisfy the curiosity of their customers.

THE INTERDEPENDENCE OF BUSINESS.

FEW merchants realize just how much the success of their neighbor's business influences their own business. They seem to imagine that the welfare of their business depends entirely on their own exertions. They consequently become narrow in their outlook and adopt a don't-care attitude towards their neighbor and his interests.

As an example of this, take the connection between the sale of books on flowers and the sale of flower seeds. The bookseller across the street makes a sale of a book on flower gardening to a man who has hitherto never had his attention drawn to or his interest awakened in this agreeable pursuit. He takes the book home, looks over the illustrations and conceives a desire to surround his home with plants and flowers. He reads the book and learns how to cultivate flowers successfully. Next day he will probably enter a grocery store and buy a selection of seeds.

Did the grocer sell those seeds? In a way he did, but it is much more probable that the bookseller across the way actually sold them. It was through his good salesmanship that the aforementioned man bought the book on gardening, and if the latter had not bought it, it is not likely the grocer would have sold the seeds to him.

Now, a moment's reflection will suffice to call up a number of examples similar to this, all of which teach the important lesson of the interdependence of business in any town or city. But some doubter may say: It is all very well to make this proposition about firms which do not compete; how about competitors?

Regarded from certain standpoints, of course, the proposition is not true. Jones' success may mean Smith's failure; but then, again, this does not always follow. Jones may be able through

good salesmanship to persuade a customer to substitute a better and more expensive brand of tea for what she has hitherto been using. His profits are increased and his business is more successful. The customer dilates on the excellence of the new tea to her neighbor, who patronizes Smith. The neighbor is led to order this new tea from Smith and Smith profits, also; but did he make this gain through his own efforts? Not at all; the exertions of Jones brought it about, and to Jones must be accredited all the gain that ensued.

It may be taken pretty well for granted that the progress of one firm reflects on neighboring firms, and if they prove alive to their opportunities they can share in the accruing advantages.

KEEP DOWN EXPENSES.

THERE are certain fixed expenses in every store and on the ratio of these to the receipts depends the success or failure of a business. Expenses of stock are not included in these. Such expenditures are only made as the sales demand. In a well-ordered store, the higher these run the higher the receipts run. The expenses which eat up the profits are the small ones which in themselves bring in no return. Lighting, heating, care of buildings, etc., are all fixed. They do not necessarily vary with the amount of business done. It should be the merchant's object to reduce these as much as possible, consistent with giving the best service. Watch the petty expenditures. If you have money to spend put it in the store or in permanent fixtures. Do not fritter it away on unnecessary trifles.

DISTRIBUTE YOUR INSURANCE.

DO not have your insurance so placed that it will all expire on the same day. Many merchants do this and claim as their reason that it is easier to keep track on it that way than if they had to pay a number of premiums at different times. There are a number of very weighty reasons why the insurance should be distributed. In the first place it is just possible that you may forget to renew your policies, and then the store is absolutely without protection. Many exigencies may arise to

prevent you looking after this matter on some particular time. You may be called out of town temporarily and detained over the time for renewal. Sickness or a press of other business may cause it to slip your mind. Yet if a fire occurred during the time after the policies had lapsed you would suffer a total loss.

Another feature of the case which is worthy of attention is your comparative independence if you have your insurance divided up into a number of policies which expire at different times. You are in a far stronger position to deal with the insurance companies. There can be no possible chance of the company holding you up unduly, as they could if they knew that your whole insurance expired on that day. You would have to accept their terms or take a chance, for a time at least, of your entire establishment. This is a matter which merits your closest consideration. Do not concentrate your securities too much.

U. S. LOBSTER INDUSTRY ON THE WANE.

ACCORDING to a recent issue of the New York Times, the extinction of the lobster industry in the New England States is simply a matter of time, unless the Government can effect some scheme which will afford proper protection for the fisheries. During the past season there has been a falling off in the catch which, estimated in lobsters per pot, aggregates about fourteen per cent., as compared with the season of nineteen hundred and three. In thirteen years in the catch of lobsters per pot the decrease has amounted to more than sixty-six per cent.

The 1904 Blue Book, published by the Department of Trade and Commerce, Ottawa, tells a different story about the Canadian lobster industry. As a direct result of the action of the Dominion fishery officials in providing close seasons and protection for berried lobsters, the yearly catch shows a steady increase. For instance, during the seven months ending Jan. 31, 1905, exports of canned lobsters from all Canada totalled \$1,716,633, as compared with \$1,390,287 for the same time in 1904, and \$1,293,890 in 1903, and the export trade in fresh lobsters continues to more than hold its own.

What the United States needs is more efficient administration of its fisheries, and more severe restrictions on fishermen, whose sole aim seems to be to get all they can out of the industry, regardless of the future.

A NEW FOOD VEGETABLE.

FROM time to time within the last few years items have appeared in the public press about a new species of potato, on which experiments have been in progress. So much that is wonderful and unexpected is done nowadays in the way of plant-breeding and cross-fertilization that it is hard to startle the public; statements regarding the virtues and value of the new tuber have therefore met with ready acceptance. It would appear, however, from a paper contributed to *Cosmos* (Paris), by M. Jules Rudolph, that the new potato is not yet quite ready for the market. That it has a future before it, he thinks probable; but it is not yet certain whether this may be reached sooner by cultivation and selection, or by crossing with the ordinary variety. As it stands at present the species, though hardy, is too bitter to be edible. Says M. Rudolph:

"The plant is not a new one, having been described by Dunal in 1822. A native of Brazil . . . it is very vigorous and reaches the height of about 60 centimeters (2 feet), producing numerous subterranean creepers, throwing out at intervals aerial stems, each bearing a tuber at the base. . . . These tubers are of variable form, spherical, pear-shaped, or egg-shaped; hitherto they have varied in size from that of a nut to that of a hen's egg. . . . These tubers are soft, and of a yellowish tint; the eyes are well marked but not deeply sunken. The proportion of starch is from 17 to 20 per cent.

"It is to Dr. Heckel, director of the Marseilles Botanic Garden, that we owe the introduction of this new *Solanum* to cultivation. He has grown it since 1896 without having observed other variation than a progressive development of the tubers, which increased in weight from 3 to 150 grams. . . .

"In the *Solanum Comimersoni* we have a spontaneous type, from which cultivation has already removed its natural characteristics, as it long ago removed those of our ordinary potatoes, of which we now have more than 500 different varieties and forms. . . .

"The plant is vigorous, resists disease, may remain in the ground all Winter, grows in moist soil, and is very productive. The vigor of the plant is real, but it is a great runner, which is not a good quality. It does away with hilling, of course, but from the point of view of the digger it is a great labor to search for potatoes over the whole surface of a field, not daring to leave a single corner untouched.

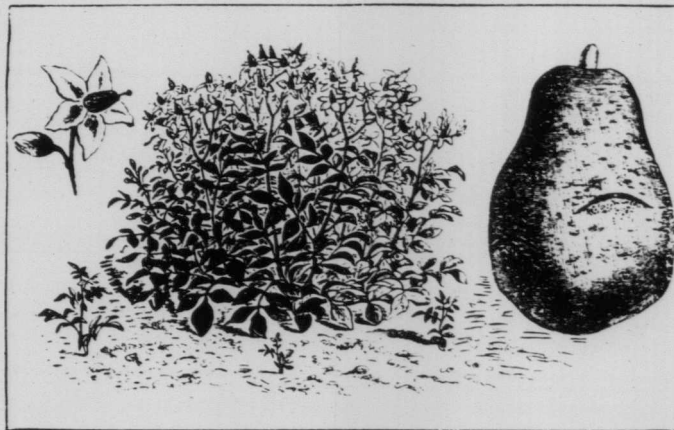
"Its resistance to disease seems certain at present . . . but plant diseases do not usually appear until after they

have been long cultivated; and there is nothing to show that this species will prove more refractory than others.

"One of its best points would seem to be its rusticity; that is, its ability to Winter in the earth, which is especially valuable in mild climates where it can thus be dug as needed.

"Its ability to flourish in moist or marshy places is also one of its best qualities, for our ordinary potatoes prefer a light, dry soil. This will enable the farmer to place under cultivation soils that have hitherto remained unproductive, and is possibly its greatest merit.

"Of its productiveness we will say nothing here, preferring to wait for confirmation of the figures given. According to these it is remarkable, reaching 63,000 kilograms to the hectare with the violet variety obtained by M. Labergerie (about 30 tons to the acre).



The new potato that frost cannot kill.

"The most important question remains—the quality of the product. Of this little has been said, except that it may be eaten by cattle, but that the tubers are bitter and that several more years of cultivation are needed before they will become really edible. This may easily be realized; for it is impossible to change in a short time the food value of a plant so as to adapt it to our tastes.

"This is the plant; let us see now what may be made of it. Two ways are open before it, that of selection and that of hybridization. Both are good practically.

"The plant having already varied, the selective process recommends itself as likely to have good results; but it is usually a long task, requiring much care and attention. . . . The method, however, may be more rapid, especially with a plant with a natural tendency to vary. . . .

"But it is especially from the standpoint of hybridization that I believe this

species capable of serving a good purpose, and of preserving in its descendants the vigor of the species, its rusticity, its immunity from disease, and its ability to flourish in moist and marshy ground. If, when crossed with one of the edible varieties, it keeps these good qualities, we shall have made a remarkable gain from the alimentary point of view.

"Nevertheless, M. Lille, of Lyons, writes us, efforts to obtain seed have been in vain, as the pollen is not fertile. Different varieties have been cultivated side by side, . . . but there has been no crossing. The future, however, may have surprises in store for us.

"To sum up, we have here a spontaneous type of potato that it is our business to try to improve, for it is, perhaps possible to obtain favorable results; but in cases like this we must be careful not to be carried away by the magic of numbers and by the supposed merits of a plant before being able to control the exactitude of the data. . . .

"In any case, this impartial study has for its object to let our readers know what has been said since 1896 about this potato, in which we may see, in the course of time, a new element in the development of one of our best foods."—Translation made for *The Literary Digest*.

DEATH OF WELL-KNOWN TRAVELER.

The grocery trade throughout the Maritime Provinces will regret to hear of the death of Mr. H. P. Wetmore, one of the most widely-known commercial travelers in Eastern Canada, which occurred on April 15, at Clifton, N.B.

Mr. Wetmore began his business career in St. John, where he was associated with Mr. G. Robertson, grocer. Later he became traveling representative for a St. John firm, and more recently for John Tobin & Co., of Halifax.

BRIEF BUT DEAD TRUTHFUL



There are no teas on sale to-day (bulk or packet) in Canada or out of it that Salada will not readily out-class and out-draw all the way from 25% to 50%.

This is the real secret of its unprecedented popularity and demand.

Black, Mixed, Green
Sealed Packets Only

Awarded
FIRST PRIZE
and
COLD MEDAL
St. Louis
1904



Correspondence invited, "SALADA," Toronto and Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

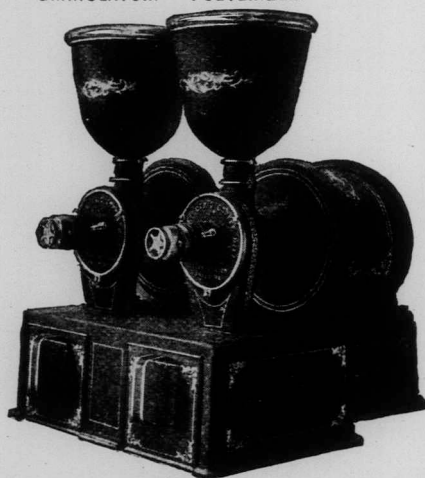
Single and
Double
Grinders

Pulverizing
and
Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.,

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

AGENTS:

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

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

It's very easy to say almost anything is "BEST" if you forget to tell **Why** and **Prove It**. We went after the Consumer with logical advertising, and every trial proved that when we said **Lily White Gloss Starch** was the best starch made we told facts.

Lily White Gloss Starch is in demand and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

BRANTFORD STARCH WORKS
Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 27, 1905.

ORDERS for the opening of navigation are now practically filled and regular business may be looked for from the upper lake ports from now on. This means an increase in lake trade until the regular Summer demand begins. Locally the Easter holiday has interfered somewhat with the course of trade. Business is reported quiet with the usual volume of sorting-up orders and is without special feature.

The weakness of the raw sugar market continues, although there has as yet been no change in the refined situation. A scarcity of New Orleans molasses on the spot is reported owing to the severe customs regulations interfering with importations from the south. Large sizes of prunes are scarce and high in price. New Brazil nuts are reported in the market, being quoted this week at 13 to 14c. The provision business is active, particularly in eggs and maple products. The end of this month will see the close of the oyster season and even at the present time frozen fish have disappeared from the market.

CANNED GOODS

The feature of the canned goods market this week is tomatoes, importations from the United States being on a large scale. The market over there is exhibiting a firmer tendency and indications point to an advance in the near future.

A better demand is also noted for all varieties of canned fruits. A scarcity of sardines is reported, and it is not improbable that prices for the new pack will be higher than last year. Our quotations are as follows:

Tomatoes, 3s.....	1 25	1 30
Corn, 2s.....	1 10	1 20
Peas, 2s.....	0 82	1 30
Sliced beets, 2s.....	0 85	0 85
" " 3s.....	0 95	0 95
Pumpkin, 3s.....	0 75	0 75
" gal.....	2 50	2 50
Squash.....	1 00	2 75
Asparagus tips, 2s.....	2 75	0 80
Golden waxed beans, 2s.....	0 80	0 85
Refugee or Valentine beans, 2s.....	0 85	0 92
Crystal waxed beans, 2s.....	0 92	1 40
Spinach, 2s.....	1 40	1 80
" 3s.....	0 45	0 72
Baked beans, plain, 1s.....	0 45	0 90
" " 2s.....	0 72	0 50
" " 3s.....	0 90	0 78
Tomato sauce, 1s.....	0 50	0 78
" " 2s.....	0 78	1 00
" " 3s.....	1 00	0 78
Chili sauce same as tomato sauce.....	0 78	7 70
Catsups, tins, 2s.....	4 50	85
" " gal.....	1 47	2 00
Apples, standard, 3s.....	1 70	1 52
" preserved, 3s.....	2 00	2 00
" standard, gal.....	1 70	1 87
Pears, Flemish Beauty, 2s.....	1 52	2 32
" " 3s.....	2 00	2 67
" Bartlett, 2s.....	1 87	1 25
" " 3s.....	2 32	2 20
" whites, 2s.....	2 67	1 75
" " 3s.....	2 67	2 20
Peaches, pie, 3s.....	1 25	2 20
Cherries, red, pitted, 2s.....	2 20	1 75
" " not pitted, 2s.....	2 20	2 20
" English black, pitted, 2s.....	2 20	1 75
" " not pitted, 2s.....	2 20	2 42
" white wax, pitted, 2s.....	2 42	2 00
" " not pitted, 2s.....	2 00	1 57
Lawtonberries, heavy syrup, 2s.....	1 57	1 75
" preserved, 2s.....	1 75	4 97
" standard gal.....	4 97	1 00
Plums, Damson, light syrup, 2s.....	1 00	1 30
" heavy syrup, 2s.....	1 30	1 85
" " 3s.....	1 85	1 05
Lombards, light syrup, 2s.....	1 05	1 35
" heavy syrup, 2s.....	1 35	1 90
" " 3s.....	1 90	

" green gage, light syrup, 2s.....	1 15	
" " heavy syrup, 2s.....	1 47	
" " 3s.....	2 00	
egg, heavy syrup, 2s.....	1 52	
" " 3s.....	2 10	
Pineapple, sliced, standard, 2s.....	2 35	
" extra " 2s.....	2 47	
" grated, " 2s.....	2 62	
Raspberries, red, heavy syrup, 2s.....	1 40	
" preserved, 2s.....	1 60	
" black, heavy syrup, 2s.....	1 35	
" preserved, 2s.....	1 50	
Rhubarb, preserved, 2s.....	1 15	
" " gal.....	2 62	
Strawberries heavy, syrup, 2s.....	1 60	
" preserved, 2s.....	1 75	
Lobster, tails.....	3 50	
" 1-lb. flats.....	3 75	
" 1-lb. flats.....	2 00	
Mackerel.....	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....		
1-lb. tails, 5 cases and over.....	1 77	
1-lb. tails, less than 5 cases.....	1 80	
1-lb. flats, 5 cases and over.....	1 90	
1-lb. flats, less than 5 cases.....	1 92	
1-lb. flats, 5 cases and over.....	1 17	
1-lb. flats, less than 5 cases.....	1 20	
Salmon, "Clover Leaf".....		
1-lb. tails, 1 to 4 cases.....	1 80	
1-lb. flats, 1 to 4 cases.....	1 87	
1-lb. tails, 5 to 9 cases and over.....	1 77	
Chums.....	0 95	1 00
Sardines, Sportsman 1s.....	0 14	0 23
" " 1s.....	0 23	0 10
" Portuguese 1s.....	0 08	0 27
" P. & C. 1s.....	0 25	0 38
" P. & C. 1s.....	0 35	0 94
" Domestic 1s.....	0 03	0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies, per doz.....	1 10	4 25
Haddies, per case.....	4 25	1 10
Kipper herrings, domestic.....	1 10	1 40
" imported.....	1 40	1 45
Herrings in tomato sauce, domestic.....	1 00	1 45
" " imported.....	1 40	4 75
California ripe olives, tins, per doz.....	4 75	1 50
Corned beef, 1s, per doz.....	1 50	2 70
" 2s, ".....	2 70	8 00
" 6s, ".....	8 00	10 00
" 14s, ".....	18 00	3 00
Lunch tongues, per doz.....	3 00	0 50
Potted meats, 1s.....	0 50	1 00
" 1s.....	1 00	

SUGAR.

A quiet and featureless market is reported in refined sugar for the week. The trade expect an increased demand within the next few weeks, when the market will become more interesting locally. The weakness of the raw market continues. Our quotations are as follows:

Paris lumps, in 50-lb. boxes.....	6 38	
" " in 100-lb. ".....	6 28	
St. Lawrence granulated.....	5 73	
Redpath's granulated.....	5 76	
Acadia granulated.....	5 83	
Berlin granulated.....	5 68	
Phoenix.....	5 58	
Bright coffee.....	5 58	
Bright yellow.....	5 48	
No. 3 yellow.....	5 48	
No. 2.....	5 33	
No. 1.....	5 23	
Granulated and yellow, 100-lb. bags, 5c. less than bbls.....		

SYRUPS AND MOLASSES.

Maple syrup has the run in the local markets. A scarcity of New Orleans molasses on the spot is reported largely owing to the fact that American exporters are dubious about sending molasses to Canada on account of the unsatisfactory customs regulations. We quote as follows:

Syrups—		
Dark.....	0 30	0 32
Medium.....	0 30	0 37
Bright.....	0 35	0 37
Corn syrup, bbl, per lb.....	0 02	0 02
" " 1-bbls ".....	0 02	0 03
" " kegs ".....	1 30	0 90
" 3 gal. pails, each.....	0 90	1 90
" 2 gal. ".....	1 90	2 35
" 2-lb. tins (in 2 doz. case) per case.....	1 90	2 35
" 5-lb. " (in 1 " " ".....	2 35	2 35
" 10-lb. " (in 1 " " ".....	2 35	2 10
" 20-lb. " (in 1 " " ".....	2 10	

Molasses—		
New Orleans, medium.....	0 27	0 30
" " 1-bbls.....	0 29	0 32
" " open kettle.....	0 45	0 50
Barbadoes, extra fancy.....	0 45	0 50
Porto Rico.....	0 42	0 48
West Indian.....	0 32	0 35
Maple syrup—		
Imperial qts.....	0 27	1 00
1-gal. cans.....	0 95	1 00
5-gal. cans, per gal.....	1 00	0 75
Barrels, per gal.....	4 50	5 10
5-gal. Imp. brand, per can.....	5 10	5 60
1-gal. " per case.....	5 60	6 00
1-gal. " ".....	6 00	0 06
In bbl, per lb.....	0 06	

COFFEES.

Fair to good local business is noted in coffee for the week. Speculative markets are slightly higher, an additional advance in the rate of Brazil sterling exchange having had a strengthening influence upon values in addition to the continued small crop movement of Brazil coffee. The smallness of the Brazil crop and the indication that comparatively little new crop coffee will be marketed before July 1, or the opening of the new crop year, is leading many of the trade to the belief that the out-turn of the Rio and Santos market crop for this season will prove to be short of 10,000,000 bags, compared with 10,400,000 bags last year. We quote the following prices:

	Per lb.
Green Rios, No. 7.....	0 10
" " No. 6.....	0 11
" " No. 5.....	0 11
" " No. 4.....	0 12
" " No. 3.....	0 12
" Mocha.....	0 21
" Java.....	0 22
" Santos.....	0 11
" Plantation Ceylon.....	0 26
" Porto Rico.....	0 22
Green, Guatemala.....	0 22
" Jamaica.....	0 15
" Maracaibo.....	0 16

TEAS.

A fair movement in Ceylon greens and blacks is reported for the week. Japans are quiet. We quote the following:

Congou—half-chests, Kaisow, Moning.....	0 12	0 60
" caddies, Paking.....	0 19	0 40
Indian—Darjeelings, Pekoe souchongs.....	0 20	0 22
" " Pekoes.....	0 25	0 30
" " Orange Pekoes.....	0 35	0 45
Indian—Assam, Orange Pekoes.....	0 25	0 40
" " Pekoes.....	0 18	0 20
" " Pekoe Souchongs.....	0 16	0 18
Ceylon—Broken Orange Pekoes.....	0 22	0 40
" " Orange Pekoes.....	0 22	0 29
" " Pekoes.....	0 18	0 24
" " Pekoe Souchong.....	0 14	0 16
China Greens—Gunpowder, cases, extra first.....	0 35	0 42
" " half-chests, ordinary firsts.....	0 22	0 28
Young Hyson, cases, sifted, extra firsts.....	0 37	0 47
" " cases, small leaf, firsts.....	0 30	0 37
" " half-chests, ordinary firsts.....	0 22	0 32
" " seconds.....	0 22	0 24
" " thirds.....	0 15	0 17
" " common.....	0 14	
Pingueys—Young Hyson, 1/2-chests, firsts.....	0 25	0 30
" " seconds.....	0 16	0 18
" " half-boxes, firsts.....	0 25	0 30
Japan—1/2 chests, finest May pickings.....	0 31	0 36
" Choice.....	0 27	0 29
" Finest.....	0 24	0 27
" Fine.....	0 19	0 21
" Good medium.....	0 17	0 19
" Medium.....	0 18	0 19
" Good common.....	0 13	0 14
" Common.....	0 06	0 08
" Dust.....	0 06	0 08

SPICES.

This is the quiet season for spices and consequently there is very little feature to the market. We quote as follows:

	Per lb.		Per lb.		
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
Cassia.....	0 21	0 25	Mace.....	0 80	0 90
Nutmeg.....	0 45	0 75			

RICE AND TAPIOCA.

Steady demand and unchanged price list rules this week in rice and tapioca. According to advices received from the Southern States, the rice mills are beginning to shut down, intending to carry supplies of rough rice over to next season. The prospect of a large decrease in the rice acreage, particularly in Louisiana this season, has had considerable influence as a market factor and it is understood that some prominent interests have accumulated moderately good lines in anticipation of an upward turn to prices. We quote as follows:

Rice, stand B.	Per lb.	Tapioca, staple.	Per lb.
Bangkok	0 03 1/2	0 03 1/2	0 03 1/2
Patna	0 05	0 05 1/2	double goat 0
Japan	0 06	0 07	Carolina rice 0 08
Sago	0 03 1/2	0 04	Louisiana rice 0 05

Foreign Dried Fruits.

An active demand for prunes is noted with large sizes scarce and appreciably higher in price. Evaporated apricots are in limited consumption owing to high prices ruling. Some currants are being sold for importation on a weak market which continues steady. Latest advices from Europe, however, advise a slight advance. The scarcity of Hallowee dates noted last week continues.

The prune output this season will be much less than last year, some authorities placing the estimate at half a crop. Santa Clara Valley reports that large prunes are all right. We quote the following prices:

PRUNES.	Per lb.	Per lb.
100-110s	0 04	60-70s 0 06 1/2
90-100s	0 04 1/2	50-60s 0 06 1/2
80-90s	0 04 1/2	40-50s 0 08
70-80s	0 05 1/2	30-40s 0 09 1/2

CANDIED PEELS.

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

FIGS

Tappeta	Per lb.	Elmes	Per lb.
	0 03 1/2	0 04	0 08
Naturals	0 06 1/2	0 07 1/2	0 13

APRICOTS.

Californian evaporated.	Per lb.
	0 15

PEACHES.

Californian evaporated.	Per lb.
	0 14

PEARS.

California evaporated, per lb.	Per lb.
	0 15

CURRANTS.

Fine Filiatras	Per lb.	Vostizzas	Per lb.
	0 04 1/2	0 04	0 07
Patras	0 06	0 06 1/2	0 07 1/2

RAISINS.

New selects	Per lb.	Per lb.
	0 04 1/2	0 05
Fine off stall	0 05	0 05 1/2
Sultana	0 05 1/2	0 10
Californian seeded, 12-oz. Muscatals.	0 06 1/2	0 07
" " 1-lb. boxes	0 07	0 08 1/2
" " unseeded, 2-crown.	0 07 1/2	0 07 1/2
" " 3-crown	0 06 1/2	0 07
" " 4-crown	0 07	0 08

DATES.

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

FOREIGN NUTS.

The feature of the Spring nut market is always the arrival of new Brazil nuts. This occurred during the week under review and prices are being quoted to the trade at 13 to 14c. A firmer market is noted in peanuts, particularly best grades. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08 1/2
A 1s, banners and suns	0 08 1/2
Japanese Jumbo's	0 09
Virginia	0 09 1/2
For sack lots roasted add 1c to above quotations	For
small, 2c	
Almonds, Tarragona, per lb.	0 12
Walnuts, Grenoble,	0 12 1/2
" Bordeaux,	0 09
Filberts, per lb.	0 10
Pecans, per lb.	0 13
New Brazils, per lb.	0 13
Cocoanuts, Jamaica, per sack.	4 50
Italian Chestnuts, per lb.	0 08

EVAPORATED APPLES.

An easier feeling is noted in evaporated apples and the ruling quotations are from 6 1/2 to 7c.

BIRD SEED.

This market is without special feature and prices continue as last advised. We quote the following prices:

Canary seed, per lb.	0 06 1/2
Hemp	0 05 1/2
Cottam's	0 08
Brock's	0 07 1/2

DRIED AND CURED FISH.

Cod fish continues to move into consumption freely but with this exception, the dried fish trade is quiet and featureless. It is a pity that there should be any falling off in this department with the passing of Lent, particularly as the manufacturers are now putting up dried and cured fish in such attractive form, making it eminently suitable as a Summer diet. It would seem that the consuming public of Ontario need some lessons in cooking fish, which may teach them to use it more extensively. There is still some salmon trout in the market which is being quoted at \$2 per keg. Lake herring are practically out of the market for the season. We quote the following prices:

Boneless fish, per lb.	0 04 1/2
Cod fish, 1-lb. bricks	0 06 1/2
Boneless cod, per lb.	0 08
Quail-on-toast, per lb.	0 06
Flitched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 60
" " per 1/2 bbl.	2 85
Scaled herring	0 12 1/2
Salmon trout, per keg	2 60
Lake herring, per keg	3 25

Country Produce.

EGGS.

A good Easter trade is reported and a subsequent easier feeling, with supplies coming freely and prices down to 13 1/2c. this week. Although pickling is not general as yet, the wholesale dealers have in some instances begun operations, being somewhat dubious as to the future course of prices. We quote the following:

New laid eggs, per doz.	0 13 1/2
-------------------------	----------

BEANS.

A lull in the bean market for the week is reported with prices unchanged and no particular indications. We quote as follows:

Beans, handpicked, per bush.	1 85
" prime, No. 1.	1 70
" prime, No. 2.	1 55
" Lima, per lb.	0 07

HONEY.

Unchanged market conditions and prices are the rule in honey for the week. Our quotations are as follows:

Honey, extracted clover, per lb.	0 07 1/2
" sections, No 1, per doz.	1 90
" " No. 2, "	1 65
" Buckwheat, per lb.	0 05
" sections per doz.	0 75

MAPLE PRODUCTS.

A lively trade is noted in maple pro-

ducts at unchanged quotations. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb.	0 09
" large cakes in tubs, per lb.	0 08
Maple syrup, per imperial gal.	0 90
" " wine gal.	0 65
" " imperial quarts.	0 25
New maple syrup, per imperial gal.	1 50
" " per wine gal.	0 85

Fish and Oysters.

There has been a fair to good trade in fish and oysters for the week at unchanged prices. The oyster season will close about the end of this month. Frozen fish are now practically out of the market, and stocks of fresh fish may be expected in liberal supplies from now on. We quote the following prices:

Fresh halibut, per lb.	0 13
" haddock "	0 16
" trout "	0 19
" cod steak, per lb.	0 07 1/2
" lobsters, boiled, each	0 20
" B. C. salmon, per lb.	0 10
Shrimps, per gal.	1 15
Ciscoes, per basket	1 25
Oysters, Long Island natives, per imp. gal.	1 70
" " Baltimore, per wine gal.	1 40
" " Select,	4 80

SEEDS.

An active demand for corn, particularly for Flint varieties and improved Leaming Yellow Dent, is noted this week. Quotations continue as last advised. We quote as follows:

Alsike clover, per bush	5 00
Red clover	8 00
Mammoth clover, per bush	7 00
Timothy	1 50
Hungarian, per 100 lbs.	2 60
Millet	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70
" Flint "	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

In sympathy with the break in the May wheat on Saturday in Chicago the price of Ontario and Manitoba grain is lower all round this week. Manitoba Northern No. 1 has declined 4 1-2c., No. 2 1c., and No. 3 2 1-2c. Red and white wheat are each down 2 1-2c. Trade is reported quiet. There is very little grain moving. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 62 1/2
" " No. 2	0 99
" " No. 3	0 95
Red, per bushel, new	1 63
White " "	1 63
Barley " "	0 48
Oats " "	0 43
Peas " "	0 74
Buckwheat " nominal	0 63
Rye, per bushel, "	0 71

FLOUR.

The flour market is without special feature, and prices continue unchanged from last week. For flour in large lots quotations are 10c. under those quoted below. The break in May wheat which has brought down the price of Manitoba and Ontario wheat will doubtless react on the flour, although as yet no reduction in prices has been made. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30
Strong bakers " "	5 10
Ontario wheat patents " "	4 90
Straight roller " "	4 85

BREAKFAST FOODS.

An improved demand for all varieties of breakfast foods is reported for the week. Prices remain steady and are

been smaller than usual. The kind of maple sugar and syrup that can be made at any old time of year is very plentiful.

Eggs.—Producers held their stocks of eggs back till within a day or two of Easter, expecting higher prices, and then the market was flooded and prices suddenly dropped. Fresh eggs were retailing on Saturday at 18 and 20 cents, with the jobbing price considerably lower. A glance in the windows of the various dealers late Saturday night would reveal the fact that the local market was very much oversupplied, as hundreds of dozens could be seen still undisposed of, even with the big demand for Easter.

NEW BRUNSWICK MARKETS.

St. John, N.B., April 25, 1905.

THE first of May being so near leads one to think of the regular changes the season brings. In the wholesale grocery business they are not particularly important. W. C. Brittain retires from business and Hunter White, manufacturer's agent, takes his store. The store from which he moves will be occupied by the Canadian Oil Co., who in this way (their present quarters being next door) just extend their premises. W. S. Clark & Co. and H. S. Wallace, both manufacturers' agents, the latter also doing some jobbing business, move to enlarged quarters on the south wharf. The Vim Tea Co. also move into enlarged quarters. Business is reported just fair. There are, of course, the regular large Spring shipments being made. Markets show little change. Prices are generally firm. Provisions, particularly, tend higher. Rice is very firm.

Oil.

There is a steady business in burning oil. The price continues low. Shipments of lubricating oils are now active. The fact that the standard of quality varies in this line causes increased competition. Paint oils are in demand. Linseed oil is low but very firm. Turpentine is also in a strong position. Cod oil has little movement at this season.

salt.

In Liverpool coarse salt quite a full stock is held, though not as large as often at this season. Prices are firm. There is a strong agreement among the importers in this line. In fine salt the sale is for Canadian. There is the regular increase in demand at this season.

Canned Goods.

Corn and tomatoes are very firm at full figures. Peas are unchanged. In fruits market is well supplied. Gallon apples are rather dull. Meats are un-

changed. There is increased business at this season. Salmon is unchanged; fair stocks are held. New clams are being received, also new scallops; the latter pack is light. Oysters are firmer. There are still some domestic sardines, but kippered herring and haddies are very scarce.

Green Fruits.

Apples have but a fair sale. Season is late. Bananas are very plentiful and quite cheap. For best stock the retail price is quite well maintained. Oranges are scarce and high. Californias are about the only kind offered and they run very large. There are very few Valencias compared with other years. Lemons have just a fair sale; prices low. Green stuff is coming in quite freely. Rhubarb and strawberries, while high, are more reasonable.

Dried Fruit.

Seeded raisins are a fair stock. Prices are low and there is no sign of higher prices at least this season. There is, however, some range in quality. Other lines of raisins are in small stock and quite firm. Currants are low with a fair business. Prunes are low and small sizes hard to get. Apricots and peaches are high. Dates are much firmer. Peels are higher, particularly citron. Evaporated apples have but fair demand. Onions are lower. Some nice Bermudas are now offered.

Sugar.

Stocks held are very large. Dealers have largely stopped buying. Prices are firmly held but unchanged for some time. Foreign sugar continues a factor in the situation.

Molasses.

Market is quite well supplied. A fair quantity of new Barbadoes has been received, but the outlook is that the import will be much smaller than usual. No new Porto Rico has yet been received. There is quite a full stock of old; prices very firm.

Fish.

Market is rather better supplied with fresh fish. Gaspereaux are quite freely offered. Stocks are, however, light and prices high. Dry fish are still held at extreme prices and pickled herring is scarce and high. Smoked herring is freely received and price is low.

Flour, Feed and Seed.

Flour is unchanged at the rather lower prices quoted last week. There is a good steady business. Feed is firmly held. Oats are hardly as high but quite full prices are asked. In oatmeal there is a large stock here with prices unchanged. Cornmeal has a fair demand at even prices. Beans are quite firm. There is quite a full stock of yelloweyes. Barley and peas are high. The backward

weather has affected the sale of seeds. clovers are higher. Timothy is firmly held.

HINTS TO BUYERS.

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

The Eby, Blain Co., Toronto, report booking large orders for new "Anchor" maple syrup—"The finest line on the market."

Upton's golden-shred marmalade is now on the market; the list price is \$1.75 per doz.

S. H. Ewing & Sons, Montreal, will be glad to send samples of their Club coffee to any interested buyers.

H. P. Eckardt & Co., Toronto, are offering a fine Japan tea sifting in 1-lb. packages.

Buyers of Malaga table raisins may get some from H. P. Eckardt & Co., Toronto.

Mr. E. D. Marceau's range of values in teas should appeal to every buyer. Samples freely sent.

The Eby, Blain Co., Toronto, have some "Acadia" yellows in stock, especially suitable for bakers and confectioners.

The Dawson Commission Co., Toronto, are expecting the arrival of a car each of bananas, Bermuda onions and Egyptian onions this week.

"Ocean" brand Pacific lobster in ½-lb. tins, to retail at 15c., is a quick seller with the Eby, Blain Co., Toronto. Order at once as the stock is limited.

A car of North Carolina strawberries is due to McWilliam & Everist, Toronto, this week. Stocks are reported especially good this year and McWilliam & Everist are able to get the best going on account of their supplies being personally selected.

The Eby, Blain Co., Toronto, are offering a snap in a Japan tea, extra quality, at 16c., which is exceptionally good value, and will sell readily as a 25c. retailer.

Mr. J. H. Maiden, Montreal, reports arrival this week of two more cars of Diamond Crystal salt, "Peerless" brand, and is prepared to fill all requirements of the trade.

HANDSOME SHOW CARDS.

The Duncan Co., Montreal, manufacturers of "Chaser" soap, have recently issued a set of six handsomely lithographed show cards, one for each day of the week. The cards depict two busy little maidens employed according to the day of the week, with washing, ironing, mending, sewing, baking and cleaning. The set complete is one of the best ads. The Grocer has lately come across. Re-

ference to this notice with a letter addressed to the Duncan Co., Notre Dame street, Montreal, will bring the set to grocers.

PERSONAL MENTION.

Mr. Thorpe, of McWilliam & Everist, Toronto, is in New York this week.

Mr. Norman, of Dundas, was in Toronto on Tuesday of this week calling upon the wholesale fruit trade.

Mr. R. S. Herron, of R. Herron & Co., Montreal, has just recovered from an attack of grip which kept him indoors for a week.

Mr. S. S. Arnold, representing R. Herron & Co., Montreal, has gone to his home in Toronto for a rest after a successful trip to the coast.

Mr. Galbraith, of Carter, Galbraith & Co., wholesale grocers, Montreal, is spending Easter week in New York. Mrs. Galbraith and the Misses Galbraith accompany him.

Mr. A. H. Brittain, Montreal and Quebec representative of Black Bros. & Co., Halifax, N.S., is in Quebec this week looking after the interests of "Halifax" and "Acadia" brands prepared codfish.

Mr. N. Tobias, grocer, Ville Marie, P. Q., was a caller at the Montreal offices of The Grocer this week. Mr. Tobias reports that the Temiscamingue District is developing at a steady rate and in a substantial manner. As a subscriber to The Grocer, he looks forward to its weekly arrival with interest and profit.

Mr. A. M. Ross, mayor of Oxford, N.S., and head of the milling firm of A. M. Ross & Co., is dead.

Mr. E. Marsh, Trenton, is having his store remodelled. The work will be completed about May 1.

FAIRBANKS FACTORY FOR TORONTO

The new Canadian Fairbanks Co. are endeavoring to secure a site for a large factory in Toronto, the announcement

having been made in these columns some weeks ago that in future the Fairbanks scales would be "Made in Canada." No definite arrangements have been concluded, but the company look with favor upon a nine acre site on Perth avenue between the Grand Trunk and Canadian Pacific Railway tracks. Toronto has the best chance of securing this new industry, which will employ between 200 and 300 men to commence with, and about 500 when the whole works are in running order. The deal is expected to be closed during the coming week. The proposed purchase of the factory at Valleyfield, Quebec, is evidently being held in abeyance pending the negotiations for a site in Toronto.

BARBADOES MOLASSES.

THE molasses trade between Barbadoes and Canada is once more the subject of official correspondence between the Government of Barbadoes and the Imperial Government.

The point of issue is one which is of the greatest interest to all connected with the trade, being the alleged adulteration of the genuine product with foreign importations, New Orleans molasses being referred to as one of the grades imported for this purpose.

The history of this subject is not a new one, and some legislation was enacted in Canada recently on the representation of the Imperial Department of Agriculture of the British West Indies, the practical outcome being that British West Indian molasses was admitted free of duty. But this does not seem to have checked the alleged evil, and the matter has been taken up in London, England, by that important body the West India Committee, who have represented the matter to the Imperial authorities to communicate with the authorities in Ottawa on the subject. The matter has also been referred to J.

Russell-Murray, of Montreal, the representative of the Imperial Department of Agriculture of the British West Indies, and of the West Indian Committee, who is discussing the matter with the trade in Montreal, with the object of ascertaining their views. We understand that there is an almost unanimous opinion that strong measures should be taken to check the alleged adulteration and so preserve to the consumer a pure Barbadoes molasses, and to the island producers a trade and name to which they are justly entitled.

DECLINE IN PRICES.

Since last reports, cables have been received advising a decline in the Barbadoes market of 2c. per gallon, the present quotation being 22c. first cost puncheon included. This decline has been brought about through buyers having withdrawn from the market on basis of 24c. first cost, and partly owing to one or two speculators being anxious to realize their holdings bought at a low price on the opening of the Barbadoes market. At the decline sales aggregating about 3,000 puncheons are reported to have been put through for account of Lower Province firms, but we cannot learn of any further business having been done for the St. Lawrence ports.

The stock now estimated as being unsold, including the holdings of speculators, is about 4,000 to 5,000 puncheons the total supply having been finally estimated at about 30,000 puncheons. This represents an increase over earlier estimates, no doubt brought about by the fact that planters have been anxious to make as much molasses as possible in view of the high price.

It has been reported here that the quotation at the Island is 21c. in view of cables having been received soliciting business at 25 $\frac{3}{4}$ c. and f., but this quotation was made owing to cheap freight being possible on a steamer which is bringing a cargo of sugar for account of refiners. This vessel was due to leave Barbadoes on the 26th and, therefore, future costs will have to be figured on basis of 22c., first cost, puncheon included.

THIS IS "IT"

RED FEATHER TEA

The Latest "Hit"—Has Come to Stay

Packed in lb. and $\frac{1}{2}$ lb. Patent Air and Moisture Proof Package. Black, Mixed and Green.
Retails at 40c. lb.

Have you tried it? If not, you have missed the newest "20th Century Triumph"

WARREN BROS. & Co., - - TORONTO

THE CLEAN BLACK LEAD "JAMES' DOME"

FREE FROM GRIT, MAKES NO DUST
THE BEST YOU CAN BUY—THE EASIEST TO SELL

The Profit's Good

The Sale's Quick

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

ASSOCIATION NEWS

Ottawa Grocers' Executive.

THE following officers of the Ottawa Retail Grocers' Association have been nominated for the ensuing year: President R. E. Powell, F. W. Forde; vice-president, J. Bambrick, E. Lafontaine, H. W. Booth; treasurer, Wm. York, C. R. McLean, C. J. Provost; secretary, Wm. Miller, N. S. Schwerdsager, H. C. Ellis; executive, five to be elected, P. D. Herbert, George Atkinson, Ernest Goodall, Hunter Scott, A. L. Pinard, J. Ussher, P. Lamoreaux, A. Phillips, L. Malette, F. H. Gilchrist.

Guelph Merchants Meet.

The Retail Merchants' Association of Guelph held their annual meeting on April 17. The chief item of business was the election of officers, which resulted as follows: President, J. A. McCrea; vice-president, G. B. Ryan; treasurer, R. E. Nelson; secretary, Ed. Jackson; executive, E. R. Bollert, W. McLaren, G. D. Pringle, D. Scroggie.

REPORTS TRADE GOOD.

Mr. Walter J. Elliott, Quebec representative of the E. W. Gillett Co., To-

ronto, was a caller at the Montreal offices of The Grocer this week. Mr. Elliott has just returned from an extended trip through the province and in an interview as to the general condition of trade, commented on the excellent business outlook for the coming year. The trade as a whole consider business satisfactory. "As regards my various lines, I may say that trade is improving all along. Magic baking powder, poudre a pate Magique is rapidly becoming a favorite and an increased demand is noticeable. It has been a pleasure to me on my trip to notice The Canadian Grocer in the hands of the trade and also the high regard in which its opinions and news items are held. I certainly look for The Grocer in every town and rarely look in vain." Mr. Elliott also reports Spring orders for opening of navigation showing up well.

COMPANIES INCORPORATED.

A REINA MINERAL WATER CO., Montreal, have been incorporated with a share capital of \$20,000, to deal in mineral and aerated waters and to carry on a retail and wholesale cigar and tobacco business. Provisional directors: A. Hamelin, L. Hamelin, M. Gabias, J. Hamelin, J. A. Leprohon, N. Normandin and J. A. Hurteau, all of Montreal.

Brown Bros., Limited, Montreal, have been incorporated with a share capital of \$20,000, to carry on a general provision business. Provisional directors: C. Hartley, E. F. Surveyor, D. Armour, S. J. LeHurray and K. H. Beardwood, all of Montreal.

S. Hyman, Limited, Montreal, have been incorporated with share capital of \$20,000, to carry on the tobacco business formerly conducted by the late S. Hyman. Provisional directors: A. Levine, T. Reid, W. J. White, A. W. P. Buchanan, and E. H. Baker, all of Montreal.

PROSPECTING IN THE WEST.

The Medicine Hat News says: Mr. J. F. Eby, of the well-known wholesale firm of Eby, Blain & Co., Toronto, was in town on Tuesday, April 18, with his western representative, Mr. Baker. Mr. Eby, who is looking around for a suitable place to establish a branch in the Territories, intends locating in either Medicine Hat, Calgary or Regina. He was shown around town by Mr. W. B. Marshall, and was greatly interested in the gas proposition.

There is a first-class opening for an up-to-date general merchant at Riding Mountain, Manitoba.



The "NEVER STREAK" Blue

You are selling Blue! Well, why not sell the only Blue that will not streak the clothes? "Blueol" is the only Blue that will "never streak." Besides, you get 10 more squares to the box than any other kind; that means a larger profit to you—Costs you no more than inferior Blues. Order from your Jobber.

Write for particulars to

J. M. DOUGLAS & CO., Montreal

Among the Boards of Trade

Annual Meeting of Guelph Board.

At the annual meeting of the Guelph Board of Trade on April 18, the old officers were re-elected for the ensuing year as follows: President, G. B. Ryan; vice-president, J. W. Lyon; secretary-treasurer, J. Watt. Council, J. M. Duñ, J. M. Taylor, C. Kloefer, J. C. Keleher, W. W. Near, R. L. Torrance, J. M. Bond, F. W. Galbraith, J. E. McElderry, H. Murton, F. Frank, J. M. Struthers, E. R. Bollert and H. C. Scholfield.

The question of Government ownership of telephones was thoroughly discussed and a resolution adopted favoring Government ownership and operation of the long-distance telephone lines, coupled with Government of municipal ownership and control of city services.

Port Arthur Board Meets.

The Port Arthur Board of Trade held its annual meeting on April 18, which was attended by the largest representation of influential members of the board in the course of its history. The election of officers resulted as follows: President, G. O. P. Clavet; vice-president, H. A. McKibbin; council, W. F. Langworthy, J. T. Emmerson, J. L. Meikie, C. H. Shera, S. W. Ray, J. Little, F. S. Wiley, A. G. Seaman, R. A. Ruttan, J. G. Ashforth, F. Mariaggi and A. McGillis.

Want Free Port.

The council of the Montreal Board of Trade discussed the increase of harbor charges at its meeting on April 19, and the members expressed the conviction that the abolition of such charges was required in the interests of the point. A resolution to this effect was adopted and forwarded by wire to Sir Wilfrid Laurier. It was worded as follows:

"Whereas the expenditure incurred to enable the port of Montreal to satisfactorily handle the trade of the country which passes over its wharves has caused the harbor commissioners to endeavor to increase the revenue of the port by the imposition of charges on all ships and craft using the harbor; whereas such addition to the charges of the port will prove a serious hindrance to the trade thereof; whereas the Dominion Government has encouraged, by a wise and liberal expenditure on the canals, on the channel of the St. Lawrence and on aids to navigation, the development of the carrying trade of the country by the national waterway, and

whereas the object of such expenditure will be partly defeated if the Montreal harbor dues are not abolished;

"Therefore resolved, that in the opinion of the council of the Montreal Board of Trade, the time has arrived when the Dominion Government should assume the obligations of the Montreal harbor commissioners and the cost of maintaining the port, in order that the trade of the country, so large a proportion of which passes through Montreal, may forever be free from the harbor charges now imposed to meet the obligations of the Harbor Board."

Reports were received from the Provincial Legislation Committee with regard to bills before the Legislature, relating to insurance companies and trust companies. The report ran as follows:

"That the Provincial Insurance Act, being entirely inadequate to protect the community against the loss which would be involved by the sudden failure of insurance companies with small paid-up capitals, it should be replaced by improved legislation on the lines of the Dominion Act; that if the introduction of such legislation is not considered advisable at this session of the Legislature the immediate adoption of such amendments to the statutes of the province is urged as will render impossible the passage of the bills providing for the incorporation of insurance companies now before the Provincial Legislature. As an instance of the need for legislation for the protection of insurers, it may be mentioned that so many small insurance companies, fire and life, have had to give up business that the superintendent of insurance has recently advised the Dominion Government to insist upon a very large paid-up capital before permitting a company to carry on business, and this although the present law provides that such companies must, before the issue of the Government license, deposit with the Minister, in good securities, the sum of \$50,000; moreover, the Dominion Government will not grant a license to any company to carry on life, fire, accident, health, guarantee, annuity and endowment insurance."

IN THE LEGAL COURTS.

The litigation between Mr. Saunby, miller, London, and that city still goes on merrily. The Supreme Court reversed the judgments of the two inferior courts and gave their decision in favor of the city by a majority of three to

two. Mr. Saunby has now taken the case to the Privy Council and judgment is expected to be given in July. The dispute has reference to the building of a dam by the city and the consequent loss of power to Mr. Saunby's mill.

APITEZO—THE NEW BISCUIT CEREAL.

Apitezo—the American Cereal Co.'s new product—which has met with popularity in the United States, is being successfully introduced in Ontario by Henry Wright, the company's agent.

Apitezo is made of selected cereals and is called the "Iron Food" because of the plant iron it contains. This is the same iron that is found in vegetables, such as peas, beans and spinach, but in much greater proportion in Apitezo. This plant iron is the only food element in the world known to make the red or vital property of the blood. Apitezo is cooked ready to eat, comes in crisp, brown biscuits and can be served crisp or soft, as desired.

DON'T CHEAT YOUR WORK.

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," was the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almosts' escape detection for months and often for years, and they make our losses as well as our tears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man sha'n't get more than he's paying for," is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, but they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine one-hundredths doing that bleeds business and saps character.—Saturday Evening Post.

B. Cottam & Co., of London, are about to move into larger premises.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 20, 1905
LAST Thursday the first prosecution took place under the new Act licensing commercial travelers. Mr. John Hughes, representing J. L. Nichols Co., of Toronto, was the defendant. Mr. Hughes now carries a blue paper as a souvenir of his visit to this province. He stated to the magistrate when his case was called, that he had been in the Maritime Province recently and had not heard of the new law. As it was the first case, the magistrate ordered a withdrawal of the charge on condition that Mr. Hughes would suspend operations for the present. This he did, appointing a local representative and leaving for the east, where licenses are not required from the unfortunate traveling man.

Had it been "way down east" that dimes were tampered with to defraud one might not have been surprised, but that an uprising was almost precipitated in British Columbia, where but a few short years ago the advent of the "short bit," as the ten cent piece was called in distinction from the half of 25c. or the two-bit piece as the quarter is called to this day, is hardly to be believed. A number of these doctored coins have been circulating, and from the style of the work, experts lay it to the skill of Orientals. The coins are split and the inside hollowed out cleverly, and then filled with base metal and soldered together again. This is so cleverly done that the detection of the fraud is difficult. The coins detected were King Edward issue, 1902.

The White Pass Railway officials in Vancouver have received late advices from the north that the Yukon River is opening. On the 11th the ice moved out of the river opposite White Horse. Of course it will be later when it goes out of Lake Lebarge, but the lower river always opens before the lake. The ice in the latter is very thin this year and will likely go out early next month so that navigation will be open clear from White Horse to Dawson before many weeks.

In 1902 the breakup took place on April 21; in 1903, on May 2, and in 1904 on April 25. At Dawson the ice began to move in 1902 on May 13, in 1903 on May 11, and in 1904 on May 7.

The Victoria Rochdale Co-operative Association, Limited, have been incorporated in Victoria to carry on general business. A number of well-known Victorians are among the promoters, and the Rochdale system will be tried at an early date. The promoters are confident of success.

R. G. Buchanan, who joined the Woodward Departmental Stores, Limited, in Vancouver when that concern was formed, and closed his own business to do so, has withdrawn and is again setting up on his own account in the old line of crockery and house furnishings, under the style of R. G. Buchanan & Co. He has secured premises on Granville street in a new store on the west side and north from the Hotel Vancouver.

Australian fruits and produce were

When it comes to Things to Eat!

Does not every Consumer wish the Best for his own Plate?

Clark's Sliced Smoked Beef

Is the Best to be had

GROCERS, PLEASE TAKE NOTICE:—



WE HAVE THE BEST COCOANUT

IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting. Send a trial order—Convince yourself.

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS COCOA

"QUEEN" BRAND CATSUP

A High-Grade Catsup at a Low Price. Quality equal to the Best. Put up in 12-oz. bottles; 1 dozen in a case. Attractive, Pleasing and Profitable. Ask your Wholesale House for it or write BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

This design a guarantee of quality

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

CANADA PAPER CO.
 TORONTO LIMITED MONTREAL

SAMPLES AND PRICES GLADLY SENT.

represented much more liberally in the cargo of the Miowera, which arrived last Thursday from the Orient, than was anticipated. The shipments of fruit were grapes, pears and apples, the former being most in quantity. Altogether there were sixty tons of fruit and the consignments arrived in better shape than any other shipments of fruit from Australia have ever reached this coast. The system of cold storage has been

changed, which accounts for the improvement. The former method was to force cold air into the chambers in which the fruit was stored. As a result it "sweated" in the package and spoiled. Now, however, the temperature is lowered by means of a brine-freezing mixture forced through coils in the chamber, and the process does not disturb the atmosphere in the compartments. This has had the result of avoid-

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.

AGENCY WANTED.

WANTED—Manufacturers' agent in Montreal having good connection with wholesale and retail trade wants agency for canning factory not in the combine, desiring to place their goods on this market. Address Box M, CANADIAN GROCER, Montreal. (18)

SITUATION WANTED.

BY energetic grocery clerk, situated as traveller for city or road. Ten years' experience behind counter, strictly temperate; reference. Box 240, Canadian Grocer, Toronto. (17)

TEA—Englishman (30) having had 15 years' wide experience in wholesale tea trade is desirous of treating with really first-class house in Canada (Winnipeg or Toronto preferred), for position of buyer and blender. Highest credentials. Replies treated strictly confidential. Address "Blender," Canadian Grocer Office, Montreal. (18)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. Largest business brokers in Canada, 62 and 63 Merchants Bank Building, Winnipeg.

GROCERY store for sale in Winnipeg, situated in the busy centre. Rent, fifty-five including house; price four hundred and seventy-five; three hundred cash. Locators, Winnipeg.

GROCERY—Winnipeg business; stock four hundred; will sell for half cash. Locators, Winnipeg.

GROCERY—Winnipeg; annual turnover seven thousand; seven hundred cash. Write The Locators, Winnipeg.

GROCERY, clothing, boots and shoes, in fine Manitoba town; stock \$4,500; well established business; Terms twenty-three hundred cash, twenty-one hundred on easy terms. The Locators, Winnipeg.

**POULTRY,
FISH
—
WINNIPEG FISH CO.
PHONE 1480.
—
GAME
AND
OYSTERS.**

259 PORTAGE AVE.

Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

ing the failure which was caused by the cold draft method.

About 90 tons of onions arrived from Australia by the same steamer, and they were in excellent condition. They are being marketed at about the same prices as paid for California onions, perhaps a half-cent better. The prices run about 5 to 5½c. per lb. Local onions are out of the market almost.

A few new potatoes from California were received last week, but they came on special order and were sold at 5c. per lb. Local receipts are much freer since cold weather passed, as up-country and up-river stocks have been forwarded.

Prediction is a dangerous role. But it is hardly a prediction to state that this will be the banner year for British Columbia dairy produce. Already the number of creameries has increased so much that the local product is a distinct factor in the market. This year, early as it is yet in the season, the quantity being marketed is very large. Add to that the fact that a fine and warm Spring has advanced the pastures till cows are now being fed on the fields of clover entirely and are giving an extraordinary flow of milk, and it is to be expected that the output from the rapidly-increasing number of ranches of the lower mainland will greatly exceed former seasons.

Local butter is still fairly firm at 30c. but dairy make is coming in freely, and with that the creamery will fall a little. The California stock which has been in the market is a little cheaper this week because the Australian or New Zealand stock which arrived ex Miowera takes the lead as fancy stock. The latter brings a better price, but the whole range is within 27 to 28c.

Local green vegetables, bunch lettuce, radishes, green onions, etc., are very liberally offered and prices are extremely low. From 25 to 35c. per dozen bunches covers the jobbing rate. California celery is dear at \$1.10 per dozen.

GOOD MAPLE SUGAR CROP.

D. Rattray & Sons, of Montreal and Quebec, who are the largest handlers of maple sugar in Canada for the American market, which buys the bulk of the Canadian crop, tell us that about a month ago the appearances were very poor for a good crop, but that owing to the favorable weather of the last three weeks not only will there be a large crop but one of fine quality. Beauce and Dorchester, the largest producing counties, have large crops, and there is also a good crop throughout L'Islet, Kamouraska and other counties in the Beauce district. Prices on the new crop have not been named as yet, as the bulk of the sugar will not be marketed until towards the end of May, but they are expected to be moderate.

CATALOGUES, BOOKLETS, ETC.

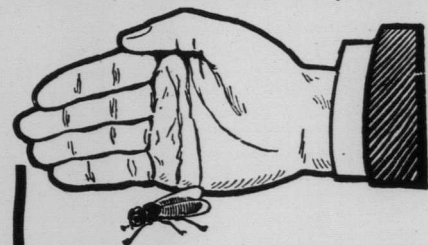
The Stovel Co., Winnipeg, are getting out a handy pocket map of Manitoba by the "cerotype" or wax process. It is printed in eight colors, has an alphabetical index of every post office and railway station in Manitoba and is altogether a valuable map of the province to date.

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

**WE ASSORT TO ORDER
Flower Pots, Fern Pans,
and Saucers, to suit the convenience of individual buyers
Our No. 1 Assortment at \$5.10
Our No. 2 " " " at \$4.15
are made up from long acquaintance with the general
need. All ready crated for rush orders.**
**The FOSTER POTTERY CO.
HAMILTON. Limited**



This plan is slow and not very sure.

**Wilson's
Fly Pads**

Will kill millions and do it quickly.
10 Cents

Stock the kind the housekeepers ask for.
Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs
Rats and Mice
**All Dealers and 381 Queen St. W.
TORONTO, ONT.**

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

SALT SALT

TABLE, DAIRY AND CHEESE
SALTS
FINE AND COARSE SALTS IN
SACKS AND BARRELS
LAND SALT

**C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY**

Blue Ribbon Ceylon Tea

Has any **Grocer** ever felt that the men behind **Blue Ribbon Tea** were losing their **faith** in it? their **zeal** for it?

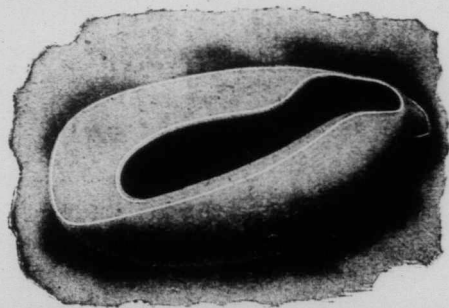
And has any **Grocer** ever found his **customers** growing **tired** of **Blue Ribbon Tea**?

What other tea in package form has **endured** better?

Blue Ribbon Tea is a **standard tea** by which **others** are **compared**. So good is it that its **40-cent grade** has been **declared** to be **worth 50 cents**.

Therefore, we **urge you** to **push the Red Label** — our **40-cent line**.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.



CHINA

For June Weddings

We can confidently recommend

"The Jackson"

Assortment as containing articles that sell.

Handsomely decorated

**Salads,
Fruit Sets,
Cake Plates,
Celery Dishes,
Spoon Trays, &c., &c.**

Write for **SPECIAL DISCOUNT**

BARNARD & HOLLAND CO.

NEW ADDRESS
"CORISTINE BUILDING"

MONTREAL

Red Feather



Ceylon Tea

BLACK - GREEN - MIXED

One price and always the same quality. Blended by experts
in a scientific way. It's a tea of merit and is
well advertised, easily sold and
sure to please.

One grade only. Retail at 40 cents.

RED FEATHER TEA CO., TORONTO

STRAWBERRIES

First car from North
Carolina will arrive

Tuesday, May 3, '05

McWILLIAM

Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

New Egyptian Onions

New Cabbage

New Potatoes

Tomatoes, Asparagus,
Cucumbers, Spinach, Let-
tuce, Radishes, etc., arrive
daily.

DANVER ONIONS

We have received a
car of Yellow Danver
Onions in bushel boxes.

\$1.50 per Box.

is our price to the
trade.

SEE OUR PINEAPPLES

The price is right and
the quality excellent.

We receive daily
supplies of early vege-
tables.

The Distributors' Company,
LIMITED

Head Office: 82 Colborne St., TORONTO

Distributing Points:

WINONA, GRIMSBY, BEAMSVILLE,
ST. CATHARINES, CLARKSON, WINNIPEG.

GREEN FRUITS AND VEGETABLES

The outlook for fruit this year is splendid. The peach trees Wintered well, and from present indications there will likely be a big crop.

* * *

Almost the entire peach crop of North-east Georgia was killed by the freeze of April 16. The peach crop as well as truck and other tender vegetation has been seriously damaged in other sections of the state.

* * *

Canada stands in the very front rank of exhibitors at the fruit exhibition now being held in London, Eng., under the auspices of the Royal Horticultural Society, her display of bottled fruits and vegetables being the finest ever seen in London.

* * *

The "strawberry weevil" is reported to be doing considerable damage this year to the North Carolina berry crop. Heavy frosts during the week have also inflicted more or less damage on the fruit and vegetable crops throughout the Southern States.

* * *

The apple-growing district of King's County, Nova Scotia, is to have an up-to-date plant for utilizing fruit unsuited to the English market. A company has been capitalized at \$100,000 and a factory will be erected at Port Williams Station during the coming Summer for the manufacture of evaporated apples, vinegar, jellies, etc.

* * *

Fruit growers in the Niagara district report that the cold weather which has prevailed for the past few days has not damaged the trees in the least. Instead of being harmful it is rather a benefit, as the buds have not formed sufficiently for any hurt to come to them from frost. The cold stops the flow of sap in the trees and retards growth and for this reason there is less danger from frosts later on.

American Dried Fruits in Europe.

(From United States Consul-General Cheater, Budapest, Hungary)

The alertness of the Germans is doing everything to place as many hindrances as possible on the German frontier to the admission of undesirable industrial or agricultural products. It is especially attending to American dried fruits, which are often found fault with, owing to high content of sulphurous acid, due

to their strong exposure to sulphur. Lately the Crefeld Food Inspection Station reported that of 47 shipments of dried fruit of American origin, it had to reject 37 for superfluous sulphurization, because they exceeded the amount of sulphurous acid content licensed by the Prussian Minister of Agriculture. This is instructive for Hungarians, too, as American fruits are being sold in Hungary which make a fine showing, but are less healthful.

It is evident that there is a good market for American dried fruits in Hungary so long as the "Prussian system" is kept at a distance by the Hungarian domestic competitors.

Winter Apples for Mexico.

Mr. A. W. Donly, Canadian agent in Mexico, informs the Canadian public that our winter apples will find a good market there if carefully selected and packed. Fruit must be uniform in size, and each apple must be wrapped in tissue paper. Medium-size boxes, and not barrels, should be used. Mexico imports \$400,000 of boxes and box shooks a year. One Canadian firm is reaching out for this trade, and, in spite of high freight rates, and having to ship via New York, is meeting with considerable success. Could a freight rate of 25 cents per hundred pounds be secured Canada could control the market. The present rate is somewhat over 90 cents per hundred pounds.

Ontario Markets.

GREEN FRUITS.

Toronto, April 27, 1905.

AS an evidence of the very satisfactory Easter trade in green fruit repeat orders are already being freely received by the wholesale fruit houses. Oranges are firm with prospects pointing to a high market all season. The quality of the fruit, however, has never been so good at this season as it is this year. Mediterranean sweets are arriving on the market and are being quoted at \$3.50 to \$4. The banana business has been slow, particularly in green stock; in fact, there have been more bananas in green shape on the local market this week than the wholesale trade could handle with convenience owing to the cool weather. Seven hand bunches are selling in a jobbing way off track at from 65c. to 75c.

Pines are 50c. easier than they were last week and sweet potatoes 25c. Grape fruit is 50c. higher.

The first direct steamer from Mediterranean ports will have landed in Montreal by the time this week's issue of The Grocer reaches its readers. Owing to light supplies of lemons a few cars are being bought in New York from the steamer Jacona's cargo for immediate requirements.

Strawberries are coming daily, and Louisiana fruit will be replaced this

week by North Carolina stock which will arrive regularly from now on until the Baltimores start. We quote as follows:

Bahama grape fruit.....	5 00
Havana pines per case.....	4 00 4 50
California navel oranges, per box.....	3 50 4 50
Oranges, Mediterranean sweets, per box.....	3 50 4 00
New messina lemons, 300's, per box.....	2 25 2 75
" " " 360's, per box.....	2 25 2 50
Bananas, large bunches, crated.....	1 50 2 00
Bananas, 8's, per bunch, crated.....	1 00 1 25
Bananas, 7-hand bunches, off track.....	0 65 0 75
Apples, Winter varieties.....	1 25 3 50
Sweet potatoes, bush, crates.....	2 75 3 00
Cranberries, Jerseys.....	7 50 8 00
" " per case.....	2 50
North Carolina strawberries, per quart.....	0 20 0 21
Figs in layers, per lb.....	0 09 0 11

(Just as we go to press the Jacona is reported at Cape Breton.)

VEGETABLES.

A quiet market in domestic vegetables and active business in imported green vegetables are reported for the week. A scarcity of potatoes was noted last week but supplies are now coming more freely; prices, however, are somewhat firmer than they were a week ago. Southern cabbage is in evidence this week and prices have dropped to \$3.25 and \$3.50 per crate. Egg plants are also down from \$2 to \$3 per crate. Green peppers are off the market. Florida celery is selling at \$3.75 per case. Bermuda onions are down 75c. and Egyptian onions 25c. Kale is seen on the market this week and is quoted at from \$1.75 to \$2 per bbl. Radishes are selling at 40c. per doz. bunches.

Greenhouse lettuce, per dozen bunches.....	0 25
Greenhouse radishes, per doz. bunches.....	0 40 0 50
Dry Mint, per doz bunches.....	0 20
Parsley, ".....	0 20
Sage, per doz.....	0 20
Savoury, per doz.....	0 15
Carrots, per bag.....	0 60
Beets, per bu.....	0 60
Beets, per bag.....	0 75
Dry Onions, per bag.....	2 25 2 50
Dry Onions, per basket.....	0 60
Bermuda onions, per crate.....	2 25
Egyptian onions, per crate.....	4 00
Green house water cress, per doz.....	0 25
Potatoes, carlots on track Toronto, per bag.....	0 60 0 75
Potatoes, per bag.....	0 75
" car lots, Eastern.....	0 65 0 70
Parsnips, per bag.....	0 75
Cabbage, per doz.....	0 45 0 75
Cabbage in bulk, per lb.....	0 30 0 35
Furnits, per bag.....	0 11
Florida celery, per case.....	3 75
Bermuda cucumbers, per doz.....	1 75
Oyster plant, per bu.....	1 25
Greenhouse rhubarb, per doz.....	0 75 1 00
" onions, large bunches.....	0 50
" " per doz.....	0 15
Southern rhubarb, per bush box.....	1 25 1 50
Florida tomatoes, per case.....	5 50
New beets, per doz. bunches.....	1 00
Spinach, per bush hamper.....	0 80 0 90
Asparagus, per doz. bunches.....	1 75
Mushrooms, Illinois, per lb.....	0 80 0 90
Bermuda potatoes, per bush.....	2 75
New carrots, per doz. bunches.....	1 00
Waxed beans, per bush box.....	3 50
New Orleans cabbage, per bbl. crate.....	3 25 3 50
Egg plants, per bush, crate.....	4 00 5 00
Kale, per bbl.....	1 75 2 00
New radishes, per doz. bunches.....	0 40

Quebec Markets.

GREEN FRUITS.

Last week's trade was fair in all lines on account of Easter, but this week will be quiet. There has been a great demand for California navel oranges but the supplies were light. Dealers are now awaiting the arrival of direct Mediterranean steamers, some of these having large cargoes of fruits. The Jacona is expected at the end of the week with a consignment of green fruits. The sale of bananas is quiet generally. A heavy shipment of pineapples is also coming. There is a feeling that the trade will greatly gain in activity within a few weeks.

GREEN FRUITS

Bermuda Onions

We have been appointed distributing agents for the Bermuda Government for Bermuda Onions.

Our Price—\$1.90 per crate, can be retailed at 5c. lb.

Egyptian Onions

In sacks 110 lbs. Get our price before buying.

WHITE & CO., 64 FRONT ST. E., TORONTO

FRUIT, PRODUCE AND FISH PHONE, MAIN 4106

W. B. STRINGER

J. J. MCCABE

OUR RETAIL SELECTING DEP'T.

is getting to be the popular source for the Country Retailer's Fruit supply—it pays to have us select your fruit on this market. Are you in line? If not, send us a trial order.

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap. "Golden Orange" brand Navels

Best Navel Oranges packed. This brand is packed EXCLUSIVELY FOR US IN CANADA

Send us your orders and get the BEST. HUGH WALKER & SON, GUELPH, ONT.

F. T. James Co. LIMITED
76 Colborne Street, TORONTO

We have added to our Fish and Oyster Business!

A Fruit Department

Under the care of the Husband Brothers, late of Husband Bros. & Co.

Inspect our Stock. The Prices are right.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams
House, with 20 years' connection, in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters
5 and 7 Market St., HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

(INGERSOLL)
Established - - 1886

Bananas.....	1 50 2 00
Cocanuts, per bag of 100.....	3 50
Pineapples, 24 to case.....	4 50
" " 30 to case.....	4 00
Cranberries, finest dark.....	11 00
" " dark.....	9 50
Jamaica grape fruit, per box.....	4 00
Florida oranges, per box.....	4 00
Florida grape fruit, per box.....	5 00
California navel oranges, per box.....	3 50 4 00
New Messina lemons, 300's.....	1 75 2 50
" " 360's.....	2 00

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET

Telephone Main 3171.

Telephone orders receive prompt attention.

When you hand your customers a package of

San-Toy Starch

You're sure to please them, and You are sure to have them come back asking for it the next wash day.

At all Jobbers or direct from

J. H. MAIDEN
MONTREAL

Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.	6 00	6 00
Almeria grapes, per bbl.	8 00	9 00
Tomatoes, Floridas, crate	5 00	5 00
Lettuce, Boston	1 35	
Strawberries	0 40	
Florida celery	4 75	

VEGETABLES.

Trade was fair and active last week owing to Easter. The demand was good in all lines. There are little hopes to do much business this week, but dealers think that trade will greatly improve as soon as steamers begin to arrive. We note a few changes in prices.

Florida tomatoes, crate	6 00	
celery	5 50	
cucumbers, basket	3 50	
Hot-house " per doz.	1 75	
Bermuda onions, per box	2 25	
New cabbage, per crate	3 00	
Green and wax beans	4 50	
Asparagus, doz. bunches	6 00	7 50
Potatoes, carlots	0 50	0 55
Less than carlots	0 55	0 65
Bunch lettuce, per doz. bunches	0 75	
Radishes, per doz. bunches	0 90	
Mushrooms, per lb.	0 50	
Mint, per doz. bunches	0 20	
Parsley, " "	0 35	0 75
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	1 00	
Egg plant, per dozen	2 00	
Green onions, per doz.	0 15	
Spanish onions, large cases, per case	4 50	
Red onions, per lb. 3/4c. per bbl.	5 00	
Yellow onions, in 80 lb. bags, per bag	2 50	
Green house water cress, per doz.	0 50	
Green cucumbers, per bush, hamper	1 25	
" per half bushel hamper	0 60	0 75
" per bbl.	3 50	
" per doz.	0 40	0 50
Green cabbage, per bbl.	1 75	
" beans, per basket	1 00	1 20
Waxed beans, per bush	1 05	
Cauliflowers, home grown, per doz.	1 75	
Green peppers, per basket	0 75	
Canadian celery, per doz.	0 75	
Spinach, per bbl.	2 50	
Cucumbers, per doz.	2 00	

Manitoba Markets.

GREEN FRUITS

Strawberries are arriving daily by express and prices for same are quoted below. We quote:

Oranges, fancy Washington navels, 96's and 112's, per case	3 00	
Oranges, fancy Washington navels 126's, per case	3 75	
Oranges, fancy Washington navels, 150's to 250's	4 00	
Bitter oranges (for marmalade), 200's, 240's	2 50	
Lemons, fancy California, 300's to 360's, per case	4 00	
(10c. off 5 case lots of oranges and lemons)		
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	6 00	
" fancy XX Spies, " "	4 50	
Pineapples, per doz.	3 50	4 00
Strawberries, quarts, 2 doz. in case, per case	6 50	
" pints 2 " "	4 00	

VEGETABLES.

We quote:

Native onions, per lb.	0 04	
Carrots, per bush	0 40	
Beets, " "	0 80	
Turnips " "	0 40	
Potatoes " "	0 65	
Celery, per doz.	1 25	
Florida tomatoes, per basket	1 00	1 10
Lettuce (small), per doz.	0 40	
" (large) " "	0 80	
Radishes (small) " "	0 40	
" (large) " "	0 80	
Parsley " "	0 40	
Mint " "	0 45	

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 187



Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., " **Gorgie Mills,**
A. P. Tippet & Co., " **EDINBURGH.**

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers See that you get them.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS

London, Eng.



Lorimer's Worcester- shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

We have been telling you for some time past about the absolute safety of handling our

PURE MAPLE SYRUP

Some grocers have profited by what we have told them and are now satisfied that when they sell **Maple Syrup** they are giving their customers the **PUREST** made. Fall into line.

We are not blenders of syrups, and what we sell is absolutely the pure product of maple sap. Every package received by us from the farmer is analyzed, and if not found pure at once rejected. This should appeal to your business judgment.

Send for sample lot. Half-gallon and gallon tins.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator
and Maple Sugar Makers' Supplies
MONTREAL

JERSEY CREAM YEAST CAKES

The only yeast with cream in it.

To the Grocery Trade

GENTLEMEN :

Our travellers complain that they are met everywhere in Ontario with the statement, "It is difficult to get **JERSEY CREAM YEAST CAKES.**" They say even travellers who represent houses who handle our yeast say they do not keep it. While we very much prefer you to buy **OUR** Yeast Cakes from your regular wholesale grocer, we want you never to be out of it. You all know the difficulties we have had to contend with—a long, expensive law suit, men going around making all kinds of statements against our goods, post cards warning you not to handle our goods, our signs being torn down all over Ontario, etc., etc. With all this contemptible competition the sale of Jersey Cream Yeast Cakes has increased steadily month after month. If you like fair play and cannot get our yeast in regular channels, **WRITE US DIRECT.** Order a few articles to make up freight as there are so many that it makes no difference to you where you buy. Remember there is a certificate in each box that when you get ten you can procure a box of yeast from any wholesale grocer in Canada, free. This is taken from our advertising account. While we want you to buy direct from your wholesale grocer, who is allowed a fair profit, who also receives his full profit on free box, **IF YOU CANNOT GET IT FROM HIM,** order direct. Also bear in mind when you are asked for yeast, it pays best to sell Jersey Cream Yeast Cakes. **DO NOT SELL ANY OLD YEAST.** We will exchange all old yeast or pay you the cash for it.


We are, dear sirs, very truly yours,

Hamilton Yeast Co.

JERSEY CREAM YEAST CAKES
The yeast on the square.

JERSEY CREAM YEAST CAKES
The yeast on the square.

JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

CANADA:  MOTT'S:
 No better Country No better Chocolate

CHOCOLATE FOR COOKING

purposes should be the
 pure thing and unsweetened

Mott's Elite

fills the bill.

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

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

A TRADE WINNER FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,
 No. 47 Commercial Street, BOSTON, MASS.
 CANADIAN BRANCH: 530 St. Paul St., Montreal

Chocolate Again

Chocolate Wafers

Lemon Crisp

A unique little biscuit, coated with nothing but rich, pure chocolate; in much favor with those who want "something different." Money simply can't buy better goods. 16c. per lb.

An appetizing nibble, with the flavor of the refreshing lemon — a revelation in modern baking.

We have the goods and
 must have your trade—
 if we can get it :: ::

Imperial Biscuit Co.
 Limited
 Biscuit and Confectionery Mnfrs.
GUELPH
 Toronto Branch: 60 Front St. E.

It is English

So many sellers and users of Jams and
 Marmalades pay tribute to the high standard
 of the English-made product

Southwell's

Jams and Marmalades

are English and the Standard.

You sell them, of course.

FRANK MAGOR & CO.,
 CANADIAN AGENTS
 MONTREAL.

BISCUITS AND CONFECTIONERY

Retail Trade.

THE Easter trade has been exceptionally good. The quietness of the Lenten season has been followed by a reaction in which confectionery has played a prominent part. The holiday season provides unbounded possibilities to the candy stores. The city stores, in particular, have taken great advantage of their opportunities. The windows have been filled with the most alluring displays of sweets. The egg, which has become emblematic of Easter, has been imitated in confections of various degrees of excellence. Many windows have assumed an unwonted interest through the candy eggs and the chicks and rabbits which have been exhibited. The grocers are sharing extensively in the extra sales of the season.

Feature Crackers.

Crackers are good things to feature during the Summer months. They are a part of all outdoor social gatherings and for serving in the house have gained much popularity. If they were pushed energetically they would provide a highly profitable part of the business. Try some boxed goods and draw your customers' attention to them. A personal introduction to goods is usually followed by a sale. It will not be long before crackers will establish a hold among your customers which will extend to strangers. Be persistent in showing them. Crackers have a big sale now, enough to make it well worth your while to go after it. If you just throw your energy into it, for the next few months, this department will stand second to none in your store as profit getters.

Candy-Eating Nation.

REPORTS have recently come to hand to the effect that the candy manufacturing business in Mexico has received a decided impetus in the course of the last twelve months. Mexico, as a matter of fact, is one of the world's great sugar-producing countries, and cane sugar is the best for candy. The Mexicans themselves are large consumers of confectionery, or the candied fruits and other products which have largely occupied its place. The great abundance of luscious tropical fruits and vegetables growing there have already coupled the name of Mexico with sweets. For example, the camote or Mexican sweet potato, when baked is extremely sweet, and exudes a delicious syrup.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.**



Trade-mark.

The Oldest and Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal

**NEW CROP
MAPLE**

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it. The choicest syrup obtainable. The price is moderate. All jobbers.

Sugars Ltd., - Montreal



**SHIRRIFF'S
MARMALADES**

"Imperial Scotch" and "Shredded"
1 and 2 lb. glass - 7 lb. tins.

**IMPERIAL EXTRACT CO.,
TORONTO.**

**IRRESISTIBLY
DELICIOUS**



**A QUICK, STEADY AND PROFITABLE
ACCOUNT FOR ANY DEALER.
ADVERTISED EVERYWHERE.**

SPECIAL WHOLESALE AGENTS - Howe McIntyre & Co., Montreal, Que.; D. H. Renoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

"They are all right." Brief, but satisfactory. This the good word that comes to us again and again from grocers who have become sellers of

PERFECTION CREAM SODAS

Praise such as this should "go" with other grocers who have not yet become "Perfection" sellers.

3-LB. CARDS OR TINS.

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

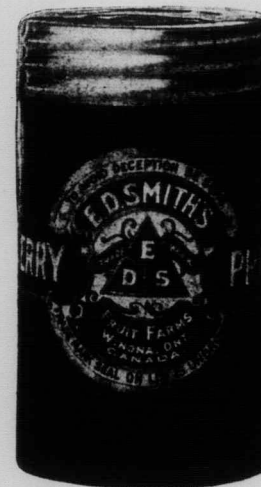
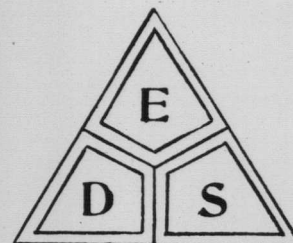
Mexican ladies, at their receptions and other social affairs, invariably have candy. Small trays of it are passed around from time to time, and it is even eaten by both sexes during the course of animated conversation. The high price of imported confections has hitherto been a drawback to the general consumption of this article, though the first great step in the introduction of this branch of manufacture was accomplished in the popularization of candied fruits. There are numbers of prosperous stores, in the City of Mexico, even where nothing else is offered for sale but native fruits cooked in syrup or encrusted in sugar. The principal fruits treated in this manner are the pineapple, which is sliced before preparation, the fig, the plum, the pear, and the camote, the latter being a vegetable rather than a true fruit. At the present time candied chestnuts are imported and retailed to the cultivated taste at from ten to fifteen cents apiece. From the candied fruit to pure candy was the next progressive step, and this has at last been taken. The United States is noted as the greatest candy-consuming country in the world, and Mexico is now preparing to follow in the lead of her enterprising neighbor to the north.

Confectionery Notes.

The candy factory of the Robert Simpson Co., at 109 Front street east, Toronto, was damaged by fire last week. The loss did not exceed \$150.

Joel Judson, Brockville, has opened a fruit and confectionery business in that city. It is situated in the old Red Parlor Building.

Kerr Bros., who for years conducted the confectionery store in Brantford now in the hands of Sager & Campbell, have opened an establishment in Toronto. They have also a branch establishment in Berlin, which was opened last year.



Are they on Your Shelf?

E.D.S. Jams, Jellies and Sealed Fruits in Glass

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

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

MILK CHOCOLATE

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

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

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

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



"Quality is our first consideration."

For over 30 years we have made Coffees and Spices a close study. Every thing relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our high-grade Coffees

A. M. PIPER & Co.,
116 Jarvis Street, TORONTO, ONT.

old reputation **Attention!** *old reputation*

The **BEST**
of
Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	\$4.50 per case,
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.25 "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

A HINT TO THE GROCER.

Are your customers asking for "Royal Household," and are you failing to supply it? If so, be assured that you are driving away the best of your trade, for people are going to the place where they can get "Royal Household," and maybe their flour trade is not all they will take with them.

The extensive advertising of "Royal Household" is awakening an interest on the part of people who have not yet tried "Royal Household," and the thousands of published testimonials of people who have used it are convincing them that they want to give it a trial.

When a woman gets an idea that she wants a barrel of "Royal Household" to give it a trial, there is no use trying to put her off, and it will not be a good thing for you if she must go to another to get it; for not one woman in a hundred will ask for any other flour after she has used "Royal Household" once.

In the light of these facts you simply cannot afford not to handle "Royal Household," for otherwise you would have to stem the tide of public sentiment, which is far too strong. You can afford to be without some brands of flour, but not "Royal Household."

THE OGILVIE FLOUR MILLS CO., Limited,
MONTREAL.

FLOUR AND CEREAL FOODS

Grain Prospects.

LATEST reports from Manitoba state that wheat seeding is two weeks earlier than last year, and is being prosecuted under the most favorable conditions. The same is true of Spring seeding in the United States, which is well advanced. The progress made in the growing Winter wheat crop there is said to promise big results.

New Flour Mills

THE Lake of the Woods Milling Co. are about to erect a big mill at Montreal with capacity of 4,000 barrels, and another one at Winnipeg with capacity of 5,000 barrels. In addition to the two new plants, the company are making important extensions and improvements in their present mills and elevators.

The capacity of the present mills is 5,000 barrels, but with the additional plants the company will place themselves among the largest milling concerns in the world.

Up to the present time the operations of the company have been confined to the country west of the Great Lakes, their mills being situated at Keewatin and Portage la Prairie, and their 66 elevators being distributed throughout Manitoba and the Territories. Work in connection with increasing the capacity of the Keewatin properties is already under way.

No statement was made as to the location of the Montreal mill, but the property on which the plant will be erected at Winnipeg has been placed at the disposal of the company. Plans for the two new structures are expected to be ready by June, and it is understood that both mills will be operated by electricity.

Re Export Duty on Wheat.

The London (England) Standard comments as follows on the recent proposal of certain Canadian grain interests to place a duty on wheat exported from Canada: "The proposal is undoubtedly attractive to those who would develop native industries to the

utmost; but difficulties and dangers attend its execution, and it may be that the ultimate effect would be the opposite of that intended. To discourage the export of an article to a country which is ready to buy it is to set that country looking round for an alternative source of supply; and the world's potentialities of production are great enough to lead to the expectation that the search would not be in vain; and then when the alternative supply is found, the country which would not export its raw materials is faced, not with a comfortable double industry of its own, but with a double competition, which may check both its raw material and manufactured article production. It is a different matter with an export duty on coal, imposed to preserve to home consumption a vanishing article; it would be different in the case of a raw material of which a country had an absolute monopoly; but these considerations do not apply to the wheat and wool, etc., of Canada, which country, not having a monopoly of them, but having the power to produce them to an enormous extent, would surely be best advised to go on producing them, even though a large part of them leave Canada in an industrially uncompleted state."

Three Hundred Million Wheat Crop.

WINTER wheat is among the possibilities for the agriculturists of Southern Alberta; in fact it is expected that fully two million bushels of Winter wheat will be harvested this Summer from land hitherto regarded as only fit for ranching purposes, says J. Carruthers, the well-known grain merchant, who has just completed a tour of the Northwest.

The experiments so far have been carried on in the vicinity of Calgary. The wheat is sown in July and harvested the following July, and so far has seemed to stand the Winter well. So favorably have the C.P.R. been impressed that they are buying 25,000 bushels of hard Kansas red Winter wheat to sell at cost to Southern Alberta farmers. This is a splendid hard wheat and very hardy. It matures early, and if its culture proves

a success it will mean an enormous advance for Northwest farmers. Hitherto the Territories have been regarded as an exclusively Spring wheat district, and there has been the ever-present danger of loss by early frosts. With Winter wheat this will be obviated. If present signs of progress are any indication, the wheat crop of the Canadian West ought to reach 300,000,000 bushels within ten years.

U.S. Imports Growing.

FOR the seven months of the present fiscal year ending January, 1905, wheat importations into the United States amounted to 2,021,479 bushels as compared with 4,092 bushels for the same period in 1903.

In wheat exports the figures for the seven months of 1903, 1904 and 1905, ending January, were 83,722,750 bush., 39,319,769 bush., and 4,073,652 bush., respectively. During these periods the United States exported to British North America 4,389,881 bush., 1,176,617 bush., and 52,602 bush.; to the United Kingdom, 38,749,161 bush., 20,927,952 bush., and 3,709,516 bush.; to British Africa, 4,084,236 bush., 821,997 bush., and 31,902 bush.; and to Germany, 10,591,843 bush., 6,562,048 bush., and 100,012 bush.

During the same period of 1903, 1904 and 1905 the United States exported flour amounting to 12,029,265 bbls., 11,947,481 bbls., and 5,300,887 bbls., distributed as follows: to the United Kingdom, 5,969,143 bbls., 6,377,593 bbls., and 1,577,919 bbls.; to British North America, 159,242 bbls., 133,556 bbls., and 39,524 bbls.; to Germany, 537,016 bbls., 420,020 bbls., and 97,616 bbls.; and to British Africa, 748,780 bbls., 310,321 bbls., and 133,061 bbls.

It begins to look as if the United States was losing its reputation as one of the great wheat and flour exporting countries of the world.

Canadian Mills For Great Britain.

A gigantic plan is on foot for the organization of a company, with capital of \$10,000,000 to \$12,000,000, to establish grain elevators in the Canadian Northwest and build flour mills in Great Britain. It has long been recognized that Canadian mills are at a great dis-

Grocers—

Have you taken
account of the
growing frequency
of calls for

Orange Meat

the most satisfac-
tory breakfast food
yet produced?

This is not accident
and it means some-
thing. It is the public's
unprejudiced verdict.

Do you keep Orange
Meat conspicuous in
your store?

The Frontenac Cereal Co.

Limited.

KINGSTON, Ont.

advantage in competing in the British markets against English millers, on account of labor being cheaper in Great Britain and the advantages enjoyed by British millers in the selection of raw material, in addition to the fact that the cost of transportation for the raw material is usually about one-half the cost for the manufactured product, the former being easier to handle.

Break in May Wheat.

APRIL 22 marked one of the sensations of the year in grain circles in the United States, when May wheat crashed downward through a range of ten cents a bushel on the Chicago Exchange, and left the Wall street operators, headed by John W. Gates, out of pocket to the extent of several million dollars.

Convinced of their defeat at the hands of more experienced western powers in the grain trade—the so-called Armour combination—with which in self-defence they combined their energies when they saw the last hole of escape closed, the Gates people liquidated on an enormous scale in all the principal markets of the country.

The immediate effect in Canada of the sensational decline in the States has been a decline of from 2 to 3c. per bushel all round in the price of wheat.

Canned Rice.

THE enormous increase in the production of rice in the Southern States—particularly in Louisiana and Texas—has outstripped the demand, and there is corresponding concern in increasing the market. The use of rice as a staple food is very nearly limited to the south, where it takes the part assigned to the potato in other sections of the country. The rice growers made serious efforts to promote a wider use of their product by making "rice kitchens" a feature of their exhibits at the Charleston, Buffalo and St. Louis expositions. These have demonstrated that rice, when cooked in the various ways in which it was served, was most palatable and nutritious, but it was not so easy to teach people how to reproduce such dishes. Hence its principal use outside of the south is in puddings and other sweet dishes. The demand has been somewhat increased by making rice the basis of two or three sorts of prepared foods of the "cereal" order. Possibly, considerably more can be done in this direction. There is a very numerous constituency for all sorts of "hygienic" foods, and, since rice is really one of the most wholesome articles of

diet, there may be a considerable future for it in this direction.

It has lately been suggested that the consumption of rice may be largely increased by use as a canned food. The convenience of canned foods, not only for use at sea and in camps, but for ordinary domestic purposes, where the saving of time and trouble is no small consideration, has led to an enormous and steadily-increasing consumption. Some of the figures of the annual output in the canning business in the United States attest its enormous extent. Foremost stands sweet corn, of which 260,000,000 tins are said to be put up annually. Tomatoes make a close second, with 250,000,000 tins, while of salmon there are 206,000,000 tins. The canning of "Boston baked beans" has led to an enormous consumption; formerly they could hardly be had outside of New England, and now they are in world-wide use. It is thought that the consumption of rice may be promoted in similar fashion. The American rice interests are well organized, and it is said that they will be likely to take this matter up systematically.

Poor Outlook For Grain Shipments.

The prospects for the Canadian grain shipping trade for the season 1905, which begins in about two weeks, are anything but promising. At one time it was hoped a good export trade in corn might be worked up owing to the record crop in the United States last year, but with present prices nothing can be done; and as for the export of American wheat, that is out of the question. In regard to Manitoba wheat, most of the surplus will be needed by Ontario millers, and very little will go forward from the Port of Montreal for May. A portion of this year's crop may go out towards the close of navigation.

Flour and Cereal News.

The plans for a million-dollar elevator at Port Colborne will shortly be completed.

The Northern Elevator Co. have arranged to build a 3,000-barrel flour mill in Winnipeg, as well as an elevator with capacity of 250,000 bushels.

CANADA-CUBAN SERVICE.

The Canadian Government have called for tenders for a monthly steamship service between Cuba and Canada. It is proposed that the service in Summer shall be between Havana or some other port in Cuba, via Nassau in the Bahamas, to Charlottetown, Halifax and Montreal. In the Winter time it will be from Cuba to Halifax, via Nassau.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

SHREDDED WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

**Shredded
Whole Wheat Biscuit
and Triscuit**

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

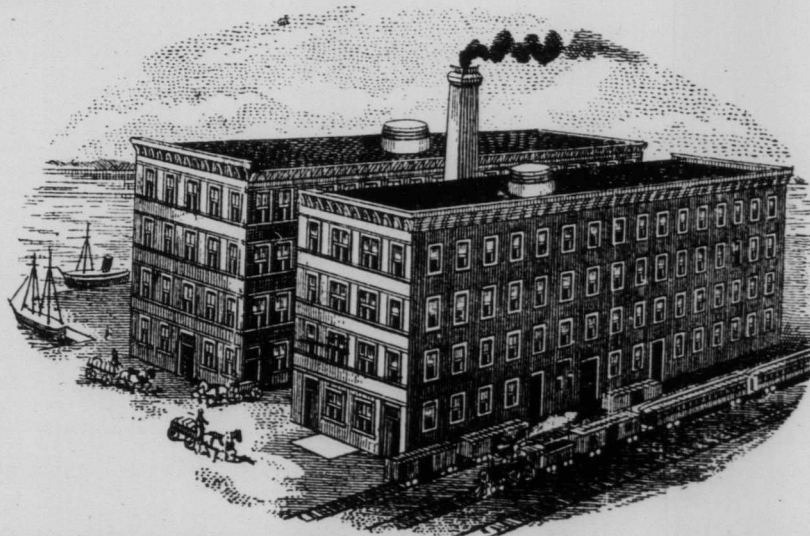
**The Canadian Shredded
Wheat Company
Limited**

Niagara Falls Centre, Ont.
Toronto, Ont.

We

beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

*Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr.
Oatmeal*



*Pot and Pearl
Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds
of Feed*

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US
FOR QUOTATIONS,

PROMPT DELIVERY IN MIXED OAR LOTS
OR OTHERWISE.

LETTER ORDERS
A SPECIALTY.

**WM. McCANN MILLING CO., OFFICE and MILLS
FOOT JARVIS STREET Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Trade Conditions.

THIS month has not been as strong in retail sales as the preceding month promised. The continued coldness of April was a decided set-back. However, the prospects now are for a betterment in conditions as the warm weather becomes assured. Weather conditions are of paramount importance to the tobacco trade. The more men can get out in the open air, the more will be the sales of tobacco.

Altogether throughout the country there is a strong feeling of hopefulness. The factories are turning out good supplies and the buying has been large. This condition should have a strong influence on the business of the grocer. The next few months should prove of great value to the tobacco department. The grocer must see that a fair share of the anticipated prosperity in this line of business comes his way.

Everyone Smokes in Japan.

A RECENT traveler in Japan discusses the question of Japanese smoking:

"I think every man, woman and child in Japan smokes. This may be an exaggeration, especially as regards the children; but it is no exaggeration to say that smoking is as much a part of the everyday life of the people as is eating and drinking, and it is indulged in by women with the same innocent, nonchalant enjoyment as is exhibited by the men. It was a bit of a shock to me when I first came to Japan to come face to face with this fact before I had an opportunity to form any sort of impressions of the little women in whom I was prepared to be so interested.

"I landed at Nagasaki, and almost immediately took a train for Moji, whence I was to go for a trip through the interior. It was early morning, and being in the midst of the rainy season, everything was soggy damp. The first-class carriage into which I was shown was anything but first-class; it was unclean and badly ventilated, and its only other occupants were two Japanese ladies and a man.

"The women had evidently just finished breakfasting in the car, and were now sitting on their feet upon the seat absolutely enwrapped in clouds of the most

evil-smelling smoke, which they puffed from long cigarettes. They were beautifully dressed in silk kimonos and were undoubtedly gentlewomen. I knew that even then, when I had seen so few, and I must confess I was rather annoyed, because their daintiness seemed to be entirely destroyed. But now, after a residence of months, I think I would rather see them smoke than not. They do it so daintily, so innocently, with such frank enjoyment, and so constantly that it seems a very part of their quaint Jappiness."

Troubles of French Smokers.

That long-suffering individual, the French taxpayer, is at present indulging in an energetic protest against the tobacco regie. The manufacture of tobacco in every form is in France a Government monopoly. The result is inferior wares.

I do not mean that the French tobacco is unwholesome. On the contrary, I believe that the products of the regie are all sound tobacco, without deleterious mixture of any kind. They may be a little trying to a delicate larynx, but they will not wreck the nerves or ruin the digestion.

One of the most common causes of complaint is the unsatisfactory way in

which the tobacco is prepared. Sometimes one finds great bits of wood among the leaves. I sometimes imagine that the two monopolies, telegraph and tobacco, get mixed, and that an occasional telegraph pole gets chopped up and finds its way into the packets of Caporel. The regie explains that these chunks of wood are from the branches of the tobacco plant.

High Prices in British Guiana.

According to the Demerara fortnightly market report dated April 5, 1905, the effect of fixing the duty on tobacco at 50c. per lb. for leaf containing not less than 35 per cent. of moisture and at 3c. additional for every 2 per cent. less moisture, has been to make some black tobacco liable to a higher duty. The temporary scarcity of low-duty tobacco in British Guiana has been to slightly advance values and unsettle trade.

Tobacco Notes.

The arbitration in the case of Hay vs. the Imperial Tobacco Co., a claim for \$30,000 for alleged breach of contract, has been in progress this week before Judge Snider.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CIGAR-SELLING

beats tobacco-selling all to pieces—that is, so far as profits are concerned. And there are Safe Cigars, just as there are Safe Tobaccos.

Our **Pebble** and **Pharaoh**
 (5-Center) (10-Center)

are safe every way. Smokers want them, and they are returnable if not sold.

**YOUR CIGAR BUSINESS IS
 WELL PLACED IF IT IS WITH US**

J. BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.— No. VI.

HAMILTON, April 28, 1905

Dear Tom :

The other day in your endeavor to please a new customer, you neglected an old one. That's bad. It is like the dog that saw his shadow in the water ; he dropped the bone in his mouth to grab another and lost both.

Same with your tobacco trade. Don't sell a **T. & B.** customer anything else. You'll lose him if you try it. He smokes **T. & B.** because he has found it best.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

KING BUFFALO CIGAR IS KING IN TRUTH

Look at It———Light It———Smoke It

Test it. You'll see then what we mean. And then if you are the business man we believe you to be you'll give us your order at once. \$35.00 per M. delivered free, if it is a sample order—if cash comes with order. Express paid on sample hundred if cash accompanies order, also on all time orders of ½ M. or over.

Return Pockets and secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, LONDON, ONT.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL

MANUFACTURERS OF
Cigarettes and Cut Tobacco

NEW GROCERS

are cropping up all over, for this is a new and growing Canada. Immigrants are arriving by the tens of thousands. They smoke, most of them—and chew. They have no preferences long established. They can be induced easily to smoke or chew

McAlpin's Tobaccos

which have the double merit of being strictly high-grade and at the same time most profitable. Their flavor appeals to some tastes irresistibly. New grocers should

Stock McAlpin's

April 28, 1905

THE CANADIAN GROCER

HOW TO CULTIVATE YOUR COFFEE TRADE.

HERE is no good reason why any retail grocer should not have a profitable coffee trade. The great difficulty with the retail coffee trade lies largely in the fact that retailers are not particular about observing a few common-sense business rules. They do not handle their coffee trade properly, and as a result they do not get out of it anything like the returns that they should get, says a writer in Tea and Coffee Trade Journal.

The retail grocer should understand in the very beginning that the buying and selling and care of coffee is quite a different matter from dealing in potatoes and package goods, or a long list of staple articles that might be named. Some of these goods that the retailer handles might be managed just as well by a slot machine as by a first-class grocer. Coffee, however, is something which calls for the use of brains, and the man who uses his brains to the best advantage will get the most out of his coffee trade.

Many retail grocers are not successful coffee buyers because they lack confidence in their own judgment. They allow their opinions to be warped by the complaints of a few of their patrons, who are, in fact, poor judges of coffee. They forget those who are satisfied with good coffee but say nothing, and fancy that because a few complain, the good coffee they may be handling is not what it should be. They carry the complaint to their jobber, and insist upon getting coffee for the few, and lose the good opinion of the many.

The retail grocer must get it into his head that there are comparatively few good judges of coffee among his patrons, and he should know that if he once gets a really good coffee and persists in selling it, he will educate enough people up to a liking for that coffee to make him a nice coffee trade. He must expect to lose a few customers who do not like good coffee. There are such people in every neighborhood, and there are, too, people who like one kind of good coffee and dislike another coffee of equal quality. The retail grocer, to be successful with coffee, must know these things and govern himself accordingly. He must create a demand for a certain kind of good coffee, and stick to that kind, no matter what any of his patrons may say. If he will do this he will find that he will get a group

of people drinking this particular kind of coffee, and this group will grow.

The retailer must not suppose that everyone who wants good coffee and is willing to try his grade will be added to this group of coffee patrons. Some of those who try it will not like it. They will find it too pungent, too strong, too mellow, or they will find it does not suit their taste for some other reason. Such people the grocer cannot add to his list of high-grade coffee drinkers. He must not let them influence his judgment so that he will change his best grade of coffee. He must persevere and keep on creating a larger and larger field of buyers whose tastes this particular coffee fits.

This is only a small part of the business of coffee dealing. It takes a bright man to buy coffee and get what he pays for. Of course, the retailer should be a good judge. But in the nature of things few retailers are able to go into a jobbing house and taste several kinds of coffee and then reach a satisfactory judgment. What the retailer should do is to put himself in the hands of the coffee man, and allow him to furnish him such a blend as will most likely suit his trade. Then the retailer should drink this coffee with his meals, in his own house. His judgment there will be better than it would be at another man's coffee table.

Having got a satisfactory coffee, the retailer should familiarize himself with all its qualities. He should know where it was grown and how it has been treated from the time it was picked. Knowing these things, he can talk coffee intelligently to his patrons. If he convinces them he knows a lot about coffee and is trying to give them the benefit of his knowledge, he will get their confidence and hold their trade.

Another important matter the retailer should not overlook. He should learn from his coffee man just how many cups a pound of coffee should produce to be at its best. And he should make this known to his customers. He should learn, too, how best to make coffee, and this he should make known to his customers. Then he should talk coffee with them from time to time and find out whether or not they are getting the results they should get. In short, the retail grocer who would be a successful dealer should use his creative faculties. He should really take charge of his customers and see to it that they learn to know good coffee, to know how to care for it.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all Leading Wholesale Houses.

ARE YOU SELLING

McDougall's Clay Pipes

THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

And this means some considerable trouble for the retailer. Well, anything that is done well, done just a little better than the majority do, is just what marks the difference between the successful and unsuccessful man. The coffee trade is the best trade the retail grocer can have, and it is worth all the attention he can possibly give it. Let him subscribe to his trade paper and read it religiously; in this way he will accumulate a vast deal of information that will stand him in good stead.

Anyone can buy well the general run of grocery goods, but it taxes a man's creative faculties to properly manage a retail coffee trade. It pays to put brains and energy in the retail coffee trade.

While there is a good profit in coffee well bought and well sold, the retailer should not get the idea into his head that he is to charge an outrageous price for even his best coffee. A fair profit and a large trade should be the rule. Instead of this plan there are many retailers who cut on staples and other lines, and they try to make up their loss on coffee. The result is they never have anything like the coffee trade they should have.

Coffee sold on its merits independent of all other goods in the store will yield a good profit from such a large trade as may be built up by men who have brains and know how to use them. But the coffee should not be made to take care of a lot of bad business deals.

FREIGHTS AND CHARTERS

TRADE will improve generally as soon as the different lake, river and ocean vessels get into regular service. The lake and river craft are well started, and within a few days the ocean traffic at Montreal will have been fully initiated. In fact, by the time this matter reaches the public it is expected that several ocean steamers may be docked at Montreal. The R. & O. Navigation Co. have slipped their various river steamers out of Winter quarters and span they look with new paint and various accoutrements of

promise great trade development this season.

For instance, the probabilities are that Canadians will have a fine chance to ship hay. It is reported from our own correspondents in London and New York that the hay supplies are short. There is a tendency in both these large consuming centres towards higher prices and the report goes further, inasmuch as it states that the best supplies in clover hay and mixed clover come from Canada. For the last three weeks large quantities of Canadian hay have been

Atlantic. From all parts of Ontario and the West it is reported that shipping will be abundant and early.

Grain rates for May shipment continue to fluctuate, but it is not likely that there will be any material change on the card rates until after the first month of ocean navigation is over.

Plenty of deals are arriving in Montreal for shipment and there are several charters closed this week which are ostensibly for lumber and clear deals in exclusive cargo.

Coal boats are moving and cohorts of

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	Glasgow.	London.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Flour, Starch, Split Peas and Oatmeal, in bags.....	6/6	7/6	6/3	* 9c	10/6	10/	11/3	11/	7/6	* 9c	11/3
Flake Oatmeal, Rolled Oats, Middlings, in bags.....	7/9	9/4 1/2	8/	10/	16/6	12/6	14/3	17/6	8/9	10/	17/6
Lard, Beef, Pork, Tallow and Oleo in barrels or tierces, Oils, Wax Lard in pails and other small packages.....	10/6	15/9	13/1 1/2	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Bacon and Boxed Meats.....	10/6	15/9	13/1 1/2	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Canned Meat and Fish.....	10/6	13/3	13/1 1/2	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Canned Goods (Fruits, Vegetables, etc.).....	.....	13/1 1/2	13/1 1/2	15/	15/6	15/	15/	16/6	.....	12/6	15/
Cheese, in boxes. Condensed Milk.....	20/	26/3	25/	25/	.....	25/	30/	.....	20/	25/	.....
Cheese, in crocks, in cases.....	25/	31/6	30/	30/	.....	30/	35/	.....	25/	30/	.....
Butter, in cases and kegs.....	25/	31/6	30/	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags.....	12/6	15/	15/	12/6	20/	.....	.....	20/	12/6	12/6	.....
Seeds, Blue and other Grass, in bags.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Eggs, in cases or barrels.....	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....
Apples, Flour.....	2/6	3/	2/6	2/6	.....	.....	.....	.....	2/6	2/6	.....
Apples, and other Green Fruit, in boxes.....	12/6	15/9	15/9	15/	17/6	.....	.....	17/6	12/6	15/	.....
Smalls, of less than 1/4 ton weight or measurement.....	10/	10/	10/	10/	10/	.....	.....	10/	10/	10/	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs.

improvement put on during the Winter sleep. From Brockville it is learned that the river steamers have made their appearance and are plying as freely as if Midsummer were here.

From the upper lakes the big freighters are scheduled as usual and the endless chain from the Great Lakes to the sea will be connected accurately and profitably within a very short period. Large shippers are busily engaged getting stuff of all descriptions from the forest, field, mine and garden ready for the export trade and the prophets all

shipped from Boston, Portland and St. John, N.B., as well as from New York. On the other hand, from the farmers' early reports, the outlook for a good hay crop is first rate. That is principally guess work so far.

In other lines the big shipping offices in Montreal report excellent supplies and the bookings for May have exceeded the general record for last year.

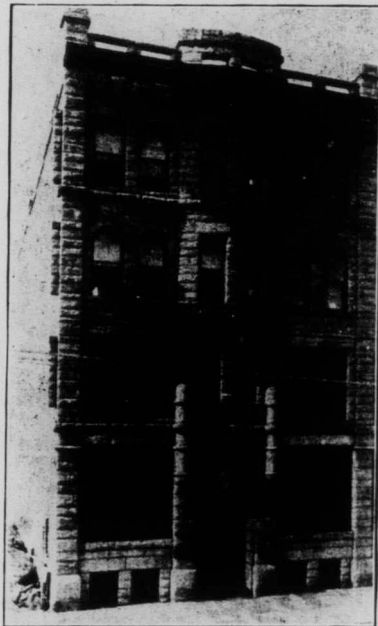
Dairy supplies are continuing to look well and the best early sign is that stocks of both butter and cheese have been well cleaned up on both sides of the

colliers are scheduled to leave Sydney within the next few days so that the first week in May will be an interesting one for the whole Dominion as far as freights and charters are concerned.

ESTABLISHING SALTING STATION.

The Heinz Co. have decided to erect a salting station at Brantford. It will be of large size and will be used for salting vegetables required in the firm's Burlington factory.

WM. BRAID & COMPANY



VANCOUVER, B. C.

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 27, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
 Bee brand, 48 5c. pkgs., per case... \$1 75
 " " 27 10c. pkgs. " " " 3 00
 " " 10 25c. pkgs. " " " 1 75

Cook's Friend— Per doz.
 Size 1, in 2 and 4 doz. boxes... \$2 40
 " 10, in 4 doz. boxes... 2 10
 " 3, in 6 " " " " 0 80
 " 12, in 6 " " " " 0 70
 " 3, in 4 " " " " 0 45
 Pound tins, 2 doz. in case... 3 00
 12-oz. tins, " " " " 2 40
 5-lb. " " " " 14 00

W. H. GILLARD & CO.
 Diamond—
 1-lb. tins, 3 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.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	Per doz.
" 4 " " "	0 75
" 3 " " "	0 75
" 2 " " "	0 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Borax, 40 pkgs. in a case.	75

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
3 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
" 1/2 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—DIME.

Sizes.	Per Doz.
1 lb.	\$1 00
6 oz.	1 50
1 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz. in box	\$2 35
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	\$3 50
" " 36 10 " "	4 00
" " 24 16 " "	4 50
"Beaver" brand, 24-16 pkgs.	4 80

EAGLE BAKING POWDER.

Cases of 48-5c. tins	Per doz.
48-5c. tins	\$0 45
48-10c. tins	0 75
24-25c. tins	2 25
48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

BORAX.

Bee brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

Cases of 5-doz. 5c. packages... Per doz. \$0 45
 " 5-doz. 10c. " " " 0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 " "	4 30
" " C, 4 strings	3 95
" " D, 4 " "	3 70
" " E, 4 " "	3 40
" " G, 3 " "	3 10
" " I, 3 " "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 06
" 7-lb. cotton bags, per bag.	0 12 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
 Hygienic, 1-lb. tins... per doz. \$6 75
 " 1/2-lb. tins... " 3 50
 " 1-lb. tins... " 2 00
 " fancy tins... " 0 85
 5-lb. tins, for soda water fountains, restaurants, etc., per lb. \$ 50
 Perfection, 1-lb. tins, per doz. \$ 40
 Cocoa Essence, sweet, 1-lb. tins, doz. \$ 25

Chocolate— per lb

Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " " "	0 30
Diamond, " " "	0 25
" " 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2-lb.	1 00

Confections— Per doz.

Cream bars, large boxes	\$2 25
" " small	1 35
Chocolate ginger, lbs.	3 75
" 1-lb.	2 25
" wafers, 1-lb. boxes	2 25
" 1-lb. boxes	1 30



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

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

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

ROSE & LAFLAMME, MONTREAL
AGENTS.



THEY

Sell
Well

Show
a Nice
Profit

Give
Satis-
faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME

MONTREAL

FRY'S.		Per lb.
Chocolate—		
Caracacas, 1/2s, 6-lb. boxes	0 42	
Vanilla, 1/2s	0 42	
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24	
Cocoa—		Per doz.
Concentrated, 1/2s, 1 doz. in box	2 40	
" " " " " "	4 50	
" " " " " "	8 25	
Homoeopathic, 1/2s, 14-lb. boxes		
" " " " " "		
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	

BENSCHER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 1/2 doz. to case	per doz., \$ 90
1 " " 2 " " " "	2 40
1 " " 1 " " " "	4 75
1 " " 1 " " " "	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2s and 1/4s boxes	0 28
Mott's Breakfast Cocoa, 1/2s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracacas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 33
Caracacas sweet chocolate, 6-lb. boxes	0 37
Caracacas tablets, 100 bundles, tied 5s,	
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

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.	
Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1/2-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	34c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	35c.

Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	44c.

Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.

Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	32c.

Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, 1/2-lb. pkgs.	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65

Borden's Condensed Milk Co.

Eagle " brand	\$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



TURCO CONDENSED MILK & GANNING CO., LIMITED.

"Jersey" brand evaporated cream	
per case (4 doz.)	\$4 65
"Reindeer" brand per case (doz.)	5 60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " " " " " " " " " " "	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " " " "	0 26
Fine, " " " "	0 22
Fancy, " " " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	\$0 25
" " " " Mocha	0 25
"Condor" Java	0 30
" " " " Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " " " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec	0 15
Rio No. 1	45c.
Condor I, 40-lb. boxes	42c.
" " " " " " " " " " " "	37c.
" " " " " " " " " " " "	35c.

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

	Per lb.
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and num. Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3 1/2c.

You don't have to worry about Purity when selling your customers

"Crown" Brand



TABLE SYRUP

PUT UP IN TINS—
 2-lb. tins—cases 2 doz. Also in Brls., 1/2 Bris.
 5 " " " 1 " Kegs and Pails.
 10 " " " 1/2 "
 20 " " " 1/4 "
 Freight paid on 5 cases and over to all railway stations East of North Bay.

There is no syrup made or sold in Canada that is so perfectly Pure, so clear, so rich, so healthful, or so profitable as "Crown" brand—your customers will always buy it once they try it.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, P.Q.

Allison's Coupon Pass Book.
 \$ 1 00 to 3 00 books 3 cents each
 5 00 books 4 " "
 10 00 " 5 " "
 15 00 " 6 " "
 20 00 " 7 " "
 25 00 " 8 " "
 50 00 " 12 " "

Cane's Clothes Pins.
 UNITED FACTORIES, LIMITED.
 Clothes pins (full count), 5 gross in case, per case \$0 62
 doz. packages (12 to a case) 0 75
 doz. packages (12 to a case) 0 95

Cleaner.
 BRUNSWICK'S EASYBRIGHT
 WASHING MACHINE CLEANER
 CLEANS EVERYTHING
 TRADE MARK

4-oz. cans	Per doz. \$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
 The Davidson & Hay, Limited, Toronto

Fly Pads.

WILSON'S FLY PAD POISON REGISTERED

Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Food.
 Robinson's patent barley 1-lb. tins \$1 25
 " " " 1-lb. tins 2 25
 " " " groats 1-lb. tins 1 25
 " " " 1-lb. tins 2 25

Per doz.
 5 doz., at \$ 1 40
 1 doz., at 1 45

Jams and Jellies.
 SOUTHWELL'S GOODS. Per doz.
 Frank Magor & Co., Agents.
 Orange marmalade \$1 50
 Clear jelly marmalade 1 80
 Strawberry W. F. jam 2 00
 Raspberry " " 2 00
 Apricot " " 1 75
 Black currant " " 1 75
 Other jams \$1 55
 Red currant jelly 2 75

T. UPTON & CO.
 Pure Fruit Jams—
 12-oz. glass jars, 2 doz. in case, per doz. \$1
 2-lb. tins, 2 doz. in case per lb. 0
 5 and 7-lb. tin pails, 8 and 9 pails in crate 0 06 1/2
 7 and 14-lb. wood pails per lb. 0 06 1/2
 30-lb. wood pails " 0 06 1/2
 Pure Fruit Jellies—
 12-oz. glass jars, 2 doz. in case, per doz. 1 00
 2-lb. tins, 2 doz. in case per lb. 0 07
 7 and 14-lb. wood pails, 6 pails in crate per lb. 0 06 1/2
 30-lb. wood pails " 0 06 1/2
 Home Made Jams—
 1-lb. glass jars (16-oz. gem) 2 doz. in case per doz. 1 45
 5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 09
 7, 14 and 30-lb. wood pails, 6 pails in crate per lb. 0 09

Licorice.
 NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 25
 "Binged" 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
 " 30 5-lb. cans 1 50
 "Purity" licorice 10 sticks 1 45
 " " 100 sticks 0 73
 Dulce large cent sticks, 100 in box "

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 60
 Flashlight (Parlor) 5 75
 Kodak (Sulphur) 3 80

WALKERVILLE MATCH CO.
 Parlor—
 Imperial 1 case. 5 cases. \$5 75 \$5 50
 Best 3 75 3 50
 Crown 1 70 1 60
 Maple Leaf 1 90 1 80
 Knights 4 75 4 50
 Sulphur
 Club 3 90 3 70

Mince Meat.
 Wethey's condensed, per gross net. \$12 00
 per case of doz. net 3 00

Mustard.
 COLMAN'S OR KEEN'S.
 D.S.F., 1-lb. tins per doz. \$ 1 40
 " " 1-lb. tins 2 50
 " " 1-lb. tins 5 00
 Durham 4-lb. jar per jar. 0 75
 " " 1-lb. jar 0 25
 F.D., 1-lb. tins per doz. 0 85
 " " 1-lb. tins 1 45

E. D. MAROEAU, Montreal.
 "Condor," 12-lb. boxes—
 1-lb. tins per lb. \$ 0 35
 " " 1-lb. tins " 0 35
 " " 1-lb. tins " 0 32 1/2
 4-lb. jars per jar 1 20
 1-lb. jars " 0 35
 Old Crow," 12-lb. boxes—
 1-lb. tins per lb. 0 25
 " " 1-lb. tins " 0 23
 " " 1-lb. tins " 0 22 1/2
 4-lb. jars per jar 0 70
 1-lb. jars " 0 25

ORANGE MEAT
 MADE IN CANADA

Orange Meat.
 Cases, 36 15c. packages \$4 50
 5 cas- lots 4 40 (Freight paid.)
 Cases, 20 25c. packages 4 10
 5 case lots 4 10 (Freight paid.)

Orange Marmalade.
 THE BRY, 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. \$ 1 00
 Home-made, in 1-lb. glass jars " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06 1/2
 Golden shred marmalade, 2 doz. case per doz. 1 75

Pickles.
 STEPHENS.
 A. F. Tippet & Co., Agents.
 Cement stoppers (pinta) per doz. \$ 2 50
 Corked

Soda.
 DOW BRAND.
 DWIGHT'S BAKING SODA
 Case of 1-lb. contain- ing 60 pkgs., per box, \$3 00.
 Case of 1/2-lb. (con- taining 120 pkgs. per box, \$3 00.
 Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
 Case of 5c. pkas. con- taining 96 pkgs., per box, \$3 00.

MAGIC BRAND
 Per case.
 No. 1, cases, 60 1-lb. packages \$ 2 75
 No. 2, " 120 1-lb. " 2 75
 No. 3, " 30 1-lb. " 2 75
 No. 4, " 60 1-lb. " 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.—
 1 case 2 85
 5 cases 2 75

Soap and Soap Powders.
 A. F. TIPPET & CO., Agents.
 Maypole soap, colors per gross \$10 20
 " black 15 30
 Oriole soap " 10 20
 Gloriosa soap " 12 00
 Straw hat polish " 10 20

\$1.00


"100 Good Ads. for a Grocery Store,"

sold by us at \$1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man. Sent on approval if desired.

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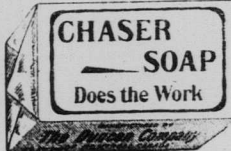
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Babbitt's "1776"
6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap," 100 bars \$4.10 per box.
Potash or Lye, bxs each doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

each case \$2.40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. carton.	\$ 0.54
No. 1 " " 3-lb. "	0.54
Canada laundry, " " "	0.44
Silver gloss, 8-lb. draw-lid boxes.	0.07
Silver gloss, 6-lb. tin canisters.	0.07
Edward's silver gloss, 1-lb. pkg.	0.07
Kegs silver gloss, large crystal.	0.06
Benson's satin, 1-lb. cartons.	0.07
No. 1 white, bbls. and kegs.	0.06
Canada White Gloss, 1-lb. pkgs.	0.05
Benson's enamel, per box 1 25 to 2 50	

Culinary Starch—

Benson & Co.'s Prepared Corn.	0.06
Canada Pure Corn	0.05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0.10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0.08

"Bee" brand starch—

laundry, 64-12 oz. pkg. per case	\$5.00
" " 32-12 " " " "	2.50
" " corn starch 40-16 oz. pkg. "	3.00

"Sun" borated starch, 40-16 oz. pk. per case. 3.00

"borated starch, 50 box 100 lb. keg 0.06

"laundry " 50 " " " " 0.05

"Gem" " 100 & 200 lb. kegs 0.05

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0.04
Aeme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0.05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0.05
Batches, 200 lb.	0.08
Kegs, 100 lb.	0.05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0.07
6-lb. toy trunks, 8 in case.	0.07
6-lb. enamelled tin canisters, 8 in case.	0.07
Kegs, oz. crystals, 100 lb.	0.05

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2.50
Ocelluloid Starch—	
Boxes of 45 cartons, per case.	3.50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0.05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0.06
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0.06

ST. LAWRENCE STARCH CO., LIMITED.


Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0.06
Durham corn starch, 40 lb.	0.05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0.05
" " 3-lb. cartons, 36 lb.	0.05
" " 200-lb. bbl.	0.05
" " 100-lb. kegs.	0.04
Canada Laundry, 40 to 46 lb.	0.07
Ivory Gloss, 8-6 family pkgs., 48 lb	0.07
" " 1-lb. fancy, 30 lb.	0.07
" " large lumps, 100-lb kegs	0.06
Patent starch, 1-lb. fancy, 28 lb.	0.07
Akron Gloss, 1-lb. packages, 40-lb.	0.05



CHINESE STARCH WORKS WEIGHT IN GOLD

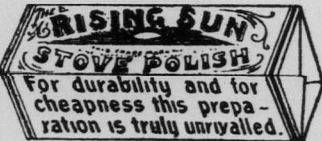
OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



For durability and for cheapness this preparation is truly unrivalled.

Rising Sun, 6-oz. cakes, 1-gross boxes \$5.50

Rising Sun, 3-oz. cakes, gross boxes 4.50

Sun Paste, 10c. size, 1-gross boxes. 10.00

Sun Paste, 5c. size, 1-gross boxes. 5.00



SUN STOVE POLISH

DUSTLESS, LABOR SAVING. BEST IN THE WORLD.

W. H. DUNN, AGENT.



Enameline No. 0 38
4, bxs. ea. 3 dz.
Enameline No. 0 65
6, bxs. ea. 3 dz.
Enameline
liquid, bxs. ea. 0 80
3 doz.
Blackene, 5-lb. 0 10
cans, per lb.

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case. \$2 40

Enamelled tins, 3 doz. in case \$2 40


Plain tins, with label—

3 lb. tins, 2 doz. in case.	1 90
5 " " 1 " " "	2 35
10 " " " " " "	2 25
20 " " " " " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
" " per case.	4 90
" " " " " "	5 45
" " " " " "	5 70



Teas.

SALADA OYSLON.

Wholesale.		Retail.
Brown Label, 1's.	\$0 20	\$0 25
" " 1's and 1/2's	0 21	0 25
Green Label, 1's and 1/2's	0 23	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 25	0 30
Gold Label, 1's	0 44	0 50



KOLONA

PURE CEYLON TEA BLACK

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



RAM LAL'S PURE INDIAN TEA

Cases, each 60 1-lb. \$0 35

" " 40 1-lb. 0 35

" " 30 1-lb. 0 35

" " 120 1-lb. 0 35

LUDELLA OYSLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's.	\$0 18	\$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 25	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's.	0 40	0 50

"CROWN" BRAND

Wholesale.		Retail.
Red Label, 1-lb. and 1/2's.	\$0 25	\$0 30
Blue Label, 1-lb. and 1/2's.	0 25	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MAROEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.	\$0 42
" " II 40-lb. boxes.	0 40
" " III 80-lb. boxes.	0 35
EMD AAA Japan, 40 lb "at.	0 30
" " AA " " " "	0 27
" " A " " " "	0 24
Blue Jay, basket fired Japan, 70 lbs.	0 27
"Condor" IV 80-lb.	0 30
" " V 80-lb.	0 26
" " XXXX 80-lb. boxes.	0 22
" " XXXX 30-lb.	0 23
" " XXX 80-lb.	0 20
" " XXX 30-lb.	0 21
" " XX 80-lb.	0 18
" " XX 30-lb.	0 19
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 27

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2's and 1/4's	0 25
60-lb. cases retail	0 25
Grey Label, 1's, 1/2's and 1/4's	0 30
60-lb. cases retail	0 30
Yellow Label, 1's and 1/2's	0 26
60-lb. cases retail	0 26
Blue Label, 1's, 1/2's and 1/4's	0 40
50-lb. cases retail	0 40
Red Label, 1's, 1/2's and 1/4's	0 50
50-lb. cases retail	0 50
White Label, 1's, 1/2's and 1/4's	0 50
50-lb. cases retail	0 50

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	0 35
No. 1 per lb.	0 30
No. 2 " "	0 25
No. 3 " "	0 20
No. 4 " "	0 20
No. 5 " "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's, and 10's.	\$0 29
" " Amber, 8's, and 3's.	0 20
Chewing—Stag, bars, 10oz.	0 48
" " Bobs, 5's, and 1's	0 44
" " 10 oz. bars, 6's	0 44
" " Currency, 12 oz bars, 12's.	0 47
" " 4's, and 1's.	0 47
" " Old Fox, narrow, 12's.	0 47
" " Snowhaze, 14oz b's, ap'd 6's	0 51
" " Fay Roll, 7's and 6's.	0 51
" " Fair Play, 8's, and 13's.	0 58

E. D. MAROEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 22

Condor, pure distilled. 0 27

Old Crow 0 23

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages.	\$4 65
100 10c. " "	7 80
100 5c. " "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz	
Washboards, Victor.	\$1 30
" " Crown.	1 35
" " Improved Globe.	1 50
" " Standard Globe.	1 50
" " Original Solid Globe.	1 80
" " Superior Sld. Bk. Globe.	1 95
" " Jubilee	1 90
" " Pony.	0 90
Diamond King (glass).	2 90
Tubs, No. 0.	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops.	1 85
" " No. 3.	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.	\$1 05
Gillet's cream yeast, 3 doz.	1 05
Jercy cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

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

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

For prices and samples write to

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LONDON
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CIDER VINEGAR

GOLDEN RUSSET BRAND

WE hope before we have finished our story to have every grocer in Canada persuaded concerning two things:—

The noxiousness of Chemically-Prepared Vinegars.

The Wholesomeness of Nature's Vinegar—the pure fruit of the apple.

THIS IS LITERALLY A VITAL SUBJECT. WE CRAVE YOUR ATTENTION.

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TILLSONBURG, ONT. LIMITED

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For Retailing
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RETURNED some people when they find
 APR 28 1905 that we control the sale of

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THE BEST FRUIT JAR MADE

But it doesn't hurt the Jar.
 Write for circulars about it.




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We sell good goods cheap. APR 28 1905

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"Perfectly clean from our kitchen to your customers."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
 ST. CATHARINES, ONT.

Purveyors by Warrante Royale



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 Ye Olde Sauce & Pickle House.

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