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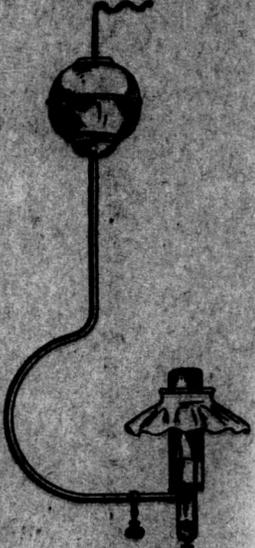
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GOOD AND PERMANENT PROFITS.

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**Dr. Laing's Cream Sauce**

THE ONLY SAUCE IN THE WORLD CONTAINING PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

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

## Prunes.

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Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

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

*Sold by Leading Wholesalers.*

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**Messrs. Grimble & Co.**  
LIMITED

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

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

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**Sterling  
Brand  
Pickles**

are the goods.

Who does not enjoy a nice pickle? You may prefer sweet or sharp pickles, but in each case you want the best. Now the place where the pickle gets its quality is at the manufacturers, and the place the customer gets the highest grade pickles is at the grocers when he is given Sterling Brand goods. When the grade of Sterling brand pickles has been kept so high for years it is good guessing that it is a very profitable and satisfactory line to handle.

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124-128 Richmond St. West, TORONTO.

**Stretton's Table Relishes**

**Stretton's Prize Medal  
Worcestershire Sauce**

HALF-PINTS.

Sells over the counter at

**20c.**

a bottle.

There is a bigger profit in handling these Sauces than than any similar line you stock.

**Stretton's Prize Medal  
Worcestershire Sauce**

PINTS.

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Ask Your Wholesale House for a Case of Each.

**Stretton's "Pure"  
Worcester Sauce**

(A Cheaper Line)  
HALF-PINTS.

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Supplied through importing whole- sale grocers in any quantity you de- sire.

One shrewd grocer solicits one order each day from every customer for an article show- ing a good profit, and thus pays the running expenses of his store.

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**WORCESTER,  
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# GOOD COFFEE.

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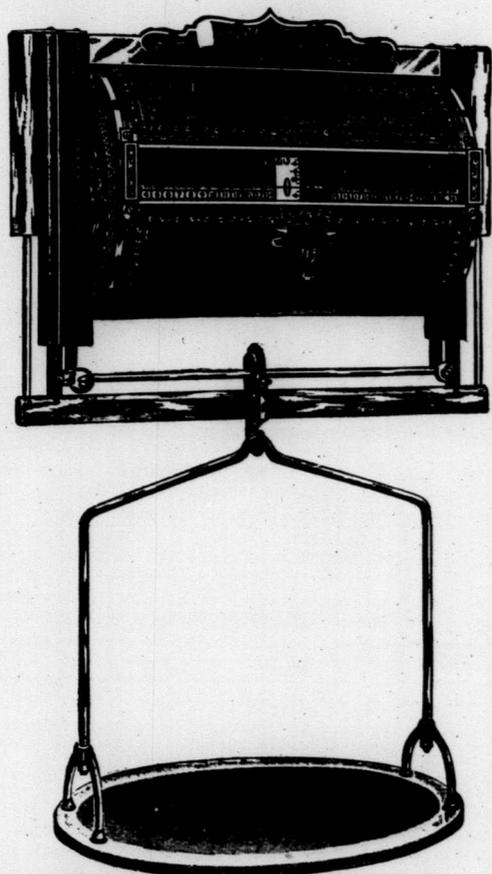
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The Montreal Coffee and Spice Steam Mills.

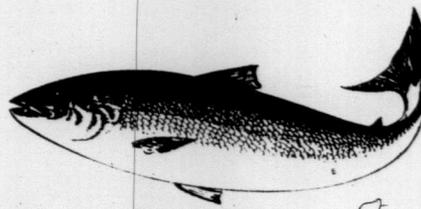
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SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited  
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"Sovereign" and "Lynx"  
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

## ALWAYS IN PERFECT CONDITION

Quality guaranteed. Packages tastefully put up.



## REINDEER BRAND CONDENSED MILK

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

—the eyes of the world to-day  
are upon **JAPAN**

—the taste of Canadian tea-drinkers has not  
wavered in loyalty to  
the pure,

clean,

fragrant,

flavory,

healthy **Teas**

of

**JAPAN**

—every merchant who has the  
—interests of his customers at  
—heart will sell them

**JAPAN  
TEAS**

# How is Your Coffee Trade ?

**Good, Eh!!**

Then you must sell our famous

# CLUB COFFEE

— Put up in 1-lb. and 2-lb. Tins. —

A POPULAR BLEND.

Manufactured only by

**S. H. EWING & SONS**

Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold**  
**Water**

# STARCH IVORINE

**ASK  
TRAVELLERS  
THE PRICE**

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



**Imperial Brand  
Maple Syrup.**

After selling a customer one tin

of Imperial Brand Maple Syrup don't

bother about selling her any more—she'll  
remember to order it regularly.

ROSE & LAFLAMME, Agents, MONTREAL.

If you handle

# PATERSON'S WORCESTER SAUCE

you know  
your customer  
is satisfied.

And in the age  
of unreliable goods  
this is a big advan-  
tage.

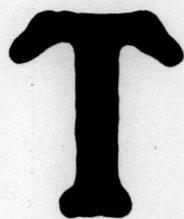
Paterson's Wor-  
cester Sauce is of  
uniform high quality.

ROSE & LAFLAMME,  
Agents,  
MONTREAL.

**Stands the  
Cup Test.**

**Meets All  
Price Requirements.**

**Ceylon**



**Black or Green.**

**Satisfies  
The Customer.**

**Enriches  
The Grocer.**

**CENTRAL**  
*Business College.*  
STRATFORD, ONT.

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

**Use Live Bait.**

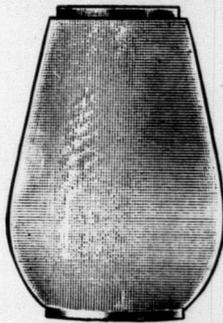
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**S-A-L-A-D D-R-E-S-S-I-N-G**

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

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

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

ARE YOU USING OUR



**Cold Blast**  
**or Jubilee**  
**Globes**

**Aetna or**  
**Quaker Flint**  
**Chimneys?**

Give them a Trial.

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

**The Nibble**  
**of a Mouse**

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



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

**Tomato Pulp**

**A New Thing.** Seeds and Skin are  
removed; remainder is Tomato Pulp.  
Contains in density 3 times the con-  
tents of an ordinary tin of Tomatoes,  
yet sells at the same price.

Excellent for Soup.

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

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

Do you use... **FOSTER'S POTS?**

**STRONG**  
**DURABLE**  
**LIGHT**



**POROUS**  
**AND**  
**CHEAP**

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

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

**Want Ads.**

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

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You needn't worry about your  
parcels when they are wrapped in  
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**Wrapping Papers**

because they will arrive at their  
destination in a respectable condi-  
tion. Full count, full weight in  
in every order we send out.

**CANADA PAPER CO.**

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**MAPLE SYRUP**

Your goods are of all quality.—J. H. Atherton,  
Person, Produce Co. Y., Winnipeg, Man.



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

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

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at  
Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market  
standard.

Life long experience is ours. Results are: Quality, tasty packages, free from preservative  
acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on  
every package.



MAY BE HAD THROUGH ALL WHOLESALE GROCERS. PUT UP BY

**Canada Maple Exchange**

DUNHAM, QUE. HEAD OFFICE: MONTREAL.

SEND FOR PRICE LIST.

RETURNED

APR -8 1904

cut back 17

Page 73

*[Handwritten signature]*



This is a fac-simile of the CHINESE STARCH package. Sold in packages of 1-lb. only. Beware of imitations.

**Chinese Starch** has acquired such a fame on the market that more than one manufacturer has tried to imitate the label and style of package, in order to rob us of our customers, by manufacturing a starch of inferior quality under the pretence of its being made to the same formula.

**It is False,** as Chinese Starch made by us is the **ONLY ONE** in Canada prepared according to the directions obtained from China in 1899 through Liung Chang.

**\$25.00 Reward.**

Yes, we will give \$25.00 to anyone who will prove to us that he has received as **CHINESE Starch** any Starch not manufactured by Ocean Mills.

Ocean Mills "Chinese Starch" is the **ONLY** true Chinese Starch.

AGENCIES WILL BE GIVEN IN EVERY CITY WHERE WE ARE NOT ALREADY REPRESENTED.

**OCEAN MILLS, - MONTREAL.**

# ACADIA PURE CODFISH.

*This is the brand to push during the Lenten Season. It is guaranteed to be a pure Nova Scotia Cod, nothing more nor less. It is selected from the very choicest parts of the fish, and is absolutely sure to be liked by those who eat it. It is cleaned and packed with the utmost care, and its appearance will at once commend it to consumers.* If you have not tried a sample lot, please do so at once. It is sold in 20-lb. cases of 1-lb. wrapped tablets, and in 2-lb. wooden boxes, 12 boxes to the crate.

**All Wholesale Grocers Sell It.**

## BLACK BROS. & CO.

LIMITED

HALIFAX, N. S.

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

# AURORA CORN SYRUP

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

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

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

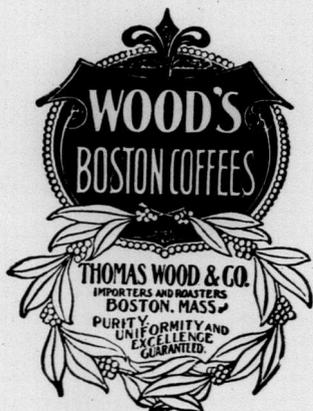


**W. H. GILLARD & CO., Wholesale Grocers,**

**HAMILTON.**

Branch CANADA GROCERS LIMITED.

## YOU "THINK" <sup>A</sup><sub>ND</sub> YOU "KNOW"



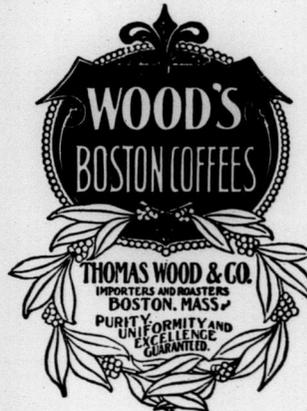
"I want something you **KNOW** will please me," is a request often greeting the Grocer.

"I **THINK** this will do it," is the reply, with a sample handed out.

"I don't want your 'think' I want the 'know,' as you know my tastes."

But the Grocer has only those goods that justify the "think" of a conscientious man. And thus he finds himself "in a hole."

How easy the escape! **WOOD'S COFFEES** are not only standard goods but they embody a standard to go by. Every grade illustrates this.



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

Keep your  on



## "BLUEOL"

### COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

**J. M. DOUGLAS & CO.,**

Manufacturers,

**MONTREAL.**

Established 1857

# TARTAN BRAND

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

*Ask your grocer for Tartan Brand.*

Guaranteed by 

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

## Economic Conditions in Russia

By George Kennan.

**A**T first glance, the financial position of Russia would seem to be fairly strong. Her public debt—a little more than \$3,300,000,000—is large, but her credit abroad continues to be good; her bonds recommend themselves to prudent and conservative investors—the New York Life Insurance Company, for example, holds \$8,000,000 or \$10,000,000 worth of her guaranteed railway securities—she has recently refunded \$1,400,000,000 of her 5 and 6 per cent. interest bearing debt at 3 1-2 and 4 per cent., with an increase of only \$30,000,000 in the principal; and her reserve of gold now amounts to something like \$400,000,000, with an additional sum of \$340,000,000 in circulation. This, on its face, would seem to be an extremely good showing; but it must not be forgotten that the stability of national finances depends, ultimately, upon the prosperity and earning capacity of the people who compose the nation; and that a government which has despotic power may, for a long term of years, make a good showing to its creditors while at the same time it is impoverishing its people and exhausting the source from which it draws its supplies.

Seventeen years ago, Mr. E. I. Utin, one of the most distinguished lawyers of the St. Petersburg bar, a close observer and a man of wide information, said, in a discussion of this subject: "A clever finance minister may, for a long time, make ends meet by devising new methods of taxation, by raising excise and customs duties, or even by juggling with figures; but there is no hope for the finances of a country like ours, where the taxpaying power of the population as a whole is steadily decreasing."

Statistics compiled by the zemstvos of 49 provinces of European Russia in 1891 showed that 891,000 peasant families, representing a population of perhaps 7,000,000, had only nine acres of land per family; and that 2,219,444 peasant households representing a population of about 18,000,000, had only 21 acres each, although hundreds of thousands of such households consisted of from eight to 25 members. A family of, say, 12 per-

sons might gain a subsistence from a farm of 21 acres—or even from nine acres—if the land were all arable and fertile; but the Russian peasant allotments include land of all sorts—pasture, woodland, desert and swamp—and even the part that is arable has become so impoverished from lack of fertilization, that it often yields less than half of a normal crop. In European Russia, as a whole, the average yield of grain is only 39 poods (1,404 pounds) to the decetine (2.7 acres); while in Italy it is 55 poods; in Austria, 68; in Germany, 74; in France, 75; in the United States, 81; and in England, 122. The average productiveness of Russian peasant land-allotments, therefore, is only half that of American farms, and, if other conditions were equal, twice as much of it would be needed to support the average family.

But this is not the worst feature of the situation as regards land. Statistics show that the quantity of land owned by Russian peasant proprietors, per capita, and the gross per capita product of that land, are both decreasing, and have been decreasing steadily for many years. A commission appointed by the Minister of Finance in 1899 to ascertain if possible, the reasons for the decline in the economic condition of the peasant farmers of European Russia generally, and of the "black-soil provinces" in particular, reported that in the 50 provinces of European Russia the per capita amount of wheat and rye harvested in the years 1891-1896, as compared with the quantity produced in the years 1861-1865, showed a decrease of 35 per cent. in the "black-soil provinces" where the economic distress was greatest, the decrease was 44 per cent., or nearly one-half.

This marked decline of 35 to 44 per cent. in the per capita production of Russia's two great staples—wheat and rye—was due to a variety of causes, one of the most important of which was a large increase in the population, without any corresponding increase in the available area of land. Between 1876 and 1896 the quantity of arable land per

capita decreased in European Russia as a whole 16 per cent.; in the "black-soil provinces," 20 per cent.; and in the southern and southwestern provinces, 24 to 26 per cent. In many parts of the country the pressure of the increased population on the land was so severe as to reduce hundreds of thousands of families to a condition of hopeless poverty. In the Province of Ufa, for example, there were 20,000 families that had only 5.7 acres each, including land of all kinds. In the district of Shadrinsk, Province of Perm, there were 24,000 peasant families that had neither horses nor agricultural implements, nor food supply nor seeds; and these families constituted 38 per cent. of the whole population of the district. In the Province of Samara there were 405,000 persons who had to get their subsistence from less than three acres of land per capita, and 25 per cent. of all the peasant farmers in the province had no hay fields at all.

In the Province of Riazan 32,000 peasant proprietors out of 80,000 had no horse, and 21,000 out of 80,000 had neither horse nor cow.

Between 1860 and 1871 the number of horses in the "black-soil provinces" decreased 15 per cent.; in 1889 the decrease amounted to 30 per cent.; and in 1895 it reached 48 per cent.

The economic condition of the average Russian peasant in the central provinces, where the distress is greatest, may be shown in another way, by comparing his earnings and expenses. The statistical committee of the Province of Voronezh has made a careful and detailed investigation of the annual household budgets of 67 peasant families in that province, selected in such a manner as to be fairly representative of the whole agricultural population. It appears from the committee's report that the average peasant farmer's family consists of eight persons. Its annual gross revenue, from all sources, amounts to \$212.20. Of this sum \$105.08 is in money, and \$107.12 in farm produce at its cash value. Of the cash receipts, \$48.80, or nearly one-half, goes to pay

**RISING SUN**  
STOVE POLISH *and* **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE  
IN **TINS** GUARANTEED TO THE TRADE  
DUSTLESS, LABOR SAVING, BEST IN THE WORLD  
DURABLE ECONOMY 3000 TONS SOLD YEARLY

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.

taxes and rent for additional land, leaving \$56.28 in cash for clothing, tea, sugar, salt, kerosene, soap, agricultural implements, household furniture, etc., for a family of eight persons during a period of one year. The committee finds that such a family spends annually \$8.84 for clothing; \$1.96 for tea and sugar; \$1.64 for household furniture; \$1.20 for salt; 88 cents for kerosene; 39 cents for soap, and 4 cents for "articles of personal comfort." It is hardly necessary to comment upon the economic condition of a rural population in which the average family pays \$48.80 in taxes and rent, and is then able to spend only \$8.84 a year for clothing, 88 cents for lights, 39 cents for soap, and 4 cents for "articles of personal comfort."

The increasing exports of grain from Russia in recent years have been taken as an indication that the agricultural population of the Empire is becoming more and more prosperous and is raising a larger and larger annual surplus of food products, but such is by no means the case. Under pressure of desperate necessity, the Russian peasants are selling breadstuffs that they ought to consume, and are increasing their exports at the expense of their health. This was clearly shown by Mr. Sharapof at a meeting of the Society for the Encouragement of Trade and Industry in St. Petersburg; again by Mr. Marres in a report to the statistical section of the Moscow Juridical Society; and a third time by Professor Isaief in a report to the Russian Free Economic Society of St. Petersburg. Mr. Marres declared that Russia exported 17 per cent. of her grain product, while the United States exported only 8 per cent.; that the Russian peasant consumed only half the quantity of bread that he ought to eat; and that in 20 provinces of Euro-

pean Russia the population was underfed. Professor Isaief showed that the amount of food eaten by the peasants of European Russia generally was 20 per cent. less than the smallest quantity that the rules of hygiene prescribe. The Russian peasants sell a disproportionate quantity of their grain product for export, not because they have a surplus—not because they do not need it for themselves and for their families—but because they must get money with which to pay their taxes.

If we test the economic condition of the Russian peasant by his taxpaying power, we are brought by another route to the same result. In the Province of Voronezh, for example—the same province in which one-third of the peasants had neither horse nor cow—the unpaid arrears of taxes were \$15,566,000, while in Samara, including the land-redemption tax, they amounted to \$28,801,000. Between 1871 and 1875 the arrears of taxes in the "black-soil provinces" never exceeded ten per cent. of the annual assessment. In 1896 they amounted to 42 per cent., and in 1900 to 177 per cent.

The Comptroller of State, in his report to the Czar for 1902, called particular attention to the fact that the arrears of land-redemption taxes in European Russia as a whole had increased from \$47,000,000 in 1897 to \$61,000,000 in 1902, and that in many provinces the peasants had practically ceased to pay these taxes. In the Province of Simbirsk the arrears were 282 per cent. of the annual assessment; in Samara, 403 per cent.; in Kazan, 562 per cent.; in Orenburg, 583 per cent., and in Ufa 613 per cent. These figures show, the Comptroller says, "how far beyond the strength of the peasants this burden is."

One would naturally suppose that when a prudent and far-sighted government discovered that its people were becoming impoverished, it would remove, if possible, the cause of the impoverishment, and lighten the burden of taxation by restricting expenditures. Russia has done neither of these things. The agencies that were hampering and crippling the productive activity of her agricultural classes ten years ago are still at work, and her annual budget has increased meanwhile from \$520,000,000 to \$1,036,000,000. But some of her statesmen have taken alarm at last. At a general meeting of the Council of State, on the 12th of January, 1903, Mr. de Witte, the late Minister of Finance, informed the members of that Council that "the imposition of direct and indirect taxes upon the population has reached the last possible limit. To lay any further burden upon the taxpaying power will not only be fruitless of results, but can hardly be regarded as permissible in the present economic condition of the country. The aim of an enlightened financial policy now should be to seek means of decreasing, gradually, the burden of taxation."

After hearing and discussing the facts presented by the Minister of Finance, the Council of State resolved: (1) To ask his Imperial Majesty's permission to instruct the ministers and heads of departments to take most energetic measures to prevent further increase of expenditures; and (2) to direct the Minister of the Interior, in conjunction with the Ministers of War and Communications and the Comptroller of State, to investigate the reasons for the costliness of the Government's railway operations, and to report their conclusions to the Council at the earliest possible moment.

**Myer's Royal Horse and Cattle Spice,  
Myer's Royal Poultry Spice,  
Myer's Royal Hog Spice.**

"In Bulk or Packages." Prices, etc., on application.

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

**BROOMS FOR THE MILLIONS**

made from the finest selected Whisk Corn.

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

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

**James Turner & Co.**

Branch, Canada Grocers, Limited.

**HAMILTON, ONT.**

**You can save money**

by asking for our sample when open to buy—

**TRY US.**

We have a large stock of all kinds always on hand.

CEYLON GREEN SIFTINGS, - - - - -	from 5c. up.		CONGOUS, - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - -	" 6½c. up.		JAPANS, - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, - - - - -	" 12½c. up.		CEYLON AND INDIAN BLACKS, - - - - -	" 14c. up.

**James Rutherford & Co.**

27 St. Sacramento St.

IMPORTERS

**MONTREAL.**

**Teas  
and  
Coffees**

# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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



When  
your cus-  
tomer asks  
for cheese his  
thoughts points to

**MacLaren's Imperial**

because experience  
has shown him its merits  
and convinced him of its quality.

**Don't have to tell him that you  
are "Just Out."**

No other cheese will do as well.

A. F. MAC LAREN IMPERIAL CHEESE CO., Limited,  
TORONTO, ONT.

From the facts above set forth it clearly appears that the economic condition of the Russian people is extremely unsatisfactory; that they have been taxed to "the last possible limit;" that the Minister of Finance narrowly escaped a deficit in 1903; and that the Council of State finds it necessary to warn all ministers and heads of departments that they must take "most energetic measures to prevent further increase of expenditures." Can a government that is in such a financial condition as this carry on a long war in the Far East without imminent risk of imperiling its credit abroad and its prestige and security at home?—The Outlook.

## Business Changes

### ONTARIO.

**T**HE premises of J. R. Palmer, baker and confectioner, Tilbury, have been damaged by fire; loss partially covered by insurance.

The Ripley Flax Co., Ripley, have been burned out.

The Osgoode Dairy Co., Toronto, have obtained a charter.

S. Northey, grocer and baker, Lakefield, has been burned out.

A. E. Lea, fruit dealer, Strathroy, has assigned to D. McKellar.

Telsen Bros., millers, Melbourne, have sold out to R. J. Peteh & Co.

J. Rankin, general merchant, Smithfield, has sold out to H. E. Wood.

T. W. Chapman & Co., general merchants, Orangeville, have sold out.

T. G. Soyers, general merchant, Rutherford, has sold out to R. Roseberg.

A. S. Gledhill, general merchant, Fenmiller, has sold out to E. H. Walters.

Little & Co., flour and feed dealers, etc., Toronto, have sold out to J. H. McCabe.

Wall & Guppy, wholesale provision dealers, are closing out their London branch.

**THE CANADIAN GROCER**

J. Armstrong & Co., general merchants, Inwood, have sold out to W. R. Dawson.

A meeting of creditors of A. Hart, confectioner, Essex, was announced for 23rd inst.

The Crown Mfg. Co., manufacturers of grocers' sundries, Toronto, have applied for a winding-up order.

T. Viekers, grocer and boot and shoe merchant, Owen Sound, has advertised his boot and shoe business for sale.

The premises of the Apple Produce Cold Storage and Forwarding Company, Trenton, have been destroyed by fire.

C. S. Milburne, tobacconist, Ottawa, has assigned; meeting of creditors announced for 19th inst; assets to be sold.

The stock of Sanderson & Mitchell, general merchants, Wroxeter, has been sold to T. J. Nichol at 70c. on the dollar.

**QUEBEC.**

C. Benoit, general merchant, St. Remi, is dead.

E. Villeneuve, general merchant, Jonquieres, has assigned.

Gorman Bros., grocers, etc., Buckingham, have been burned out.

Paradis & Frere, general merchants, Portneuf Station, have registered.

Dubois, Cleopas & Cie., grocers and butchers, Montreal, have registered.

Metrakas Bros., fruit dealers and confectioners, Montreal, have dissolved.

E. Roy, grocer, Quebec, has sold his stock at 51c. on the dollar to A. Crepin.

The assets of A. Demers, grocer, Montreal, are announced to be sold 26th inst.

The assets of the estate of J. B. M. Dion, grocer, Quebec, are to be sold 4th prox.

J. Rabeau of Martin & Rabeau, grocers and liquor dealers, Montreal, is dead.

A. L. Bailey & Frere, general merchants, St. Maurice, have registered.

Z. Demitre & Brother, fruit dealers and confectioners, Montreal, have registered.

N. Binet, grocer and liquor dealer, Quebec, has compromised at 50c. on the dollar.

N. De Groseilliers, grocer, Montreal (St. Henri), has assigned to Chartrand & Turgeon.

F. X. Bilodeau, has been appointed curator to A. Demers, grocer, Montreal (St. Henri).

Demitre & Metrakas, fruit dealers and confectioners, Montreal, have dissolved partnership.

J. B. Brunet, grocer and liquor dealer, Montreal, has sold out to P. Massicotte & Co.

Part of the assets of A. G. McBean & Co., produce merchants, Montreal, have been sold.

A. Tongues, grocer, Point a Pic, has sold his stock at 76c. on the dollar to A. Larouche, Murray Bay.

Lefebvre & Coulombe, grocers and hardware merchants, Berthier, have dissolved partnership. Mr. Coulombe continues in business.

V. E. Paradis has been appointed curator to J. A. Renault, St. Ephrem De Tring and N. Tremblay, St. Irene, both general merchants.

The Armstrong & Dickson Mfg. Co., manufacturers of confectionery and biscuits, Montreal, have dissolved partnership. W. A. Dickson has since registered the Armstrong & Dickson Mfg. Co., Montreal.

**MANITOBA AND N.W.T.**

G. Bradley & Co., general merchants, Bowsman, have dissolved partnership. Smith & Turley, general merchants, Blackfalds, have sold their stock.

Krienke & Co., general merchants, Neudorf, have sold out to C. Wagner.

Schneider Bros., general merchants, Langenberg, have been succeeded by W. Bush & Co.

**NEW BRUNSWICK.**

E. Riley & Co., millers, St. John, have changed the style of their firm name to the Dominion Milling Co.

The premises of F. H. Tippet & Co., groceries and sundries brokers, St. John, have been damaged by fire; loss partially covered by insurance.

**BRITISH COLUMBIA.**

The dissolution of partnership of C. Richards & Co., general merchants, Fernie, has been registered.



**YOU CAN LIVE WITHOUT**

**Upton's**

**Orange**

**Marmalade**

**BUT NOT AS WELL.**

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

**SYRUP**

**"FALCON"**  
Golden Table Syrup

is

**THE BEST**

2-lb., 5-lb., 10-lb. and 20-lb. Tins.

2-gall., 3-gall. Pails.  
Kegs, Hlf. - bbls. and Bbls.

5 Case Lots, Freight Paid.

**THE**  
**Davidson & Hay,**

**LIMITED,**

**Wholesale Grocers,**

**TORONTO.**

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## LONDON PROVISION TRADE 1903.

**T**HE London, England, Grocery regards the year 1903 as a disappointing one in the provision trade. In its last issue it summarizes the prevailing conditions as follows:

**Bacon**—The year commenced in London with a slow demand, and prices for bacon gradually declined until, in February, when they stood at the lowest point. The large proportion of stout meats, especially of Canadian, was mainly responsible for the decline, but at the lowest rates a better demand was evidenced.

Values steadily improved during the next few months, helped by the demand from the north of England, where the short supply of American meats enabled the surplus stock of Canadian and Danish descriptions to be cleared out at more satisfactory prices than would have otherwise been the case.

In August the highest prices of the year prevailed, leanest Irish and Danish touching 68s., and Canadian 64s., against about 52s. for all selections in February.

The last quarter of the year, however, was a disappointing one, trade all round being very dull, and prices gradually fell away and closed at near the lowest, leanest Irish and Danish being obtainable at 52s. and Canadian 50s.

Supplies on balance were larger than in 1902, the decreased shipments from America being more than counterbalanced by the heavier arrivals of Canadian and Danish. Lard has experienced a declining market throughout the year.

Supplies from the United States were on a more liberal scale, and with consumers displaying a considerable hesitation in their dealings, substantial declines were accepted to induce business. Prices, after opening at about 55s. for pails, fell with temporary reactions down to 35s. Towards the close of the year, however, the extremely low level of values attracted more attention and a

better demand prevailed, final rates being about 2s. above the lowest.

**Hams**—Although supplies, especially from the United States, were on a less liberal scale, trade has ruled very slow almost throughout the year, and prices all round have been adversely affected. At the end of the year, however, a better demand was noticeable, especially for light averages, and with a scarcity of these weights, good prices were made. The heavier descriptions although participating to a minor degree in the improvement, remained comparatively cheap.

**Butter**—Commenced the year under unfavorable circumstances, supply, in spite of the failure of the Australian season, owing to the drought, being swelled by heavier arrivals of New Zealand produce and a large stock in cold storage. Values under these circumstances were naturally weak, and with speculative holders forcing the stuff on the market, a substantial decline was produced. The warm and wet weather also operated against any advance, while the larger English make checkend the demand for imported stuff to some extent. During the Summer months trade was without special feature, but towards the end of the year, the new season's make of colonial butters coming forward freely, gave an easier tendency to the market, and closing prices were well below those of 1902.

**Cheese**—The market for Canadian has undergone extreme fluctuation during the past year, but prices, after being forced up to a very high level, have resumed a more satisfactory basis. Canadian opened at the full prices of 1902, and on small stocks and restricted arrivals of New Zealand produce steadily advanced until in March up to 71s. was paid. Later, however, as the new season's make came forward, values fell rapidly, the price in July being 47s. to 49s., but a better demand at the lower prices soon led to a reaction, which was helped by the strong tone of the Mont-

real market, and prices went up to 57s. in September. Moderate fluctuations then occurred, but, with the demand slackening off, values eased slightly, and closed at 52s. to 53s. English makes were generally good and plentiful, and met with a steady healthy trade throughout.

### Food For Soldiers.

**P**ACKERS know from experience how every nation of consequence feeds its soldiers, says the Butchers' Advocate. They began to learn it when France and Germany were at war and the packing industry was very young. At different times since they have filled orders for other countries, and learned what the people of each country want. The Russian Government does not worry about the quality of meat, but wants plenty of it. It buys meat that is made from range cattle. It is cheaper beef than the United States army of these days would use. The English are getting particular about their meat, too, and want a better grade than the Russians or French. Years ago the United States bought such beef. The soldiers of the Civil War would have been glad to know that they could have as good for every meal, but the standard required by the United States has been gradually raised, and England is the nearest nation behind the American in the improvement of the food furnished its soldiers. While a few million pounds of beef does not make a very big hole in the supply at the various big packing houses there is reason for believing that the war between Russia and Japan may send the price of cattle up to where it was eighteen months ago. Japan bought beef during its war with China and will doubtless buy again.

Russia has made a good start with its orders and will probably make more and larger orders. That will certainly take away the surplus beef and the farmer of the West will find the packer more than ready to buy his steer and pay a fair price for it if the demand shall get above the supply that can be reasonably expected at present prices.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company,

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

LIMITED.

*Charlottetown, P.E.I. Canada*



We control the product of

**"The Charlottetown  
Preserving Co."**

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

## TO THE TRADE

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

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

Potted and Deviled Meats, sizes, ½'s  
and ¼'s.

Chipped Dried Beef, sizes, 1's and ½'s.  
Honeycomb Tripe, sizes, 1's and 2's.

**Royal Baked Beans**, sizes, 1's, 2's and  
3's, either plain or with sauce.

Lunch Sausage, size, ½'s, 4 doz. to case.

Vienna Sausage, size, ½'s, 4 doz. to case.

Soups, Ox-Tail, size, 2's, 2 doz. to case

Kidney Stew,

Mutton Broth.

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

Royal Condensed Mince Meat, 36-12 oz.,  
36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb.,  
fibre packages; 7, 14 and 25 lb. pails,  
tubs and bbls.

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

# Cheese

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

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

# Our Hams and . . Breakfast Bacon

**are Sugar-Cured,  
Full-Flavored,**

**Delicious and  
Appetising.**

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

**WE ARE BOOKING EASTER  
TRADE REQUIREMENTS.**

Order now to avoid disappointment.

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

LIMITED

# Matthews' Rose Brand Easter Meats

Produced by our sweet cure are the standard of mildness and delicacy.

Special lean and choice selections for Easter orders, fresh smoked daily at **Peterborough, Hull and Brantford.**

The George Matthews Company, Limited.

Established 1868.

Handle only the Best!  
**GILLETT'S PERFUMED LYE**



is the **Standard** article.

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

We are buyers of 

**Poultry,  
Butter  
AND Eggs.**

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

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

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—The disruption of transportation facilities has been felt in the receipts of dressed hogs which are consequently rather higher in price. This is reflected in the price of cured meats although the same cause mentioned above has very seriously contracted trade. Locally, however, where trade can be executed at all the outlook is more encouraging. Lard, which has been for some time on a low basis, has advanced another 1-4 cent since last week. Barreled meats are unchanged. We quote:

Long clear bacon, per lb.	\$ 0 08	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 15
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	16 00	16 50
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 00	14 50
Lard, tierces, per lb.	0 07½	0 08
" tubs	0 08	0 08½
" pails	0 08½	0 09
" compounds, per lb.	0 07½	0 07½
Dressed hogs, light weights, per 100 lb.	6 25	6 40
" heavy	5 90	6 15
Plate beef, per 200-lb. bbl.	10 50	10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton common	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

**Butter**—Receipts have not been large this week either of creamery or of first-class dairy, any of the latter was quickly disposed of. Much of the dairy received is of under quality. Demand about clears out receipts and dealers are wary expecting that so soon as the lines of communication are again opened up that receipts of butter will be very materially increased. There is, however, an immediate tendency to hold prices firm under present conditions. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 18	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

**Cheese**—The situation is without feature. The ordinary consumptive demand continues at quotations which have for some time prevailed, but the export demand has not made itself felt to any degree as yet. We quote:

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

Montreal.

**Provisions**—Both pure and compound lards are quoted higher this week, and the market is firm at the advance. Jobbers are now quoting pure lard at \$1.72 1-2 in pails, and Boar's Head brand at 73-8c., tierce basis. American short cut clear pork is also quoted higher, by 50c., in small lots, wholesale grocery houses selling at \$20 to \$22 per barrel. Smoked meats are firm, especially hams, for which 1-2 to 1c. advance is asked in small lots. The market for dressed hogs is quiet at \$6.15 to \$6.50 per 100 lbs. in earlots. We quote:

Canadian short cut mess pork	\$7 00	\$17 70
American short cut clear	16 50	17 00

American fat back	17 50
Bacon, Wiltshire, per lb	0 12 0 12½
Extra plate beef, per bbl	11 50 12 00
Lard—"Boar's Head" brand, tierce basis	0 07½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	0 00½
Half-bbls., over tierce	0 00½
90-lb. tubs	0 00½
20-lb. wood pails	0 00½
10-lb. tins	0 00½
5-lb. tins	0 00½
3-lb. tins	0 01
Wood net, tin gross weight	
" Wood	Tin.
1 to 25 pails	1 58 1 48
26 to 49 pails	1 55 1 45
50 pails and over	1 53 1 43
Pure lard, pails	1 72½
" tubs	0 08½
" cases (6 10-lb. tins)	0 04
" cases (12 5-lb. tins)	0 09½
" cases (24 3-lb. tins)	0 09½

**Butter**—The situation on the butter market is very little changed from last week, and the same prices may be quoted. Since the commencement of Lent there has been a better demand, as is usual at this season, but apart from local business there is not much doing. Sales of finest Winter made creamery are reported at 20c., and of some choice Fall goods at 21c. We quote as follows:

Fancy Winter creamery	0 20	0 21
Summer goods	0 19	0 19½
Dairy rolls	0 16½	0 17
" tubs	0 14	0 16
Finest Fall made	0 21	0 21
" fresh prints	0 21	0 22

**Cheese**—Local stocks have been much reduced during the past month or so, and several large shipments have gone forward. Buying in the Old Country is, however, about where it was last week, and holders here are still firm in their views. Indeed some exporters here are not offering at all, and have withdrawn their goods from the market. The goods are in strong hands here, and with the exception of a few lots held by one or two small, weak holders, there have been almost no sales for English account. Some seconds and medium goods were sold at about 9 1-2c., but the market price for good stock is still 10 1-2c. for October cheese, and 11c. for September make. Most of the September goods are held here, and cables from London state that the bulk of the cheese there is late October and November make, most of the holders of Canadian cheese not offering September at all. Considering that it will be about three months and a half before grass goods can be sent to the Old Country, buyers here feel not a little confidence in their ability to maintain prices on present stocks.

St. John.

**Provisions**—In these lines firm prices continue to rule with a steady upward tendency, particularly in barreled pork. Sales are not large. While pure lard is rather higher, the price is still low. Refined lard has been advanced and higher prices expected. In hams and rolls sales are light. Prices, however, have been held quite firm. In fresh meats there is little change. Pork is rather higher. Several cars of Western stock have been received. Beef, both Western and domestic, is quite plentiful. Lamb is firmer and supply quite light. Mutton brings a fair price for

best stock. Some nice veal is offered. We quote:

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	18 00	20 00
Plate beef	12 00	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 07½	0 08½
Mutton	0 05½	0 07
Veal	0 07	0 09
Lamb	0 07	0 08
Pork	0 07	0 07½
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08½	0 09
" pails	0 09	0 09½
Refined lard, tubs	0 08½	0 08½
" pails	0 08½	0 09

**Butter**—Medium grades are freely offered. For best stock dealers buy in the West. Prices are unchanged. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair	0 14	0 15

**Eggs**—While the price is still high the tendency is toward lower figures. Supplies are very light. Western eggs are still offered. We quote:

Eggs, henery	0 40	0 45
case stock	0 30	0 35

**Cheese**—Stocks are light, but prices unchanged. We quote:

Cheese, per lb.	0 12½	0 13
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A FEW REASONS WHY

Napoli Macaroni

EXCELS ALL OTHER BRANDS.

1. Machine Handled.
2. Absolutely Pure.
3. Made from the genuine Macaroni wheat.
4. Made without the aid of any coloring matter whatever.
5. Made by people who have been selected on account of their skill and cleanliness.

Send for Samples, delivered free. When writing give your wholesaler's name.

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

Rooms  
Brushes  
Baskets

Butter Ware  
Butter Paper  
Butter Tubs

Woods  
are  
Willow  
are  
Walter  
Woods  
& Co.

Hamilton and Winnipeg.

# TEAS

We offer a few **specials** as follows :

Japans	-	-	-	-	16½ cents.
Japan Nibs	-	-	-	-	16 "
Ceylon Green	-	-	-	-	15 "
"	-	-	-	-	16 "
"	-	-	-	-	18 "
Indian Green	-	-	-	-	15½ "
" Pekoe	-	-	-	-	16 "
" Orange Pekoe	-	-	-	-	18 "

These are all bargains.

Send for samples.

**CANADA BROKERAGE CO., LIMITED**

Phones { 2282 Main.  
870 "

9 FRONT ST. EAST, TORONTO.

**"KKOVAH"**  
**SUPERIOR TO ALL** REGD  
**Jellies**  
FLAVORED WITH RIPE FRUIT JUICES ONLY.

**"KKOVAH"**  
 Jellies (all flavors)

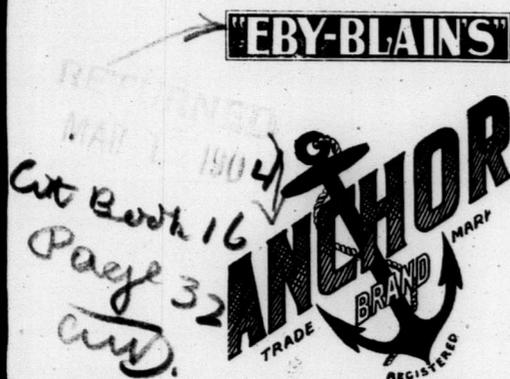
**"KKOVAH"**  
 Custard Powders

**"KKOVAH"**  
 Blanc Mange Powders  
 Etc., Etc.

**"NEVER-DRIP-A-DROP" Tea Strainer**—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

**THE GREIG MANUFACTURING CO.**  
 MONTREAL. LIMITED

Something entirely new



but not so new as not to be thoroughly well seasoned.

MANUFACTURED—by skilled union labor.

—from the finest leaf obtainable.

—in one of the best factories in Canada.

IN FACT, in every respect, fully up to the "ANCHOR" standard of excellence,— "QUALITY FIRST."

CIGAR.

THE BEST 5-CENT STRAIGHT ON THE MARKET.

THE "MONEY-BACK" CIGAR.

Every cigar has our guarantee.  
By far ahead of all its competitors.  
WHY NOT TRY IT?

SEE OUR TRAVELLERS  
FOR SAMPLES and QUOTATION

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

VISITOR FROM JAPAN.

A VISITOR to Montreal this week is Mr. R. S. Kitajima, manager of the Fuji Co., Yokohama, Japan. Mr. Kitajima who was seen by a representative of The Grocer, at the offices of Shaw T. Nishimura of the Japan Central Tea Traders Association, is paying his annual visit to the markets of Canada and the United States.

The business controlled by Mr. Kitajima's company, is a very large one. They have tea firing establishments at Fuji Goshi Kaisha; Horinouchi, Enshu, Motohamacho, Yokohama. The head offices are at Fuji Goshi Kaisha. The American branch is at 12 Front street, San Francisco. The company are very large growers and exporters of Japans, and their Canadian business is done through Mr. Nishimura.

Asked as to the prospects of teas this year, Mr. Kitajima expressed the opinion that prices will be as high, if not somewhat higher than last season, quality, however, will be very fine. There was no doubt that there would be a scarcity of labor in the tea industry of Japan, owing to all able-bodied young men flocking to the army.

Mr. Kitajima is very optimistic as to the successful outcome of the war at present going on, and like every Japanese, is thoroughly convinced of the justice of Japan's cause, and loyal to the same. Mr. Kitajima leaves Montreal, visiting Buffalo, New York, Cleveland, St. Louis, and sailing from San Francisco in about a month.

LETTERS PATENT, ETC.

National Cash Register.

Letters patent have been issued under the Ontario Companies Act authorizing the National Cash Register Company, a corporation incorporated under the laws of the State of New Jersey, to buy, sell and deal in cash registers in Ontario, provided that in so doing the company shall not use in Ontario any larger amount of its capital than the sum of \$40,000, unless authorized by supplementary letters patent. Frank Eben Mutton, sales agent, Toronto, is to be the attorney of the company.

Increased Capital.

Supplementary letters patent have been issued under the Ontario Companies Act confirming a by-law of the Carter-

Crume Company, providing for the increase of the capital stock of the company from the sum of \$1,975,000 to the sum of \$2,050,000 by the issuance of 750 shares new cumulative preference stock of \$100 each.

Osgoode Dairy, Limited.

Osgoode Dairy, Limited, with a capital stock of \$40,000 divided into 400 shares of \$100 each, has been granted a charter empowering it to carry on a dairy business in all its branches, to dispose of the whole undertaking for cash or for shares of another company having similar objects, or to make purchases and pay for same with the capital stock of the company. The provisional directors of the company are Andrew Graham and Francis John Ferguson, milk dealers, George Reginald Geary, solicitor, and the other members of the company Fitzgerald Douglas Byers and Allan Angus Magee, students, all of the city of Toronto.

T. Boudreau, general merchant, St. Francois De Sales, has assigned; V. E. Paradis is provisional guardian; meeting to appoint a curator advertised for 25th inst.

**AN INTERESTING MONTREALER.**

A GLIMPSE of a strong character who survived 50 years of active commercial life in Montreal, may be found in the life of the late Thomas Lilley. In the vernacular, one is apt to style such a man "an old-timer." The word has a varied significance. Indeed in the midst of the eager babel of operators in the market to-day, when the clink of the coin on the counter is the chief sound that greets the ear of the interested party, it is a pleasure to step aside and refer to the man who made money, who lived a family life, who cultivated a fad as a musician, yet in a simple manner avoided the sordid walks that sap the well-springs of the heart.

Thos. Lilley was a rugged character, he was a teamster, called a cartage agent to-day, yet had he chosen any other walk of life, he would have been just as particular, just as correct, and just as attentive, and his efforts would no doubt have brought their reward. Thos. Lilley was a son of John Lilley who founded a cartage business now known as the Lilley & Cameron Cartage Co., so that the present partner of the business is a grandson of its founder. When Thos. Lilley died the other day, the procession of sorrowing citizens was the best testimony to his honored life, but this is quite irrelevant to the remarkable life which he led. Actions count. For 50 years he earned the reputation of being a man whose word was as good as his bond.

A retrospective glance must be taken of 50 years ago when he drove carts, for large Montreal importers, all the way from Montreal to London, Ont., and other western points. If he did not go himself, he sent a reliable man. The use of railway freight cars was a dream in those times, it was up to the strong men, just as in another way it is to-day. Lyman & Sons, Sinclair, Jack & Co., with their immense stocks of imports, had no C. P. R. or G. T. R. to call upon. It was Thos. Lilley. His worth was well-known when his usefulness had decayed, and yet this can hardly be said with an aggressive spirit, for he made his price for his cartage, and he always got it. If it was worth so much to cart bales to Lachine, to Hudson, or to any other remote point of industry, Mr. Lilley simply made his price, then he did the work. He drove sometimes through wildernesses. Always the driver was accompanied with food for himself, and frequently for his horses. There would be

no change of the horses on these long journeys, as they frequently did in England where much shorter journeys were covered (and by the way, Mr. Lilley was an Englishman). The judgment of the driver was left entirely to control the trip. If he met a friendly farmer, there, he would take his meals, there he would spend his night, and if necessary reward him accordingly. If not he could always feed himself and his horses.

Just before the C. P. R. was built, Mr. Lilley carted all the machinery for the Joliette Paper Mills, and some interesting tales are told of those terrible roads he had to encounter, which to-day are among the best in the country.

The old days of sailing ships serve as interesting reminiscences, for the big wholesale grocers were accustomed to forward their imports by the teams of Thos. Lilley. There were no wharves in those times, and this strong, determined old Englishman would order his carts backed into the water, where he would meet the sailing vessel's side, and there receive the groceries that were to supply the largest portion of Canada.

In those days, before the Lachine canal was completed, batteaux were frequently struck above Lachine, and the Lilley carts were familiar sights as they filed away with loads of flour and other cargo for Montreal, and thence to the sailing ships to be distributed to the great markets of the Old Land.

As an instrument of commerce, such a man cannot be over-estimated. His will was iron, and his methods were correct. There was no blundering in the delivery of his goods; no carter could drink whiskey and survive the regularity of the Lilley cartage system. The Lilley Cartage Co. to-day is larger and better than it ever was, and is now carried on by the third generation, Major Lilley being now with Mr. Cameron. Yet the same old firm of Lyman & Sons have all their carting, which is a hundred times more than they had in those days, done by the Lilley Co.

As an illustration of the evolution of business integrity, if old John Lilley who founded the firm, and who left it to his son Thomas, 50 years ago, could look at the busy cities of Montreal and Toronto, London and Winnipeg, and see the nervous vitality of the ever growing West, he would be at least amazed and interested, and perhaps proud of his early efforts.

As a contrast in remuneration to employes, it may be mentioned that in Thos.

Lilley's early days, his best drivers received only about \$2 a week and their board, while to-day men in similar positions with a great deal easier time, receive \$10 to \$15 per week, and sometimes more.

Mr. Lilley's chief fad was love of music, and also love of his own home. He lived round the neighborhood of Colborne street the greater portion of his life, and often laughed in later years when he remembered the chance he had of buying the land where the Windsor Hotel now stands, at a rate simply ridiculous, lower in fact, than he could buy it in Griffintown. As he said when alive it would have been just as likely then that the Windsor Hotel would have arisen from the graveyard that then existed, as that a palace of fine arts might appear in the Mount Royal Cemetery before long.

However, Mr. Lilley passed away full of years and honors and has left a record however unostentatious that would be worthy of imitation anywhere.

C. D. C.

**MR. BERNARD REPLIES.**

Editor, Canadian Grocer: In reply to Mr. Larkin's letter appearing in your issue of February 5th, I would like to ask him to be candid enough to inform your readers as to the very large percentage of Ceylon green teas that are imported by him to Canada and reshipped to the United States and therefore should not appear in Canadian statistics of consumption.

As regards the inference that the Canadians are unwilling to pay for good tea, why is it that the popular price in Canada is 25c. and in this country 60c.

The enclosed Salada advertisement taken from one of our daily papers calls attention only to their 60 and 70c. tea. How much of these grades do they sell in Canada?

The conditions for buying are precisely the same in the two countries but the cheap teas that are so favored in Canada are not wanted by the average American.

Touching the question of quality as your readers are all more or less tea experts it is hardly necessary to discuss the superior merits of Japan teas over Ceylon and India greens as they know perfectly well that what they are seeking all the time is to find a Ceylon green tea to resemble as nearly as possible in flavor a Japan.

Yours faithfully,

C. M. BERNARD.

Chicago, Ill., Feb. 9th, 1904.

# Why Take Chances.

**WE** REALIZE that all sorts of offers are being made to grocers every day to handle certain brands of Coffees. You probably have had some experience in this line yourself and realize the fact that such experiments are often expensive to you. Goods that you do not know about fail to give satisfaction. They come back and your trade loses confidence in your judgment. Our brands of Coffees have been time tried, and, as you are aware, always give satisfaction.

## Chase & Sanborn,

The Growers and Importers,

MONTREAL, P. Q.

**40%** Extra  
for selling these goods.

**"BEE" brand goods are of the highest grade.**

How to obtain a  
**Watch Free**

If this interests you, write and ask for full particulars.

To our numerous friends who are asking for catalogues and hangers we beg to say we will have a full supply next week, and will be pleased to mail to all wanting them.

**SNOWDON, FORBES & CO.**  
448 ST. PAUL ST., MONTREAL.

# Mrs. Dooley

once did her own washing,  
but times with her  
have changed.



She discovered a new  
idea in soap-making,  
namely: adding Borax to  
other ingredients.



The Soap she has made  
bears her name—

## Mrs. Dooley's Laundry Soap

and it has sold well from  
the first day the public  
learned about it.

The Soap is being sold  
with energy. Besides be-  
ing a better Soap than any  
other ---no matter how  
good others are,---it pays  
the grocer about 10%  
more profit, and most  
grocers want this 10%.

Here is the price list:

### Price List on Mrs. Dooley's Laundry Soap:

	100 bars. 60 bars.	
1 Case lots	\$3.70	
5 " "	3.60	2 15
10 " "	3.50	2.10
25 " "	3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

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

## Fresh and Cured Fish

### Ontario Fisheries.

THE report of the Deputy Fishery  
Commissioner of Ontario handed  
down this week values the sea-  
son's catch for Ontario at \$1,547,464 as  
against \$1,265,705 in 1902. In 1892 the  
value was \$2,042,198, in 1890, \$2,009,637.  
The total value of the fish taken from  
Ontario waters since 1870 is \$37,742,615.  
The quantity of fish taken last year  
shows a large falling off in many im-  
portant classes, and the higher prices re-  
sulting from the scarcity were account-  
able for the increased value of the catch.

The following figures show the catch  
and the decrease or increase in class:

	Catch.	Decrease.
	lbs.	lbs.
Whitfish. . . . .	2,632,770	227,900
do., salted . . . . .	34,400	14,100
Herring. . . . .	3,088,150	1,993,204
do., salted . . . . .	653,700	210,700
Trout. . . . .	5,787,310	*669,742
do., salted . . . . .	704,800	*476,900
Bass. . . . .	6,050	*2,750
Pickereel. . . . .	2,604,540	325,815
Pike. . . . .	1,539,325	181,505
Sturgeon. . . . .	648,250	*166,760
Caviare. . . . .	30,550	2,886
Eels. . . . .	37,950	35,288
Perch. . . . .	868,700	421,164
Catfish. . . . .	701,750	141,971
Coarse fish . . . . .	1,987,000	80,814
Tullibee. . . . .	22,250	36,518
Bladders. . . . .	710	*342
Total. . . . .	22,134,205	2,366,365

\*Increase.

### FEW HERRING IN LAKE ONTARIO.

Whitefish increased 66,965 pounds in  
Lake of the Woods and Rainy River  
district, 165,007 pounds in Lake Su-  
perior, decreased 337,170 pounds in  
Lake Huron, north channel, increased  
10,790 pounds in Georgian Bay, in-  
creased 2,812 pounds in Lake Huron  
proper, decreased 1,000 pounds in  
River St. Clair decreased 20,250  
pounds in Lake St. Clair and Detroit  
River, decreased 146,606 pounds in  
Lake Erie, increased 19,909 pounds in  
Lake Ontario, and increased 20,100  
pounds in Nipissing district.

Herring decreased 75,520 pounds in  
Lake Superior; increased 1,111 pounds  
in Lake Huron, north channel, and  
441 pounds in Lake Huron proper, de-  
creased 1,625 pounds in Georgian Bay,  
increased 3,200 pounds in St. Clair  
River, decreased 200 pounds in Lake

St. Clair and Detroit River decreased  
791,750 pounds in Lake Erie, decreased  
945,519 pounds in Lake Ontario and  
increased 14,630 pounds in Nipissing  
district.

Trout increased 33,576 pounds in  
Lake of the Woods and Rainy River  
district, 307,784 pounds in Lake Su-  
perior, 496,455 pounds in Lake Huron,  
north channel, 46,803 pounds in Lake  
Huron proper, decreased 187,280 pounds  
in Georgian Bay, increased 2,007  
pounds in Lake Erie, and 6,588 pounds  
in Lake Ontario.

The fishing industry has grown rapid-  
ly during the past few years, and last  
season there were engaged in the fishing  
business 124 tugs, with 589 men, 1,295  
boats and 2,296 men.

There were 93,701,000 fry distributed  
in the waters of the province by the Do-  
minion Government from Dominion  
hatcheries during the year. The total  
number of fry distributed by the Do-  
minion Government in Ontario waters  
since 1868 is 1,574,862,200. In 1902 it  
was 101,895,000.

### Right of Firing Guns.

The Ontario fishery officials have asked  
to have the right conferred on Provin-  
cial overseers of firing a gun to compel  
poaching vessels to lay to when hailed.  
In regard to this Prof. Prince, Domini-  
on Commissioner of Fisheries, says: "It  
is an error to suppose that Dominion  
overseers have this power. The power  
is a very special one, more for Dominion  
cruisers in dealing with the encroach-  
ment of fishermen of foreign nations, and  
incidentally for revenue cutters in the  
prevention of smuggling, and can only  
be exercised by Admiralty warrant,  
which involves the formal commission-  
ing of officers and the flying of the blue  
pennant."

### Inland Oysters.

The latest departure in the oyster  
business is that of "oyster farming,"  
viz., raising oysters on the shoals of  
"Salt River," near Mammoth Springs,  
Ark. The peculiar flavor of the oysters  
found there has enabled a firm of plant-  
ers to establish a good business, a ready  
market has been found for these oysters,  
capital has been interested, and the  
work of developing this oyster mine will  
be pushed.

# TO THE TRADE:

It would appear from the form of "Salada's" acceptance of our offer, that they would have preferred to compare their entire Canadian sales with the Blue Ribbon sales of one Province. We are pleased to notice this change of tone, and hope that it will continue so that the trade will not in future be favored with any more of such notices as—

**"Our increase alone in sales of Salada Ceylon Tea in the past year  
"over our sales in 1902 was greater than the entire business, etc., etc."**

The comparison which "Salada" has actually agreed to is—

**"Whether the quantity of Blue Ribbon Tea sold for consumption in  
"Canada during 1903 exceeded quantity of Salada sold for consumption  
"during the same period."**

That is to say we agree to compare a portion of our tea business with "Salada's" entire Canadian trade.

Our deposit is in Messrs. Clarkson & Cross' hands, and we would be glad if "Salada" would cover it and allow the investigation to proceed.

With regard to Salada's advertisement in the last issue of THE GROCER we regret that Salada should pretend to be ignorant of what they and everyone who perused our letter must have been well aware of, namely, that our offer to compare Salada's increase with our entire business was simply an expression of our willingness to accept what we understood to be the terms of Salada's original challenge. Whilst we were surprised at this attempt to misrepresent our position, we were more than surprised at Salada's pretence that they understood we wished to include our general grocery business other than tea in the comparison. Can anyone credit that Salada believes anything of the kind? The correspondence from beginning to end shows clearly that tea alone was under discussion, and Salada's statement regarding our general business is too absurd to be accepted seriously.

When Salada's extraordinary challenge first appeared business men in the West wondered why no Eastern merchant took it up. Perhaps Salada's last advertisement throws some light on the subject when in referring to our offer to accept what we believed to be the terms of their challenge, thus treating the matter seriously, Salada said this was the greatest compliment they had ever received. We shall certainly pay Salada no more compliments, nor will we make any further effort to arrive at the meaning of their challenge. Mr. Ince's enquiries having produced no result, and our own having met with ridicule and evasion, we do not care to press the matter further, particularly when Salada's anxiety to escape responsibility for their challenge is so great that they must needs deliberately misrepresent our position. We shall therefore treat Salada's challenge as withdrawn and have nothing further to do with it.

It is, of course, understood that the investigation by Messrs. Clarkson & Cross into the Canadian sales of Blue Ribbon and Salada during 1903 will proceed as soon as Salada puts up their deposit.

(Signed) **G. F. & J. GALT.**



# DO YOU HANDLE ENAMELINE LIQUID

# STOVE POLISH?

RETURNED

AUG. 3 1904

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Enameline Paste revolutionized the Stove Polish business.

Enameline **fire-proof** Liquid will share with our Modern Paste Stove Polish an equal success.

It is non-inflammable and absolutely safe to use.

**NO RUST. NO ODOR. NO WASTE.**

Order a 3-doz. case of 10-oz. canisters from your jobber or our agents.

## WM. H. DUNN, Montreal and Toronto.

W. S. CLAWSON & CO., St. John, N.B.  
ERB & RANKIN, Halifax, N.S.  
SCOTT BATHGATE & CO., Winnipeg, Man.

J. L. PRESCOTT & CO.,  
Manufacturers, New York.

YOU  
CAN  
HOLD UP

**Greig's  
White Swan  
Goods.**

to your best trade.

Unsurpassed any-  
where for absolute  
**Purity and Good-  
ness.**

**White Swan COCOANUT is no exception.**

Unquestionably the best produced in Canada.

Packages.  
Tins.  
Boxes.  
Pails.  
Barrels.

**The Robert Greig Co., Limited,**

WHITE SWAN MILLS,  
TORONTO



CLASSIFIED LIST OF ADVERTISEMENTS.

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

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

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

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

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

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

**Brooms, Brushes, Etc.**  
Turner, James, & Co., Hamilton.  
United Factories, Toronto.  
Waterloo Broom and Brush Co., Waterloo, Ont.  
Woods, Walter, & Co., Hamilton.

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

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

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

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

**Cocao-nut.**  
Greig, Robt., Co., Toronto.

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

**Coffee Clearer.**  
Lucas, Steele & Bristol, Hamilton.

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

**Commission Merchants and Brokers.**  
Cameron, Gordon & Co., Winnipeg.  
Clark, R. W., & Co., Victoria, B.C.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Dominion Brokerage Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
McDonald, Gordon, & Co., London, Eng.  
Lambe, W. G. A., & Co., Toronto.  
Nicholson, E., Winnipeg.  
Patrick, W. G., & Co., Toronto.  
Rutherford, Marshall Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Thomas, J. P., Quebec, P.Q.  
Watt, J. L., & Scott, Toronto.

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

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

**Condensed Milk and Cream.**  
St. Charles Condensing Co., Ingersoll.  
Truro Condensed Milk & Canning Co., Truro, N.S.

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

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

**Financial Institutions.**  
Bradstreet Co.

**Fish.**  
Black Bros. & Co., Halifax.  
Connors Bros., Ltd., Black Harbor, N.B.  
Eby, Blain Co., Toronto.  
James, F. T., Co., Toronto.  
Johnson, C., Gardiner & Co., Vancouver, B.C.  
Kinneer, T. & Co., Toronto.  
Laporte, Martin & Cie., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Todd, J. H., & Son, Toronto.  
White & Co., Toronto.

**Flours and Cereals.**  
Castle, F. J., Co., Ottawa.  
Force Food Co., Buffalo, N.Y.  
Greig, Robt., Toronto.  
MacKay, John, Bowmanville, Ont.  
McCann, Wm., & Co., Toronto.  
Napoli Macaroni Co., Toronto.  
Tilson Co., Tillsonburg, Ont.

**Fruits—Dried, Green and Nuts.**  
Balfour & Co., Hamilton.  
Davidson & Hay, Toronto.  
Eby, Blain & Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton.

Goodwillie's—Rose & Laflamme, Montreal.  
Husband Bros. & Co., Toronto.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Tippet, A. P., & Co., Montreal.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

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

**Grocers—Wholesale.**  
Balfour & Co., Hamilton.  
Canada Brokerage Co., Toronto.  
Chaput, L., Fils & Cie, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Kinneer, T., & Co., Toronto.  
Laporte, Martin & Cie., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Snowdon, Forbes & Co., Montreal.  
Turner, James, & Co., Hamilton.

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

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

**Interior Store Fixtures, Trucks, Etc.**  
Auer Light Co., Montreal.  
Dominion Show Case Co., Toronto.

**Jams, Jellies, Etc.**  
Canada Biscuit Co., Toronto.  
Greig Mfg. Co., Montreal.  
McGregor-Harris Co., Toronto.  
Pure Gold Mfg. Co., Toronto.  
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

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

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

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

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

**Peels.**  
Batger's—Rose & Laflamme, Montreal.

**Pickles, Sauces, Relishes, Etc.**  
American Coffee & Spice Co., Toronto.  
Colson, C. E., & Son, Montreal.  
Douglas, J. M., & Co., Toronto.  
Ewing, S. H., & Sons, Montreal.  
Horton-Cato Mfg. Co., Windsor, Ont.  
Laing's, Dr.—W. G. Patrick & Co., Toronto.  
Lytle, T. A., Co., Toronto.  
Patterson's—Rose & Laflamme, Montreal.  
Stretton & Co., Worcester, Eng.

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

**Polishes—Stove.**  
Morse Bros., Canton, Mass.  
Prescott's—W. H. Dunn, Montreal and Toronto.

**Pottery.**  
Foster Pottery Co., Hamilton, Ont.

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

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Patrick, W. G., & Co., Toronto.  
Toronto Salt Works, Toronto.

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

**Shelf Boxes.**  
Bennett Mfg. Co., Pickering, Ont.

**Soap.**  
Metropolitan Soap Co., Toronto.

**Sodas—All Kinds.**  
Winn & Holland, Montreal.

**Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
Ocean Mills, Montreal.  
St. Lawrence Starch Co., Port Credit.  
Snowdon, Forbes & Co., Montreal.

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

**Stock Food.**  
Myers Royal Spice Co., Niagara Falls, Ont.

**Sugars, Syrups and Molasses.**  
Canada Biscuit Co., Toronto.  
Canada Maple Exchange, Montreal.  
Davidson & Hay, Toronto.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Laflamme, Montreal.

**Teas, Coffees, and Spices.**  
Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Canada Brokerage Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Japan Tea Traders' Ass'n.  
Kinneer, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Pure Gold Mfg. Co., Toronto.  
Rutherford, Jas., & Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Turner, James, & Co., Hamilton.  
Wood, Thos., & Co., Montreal.

**Vinegars.**  
Grimble & Co., London, Eng.

**Warehousing.**  
Cameron, Gordon & Co., Winnipeg.

**Wines, Liquors and Beer.**  
Laporte, Martin & Cie, Montreal.

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

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

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

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

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

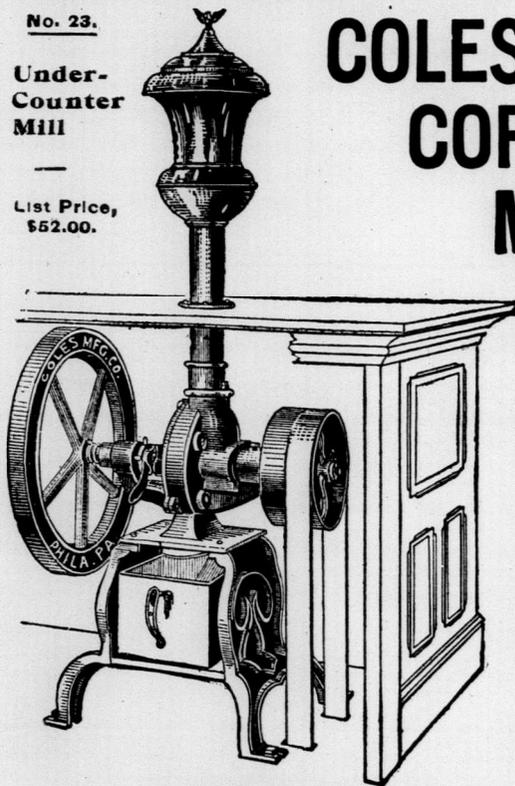
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The Canadian Salt Co., Limited,  
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

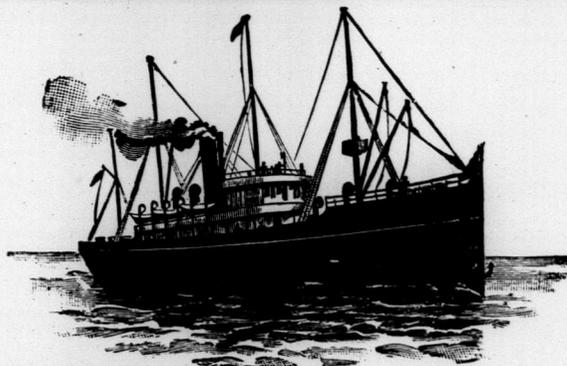
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**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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**COLES MANUFACTURING CO., PHILADELPHIA, PENNA.**



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**JOHN BAYNE MACLEAN,**  
Montreal.

## The MacLean Publishing Co. Limited

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### NEW ZEALAND PREFERENCE.

AFTER due consideration of the tariff recently adopted by New Zealand, the particulars of which were published in a recent number of *The Grocer*, the Dominion Government has decided that on the whole it is quite favorable to Canada and accordingly an order-in-Council has been passed extending to New Zealand the full Canadian preference of 33 1-3 per cent.

This mutual preference should stimulate trade between Canada and her sister colony of the Antipodes. The foreign trade of New Zealand for the fiscal year 1902-3 aggregated over £25,000,000, imports being £11,747,435 and exports £14,923,135. Her imports covered nearly all lines of goods; her exports were chiefly wool and sheepskins, frozen meat, gold, kauri gum, flax, butter and cheese. Of this trade Canada imported from New Zealand goods to the value of \$41,903 and exported to that island goods to the value of \$462,538. We are evidently not getting a very large share so far.

Of course as New Zealand is a pastoral and agricultural country we can not ex-

### EDITORIAL

pect to sell her much agricultural produce, but there should be a good opening for our manufacturers to develop a trade which, insignificant as yet has great possibilities.

### GREEN TEA POSITION.

THE position of Indian and Ceylon green teas in Toronto at the present time is a curious one. While there is a very fair demand from the retail trade for these lines, the jobbers appear to be well stocked for present requirements and there is considerable in warehouse on consignors' account. In regard to this latter opinions of buyers and sellers differ and the former being supplied for present requirements will not touch the spot tea except at a concession, while they are at the same time buying reasonably freely for importation in anticipation of future requirements. While therefore there is an active demand from retailers for Ceylon and Indian greens, and jobbers are placing orders for importation, brokers with consignments in warehouse are finding no little difficulty in getting their prices.

### CUMULATIVE VOTING.

THE experiment of cumulative voting as tried in Toronto has not been a decided success. In fact the City Council has resolved to ask the Legislature to do away with the system established only last year and substitute another.

The system afforded unexampled opportunities for the election heeler to get in his fine work, in fact the opportunities were such that these gentry overdid themselves and so attracted attention which resulted in the present investigations and revelations. That this hidden crooked work has been unearthed should perhaps be placed to the credit of cumulative voting, but this after all is a left-handed credit.

The system gives too much power in the hands of corrupt coteries, party cliques, and society groups and enables such undesirable bodies to exercise an influence by no means beneficial and out of all proportion to their number as

The  
Canadian Grocer

compared with the ordinary decent citizen who distributes his votes among the men he deems most qualified for office.

It is not in the interest of the business man that this undue influence should be placed in the hands of men of the professional politician type, who seldom have any business interest and little respect for the rights and needs of business men.

The proper principle is one man one vote. In cases where more than one is to be elected, the elector who wishes to indulge in the luxury of plumping should have no right to pile up two or three votes for his particular choice. The country would be served better were he given the alternative of distributing his full quota of votes or restricting himself to one for his favorite.

### THE BONDING PRIVILEGES.

IN a recent number *The Grocer* had occasion to rebuke Cold Storage, a London, England, publication, which in the course of an editorial arguing the inability of the colonies to supply the food needs of the Motherland under a preferential tariff, made the unwarranted and misleading statement that Canada was at the mercy of the United States for four months of the year owing to the ice closing her ports.

In the issue of Cold Storage just at hand the writer tacitly admits that he was wrong in stating that our ports were icebound for four months of the year, but attempts to escape by pleading that compared with Boston or Portland our maritime ports are not commercially possible, and triumphantly quotes statistics to show that 69 per cent. to 81 per cent. of our food products shipped during the Winter months pass through Portland and Boston. It is quite simple to Cold Storage that all the United States has to do is to withdraw the bonding privilege, and Canada is undone. In support of this inexorable logic Cold Storage quotes the Times, and Sir Wilfrid Laurier's speech on the introduction of the Grand Trunk Pacific bill.

Cold Storage has fallen into the error common to people who reason from incomplete premises.

In the first place its own statistics show that the proportion of Canadian

produce shipped through our maritime ports increased very considerably last year, and the increase this year will be found to be still greater.

But apart from this altogether, is Canada at the mercy of the United States in the matter of bonding privileges? Decidedly no! Cold Storage should know that the United States does not extend such valuable considerations as bonding privileges as a matter of courtesy. They have their quid pro quo, and having as usual the long end of the bargain are unlikely to do any such foolish thing as to abrogate the convention under which we are now working.

Suppose the bonding privilege were abrogated, the blow would fall at the same time upon the United States ports of Boston and Portland as upon Canada, and while we might be inconvenienced for a short time our "commercially impossible" ports in the Maritime Provinces would perforce take care of the diverted traffic more or less adequately. Portland and Boston would lose a lucrative traffic permanently.

But on the other hand the United States enjoys very important bonding privileges at the hand of Canada. The three great American lines from the middle west to the Atlantic seaboard, from Chicago to New York, the Michigan Central of the Vanderbilt system, the Wabash, and the Pere Marquette all run for 250 miles from the Detroit to the Niagara River through Canada. The Welland canal between Lake Erie and Lake Ontario, the St. Lawrence canals, giving outlet from Lake Ontario to tide water, are all through Canadian soil. If the United States were to withdraw the bonding privileges could we not do the same?

While the withdrawal of the bonding privileges on the part of the United States might very seriously inconvenience us for a time, retaliation would paralyze a great part of the United States traffic which centres in Chicago and has for destination the Atlantic seaboard.

In the face of these facts it is absurd to speak of Canada being at the mercy of the United States, the Times to the

contrary notwithstanding. One is never at the mercy of an enemy when possessed of equal weapons and the same opportunity to wield them.

Sir Wilfrid Laurier's appeal on the introduction of the Grand Trunk Pacific bill, to the patriotic desire of all Canadians for an all Canadian route for our products all months of the year is very far from an admission that we are at the mercy of our southern neighbors.

As intimated in our first article the editor of Cold Storage should travel. A visit to Canada would convince him that Canada is quite capable of producing any quantity of food required by his little sea-girt isle, and that the withdrawal of the bonding privileges is but a bugaboo to frighten the timorous.

#### PERMANENTLY PROFITABLE BUSINESS.

EVERY progressive merchant should look not only to immediate profits but to the establishment and maintenance of a business which will prove permanently profitable. Such a business can be built up only by securing the trade of the better class of customers. This is the class of people who have money to spend and with whom, no matter how careful they may be in money matters, quality is the first consideration. There are few customers who will more than once pay an excessive price for an article, but there are very many who want high-class goods and are willing to pay the regular price. These are the customers whose business is permanently profitable because it can be retained.

The bargain hunting class can be interested only so long as they are getting something for nothing—or believe that they are—which is the same thing. They drift from one store to another, and there are few merchants who find their trade profitable. They are useful only because they are always ready to relieve a merchant of his otherwise unsaleable stock at bargain prices.

The other class—the profitable class—are not so easily attracted in the first instance, but, once secured, their trade can be retained by treating them right, by supplying them with reliable goods only, with the brands for which they

ask and with which they are satisfied. It is dangerous to offer these customers something "just as good" unless the salesman is absolutely sure of his goods.

This being the case, it is strange that retailers in general are not more careful in their buying. Often they are influenced in their purchases by the salesman who tells them they can make greater profits by handling his lines than from the sale of the established brands with which they are acquainted. Retailers should remember that most of these well-known brands which have stood the test of time are already on a rock bottom price basis. They are sold as low now as it would be profitable to sell them, and the difference in the price of the two brands very often represents pretty accurately the difference in quality. Hence to handle the new line at the same price is to give a customer an inferior article for his money. The immediate profit may be larger but a customer will not be deceived twice.

By all this is not meant that a merchant should never consider the advances of a new firm. The older firms themselves would probably be the last to claim the right to monopolize the trade of the country. No person disputes the right of a firm commencing in business to expect that patronage from the trade to which the merits of its goods entitle it. Moreover the country is growing, and will probably continue to grow, so rapidly that these firms will be unable to keep up with the demand.

But the merchant has his own reputation to sustain. His name has come to represent among his customers a certain class of goods. His firm name is, or should be, a guarantee of excellence.

The manufacturer's name should also be a guarantee of excellence, and the merchant who has a reputation at stake should insist that the goods he sells bear the name and trade mark of their maker. The manufacturer who has confidence in his own goods, and believes that they will bear comparison with other brands now on the market, will not hesitate to comply with this requirement. It is usually the case that goods which do not bear the name of their manufacturer are made for the sake of immediate profits only, and it is not expected that their quality will give them a permanent hold on the market. The merchant who is looking for a permanently profitable business among the better class of customers can not afford to handle these goods.

**HALIGONIAN CHOCOLATE MAN.**

**F.** J. WARD of John P. Mott & Co., Halifax, N.S., was a visitor to Montreal this week, passing through on his way east from a trip through the Ontario and Quebec trade. Mr. Ward expressed the opinion that the demand for chocolate and cocoas was on the increase in Canada and as far as their trade was concerned satisfactorily so. "Of course," Mr. Ward stated, "Mott's chocolates and cocoas have for many years been before the trade and enjoyed a desirable reputation. A branch of our business is the manufacture of confectioners' chocolates, and in this connection I am pleased to say, our goods are in the front rank."

Mr. Ward is enthusiastic as regards the outlook for the future, and stated that all their agencies, in Toronto, Winnipeg, and Montreal were closely looked after. While in Montreal Mr. Ward's commercial headquarters are with J. P. Taylor, his firm's representative for this district. He left for Quebec and the east on Tuesday, 23rd inst.

**PERSONAL MENTION.**

Mr. R. W. Ritchie, of the Eby, Blain Co., has been laid up with a severely sprained ankle.

F. W. Fearman Co. have a large and well assorted stock of cheese, white colored and Stiltons that they are offering at good value.

Mr. J. S. Donaldson, Front street, Toronto, has been appointed selling agent for Small's Maple Creams. These creams have established a good reputation.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, representative for Black Bros. & Co., Halifax, is on a visit to the latter city in the interests of the company's fish foods.

Mr. W. L. Hunter, Eastern Ontario representative for L. Chaput, Fils & Cie., Montreal, dropped into the Montreal offices of The Grocer this last week. Mr. Hunter reports that despite the extremely cold weather and blocked and unfavorable roads business has been satisfactory. When the roads get opened up more he expects trade will revive materially.

Mr. W. F. Leonard, senior member of the fish house of Leonard Bros., St. John, N.B., was a visitor to Montreal during the week, visiting their Montreal warehouses which are under the management of Mr. J. Byrne. The cold weather while restricting the fresh fish trade somewhat has, on the other hand

been beneficial to the frozen fish business, and taking one condition with another Mr. Leonard is of the opinion that New Brunswick fish business is in a satisfactory state.

**AT CANNERS' CONVENTION.**

**J.** W. WINDSOR, of the J. W. Windsor Canning Co., Montreal, has just returned from Columbus, Ohio, where he had gone to attend the National Convention of the Canned Goods Association, which was held in that city, from February 8th to 13th.

Mr. Windsor's trip was a very pleasant one, and he expressed himself as very much interested in the entire proceedings. The display of canned goods machinery, in connection with the convention, was a most magnificent one. Every modern appliance, for the prompt and safe packing of canned goods was in evidence.

The attendance was very large, from 500 to 600 canners, and parties interested in the canned goods industry, from almost every state in the Union being present.

Some very interesting lectures and speeches were delivered, touching on the manufacture of canned goods, buying and selling, and the position of the trade as regards the jobber, etc.

One of the speeches, that of W. B. Timms, of the firm of Austin, Nichols & Co., wholesale grocers, was in the nature of a heart to heart talk with the canners, dealing as it did with the honest and proper carrying out of contracts made by the canners with the jobbers.

The address of Prof. E. W. Duckwall, of the Sprague Laboratory at Aspenwall, Pa., and chemist for the H. J. Heinz Co., Pittsburg, and which was illustrated by stereoptican views, was divided into three branches, touching the subjects of artificial colors, tin plates, and preservatives. This address particularly, was considered highly instructive by Mr. Windsor. Of one fact Mr. Windsor is convinced, and this is demonstrated by the analysis of tin plates as shown by Prof. Duckwall, and that is, that the quality of tin plates used by Canadian packers, is of a higher grade than that used by the American canners.

The high character of the addresses delivered on the different subjects of interest to the canning industry show that a great deal more interest was taken, particularly on the subject of putting up high-grade, and absolutely reliable goods, and it is Mr. Windsor's

opinion that these annual gatherings are productive of great good, not only to the canning industry, but to the jobber, the retailer, and the consumer.

**INQUIRIES RECEIVED.**

We are requested by Snowdon, Forbes & Co., Montreal, to state that from the great number of inquiries they are receiving in answer to their offer to send readers of The Grocer one of their beautiful "Bee" starch hangers, it is evident that such an attractive store ornament is appreciated. Any one not having received a hanger can obtain one by dropping a card to Snowdon, Forbes & Co., 449 St. Paul street, Montreal. They have a full supply on hand now.

**OFF FOR FLORIDA.**

Mr. Chas. Chaput, senior member of the wholesale grocery house of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Chaput, left on Monday 22nd inst. for St. Augustine, Fla. Mr. Chaput has well earned his vacation and The Grocer wishes him and Mrs. Chaput an enjoyable and beneficial holiday. It is expected that they will not return until after Easter.

**GROCER A WELCOME GUEST.**

Mr. J. W. Watson, general merchant, Minden, Ont., has sold out his store to D. J. Naetle and is offering his stock en bloc or in detail. Mr. Watson writes that The Grocer has always been a welcome guest with him and he always found it in the van. He moreover wishes to thank many members of the wholesale trade for many kindnesses which, he remarks, can never be repaid in coin.

**A BUSINESS HELP.**

H. N. Bate & Son, Ottawa, are sending out their improved patent combination order book to the trade. This is a most complete and convenient affair containing as it does a supply of order sheets, a grocer's want list, pocket for envelopes, price lists, catalogues and a small calendar. Grocers interested will be able to secure one of these order books and will find it a convenience when placing their orders with the firm. H. N. Bate & Son send these order books out three or four times a year.

**MILK CHOCOLATE.**

The manufacture of milk chocolate has been made a specialty of by the Cowan Co, Toronto, who have introduced the finest grades for eating and drinking. As a confection milk chocolate is one of the daintiest, purest and most nutritious.

The Cowan Co. are now introducing this chocolate as a sweet coating for confectioners' use. They report making only one grade, the very best, so that Cowan's milk chocolate may be relied on for quality, fine flavor and absolute purity.

# THE SAME OLD GAME.

The wholesale grocer is endeavoring with some success to again load up his customers with Japan Teas on the strength of the **WAR**. The figures we gave a few weeks ago, showing that in four years the imports of Japan Teas into Canada declined from 11,666,757 lbs. in 1899 to 4,879,078 lbs. last year, prove conclusively that Japans are to go out of consumption like China Teas have.

## If You Want to Speculate

do so on a "SURE THING," and "**SALADA**" **CEYLON TEA** is the SUREST! DON'T LOAD UP with Japans that will surely be left on your hands **UNSALEABLE!**

"SALADA" Toronto and Montreal.

### Take a Look

AT THE LIST OF GOODS WE PACK  
then **Try them.**

We are packers of the well-known

"**Brunswick**" brand of

### FISH

#### SARDINES

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

#### HERRINGS

In Tomatoe Sauce  
Kipperd

#### Clams, Scallops,

**Finnan Haddies, Boneless Fish.**  
**Clam Chowder, Boneless Codfish.**

We offer in season: — FRESH FROZEN HERRING and CODFISH.

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

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

**Connors Bros., Limited,**

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



## "Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

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



since the outbreak of hostilities, with a consequent hardening in other lines. Tapioca is firm at the recent advance. We quote.

	Per lb.		Per lb.
Rice, stand. B.	0 03 $\frac{1}{2}$	Sago	0 03 $\frac{1}{2}$ 0 04
Patna	0 05 0 05 $\frac{1}{2}$	Tapioca	0 03 0 03 $\frac{1}{2}$
Japan	0 06 0 07	Carolina rice	0 10

TEAS.

The market for tea is quite active and prices firm. In Ceylon and Indian greens the trade is pretty well stocked for present demands, stocks being quite sufficient but there is considerable buying for importation. Retail demand is good. A cable from Colombo on Monday reports good Pekoe Souchong firm at equal to 11c. Toronto, with advancing tendency. Anything with flavor is worth more money and strictly fine flavoring teas are very scarce indeed. There are still a few teas about for London and quotable for trans-shipment to Canada being offered on this market, and business is being somewhat freely done in these as the present offerings are practically the last of the season and buyers are aware they must wait till next Fall before having another opportunity to buy similar teas in transit. There is more enquiry for China greens and the price asked in Canada is probably a cent more than these teas could be bought for before the outbreak of the war in the East. The quantity offering however, is not very large, but seems fully equal to the reduced demands for these goods. Japans are still selling rather freely at about a cent advance on prices of a month ago. Even admitting the consumption of Japan teas has fallen off considerably, the small quantity in first hands is considered inadequate to keep the trade fully supplied till the advent of the new crop in May. There is a disposition on the part of some buyers to stock Japans at present prices for next year's business. We quote:

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

Foreign Dried Fruits.

There is a fair demand for dried fruits—prunes leading. French reports on shelled walnuts continue conflicting, some houses advising agents that in a very little while there will be none to be had. Reports of other shippers are not at all so alarming. They, in fact, attribute the high prices to the speculation of the houses of first named class, as quotations have been reduced several francs by recent cables it would seem that this latter information is well founded. Currants are a little stronger and prices slightly higher. Prices for California raisins have been reduced 1 cent to the Canadian trade. We quote:

CURRENTS.

	Per lb.		Per lb.
Fine Filiatras	0 04 $\frac{1}{2}$ up	Vostizzas	0 07 0 08
Patras	0 06 0 06 $\frac{1}{2}$		

RAISINS.

	Per lb.		Per lb.
Valencia, fine off-stalk	0 06 0 06 $\frac{1}{2}$		
selected	0 06 $\frac{1}{2}$ 0 07		
selected layers	0 07 $\frac{1}{2}$ 0 09		
Sultana	0 06 $\frac{1}{2}$ 0 10		
Californian seeded, 12-oz.	0 08 $\frac{1}{2}$ 0 09		
1-lb. boxes	0 10 $\frac{1}{2}$ 0 11		
unseeded, 2-crown	0 08 0 07 $\frac{1}{2}$		
3-crown	0 08 0 08 $\frac{1}{2}$		
4-crown	0 09 0 10		

DATES.

	Per lb.		Per lb.
Hallowees	0 03 $\frac{1}{2}$ 0 04	Fards	0 08 $\frac{1}{2}$ 0 08 $\frac{1}{2}$
Sairs	0 03 $\frac{1}{2}$ 0 03 $\frac{1}{2}$		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04 $\frac{1}{2}$	60-70s	0 06 $\frac{1}{2}$ 0 07
90-100s	0 05 0 05 $\frac{1}{2}$	50-60s	0 07 0 07 $\frac{1}{2}$
80-90s	0 05 $\frac{1}{2}$ 0 05 $\frac{1}{2}$	40-50s	0 07 $\frac{1}{2}$ 0 08
70-80s	0 06 0 06 $\frac{1}{2}$	30-40s	0 08 $\frac{1}{2}$ 0 08 $\frac{1}{2}$

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12 $\frac{1}{2}$	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03 $\frac{1}{2}$	Elemes	0 09 0 20
Naturals	0 06 $\frac{1}{2}$ 0 09 $\frac{1}{2}$		

APRICOTS.

	Per lb.
Californian evaporated	0 10 $\frac{1}{2}$ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 $\frac{1}{2}$ 0 12

Cured Fish.

Lent is bringing a very good demand for cured fish. Prices remain firm as previously quoted. We quote:

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

Country Produce.

EGGS.

We withdraw our quotations this week for cold storage they being off the market. Receipts of new laid have been slightly improved selling at from 35 to 40c. It is difficult to quote pickled, which are also practically exhausted, those not being delivered on contract bringing almost the same as new laid. At the price there is scarcely anything doing. Bakers are taking what is going, but even some of these have had to quit making cakes, not being able to get the eggs. Others are making what eggs they get go a long way to quote one dealer. What they use as substitutes has not transpired. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
prime	0 34	
cold storage, per doz	0 32	
pickled, per doz	0 3	5

BEANS.

Beans are quiet this week, with last week's prices unchanged. Our quotations are:

Beans, mixed, per bush	1 35
prime	1 50 1 60
handpicked, per bush	1 65 1 75
Lima, per lb.	0 05 $\frac{1}{2}$ 0 06 $\frac{1}{2}$

HONEY.

The honey market continues dull, the range of prices for honey in sections is

25c. less than last week. We quote as follows:

Honey, extracted clover, per lb	0 07	0 07 $\frac{1}{2}$
sections, per doz	1 50	2 00

POULTRY.

There is little interest in poultry at present. Receipts are very light and the limited demand is mostly supplied by cold stored stuff. We quote:

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

Fish.

The demand for fish continues brisk, with stocks gradually becoming more scarce. The recent fish famine in New York did not affect Canadian trade materially since fish supplies here are obtained from a different source. The demand for fish has never been so brisk as this season, and it is not improbable that the unusually large stocks laid in early in the season will be used up before Spring fishing opens up about the 15th of April. Gold-eyes are out of the market. There is practically a famine in oysters. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 08
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04 $\frac{1}{2}$
Sea herring, per 100	2 25
Finnan haddies, per lb	2 00
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 60
selects	5 25

Green Fruits.

Since the moderation in the weather, fruit merchants have been doing a brisk trade. There is still a brisk demand for California navels and stocks are first-class. Shipments of Valencias are coming freely; stocks were never better quality. Seville bitter oranges in chests are practically out of the market and are uniformly easier in price. Jamaica oranges in barrels are also out of the market. Valencias 714 case show a slightly wider range in price; Valencias 420 case are easier in price. Large Valencias are firmer in price. Lemons are scarce and are likely to continue so until the regular Montreal Spring shipment arrives. Very few lemons are on the way and prices will probably advance. Frosted stocks which have been an incubus on the market have nearly disappeared. Bahama grape fruit is firmer in price. Pineapples are beginning to arrive although the demand as yet is not great. Bananas are firmer in price; they are becoming plentiful on the market; demand is good. A few export shipments of apples have been touched by frost en route to shipboard. Our quotations are:

Florida oranges, per box	3 00	3 25
Florida tangarines, in straps	5 00	5 50
in 1/2- straps	2 25	2 50
Japan " per bundle (2 boxes)	1 25	
per box	0 65	
California navels, per box	2 50	3 00
Mexican oranges	2 00	2 25
Seville oranges, bitter, per box	2 50	
Messina oranges, bitter, 106, 200 and 240 boxes, per box	2 50	

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For Fifty Years in THE BRITISH ISLES and in EUROPE it has had endorsement by breeders and stock raisers, including Kings and Queens.

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Bitter oranges, Palermo, 200 and 240 boxes, per box	3 00
Jamaica oranges, per bbl	3 75
Messina lemons, new, per box	2 50
Messina lemons, frosted stock, per box	1 50
Valencia oranges, 714 case	4 00
420 case	3 00
Valencias, large, per case	5 50
Bahama grape fruit, per box	5 00
California grape fruit, per box	3 50
Florida pineapples, per crate	5 00
Bananas, large bunches	1 75
small bunches	1 00
Apples, per bbl	1 50
Almeria grapes, per keg	6 50
Florida tomatoes, per crate	4 50
Tomatoes, green house, per lb	0 25
Cranberries, Jersey, per bbl	7 00
Budd's longkeepers	8 50
Limes, per case	1 25
Limes, In 1/2-straps	2 25

**Vegetables.**

There is a brisk demand for vegetables this week with stocks more plentiful than for some time past. A big trade is doing in potatoes and the demand for onions is one of the features of the week. Onions are scarce and white onions have advanced from 25 to 50c. in price. They are likely to become still firmer. Canadian celery is scarce and shows a range in prices wider by 25c. than last week. White turnips are out of the market. Rhubarb is becoming more plentiful and in bundle lots is 5c. easier. Watercress is noticed on the market for the first time this week. Our quotations are:

Cabbage, per doz	0 50	1 00
red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bbl	5 00	
Onions per peck	0 50	
Onions white, per bag	2 50	
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	1 25	
Spanish (Valencia) onions, large cases	3 50	4 00
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	0 50	
Mushrooms, per lb.	0 75	
Mint, per doz bunches	0 30	
Parsley, "	0 20	
Sage, per doz	0 10	
Savoury, per doz	0 10	
Beets, per bush	0 50	0 60
Beets, per bag	0 75	
Carrots, per bag	0 85	
Parsnips, per bag	1 00	
Artichokes, per bush	0 75	
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	0 30	
Leeks, per doz	0 40	1 00
Celery, per doz	0 40	1 00
California celery, large case	5 00	5 50
small case	2 40	
Rhubarb, per doz	1 00	1 25
per bundle	0 10	
Green onions, per doz	0 15	
Green house water cress, per doz	0 25	

**Seeds.**

As the weather improves the seed market shows signs of brightening. Merchants report a brisk trade during the last day or two. Last week's prices continue unchanged. We quote the following prices:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	2 00	

**Grain, Flour and Breakfast Foods.**

**GRAIN.**

Grain is lively this week and prices continue to soar. The speculative tendency is strong and is the principal factor in influencing the situation. Manitoba wheat is strong but the impression is that Ontario is altogether too high. Indications are that the rise in prices will continue and taking the present high delivery price of May wheat as

evidence, the general impression seems to be that if the market should be in strong hands, there is more reason why May wheat should continue to advance materially than there was in 1898 at the time of the Leiter boom. The war also has influenced the wheat situation as well as the tie-up in traffic on the railroads as a result of which very little wheat can be moved. Manitoba wheat, No. 1 hard, is 9 to 9 1/2c. firmer; No. 1 Northern is 10c. and No. 2 9c. firmer respectively. White wheat is 11 1/2c. firmer and red wheat 11c. firmer. Barley has advanced 1c. and oats 1 1/2c. Buckwheat is 3c. firmer and rye 8c. firmer. Peas continue unchanged. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 10	1 11
" " Northern No. 1 "	1 09 1/2	1 10
" " No. 2 "	1 06 1/2	1 07
Red, per bushel, on track Toronto	1 04	1 04 1/2
White "	1 04 1/2	1 05
Barley "	0 48	0 50
Oats "	0 37	0 37 1/2
Peas "	0 69	0 70
Buckwheat "	0 57	
Rye, per bushel, "	0 65	0 66

**FLOUR.**

Excitement prevails in the flour market this week, the cause being the Russo-Japanese war, and the manipulation of the markets by speculators which was initiated in Chicago. A continued advance in prices is not improbable. Manitoba flour is 40c. firmer than last week and Ontario 50c. firmer. Our quotations are as follows:

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

**BREAKFAST FOODS.**

The demand for breakfast food continues lively, and indications point to a natural advance in prices, which however will largely be controlled by the war in the East. The only change in last week's prices is in rolled wheat which is 25c. firmer. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl, in bags	4 10
" " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 50
Split peas	4 75
Pot-barley, in bags	3 75
" " " " in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

**Hides, Skins and Wool.**

The market is dull this week, the demand not being so good as last week. We quote the following prices:

**HIDES.**

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

**CALFSKINS.**

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

**WOOL.**

Unwashed wool, per lb.	0 09	0 10
Fleece wool	0 17	0 18
Pulled wools, super, per lb.	0 19	0 22
" " " extra	0 23	0 24
Tallow, per lb.	0 04 1/2	0 05

THE MARKETS

The Canadian Grocer

QUEBEC MARKETS.

Montreal, Feb. 25, 1904.

Groceries.

THE cessation of extremely cold weather has not, so far, made much impression upon trade, though, should it continue, a rush of business is looked for shortly. There have been no startling changes in the grocery trade during the week. On the local market, sugars, teas, canned goods and other staples have been for the most part steady. Teas continue to show great strength, and some dealers are again putting up prices. Coffees and spices have remained unchanged. Wholesale houses are now quoting the higher prices on canned goods, under a continued brisk demand. Green fruits are quiet and unchanged in prices. Some kinds of fish have advanced and in green cod haddies and smoked herring there is a great scarcity. The dairy markets remain in about the same position as last week, and our quotations, which for export are practically nominal, still stand good. In provisions and hog products the tendency of prices is upwards, and in pure lard another advance is quoted, while smoked hams also show some advance in small lots. Following the advance in certain brands of self-raising flours of 10 to 20c. per dozen, quoted in this column last week, other brands are being advanced to bring them up to the same level. Butter tubs have advanced 10 per cent., and are now worth from 17 to 30c. each, according to size. Jobbers are quoting American short cut clear port at an advance of 50c., making the price \$20 to \$20.50 per barrel. Evaporated apples, on account of the limited supply, are again higher. The market is now firm at 61-2 to 81-2c. All woodenware advanced 10 per cent. on Tuesday.

SUGAR.

Business in Montreal refined sugar has again been quiet throughout the week, on account of the difficulty of getting shipments made westward. The demand locally has also been small, but the market has remained steady, the business done having still been on the basis of \$4 for granulated and \$3.30 to \$3.35 for No. 1 yellows. We quote:

Granulated, bbls.	\$4 00
" " 1-bbls.	4 15
" " 1/2-bbls.	3 92 1/2
Paris lump, boxes and bbls.	4 55
" " 1/2-boxes and 1/2-bbls.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls.	4 20
" " 50-lb. boxes	4 40
Domino lumps, boxes and bbls.	4 45
" " 1/2-boxes and 1/2-bbls.	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2	3 50
No. 1 " bbls.	3 30 3 35
No. 1 " bags	3 27 1/2 3 32 1/2
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

The market for Barbadoes molasses continues easy under a slightly better demand, and at present a fair trade is doing, puncheons being quoted at 33c.

per gallon. It is now said that the lot of new molasses at first thought to be destined for Montreal, was for one of the Maritime ports. Syrups are moving out freely, at unchanged prices. We quote as follows:

Barbadoes, in puncheons	0 33
" " in barrels	0 33 1/2
" " in half-barrels	0 36 1/2
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02 1/2 0 03
" " 1-bbls.	0 02 1/2 0 03
" " 1/2-bbls.	0 03
" " 33-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

TEA.

The probability of future advances in Japan teas is being taken full advantage of by the trade, so far as it is possible for them to have orders filled. The demand during the week has been quite brisk, and a material improvement over that of a week ago has been the result. For good quality Japans there has been an exceptionally good demand, and very firm prices rule. A slight advance is noted in some grades. Ceylon greens are moving out steadily, and prices are firming up. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 08 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 20
Indian	0 12 0 20

COFFEE.

Coffee on the local market has remained quite firm, under a steady demand locally, and in spite of the speculative changes in New York, where prices have advanced and declined in response to the pressure brought to bear on the market. There is no change here. We quote:

Good cucutias	0 10 0 10 1/2
Choice "	0 11 1/2 0 12 1/2
Jamaica coffee	0 10 1/2 0 11
Java	0 18 0 22

SPICES.

The market is quiet, but prices rule firm. Peppers and cassia are both very strong and tend higher. The same may be said of cloves. Nutmegs are firm, but steady at present. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochinchina	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 13
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochinchina	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassia	0 0 0 16

RICE AND TAPIOCA.

Tapioca continues in fairly good demand and rice is also moving out somewhat better. There has been no further advance in tapioca since the 1-2c. of last week, but the tone of the market is still firm, and higher prices are by no means an unlooked for possibility. Our quotations are:

B rice, in bags	3 40
" " 1-bags	3 40
" " 1/2-bags	3 50
" " pockets	3 50

In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" " 1-bags	3 30
" " 1/2-bags	3 40
" " pockets	3 40
Imported Patna rice, in bags	4 02 1/2
" " " in 1-bags	4 75
" " " in 1/2-bags	4 87 1/2

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 02 1/2
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 33 0 03 1/2
" " seed pearl	0 03 0 03 1/2
" " flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

There is not much doing on this market, and the only quotable change shown occurs in Brazil nuts, which are easier this week and quoted at 11c., instead of 11 to 12c. Shelled almonds and walnuts continue firm as last quoted. Peanuts are also firm. We quote:

Grenoble walnuts	0 11 0 12
Marlots	0 10
Tarragona almonds	0 11
Filberts	0 07 1/2 0 08
Brazils	0 11
Pecans, as to size	0 10 0 12
Peanuts	0 07 1/2 0 12
Shelled Walnuts	0 21 0 23
" " Almonds	0 21 0 25

CANNED GOODS.

Jobbers are now selling at the advanced prices quoted by the canners. Corn at \$1.15 is very firm, and in some quarters it is predicted that it may go to \$1.20 before long. Tomatoes are also firm as quoted below. In spite of the advanced prices there has been no falling off in the demand, which continues active. The trade apparently must have the goods. Peas continue firm. Stocks of most kinds are light, and the market is not expected to ease off. Canned salmon is in brisk demand. We quote:

Tomatoes	1 12
Corn	1 15
Peas	0 87 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Sweetotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtberries, 2s.	1 50 1 50 1/2
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s.	1 45 1 60
" " 3s.	2 10
Peaches, 2s.	1 55 1 67 1/2
" " 3s.	2 40 2 60
Plums, Lombard 2s.	1 30
" " Green Gage 2s.	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s.	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" " spring	1 40
" " Rivers Inlet red sockeye	1 50
" " Fraser River red sockeye	1 50 1 70
Lobsters, tails	3 45
" " 1-lb. flats	4 00
" " 1/2-lb. flats	2 25
Canadian Sardines, 1s.	3 65 4 00

Foreign Dried Fruits.

There has been little doing in dried fruits, though prunes and currants have been in somewhat better local demand. Some small orders are also reported for Valencia raisins. Prices continue as quoted last week. We quote:

VALENCIA RAISINS.

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

**FIGS.**

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

**DATES.**

Dates, Hallowees, per lb.	0 03	0 04
---------------------------	------	------

**CALIFORNIAN EVAPORATED FRUITS.**

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

**MALAGA RAISINS.**

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

**CALIFORNIAN RAISINS.**

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

**PRUNES.**

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

**CURRANTS.**

Fine Filiatras, per lb. in cases	0 04	0 05
" cleaned	0 05	0 05
" in 1-lb. cartons	0 06	0 06
Finest Vostizas	0 06	0 07
Amalnas		0 05

**SULTANA RAISINS.**

Sultana raisins, per lb.	0 06	0 08
1-lb. carton		4 09

**Green Fruits.**

A change in the weather brought along a better demand for green fruits, though there is still great room for improvement. No quotable changes are reported this week. Canadian apples are now selling very well, at the prices given below. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 25	3 50
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714s		4 50
" 420s		4 00
Sweet potatoes per bbl	5 50	6 00
Spanish onions, cases		3 00
French onions, 110-lb. cases		2 75
New Messina lemons 300s		2 75
" 360s		2 50
Florida oranges, per box		4 75
California navels	2 50	3 00
Florida tomatoes, per crate		5 00
California celery		5 00
California cauliflower, case		4 00

**Fish.**

The fish market is now very active, and stocks in many lines are running low. Bloaters are now out of the market till next Fall; and the fresh cod are also finished. Pike, haddock and smelt are from 1-2c. to 1c. higher. No. 1 green codfish have now been practically sold up, though there are still a few No. 2 left, and some pollock. Stocks of haddies are also practically exhausted, and smoked herring have become very scarce; indeed, are almost unobtainable. All sorts of fresh frozen fish are in good demand; stocks are running low, and prices tend upwards. Fish dealers state that they had some trouble last season in procuring sufficient supplies of haddock, due to the continual diminishing of the catch; and they confidently expect to have great difficulty next season

in obtaining what they want. Green cod is another fish which is decreasing greatly in numbers year by year. It is predicted that No. 1 green cod will advance another 50c. very shortly. Bulk oysters are scarce, but the heavy demand is over for the season. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Haddies		0 07
Smoked herring, per box		0 16
Fresh haddock, per lb.	0 04	0 04
Dore, per lb., frozen, fancy Winter	0 06	0 08
Pike, " round	0 04	0 05
Halibut, frozen, per lb.	0 08	0 09
Gaspe salmon, frozen, per lb.		0 14
Frozen B.C. salmon, per lb.	0 08	0 09
Smelts		0 07
Steak cod	5 00	5 25
No. 1 Herring, Labrador, per bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	6 50	6 50
No. 1 Scotch herring,		0 95
" per keg	0 65	0 75
Holland herring, per keg		7 00
No. 1 green codfish, new, per 200 lb.	5 00	5 00
No. 2 green cod, bbls. 200	5 50	5 50
No. 1 green haddock, bbls. 200	7 00	7 00
No. 1 large green codfish, new, per 200 lb.		0 64
Green pollock, bbls. 200		0 12
Salt eels, bbls. 200 lb.		0 06
Mackerel, per lb.		0 05
Boneless cod, 1 and 2-lb. blocks, per lb.		0 04
" fish		0 05
" loose, in 25 lb. boxes		0 05
Boneless fish, in crates, 12 5 lb. boxes		4 75
Skinless cod, cases 100 lb.		5 00
Dried codfish, new, per 100-lb. bundles		13 50
B. C. salmon, choice red, per bbl.		1 40
B. C. salmon, 1/2 bbl.		1 00
Marshall's kippered herring, per doz.		3 75
Canadian kippered, per doz.		1 30
Canadian 1/2 sardines, per 100		2 25
Canned cove oysters, No. 1 size, per doz.		6 00
Canned cove oysters, No. 2 size, per doz.		3 00
Shell oysters, No. 1 Malpeques		1 50
" common		0 07
Standard bulk oysters, per gal.		0 06
Selects		0 07
Qualla salmon, frozen, cases		0 06
Choice round trout		0 06
Whitefish, small		0 06

**Country Produce.**

**EGGS.**

Receipts of eggs have not been large, though a day or two of mild weather seemed to make some improvement in the offerings. Fresh laid stock sold this week as high as 42c. in small lots, and pickled were sold at 30 to 35c. It is reported that much old stock is being mixed up with the fresh eggs. We quote:

New laid	0 40
Selects	0 35
Pickled	0 30

**BEANS.**

The market is quiet and easy, sales being reported at \$1.35 to \$1.40 for car lots and \$1.40 to \$1.45 in small lots.

**HONEY.**

There is no change. The market is quiet and prices steady. We quote:

Strained, white	0 09	0 10
Claver and basswood	0 08	0 08
Buckwheat	0 07	0 08
Comb honey	0 13	0 13

**POTATOES.**

There have been very small offerings of car lots, though considerable stock is on the way here delayed by weather conditions. Prices meantime are firm, and car lots are quoted at an advance of 3c. per bag, now being 68 to 70c. per bag. Small lots, ex-store are quoted at 80c.

**MAPLE PRODUCTS.**

The market is quiet. There have been no quotable changes, and prices are as follows:

Maple syrup, in wood, per lb.	0 05	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07
Pure Beaunce sugar, per lb.	0 08	0 09

**EVAPORATED APPLES.**

Wholesalers are quoting an advance in evaporated apples, and one house quotes prices of 6 1-2 to 8 1-2c., which of course is for small lots. Quotations on car lots are given at 5 1-4 to 5 1-2c. There is not much activity on the market at present.

**Flour and Feed.**

**FLOUR.**

Manitoba and Ontario flours are again higher, millers having put prices up 15c. on Saturday. The market is quite active, and in sympathy with the advance in wheat, prices are firm. We quote:

Manitoba spring wheat patents	5 25
" strong bakers	4 95
Winter wheat patents	4 80
Straight rollers	4 40
Extra	3 75
Straight rollers, bags	2 15
Extra, in bags	1 90

**FEED.**

The market is firm. Ontario bran is quoted \$1 to \$1.50 higher and shorts \$1 higher. Mouillie is also advanced somewhat, and prices on all lines tend upwards. We quote:

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

**ROLLED OATS.**

There is a fairly good demand and the tone of the market is firm. For barrels the price is \$4.45 to \$4.50, and for bags \$2.15 to \$2.17 1-2, an advance of 5c. over last week's prices.

**Baled Hay.**

Offerings have been very light, owing to weather conditions, and prices are quoted higher for the present. We quote:

No. 1 timothy	10 50
No. 2 timothy, choice	8 50
Clover	7 50
Clover, mixed	7 50

**ASHES.**

There are no pearls on the market at present. First pots have advanced, and are now firm at \$6.10 to \$6.20, and seconds at \$5.70 to \$5.75.

**HIDES.**

The market is dull and featureless. Prices have not changed, and we still quote:

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

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

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

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Warren White Sulphur Springs,  
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1842 **ALWAYS AHEAD** 1904

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**FRENCH ALIMENTARY PASTES**

**"BRUSSON JEUNE"**

VILLEMURE, (Hte-Gne)

**WE OFFER**

**2,000** boxes Macaroni, Vermicelli, Spaghetti, Mezzani, Alphabets, Coudes, Cheveux d'Ange, Couronnes, Pates Assorties, Etoiles, Lazagnes, Lazagnettes, Nouilletes (Egg Noodles), loose and one pound, finest pastes made of Pure Russian Tangarok Wheat.

**Also "GLUTEN BREAD" for Diabetis.**

The best of goods produced in the whole world.

Gold Medal, Diplomas  
Grand Prix, Hors Concours  
Membre du Jury.

**TALKING ABOUT BARGAINS**

**LOOK AT THIS**

**300 Doz. FINEST ENGLISH IMPORTED PICKLES**

About 20-oz. Pts., Mixed, Chow-Chow and Gherkins, 1 50 doz.  
3-doz. Cases.

**100 Brls. "VILLAGE" Biscuits, - .03½ lb.**

**1,000 Doz. "WINDSOR" Catsup, pts., .48 doz.**

Buy now, don't wait till your neighbors have received a lot.

We have finished taking our stock, and we will have some more bargains to offer.

We have the assortment. We are sellers.

Quickest Shippers.

Our prices are always interesting.

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

Wholesale Grocers and Importers,

**MONTREAL.**

Distributing Agents for the Famous "UBERO" Coffees. Sole Agents for the Celebrated "DUBONNET" Tonic Wine.

**NOVA SCOTIA MARKETS.**

Halifax, Feb. 22nd, 1904.

**B**USINESS throughout the province continues quiet. At country points the business of retail merchants has been checked by the difficulty of travelling, which has kept farmers at home and prevented them from doing the usual amount of trading. Travellers for Halifax wholesale houses are sending in moderate orders and all are now looking forward to the improved trade conditions which the month of March is expected to bring. The failures in Nova Scotia since the first of the year were more numerous than traders have been accustomed to, but it is felt that the worst is over. A good many were the result of the stock speculation of a year ago, the wholesale houses having assisted their customers to carry their losses for a time, but in a number of instances this only postponed the final reckoning. At present collections are reported fair.

The chief feature of the markets this week is the advance in flour. Local jobbers have advanced their prices in the last two weeks fifty cents a barrel on all grades. Cornmeal has also been advanced 15 cents, and all breadstuffs are very firm. The city bakers have given notice of an advance in the price of bread. Stocks of flour are light in this province and with the present state of the railways it is impossible to count with any certainty on arrivals from the mills. This has led jobbers to place a premium on goods which they have on hand.

Provisions are also firmer. Local packers have not made any change, but the price of American pork is higher as a result of the sharp advance on the Chicago market. The molasses market is very demoralized and the interest which started in to cut prices is finding that a reduction in price has not had the effect of increasing sales to the extent anticipated.

A statement of the quantities of goods carried from Halifax to Great Britain during 1903 by the Furness steamers shows that the traffic via this port is increasing. The quantities carried by these steamers were as follows: Apples, 320,701 barrels; lobsters, 126,380 cases; cheese, 28,981 boxes; canned meats, 12,963 cases; deals, 8,988 standards; timber, 596 carloads; pulp, 1,854 tons; cattle, 1,681 head; general cargo, 97,777 tons. The Furness agency paid to stevedores here for handling the above cargo \$55,000, and the total of the Furness live traffic for the year must have been worth \$100,000 to the working men of this city.

At the meeting of the Canadian Forestry Association, held here last week, a statement was made which has set the orchardists of the Annapolis valley thinking. Mr. George Johnson, the Dominion statistician, who is a native of Western Nova Scotia, asserted that if the forests which line the slopes and summit of the North Mountain range are destroyed, the fine orchards of the valley from which some 600,000 barrels of apples were this year shipped to England, would be rendered valueless. Prof. Macoun also advanced this view, saying, "Once let the Bay of Fundy air into the Annapolis Valley and you may bid good-by to your apple orchards."

**MANITOBA MARKETS.**

Winnipeg, Feb. 20, 1904.

**T**HERE have been no very important changes in prices this week. Trade has been fairly active and values generally firm.

Flour—In face of the strong position of wheat, flour is very firm with a rising tendency.

Tea—Japan teas continue strong and the reflected influence gives an added interest to other lines.

Rice—Japan rice is firm at 5½ cents.

Coffee—The New York market has not yet found its equilibrium. Prices here have not been materially affected as yet. No. 5 Rio is quoted at from 10½ to 11c. and No. 7 from 9½ to 10c.

Evaporated and Dried Fruits—California dried fruits are on a high level, and as a result there is a more limited consumption, except for prunes. Raisins however, are easier.

Canned Goods—The orders of Japanese Government for low grade salmon is regarded by the trade as a good move, clearing the market of some undesirable lines. Canned vegetables are very firm.

Cured Meats—Prices remain about unchanged, with demand quite firm. Stocks are ample. Best hams are worth 13½c., backs 11½c., shoulders 9c., long clear 9c. Lard is somewhat firmer.

Butter—There is good demand for choice, which is hard to obtain. Good fresh pound prints are worth 22c., and in tubs 16c. to 17c.

Eggs—Receipts have been very limited. Case eggs are worth about 30 cents, and strictly fresh somewhat above this price.

Vegetables—The vegetable market has been affected by weather conditions and is rather on the quiet side. Potatoes are firm at 75 cents for farmers' loads.

**BRITISH COLUMBIA MARKETS.**

Vancouver, B. C., Feb. 19.

**T**HE published advices from the customs department have set at rest all doubts concerning the shipment of flour, feed and grain to ports of the two belligerents in the far East. Following the advices allowing the shipment of all such foodstuffs, there has been every sign of continued activity in shipment. Cargo space has been applied for so freely that the Empress of China, which is due to sail from this port on Monday, will not be able to take out all that offers. There will be one large shipment of barley, at first refused until definite ruling was received on the point. The consignment, which totals 550 tons, was imported from Washington and brought in this week by the Pacific Coast S. S. Co.'s steamers from Tacoma. This barley is consigned to Japan direct, but its ultimate destination is not given here. The shippers are the Brackman-Kerr Milling Co., which had several large orders for flour and grain, the latter principally for horse feed. It is not given out, but the likelihood is that the consignment is for the Japanese Government.

Large shipments of flour are also being stowed in the holds of the Empress for shipment to Japan. So much flour has been shipped to the Orient during the past season that it was thought there would be a lull in the shipments. This idea was more prominent when the

price of wheat and flour began its recent rapid advance. But evidently there is confidence in the duration of the war and the consequent demand for staple provisions, for there is so much demand for cargo space for flour that the steamer Athenian, due in port on the 20th, is likely to be despatched again with all speed. Last year the cut rates prevailing in flour freight rates from Frisco, by reason of the China Commercial Co.'s competition, induced very heavy export of that staple from this coast. The rate was but \$1 per ton for months, and at that rate the flour was sent almost as ballast, causing great stores to be gathered at several Oriental points. The rate is now firm at \$4 per ton for flour and wheat, the same as has prevailed since the first of January. The Orient Freight Traffic Association has just declared the rate to stand for March as well.

\* \* \*

Interest in the Northern trade developments has continued to be excited steady reports from the north. The indications now are most emphatic that there will be a big traffic there in the Spring no matter how the fields turn out. The evidence that there is good pay to be obtained there is repeated by every man who returns from the North, and the number of people going in increases every day. The last steamer which sailed from this port, the Ramona, taking the trip in place of the Cottage City, which was damaged, had nearly 100 tons of cargo and twelve passengers from this port. The goods were consigned to White Horse merchants and the passengers were nearly all bound for the new diggings. The C. P. R. steamer Amur, due to sail on Sunday, 21st inst., has a large cargo awaiting shipment from wholesale merchants here, most of which is provisions and supplies for the new district. A number of people are also preparing to go on the Amur. Many intend leaving here about the middle of March to get in before the winter roads break up.

\* \* \*

An interesting shipment of nursery stock was sent down to be shipped to China by M. J. Henry, a local nurseryman, this week. It was a general lot of fruit trees and small fruits, including strawberries. The lot, which is the third consignment to the same parties, is for the American Board of Missions, Tien Tsin, China, having been ordered by Rev. Mr. Tewksbury, who first ordered a consignment when here three years ago. At that time he said the mission employed a number of Chinese about their plantation and sold their cultivated strawberries at 35 cents per box. The fruit trees taken out then have thriven in the Chinese climate, and the beginning of a general trade in nursery stock is apparent.

\* \* \*

Mr. R. M. Palmer, provincial fruit inspector and agent for freight rates, says he anticipates great activity in the fruit industry during the coming season. Many settlers are now buying orchards and lands adapted for orchard-planting, principally in the different parts of the Okanagan district. At Kelowna one ranch of 3,000 acres has been subdivided and is being sold in small ranches at \$200 per acre. On the lower mainland and Fraser valley, there is also great movement in ranches, especially those

which have fruit plantations. Mr. Palmer says that the Provincial Fruit Association has in hand a scheme for giving practical instructions to ranchers in marketing of fruit.

The projected improvement of the up-coast steamship service and a very great increase in the number of steamers in that traffic, is indication of the expansion of trade along the Northern coast of the province. It is not alone in timber and fisheries that activity is noted. Many small mines, or rather mines worked in a small way, are being placed in the list of producers, and each requires some degree of service, and the supplies for all must come from the cities of the coast, which are the natural distributing centres for all business even hundreds of miles North along the coast of B. C. The coming season will bring with it much greater volume of business in the way of supplying staples than ever before. It has been growing so every year that now wholesale houses are sending their travellers up every Spring and Summer, some of them making several trips to the points along the coast.

Market conditions for the past week show but little movement, no very great changes to be noted, except the additional rise of ten cents in flour, consequent upon the rapid stiffening in price of cash wheat. The increase last notified, 15 cents, has barely been put in effect here, but no very great stocks are carried, so that dealers will not only be compelled to take in that increase but the 10c. increase notified this week.

Groceries—The steamer Inverness of the Turret line is due in port from Java about the middle of March with a cargo of raw sugar for the B. C. Sugar Refinery. The steamer left Batavia a week ago.

The Provincial Legislature passed a resolution before adjournment urging upon the Dominion Government the desirability of strict enforcement of the "Pure Foods Act," especially in respect to jams and jellies sold in this province. A large percentage of these goods, though labelled "genuine" or "pure," is adulterated to a degree that pure goods cannot compete in price. The publication from time to time of the Dominion Government analysts' reports and lists of foods adulterated, might be a good course for the government to adopt.

Produce—Prices of eggs are away up, not only for local fresh which still bring whatever is asked, almost, but for the imported stock. The only case goods now coming in are from California. This week's importations are practically on a 26 or 27 cent basis, Frisco, which with freight and duty, and other charges, brings them up to 31 or 32 net to the wholesale trade. The jobbing price has been 35 cents this week.

Butter is very scarce at the present moment, that is, really fine stock. The only goods to speak of, now in hand, are held stock and small supplies of local fresh creamery, for none of the B. C. creameries shut down in the winter. The price for held creamery is about 25 to 26 cents, while the local fresh is quoted at 30c. This latter price has had the

U may not be able  
2 judge a man by his clothes, but  
U can tell a pure article

BY THE TASTE.

Clark's Sliced Smoked Beef  
HAS THE TASTE.



CAPSTAN BRAND  
Pure Baking Powder.

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

Guaranteed to give perfect satisfaction.

If our travellers do not reach you, write for quotations.

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

EPPS'S GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS

COCOA

effect of keeping California butter out of Vancouver so far, though Victoria has had some in. The fact that the Island creameries are asking 35 cents gave the California goods a chance to get in. Otherwise the price is still too high.

A car of eastern creamery of high class is said to be on order to arrive here shortly. If so, it is the very first lot of Eastern creamery to come into the market here this season. The stocks from Manitoba and the Northwest Territories have held sway entirely, except of course for the local make. The Clover Leaf brand is the lot supposed to be coming, and it is being shipped from Montreal.

Fruit—The market for oranges is so easily over-stocked at this season any year, that it is small wonder in this season of exceptionally low prices that there is a plethora of stock. Prices were never lower since California came into the trade as an exporting country. A very good navel was sold last week on California basis of \$1 per box, which would make it possible to job them here

at \$1.55. The range of prices in California at the present time is from 90c. to \$1.65 per box. Seedlings are simply not quoted, so that they must have been dropped out of sight, the price being so low that it does not pay to ship.

Lemons are low in price too, selling here at \$2.50 and up. More of this line of fruit is being sold than usually moves at this season of the year. A little grape fruit is in the market, but the cheap price of oranges will prevent much movement. Apples are not so plentiful as they were, but some good stock is still obtainable, principally from the Okanagan and Kamloops districts of the interior. Washington and Oregon have not shipped apples to this market all this season.

Vegetables are still quiet. Some demand for choice potatoes exists but the market is not yet active enough to make the shortage of good stock which exists felt very acutely. In other vegetables there is not much to note this week. The New Westminster produce market has been featureless for the past few weeks, as little farm produce is being offered.

**GROCCERS VISIT BAKERY.**

ON Friday evening of last week the Toronto Retail Groccers' Association, in response to an invitation from Mr. George Weston, paid a visit to the Model Bakery of which Mr. Weston is president, to view the manner in which the staff of life is converted from the flour to the delicately browned loaf.

The party, which numbered about 36, were received by President George Weston, Vice-President J. L. Spink, Foreman C. Upsall and the company's salesmen.

The visiting groccers were first shown through the offices, passing thence through mixing room No. 1 where 36 troughs of dough were being mixed, mixing rooms Nos. 2 and 3 to the cake and biscuit department, where they saw some of the 85 varieties of biscuits being made. The store and shipping rooms of the biscuit department were next inspected before going down stairs to the oven rooms. Here were seen 21 ovens each capable of 350 loaves; one oven being specially designed for baking Vienna bread. On the night in question 32,000 loaves were being baked, the average daily output being 20,000 loaves requiring 775 barrels of flour per week. Thirty varieties are made.

The stables attracted considerable attention. Here 55 horses are kept and the cleanliness and roominess was particularly striking. From the stables the party passed through the yards where are kept the 45 delivery wagons, to the offices again, where some time was spent in social intercourse.

After cigars were passed around President Johnston expressed to Mr. Weston on behalf of the association their appreciation of his kindness and courtesy in showing the groccers through the factory. Mr. Johnston said he had no idea the factory was so large, airy and clean. He thought all present had benefited in seeing in the course of manufacture the most important article of food of the day.

Mr. Weston expressed the pleasure it afforded him to welcome the groccers of Toronto, to make their acquaintance and to show them through his plant.

Mr. Bond added his testimony to what Mr. Johnston had said, congratulating Mr. Weston particularly upon the success of his biscuit department.

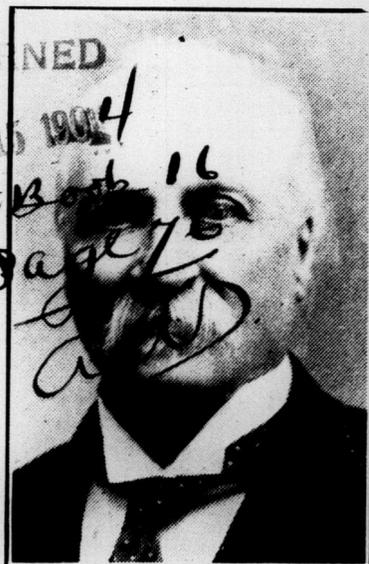
Mr. J. L. Spink, who has charge of the milling end of the Model Bakery, said he expected bread to advance further in price, as he anticipated wheat would be \$1.25 before the end of March.

Mr. John Butcher warmly commended the biscuits made by the Model Bakery, and Mr. J. Weston, on behalf of the biscuit salesmen of the Model Bakery, thanked the groccers for the kindly reception they had given him and his associates.

Messrs. B. Panter, D. Bell, and D. Clarke also spoke along the above lines. Finally on motion of J. S. Bond and A. Johnston a vote of thanks was tendered Mr. Weston and the staff of the Model Bakery.

**MONTREAL'S GROCER ALDERMEN.**

THE grocery trade of Montreal indulging a very pardonable pride over the very prominent place their ancient and honorable guild has taken in the civic government of Canada's greatest commercial city. Not only is the Mayor himself the head of



Ald. Turner, the Nestor of the Montreal City Council.

a well known wholesale grocery house, but one-sixth of the whole council are groccers. Montreal groccers challenge any other city to show a better record and produce the following list of Montreal groccers elected February 1st for the next two years:

Mayor—H. Laporte, of Laporte, Martin & Cie., wholesale groccers.

Ald. R. Turner, late president of the Retail Groccers' Association, the oldest alderman in time of service and the Nestor of the council.

Ald. N. A. Lapointe, also an ex-president of the Montreal Retail Groccers' Association.

Ald. S. D. Vallieres.

Ald. Lariviere.

Ald. G. H. Paquin.

Ald. Ricard.

This is surely an honorable record and shows that among the grocery trade there are men who are willing to give some of their time to the interest of the community at large. In the words of Jonathan to David, "Go ye and do likewise," ye other cities.

The Grocer presents to its readers in this week's issue a cut of Ald. R. Turner, the respected father of the council.

**JAPAN TEA EXPORTS.**

Editor, Canadian Grocer: Following are tea exports from Japan to 31st December, 1903:

New York .....	14,143,434
Chicago .....	17,581,519
San Francisco .....	5,502,172
Canada .....	5,404,391
	42,631,516
Increase over last year .....	4,378,801
Increase to Canada .....	1,485,325

Yours faithfully,

C. M. BERNARD.

Chicago, Feb. 9th, 1904.

**A UNIQUE IDEA—SEND FOR ONE.**

The Edwardsburg Starch Co., Montreal, Toronto and Cardinal, are sending out a small sample of their "Crown" brand pure table syrup. This sample is a model, in miniature, of the original 2-lb., 5-lb., 10-lb. and 20-lb. pails. The idea is a good one, as the merchant can see at a glance exactly the style of the package, and at the same time obtain a sample of the syrup.

These small pails are sent out in patent wooden screw top mailing boxes, and every subscriber of The Grocer dropping a postal card to the Edwardsburg Starch Co., at 164 St. James street, Montreal, will have one of these unique samples mailed to them promptly.

**DEPARTMENT STORES' TAXATION.**

The groccers' section of the Toronto Retail Merchants' Association Monday night passed a resolution asking the special committee of the Legislature on the assessment bill to increase the business tax assesment rate of departmental stores to 75 per cent. The reason given for this resolution was that the retail merchants are paying such large amounts for local improvements in the streets. A resolution was also passed warning shoppers to be careful in purchasing alleged patent medicines, offered for sale in some grocery stores, which druggists do not sell. George Good presided.

# Eastlake

## STEEL SHINGLES

are made so carefully and accurately that they are fitted together with perfect ease.

Their patent side lock is the best shingle "wrinkle" you ever came across. It's a great help to be able to apply them so quickly and easily.

They are the popular lightning, rust and fire proof roofing for all farm buildings.

Don't be behind the times—

USE EASTLAKES.

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

## Butchers, Merchants, and Hide Buyers

Should write to CARROL S. PAGE, HYDE PARK, VT. 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.

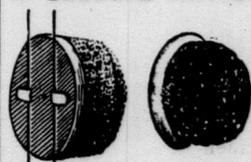
## The Dollars You're After

will come to you without much trouble if you will watch the dollars you already have, and spend them wisely.

The book entitled **One Hundred Good Ads.** for a grocery store shows you how to get the most value out of money spent in advertising. It is full of suggestions for writing catchy up-to-date ads. It costs only one dollar. Address,

**The Canadian Grocer**  
TORONTO OFFICE: 10 Front St. East.

## A SELLING ARTICLE.



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

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

Samples and full particulars free.

**NICHOLSON & BROCK, TORONTO**

## COFFEE SITUATION.

IN their last weekly statistical report of February 18th, Willett & Grey summarize the coffee situation as follows: During the past week the markets have been in a very unsettled state. The Europeans have bought from this side a very large quantity of options in their own markets at top prices; and as Havre and Hamburg are holding record stocks, these heavy purchases at high prices do not strengthen their position. Some 40,000 to 50,000 bags coffee have been shipped and partly arrived from Hamburg and Havre to New York and a considerable quantity has been purchased there for later shipment to this side.

The position of Europe which was opposed to the advance, and the markets there were bearish during Autumn and Winter at lower prices, being now reversed at high prices, is not particularly promising, as the capital employed in the coffee trade over there had already been impaired by the previous experiences when they were constantly buying coffee in declining markets. In this country, while the interior trade never showed any particular desire to buy during the whole crop year, still the deliveries for the first seven months of the season are 300,000 bags larger than the same period last season so that the coffee has gone into the country on direct importations from Brazil in larger quantities than the trade had been aware of. Just now, with the unsettled state of affairs, it is not likely any particular buying power will develop. The local market is so largely traded in by outsiders that coffee people will probably await to see how values will settle.

## A PROGRESSIVE RETAILER.

G. W. Larkin, of Nobleton, Ont., has bought out the general store stock of D. MacDonald, Kleinburg. Mr. Larkin reports business flourishing. He built an addition to his premises last year but finds that he must again enlarge his store to meet the rapidly increasing necessities of his business. Mr. Larkin has been in Nobleton for 15 years.

## THE WORLD, 1904.

The Grocer acknowledges the receipt of the 1904 World Almanac-Encyclopedia, issued by the Press Publishing Company, Pulitzer Building, New York. The almanac contains an immense amount of condensed information compressed in its 550 pages including an officially compiled guide to the Louisiana Purchase Exhibition. The almanac is sold at 25 cents or 35 cents by mail.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

## AGENCIES WANTED.

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

## SITUATIONS VACANT.

WANTED FOR MONTREAL—Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S., care CANADIAN GROCER, Montreal. (8)

COMPETENT man; take charge grocery and produce departments general store; state experience and wages wanted. Box 32, CANADIAN GROCER, Toronto. (f)

FIRST-CLASS bread, cake, pastry baker. Box 33, CANADIAN GROCER, Toronto. (f)

## FOR SALE.

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

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

## TRAVELLER WANTED.

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

## PARTNER WANTED.

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

## I Can Sell Your Grocery Business

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

## IRELAND

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

J. H. SHERIDAN,

(12)

6 D'Olier St., Dublin.

# Only Those Who Use VAN HOUTEN'S COCOA

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

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

## MOLASSES

New Crop 1904  
Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

## STEWART'S FINE CHOCOLATES

Easter  
Confectionery.

For Easter Confectionery, of all kinds, we have made the most complete and satisfactory preparations ever made in Canada.

Write us if our travellers have not yet reached you.

And always sell

Stewart's Fine Chocolates.

A. J. STEWART, Limited

Makers, TORONTO.

**WE THANK YOU**



for that order mailed to us last week. Kindly repeat if our traveller has been unable to see you.

**THE CANADA BISCUIT CO., LIMITED**

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

King and Bathurst Streets, TORONTO.

INQUIRY AND COLLECTION BUREAU.

AMONG the projects under consideration of the Montreal Grocers' Association mentioned in these columns a few weeks ago was that of the formation of an Inquiry and Collection Bureau. Since that time such interest has been manifested in the project that it is now proposed to go deeper into the matter and discuss the subject more thoroughly.

Before going any further, credit for the project now on the table of the Montreal Grocers' Association should be given to its energetic secretary, J. A. Beaudry, who spares neither time nor trouble, to assure its success.

The fact that this project is the work of the secretary of the Montreal Grocers' Association, does not mean that its application may apply to that trade alone. In fact, it interests every merchant who sells on credit. Butchers, bakers, grocers, dry goods men, milkmen, all, would derive benefit from the formation of an Inquiry and Collection Bureau.

It may be interesting to know, first, that in the city of Montreal the retail grocers alone lose from \$200,000 to \$250,000 every year through bad debts.

Let us suppose that the Provincial Government or the City Council should take upon themselves to impose a new revenue tax on the retail grocery trade of Montreal, to the amount of \$200,000. There would not be enough stones on the Island of Montreal to throw at the heads of the promoters of such a move. The grocers would agitate and unite themselves so strongly, that the tax would never be imposed.

However, the grocers are really paying the tax of \$200,000 every year, without being compelled to do so, and if they pay it, it is only because they give credit without any information, and cannot spend time collecting bad debts.

An Information Bureau that would enable the merchants to give credit intelligently, and would at the same time collect the accounts the merchants were unable to collect themselves, would prevent the grocers writing to the account of loss, the yearly amount of \$200,000, which now remains in the hands of delinquent customers.

At present the retail merchant gives credit upon the appearance of the customer. He has to give credit not only because his competitors are giving credit, but because in many districts the buyer who pays cash is the exception.

The appearance of a customer; the

position of the husband, does not mean much as to stability. A man may be well dressed and not pay his tailor. A woman may be elegantly dressed, and may owe big bills to the dressmaker and dry goods man. The house may be well furnished and the furniture not paid for. The man may draw a big salary, and the family may spend twice his revenue. It is impossible to rely upon appearances.

It is much more important for the merchant to know if the customer who asks for credit is good or bad pay, to find out the way he pays his creditors. That is the object of the Information Bureau: to tell the merchants if Mr. X pays, or does not pay; if he pays on short or long terms, and also what is the limit of credit to give him. The bureau inquires for the merchant and gets him information which the merchant would have many difficulties in obtaining for himself.

The bureau might be at the same time a collecting agency. The retail merchant knows by experience how difficult it is sometimes to collect the accounts of even reliable people. The merchant who has a certain number of customers who do not pay regularly, knows what to do when big bills fall due. If one way or another he cannot meet his obligation, he knows what precious time he has to spend to get his money back. How many bankruptcies have happened which would not have occurred if the merchant could have collected what was due him, without leaving his business?

It is an Inquiry and Collection Bureau such as aforesaid that the Montreal Retail Grocers' Association is seeking to establish, and the proposition fathered by Mr. Beaudry certainly deserves the most careful consideration of all merchants engaged in supplying the consuming public.

A feature not touched upon by Mr. Beaudry, but which has in the public press and The Canadian Grocer received discussion, is the change that is necessary in the law, making it possible to collect from civil servants. Why Government employes should be exempt from paying their grocery, butcher, baker, etc., bills has never been satisfactorily explained, and the Montreal Retail Grocers' Association can find themselves occupied while engaged in their commendable work, in furthering some scheme to make a change in this unjust law.

CHAMBERLAIN'S TARIFF QUESTIONS.

FOLLOWING are the questions which the Chamberlain tariff commission sent out to the manufacturers in Great Britain. As they will doubtless interest business men in Canada they are herewith reproduced.

1. State the nature of your trade or trades, and whether your sales are for the (a) home, (b) foreign, or, (c) the colonial markets.
2. What was the weekly average number of persons employed by you during 1903, distinguishing, if possible, men from women and children?
3. What are the principal articles that you manufacture for the home trade in respect to which you experience foreign competition?
4. Are any articles similar to those manufactured by you imported into this country below your cost price? If so, please state particulars as far as you can.
5. Have you any information leading you to conclude that such imported articles are placed upon the British market at or below the normal cost of production in the country of origin? If so please state particulars as far as you can.
6. Is your trade subject to adverse competition from foreign countries in consequence of any difference in the rates of wages, in the hours of labor or in other respects? If so, please give such particulars as you can.
7. Has your export trade suffered in recent years by the operations of the tariff of any country? If so, please state your experience.
8. What amount of the reduction of the tariff of any country would enable you to compete successfully within that country with commodities made therein similar to those you manufacture?
9. What is your experience in respect of foreign competition in the colonies in your trade?
10. Do you suffer any disadvantages from operations of the patent laws or registration laws in other countries? If so, please state particulars.
11. Please state whether you would be willing to furnish to the commission any further detailed information; and, if so, on what subjects.

The address of the secretary of the commission is 7 Victoria street, London, S.W.

BRANTFORD GROCERS DINE.

The Brantford grocers and butchers held a very jolly dinner at the American hotel last week. The speakers were Messrs. Gardner, C. B. Heyd, M.P., W. B. Wood, D. B. Wood, J. P. Hoag, Stewart and Smith, of Hamilton, Aids. Hartneau and Westwood, Fred Harp, and Mr. Woodcroft of Hamilton. Songs were sung by Messrs. J. D. Leddell, L. R. Woodcroft, Cliff. Todd and Sam Burnley.

The officers of the association are Henry Moore, president; H. A. Foulds, vice-president; Fred Harp, secretary; and A. L. Vanstone, treasurer.

The banquet committee consisted of Messrs. Foulds, chairman; Harp, secretary; Bloxham, Brohman, Gress, Vanstone, Harris and Moore.

## PURE GOLD TALK.

No. 6.

We almost fear to announce a new grocer's specialty. Perhaps it is an ignoble jealousy, but to us it smacks more of business rectitude. We are making **PURE GOLD SALAD POWDER** to be retailed at 10 cents.

The contents of the package make an imperial quart of delicious Salad Dressing. It is just as sure as we are in business that in preparing this article we have given some one's cupidity a spin, and we look from now on for another Salad Dressing Powder, and when it comes it will almost surely resemble in its dress our package.

Nobody ever heard of the Pure Gold Company's being in the ranks of imitators.

We don't lay claim to having all the genius there is in the world in the service of The Pure Gold Company, but we do claim to be pioneers in many worthy grocery specialties.

This Salad Dressing Powder—have you ordered it yet? If not, do so. You will delight a good many prized customers, and at the same time cement your connection.

THE  
**Pure Gold Mfg. Co.**  
LIMITED  
Toronto.

### ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A well-known ropework company are open to appoint a firm to represent them for the sale of their goods throughout Canada.
2. A gentleman with experience of the African market is seeking the agency for the United Kingdom of a Canadian shipper of wood work for building construction.
3. Inquiry comes from Russia for the addresses of some good Canadian firms exporting frozen salmon and lard.
4. A Dutch manufacturer of household and foilet soaps desires to get into touch with importers in Canada, and would reserve to reliable buyers the monopoly of various brands.

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

5. The manufacturers of decorated wall paper and fabric specialties wish to introduce their goods into Canada, and would like to hear from Canadian firms interested.
6. A firm of merchants and exporters in the Midlands possessing a large connection invites correspondence from Canadian firms seeking buying or selling agents.
7. A firm in Belfast would like to represent, upon a commission basis, a first-class Canadian manufacturer of Furniture able to handle export trade.
8. A firm of manufacturers of high-class confectionery is open to appoint representatives in Montreal, Toronto, Halifax, St. John and Winnipeg.
9. A firm of general agents who claims good connection among the grocery and provision trade, invite offers from Canadian shippers either upon a commission basis or as actual buyers.
10. A company manufacturing ochres, oxides and colors, wish to hear from Canadian importers.
11. The manufacturers and shippers of oils of various kinds and greases, would like to obtain a share of Canadian trade.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

### VEXATIOUS REGULATIONS.

The Brokers' Association of Toronto is making a strong effort to induce the Minister of Customs to abolish the regulation requiring the production of the English Custom house certificate to secure free entry of tea bought in London. It is claimed that the Customs regulation in this respect gives great trouble to English shippers besides putting them to very considerable expense, which of course is transferred to the Canadian buyer in the cost of the tea. The requirement of the certificate, it is urged moreover, serves no good purpose whatever, and the people engaged in the tea trade see no good reason why in matters of inspection, teas imported from London should be subjected to different treatment from teas imported direct from Ceylon, India, China or Japan.

## Men and Things

are ever being weighed in the scales of public opinion. If they are found to be full weight or over, it is well.

## Perfection Cream Sodas

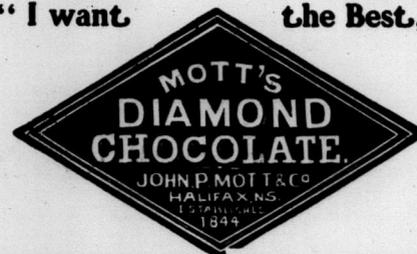
submit willingly to a trial by public opinion. There is no doubt as to the result.

May we not have your order?

3-lb. Cards or Tins.

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

When You Say  
"I want the Best,"



You have said all that can be said about

**MOTT'S DIAMOND CHOCOLATE**

# TOMATOES

ALL NEW GOODS.

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

Geo. Robertson & Son, Kingston, Ont.

## GEL-O! GEL-O

### THE NEW DESSERT.

The best jelly powder made. Made by the only strictly Gelatine House in Canada. Jells quicker and firmer than any other. Send sample order.

Cases hold 4 and 12 doz.

THE CANADIAN GELATINE CO.  
528-530 Front St. W.,  
TORONTO, CANADA.

## COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers  
THE COWAN CO., Limited TORONTO

WHY be a  
DOUBTING THOMAS?

A trial order will  
convince you  
that

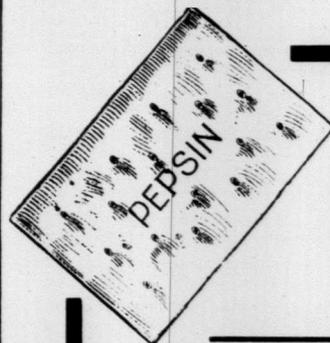
EAGLE BAKING



POWDER

is the best value  
at the price you ever  
had in your store. At  
your jobbers or direct.

EAGLE MANUFACTURING CO., Montreal.



"Metropolitan  
Mixed"

A NEW and popular line with many  
assortments which should retail  
2-lbs. for 25c. It will give satisfaction  
to both you and your customers and our  
price is 8c. lb. Other houses may ask  
you 10c. for no better. Are you hand-  
ling Pepsin Cream Sodas? They are  
giving general satisfaction wherever  
sold. Send for our complete Price List  
on Fancy Biscuits and Confectionery.

IMPERIAL BISCUIT CO., Limited  
Guelph, Ont.

McWILLIAM  
**Mc. AND E.**  
EVERIST

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25-27 Church St., - TORONTO

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## MARMALADE

**Season is here. So  
are the Oranges.  
We have them.**

In the making of Marmalade it is wise to use only the best Fruit. Our present stock will satisfy the most particular.

**They're quoted on  
our weekly price-  
list. See it.**

The \_\_\_\_\_

## DAWSON Commission Co., Limited

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

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

## WE BUY

BRIGHT DRIED APPLES.  
HIGHEST MARKET PRICES.

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

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

## TWO SNAPS.

Fancy Navel Oranges, all sizes, \$3.00 bx.  
Messina Lemons, 300's, 360's, \$2.25 to 2.50 "  
Fresh Sea Herring, in barrels and casks.  
**ORDER QUICK.**

## HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.  
82 Colborne St., **TORONTO**  
Phones—Main 54, Main 3428.

## GREEN FRUITS

### National Conference.

**A**T the annual meeting of the Nova Scotia Fruit Growers' Association at Bridgewater, it was mentioned that the Dominion Minister of Agriculture had received a communication from leading fruit growers of Prince Edward Island, New Brunswick and Nova Scotia, asking him to call together at Ottawa a conference of representative fruit growers from all the provinces of Canada to discuss matters of national interest; such matters as might call for legislation by the Federal Parliament or matters that might require unanimous action on the part of the fruit growers of this country. In this connection Mr. U. A. MacKinnon, chief of the fruit division, Ottawa, referred to the advisability of concerted action regarding such subjects as transportation, legislation, uniformity of packages, etc., and said that Hon. Sydney Fisher and Prof. Robertson would welcome a full discussion of the proposal and an expression of opinion from the Nova Scotia and other provincial Fruit Growers' Associations. The matter will accordingly be taken up by a committee of the Nova Scotia Fruit Growers' Association, some members of which suggested the formation of a Canadian Pomological Society of national character and scope.

### North of Ireland Market.

Once again the attention of the fruit division, Ottawa, has been called to the excellent market that exists in the north of Ireland for first-class Canadian fruit and other food products. This time it is Mr. R. Andrews, 56 Clifton Park avenue, Belfast, who mentions the fact that this market is not properly cultivated by Canadian shippers, and who desires to be put in communication with some of these gentlemen. He is in a position to do general commission trade, and would undertake agency for Canadian manufacturers as well as produce in the north of Ireland, where he has good connections.

A similar request has also been received from Albert Cabaret, 77 Bd. Gouyion-St.-Cyr, Paris, France. Mr. Cabaret is prepared to handle all lines

of Canadian goods, including fruit, of which considerable quantities have been exported to France this season.

### Best Kind of Strawberries.

**W.**T. MACOUN, Horticulturist of the Central Experimental Farm, Ottawa, says: "The strawberry is, undoubtedly, the most popular fruit in Canada. It is also one of the most, if not the most, profitable fruit to grow. There is, however, a great difference in the productiveness, firmness, appearance, and quality of different varieties, and the profits in growing this fruit will depend largely upon the kinds grown. At the Central Experimental Farm nearly 400 named varieties have been tested during the past 16 years, and a large number of unnamed seedlings. This long and wide experience with varieties makes it possible to recommend certain kinds which have proven superior to others. After having discarded a large number of varieties, a three years' test was made with 110 kinds. Taking the average for the three years, the most productive variety, the Mele, yielded at the rate of 12,709 pounds per acre, and the variety 25th on the list, Arkansas Traveller, yielded at the rate of 7,629 pounds to the acre, a difference of 5,080 pounds per acre between the best and the poorest of 25 varieties. Among the best varieties, both as regards productiveness and other points of merit, are: Buster, Glen Mary, Sample, Warfield, Greenville, Bisel, Marie, Baderwood, Lovett, Barton's Eclipse, Rubach, Daisy, Afton, Williams, Thompson's Late, Enhance, Stevens' Early, Howard's No. 41, and Mele, the last-named variety having proved the most productive of all. It is, however, a little under the size, and rather soft."

### Cold Storage Warehouse Burned.

About one o'clock Saturday morning fire was discovered in the large new cold storage warehouse owned by the Apple and Produce Cold Storage and Forwarding Company, and the entire contents, together with all its new valuable machinery, is a total loss. Nothing but the bare walls are left standing. The building was just completed last Fall. The company has a capital stock of \$100,000. The total loss is about \$60,000, covered by insurance.

**Fraudulent Apple Packing.**

Another Ontario fruit man was fined at Winnipeg last week for attempting to sell apples in this market which had been falsely marked and packed. The offender had not even the excuse that he was ignorant of the law to offer and his guilt was even increased by the fact that he had been warned for the same offence before. If we are to judge the Ontario fruit shippers by the proportion of them fined here for dishonesty of this kind the opinion would be formed that more than an ordinary percentage of them are worth watching in business; and if we are to judge Ontario business men generally by the standard which this would set up for the fruit men, there is danger that the good opinion of them heretofore held will have to be considerably modified. The number and extent of the frauds exposed by the operations of the inspectors working under the Fruit Marks Act has been such that the public may well believe that before the Act went into effect honest packing was the exception rather than the rule. It is to be hoped that the recent Police Court experiences of Ontario shippers to this market, of which the above mentioned case is a sample, will have the effect of stopping the dishonest practices which, if continued, can only have the one effect of driving Ontario out of this market altogether.—Winnipeg Commercial.

**Apple Barrel Staves.**

A leading Guelph apple shipper writes the fruit division, Ottawa, that he can use from 12,000 to 15,000 barrels every year, and that it is his intention to buy the staves and make his own barrels hereafter. He says: "The trade will have to make great preparations, because all staves in the country will now be very green wood, and I should specially warn your department to urge all stave dealers to get drying kilns working so that stock will be O.K. when needed."

**Canadian Apples in France.**

That only the finest qualities of firm fruit will bring profitable returns when exported to Europe is again made manifest. Writing to Mr. W. A. MacKinnon, chief of the fruit division, Ottawa, M. W. Richerx of the firm of Champagne Freres, Limited, Paris, says: "In August and September last we had occasion to write you and take advantage of your kindness to obtain information

<b>Spanish Onions</b>	<b>Marmalade Oranges</b>
Two seasonable lines just to hand, also	
<b>Two Cars Lemons,</b>	<b>Two Cars Navel Oranges</b>
We guarantee goods free from Frost. Prices Low. Order Quick.	
<b>WHITE &amp; CO.,</b> 64 FRONT ST. EAST, TORONTO.	
PHONES Main 4106 4107	
Wholesale Fruit and Produce.	
Dealers in Butter, Eggs and other Country Produce on commission.	

1904

**SAME OLD STORY.**

Selling best goods obtainable at lowest possible prices.  
That's how we hold our trade. Quality tells. Try us.

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

about the apple business in your country. As was foreseen and for the first time, this year Canadian and American apples have come to France in important quantities, on account of the French crop being almost a complete failure, and we are glad to say that the best goods have obtained satisfactory prices, although the market is not so very good at present. We are, however, of opinion that it will soon recover, and that prices will rise again, but what we want in France are the best qualities and hard and strong apples, that will arrive in good condition. Any arriving in somewhat doubtful condition will sell very much lower. We have started this business ourselves, and hope to receive some Canadian apples and obtain satisfactory results."

**Fruit Men Anxious.**

Fruit farmers in the Niagara district are beginning to feel anxious about the crop prospects for next season, says the St. Catharines Standard. The extremely cold weather is causing some of the plum trees to burst open in the trunks, and it is feared the peach trees may have suffered from the frost. However, there is nothing definitely known yet, as to this, and it may be that the peach crop has not been killed any worse than is usually reported in the Winter time. So much ice as there is at present on the land is regarded as a dangerous element for the strawberries, as well as the wheat,

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**  
27 St. Sacramento Street,  
MONTREAL.  
Tel. Main 778.

**THE COWAN CO. EXHIBIT.**

At the recent Food Fair at the Carleton Place, Montreal, the display made by the Cowan Co., Toronto, was one of the most attractive and the young lady demonstrators were kept busy serving delicious cocoas and chocolates. The opinion that goods "made in Canada" are worthy of patronage and support by the consuming public, judging by recent observations, is being confirmed and strengthened more every day. The Cowan Co. are known as one of the leading manufacturers of Canada engaged in the manufacture of goods recognized particularly as subject to foreign competition, but it is also felt in the case of this company that the old saying of "a prophet being not without honor save in his own country" is a fallacious one, as their goods speak creditably for themselves throughout the land.

# FLOUR AND CEREAL FOODS

## Territorial Grain Growers.

**A**T the conference of the Territorial Grain Growers' Association in Winnipeg last week the delegates present, after full consideration of the General Inspection Act, unanimously decided to recommend to the Dominion Government that the Act be amended in the following particular:

That section 4 of the schedule, relating to wheat and other grains grown west of Lake Superior, be amended so as to provide that the Western Grain Standards Board, in addition to the present method, shall be called together on five members making a written request for a meeting to the chairman of the board.

That the following recommendation, in regard to the carrying out of the present provisions of the Act, be made to the Honorable the Minister of Trade and Commerce: (1) That all persons, appointed as members of the Western Grain Standards Board, be resident within the Manitoba Inspection Division. (2) That a majority of the persons appointed as members of the Western Grain Standards Board, be producers of grain.

That the Provincial Government of Manitoba and the Government of the Northwest Territories be respectfully informed that this conference strongly recommend that the three members of the Survey Board, provided for in the General Inspection Act for the Manitoba Inspection Division as to be nominated by each of them, be so nominated by them on the recommendation, when practicable, of the producers of grain.

## Cereals in Trinidad.

**G**ORDON, GRANT & CO., in their commercial review dated Port of Spain, Trinidad, January 28th, say: We have to report a firm and steady market for all American foodstuffs with stocks much lighter than usual. The s.s. Grenada arrived two days ago with the usual supplies for which full prices are being obtained viz.: Bakers' flour \$6.25 to \$6.50 for bags and barrels respectively, extras \$6.10 to \$6.25 as to

brand and supers \$5.25 to \$5.50—as to grade—\$3.90 to \$4 corn meal and \$2.60 to \$2.75 for imported bread and crackers. Demand is good and values are likely to be well maintained for some time. The Italian liner Piemonte from New York is due. There is very little doing in imported yellow rice and the position is unchanged. The London steamer Sibun brought 400 tons chittagong—the bulk of which has been stored and stocks of all descriptions are ample. Split peas are selling very slowly but fresh Uthur Dal is wanted—Koli and Mussur are not enquired for at present. For oats and oil meal there is a steady enquiry but American corn is neglected.

## Wild Scene in Wheat Pit.

**A** SENSATIONAL advance of 41-4 cents a bushel was scored in 30 minutes on the Chicago wheat market Saturday by wheat for May delivery. The phenomenal price of \$1.07 was reached, the chief incentive being rumors of the Russo-Japanese war spreading to other nations. Talk of stoppage of wheat shipments from Russia and from Argentine was a secondary factor. Compared with Friday the final figures on Saturday were three cents higher for May wheat and two and one-fourth for July. May corn went up three-fourths to seven-eighths of a cent; oats three-fourths and provisions 15 to 37 1-2.

The pit was the centre of uproar and clamor, which never ceased or abated until the gong announced its close. The nerves of every trader were at the highest tension every minute of the session. The advance was irresistible. Armour, who for months has been the almost undisputed monarch of the wheat pit, sold millions of bushels of the grain, but for every bushel offered there were two demanded by the professionals or outside traders, imbued with a desire to buy that was little, if anything, less than frantic. The market hesitated somewhat at the outset, and a momentary calm prevailed, but suddenly a buying wave struck the pit. It fairly swept brokers off their feet. By leaps and bounds the May price, which slipped

from \$1.04 at the opening to \$1.02 5-8, went soaring up to \$1.07, or over four cents above the close the previous night. Pandemonium accompanied the advance. Brokers rushed madly back and forth between the pit and the telegraph counters with their hands full of orders. These, because of the state of the trade, it was almost impossible to fill. The crowds which packed the visitors' gallery were dazed by the wild scenes that were enacted on the floor below.

## 20,000,000 Barrels Flour.

**F**LOUR exports from the United States in 1903 were larger than in any preceding year in the history of its commerce and aggregated practically 20,000,000 barrels, says the Interstate Grocer. The value of the flour exports also exceeded that of any preceding year, with the exceptions of 1892 and 1893, when the value slightly exceeded that of 1903, but the quantity exported was materially less. The total number of barrels of flour exported from the United States in the fiscal year 1903 was 19,716,634, valued at \$73,756,404, while in 1893 the number of barrels was 16,620,339, but the value was \$75,494,347, prices of that year being materially higher than those of 1903.

In the calendar year 1903, ending with the month of December, the total exports of flour amounted to 19,551,411 barrels, valued at \$75,188,050. This calendar year statement gives the very latest figures of flour exports, and a comparison of these figures with the wheat exports of the calendar year indicates that considerably more than one-half of the wheat exported in the calendar year 1903 was turned into flour before exportation. The total value of the wheat exports of the calendar year 1903 was \$53,329,441, and that of the flour exports, \$75,188,050.

## Mill Lacks Fuel.

The flour plant of the Ogilvie Milling Company, Winnipeg, had to close down last week as a result of the fuel scarcity caused by the snow blockade along the railways. The flour mill, employing about 150 men, has not been able to turn a wheel since Thursday morning, and the oat mill is running on half-time, power being contributed from some lightwood fuel.

It is better, bigger business we are all striving for, and there is only one way to get it. Sell only the best goods.

You can't sell better goods than Tillson's pan-dried Oats. The very best Canadian oats, milled to perfection. A food, not a fad.

# Tillson's Pan-dried Oats



The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257  
" 4675

**Wm. McCann  
Milling Co.**

**MILLERS  
AND GRAIN DEALERS**

**192 King Street East  
TORONTO.**

**John MacKay**

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

**Caledonia Mills,  
BOWMANVILLE, ONT.**

Correspondence solicited.

**Seed Corn**

All Field Varieties

Write or wire us for prices.

ALSO

**HAND-PICKED and PRIME**

**BEANS**

**Fred. B. Stevens & Co.**

CHATHAM, ONT.

Yes? Wheat is higher than for years,—but

## “Wee McGregor’s” Breakfast Food

retails at same price.

“It's Gran' for the Morn's Mornin'”

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

**Manitoba Grain Marketed.**

H. D. METCALFE, of Montreal, who has just returned from an extensive trip throughout the Western States and the Canadian Northwest, states to the daily press that the prospects for export trade in Manitoba wheat this Spring are not very bright, owing to the fact that there is little held by dealers in Winnipeg, and from all the information he could gather farmers have marketed their crops pretty well. Consequently, he says, when the weather does moderate, the supply to come forward from the interior will be limited. The supply of oats and barley left in that country is small, and therefore the shipments this way in the Spring will fall short of a year ago.

Mr. Metcalfe says the adoption of the option trading in wheat by the Winnipeg Grain Exchange will be a great benefit to Canadian exporters, as they will be able to hedge their cash deals in the Canadian markets, instead of sending their money to the United States, as they have been doing for many years past.

**Morden Mill Burned**

SHORTLY before midnight on Wednesday of last week the flour mill on the west end of the town of Morden, Man., was burned to the ground. The building was owned by Mr. C. F. Heckels, and was leased for a term of years to Mr. I. Snider. Mr. Heckels' loss will be from \$10,000 to \$12,000, with \$5,000 insurance. Mr. Snider's loss of \$1,200 or \$1,500 is fully covered by insurance.

The structure was an old frame one, being built 20 years ago, but the mill had lately been furnished throughout with the most expensive and up-to-date machinery procurable. The fire started in the engine room and before the fire apparatus could be taken through the deep snow the whole building was doomed.

**National Granaries Advocated.**

Mr. R. A. Yerburgh, M.P., speaking of the food supply in the time of war at the Imperial Industries Club, London, advocated the storing in the country of 10,000,000 quarters of corn in national granaries, meeting the cost by a registration duty of a shilling on corn.

Sir Edgar Vincent, M.P., looked with the deepest apprehension on the Brit-

ish food supply from America, Russia, and Argentina. A sensible modification of the fiscal impost would develop the resources of our own Empire in the best way.

Professor Maldon said the 4,000,000 acres of potatoes made it impossible to starve England in any length of a siege.

The chairman said in view of the present way the Government should not only lay in large stores of food, but place such a tax on wheat as to induce British farmers to till the millions of idle acres.

**Australia's Good Harvest.**

A cable from Australia says: There will be no imports of wheat or flour required this year, the Australian harvest having proved sufficient for all local requirements and leaving a few million bushels available for export. This has necessitated American vessels coming in ballast to Australia for coal, but the reduction of 1s. per ton in the selling price will assist in lessening the losses sustained by charterers.

Much of the Australian wheat is going to Japan, together with heavy shipments of lead and coal. The promise of a good season 1904-5 is causing preparations for considerably extending the wheat area in the Commonwealth.

**Gold Medal for Swiss Food.**

P. McIntosh & Son, have just received word from their English agents reporting that Swiss Food has been awarded the gold medal at the Colonial Products Exhibition recently held in Liverpool where it attracted considerable attention.

P. McIntosh & Son are naturally very much gratified at this recognition, particularly as Swiss Food was only introduced on the English market three or four months ago.

**Grain Growers' Requests**

At a meeting of the grain growers in Winnipeg last week the following resolutions were passed: "That the following recommendations in regard to the carrying out of the present provisions of the grain act be made to the Minister of Trade and Commerce: First, that all persons appointed as members of the western grain standards board be resident within Manitoba inspection division. Second, that the majority of persons appointed as members of the western grain standards board be producers of grain.

That the Provincial Government of Manitoba and the Government of the Northwest Territories be respectfully informed that this conference strongly recommends that three members of the survey board, provided for in the general inspection act, for the Manitoba inspection division to be nominated by each of them, be so nominated by them on the recommendation, when practicable, of the producers of grain.

**Flour and Bread Soaring.**

A PRESS despatch from Montreal on Monday reports flour as quoted there at \$1.20 a barrel more than the price at same date a year ago. First grades sell at \$5.40 and seconds at \$5.10. As a result the Master Bakers' Association have made a further advance in the price of bread. After next Monday small loaves will sell at nine and eleven cents, instead of eight and nine cents, and large loaves at 18 and 20 cents, instead of 16 and 18 cents. Those are the prices set now, but they are not likely to stand if flour goes on advancing at the rate of ten cents a day, as it has the last three days. The Lake of the Woods Milling Company are actually shipping wheat from Fort William back to their mills at Keewatin. That unusual state of affairs is accounted for by the fact that since the close of navigation the western farmers have delivered very little wheat, but have acted on the belief that as good milling grain is scarce the price is likely to advance still higher. The Executive of the Lake of the Woods Milling Company foresaw the possibility of the present situation and prepared for it by storing the grain at Fort William. Now they are simply drawing on their reserves instead of being forced to pay the high price in order to keep their big mills at Keewatin running.

**Mill for Norwich.**

Cawthorpe & Co. are proposing to build a grist mill near the West Station, Norwich, Ont. The building to be of brick, with stone foundation, fitted with the most modern machinery, with a capacity of 75 barrels per day, at a cost of from \$10,000 to \$12,000 with a railway siding at the door.

**Cereal Notes.**

Montreal master bakers have decided to increase the price of bread by 2 cents for six pound loaf.



## “Force-thoughts”

BY SUNNY JIM

II.

I READ a book the other night which told of a busy man who planned to spend a certain evening at home with his family—because he felt he'd been neglecting them.

¶ At supper his mind was on an important transaction with a firm in Calcutta. All during the evening he was engaged mentally in working out that same Calcutta deal, and when the “home” evening was over he had just time to rush back from Calcutta to say goodnight to his family. Which suggests several things.

¶ That you are in reality where your thoughts are. That wherever you are, you'd better be there just then.

It's the way to eat your breakfast, for instance. Don't eat your breakfast with your mind at the office, or when you get to the office your breakfast will be on your mind.

¶ Even a breakfast of “FORCE” is helped by really “being present” while you eat it.

Be Sunny!

Yours truly,

*Sunny Jim*

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

“BE SUNNY.”

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, “The Gentle Art of Using Force” Free for the asking

# GORDON McDONALD & CO.

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

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

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

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

American, Canadian and London References.

Cable Address—“DONABLE,” LONDON.

A. B. C. (5th Edition), Riverside and Adams Cable Codes used.



We sell a big lot of

## Celluloid Starch

Never Sticks Requires no Cooking.

every year. We sell a lot because it is good and people know it is good.

You could sell a lot more starch and better satisfy your customers if you supplied them with Celluloid Starch.

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

## FAMOUS COFFEE DEALS.

ONE of the first attempts in coffee history to corner the commodity, says the New York Times, and which is now especially interesting, occurred in 1887, when a panic was precipitated on June 13 of that year, and three firms in that city suspended because a Brazilian syndicate which had been upholding the market preliminary to a corner had to let go. B. G. Arnold & Co., Mackay & Small, and Norton, Weyl & Bevan suspended with liabilities reaching approximately \$1,000,000. Utter disruption was prevented only by the timely action of Joseph J. O'Donohue and W. H. Crossman & Brothers, who purchased some 200,000 bags and checked the downward course of values in a market which had sagged of its own weight.

From 1880 to 1886 the amount of coffee produced had been quite sufficient to meet the consumptive demands of the world, but early in the latter year a syndicate composed of New York and Havre capitalists obtained possession of about 50,000 bags, and within a year are said to have cleared a profit of 7½ cents a pound. But the Brazilian syndicate reformed to above was fooled in its calculations by the larger crop of 1888, and precipitated the famous slump of June 13, 1887, when prices dropped over night about 7 cents a pound. Another squeeze was also attempted in September, 1888, by Hamburg and American bulls, but the attempt was a dismal failure.

History again repeated itself in September, 1901, when another failure to corner the supply completely failed. An endeavor was made to advance prices by a bull clique said to include Skiddy, Minford & Co., W. H. Crossman & Brothers, and Gruner & Co. The receipts at Rio and Santos had been running low for some time, but suddenly they increased to the highest on record. Vigorous opposition had been shown by the Havre market, and on September 17 the September option dropped from one-half to three-quarters of a cent on the local exchange, and 75,000 bags were sold in Havre, Hamburg, London, and Brazil within a short time.

The Kaltenbach fiasco was another notable instance of a coffee corner which it was impossible to hold. The central figure in this operation was George Kaltenbach, a well-known speculator in the coffee trade who lived in Paris, and who was reputed to be worth 60,000,000 f. His first deal was in September, 1891, when he succeeded, with the aid of three operators in Havre, Hamburg and Antwerp in breaking the corner in September options, in the New York market, causing prices to drop from 17.25

cents to 10.80 cents. The syndicate then changed its tactics and commenced to buy coffee in all the markets of the world.

The bulls became scared and sold extensively, and with consumption increased by low prices ruling, the market gradually advanced. When values reached about 15 cents a pound the syndicate liquidated its holdings and took profits. Kaltenbach alone continued to buy coffee and increase his holdings, but the others turned bears. Then came news of serious damage to the coffee crops, and as the unfavorable reports were circulated from time to time, he bought more and more. His profits at the time were said to be \$1,000,000, but it was afterward learned that he had never actually carried more than 300,000 bags. Then came the collapse of the Kaltenbach corner in May, 1903, which involved thirty firms in Havre, Hamburg, and Rotterdam. It was estimated that only about one-fourth of Kaltenbach's holdings had been actual coffee, the remainder consisting of futures and options. He was unable to furnish T. M. Parr & Co., his New York agent, with requisite margins, and the coffee held for his account was consequently thrown on the market, resulting in a heavy decline in prices and the failure of T. M. Parr & Co.

Guzman Blanco, president and dictator of Venezuela, also planned a big coffee corner. He was reckoned as worth \$20,000,000. In April, 1895, he was residing in Paris. He purchased about 200,000 bags of spot coffee, which were deposited in Havre warehouses, while his line of futures was extensive. Reports of cholera in Rio, combined with estimates of reduced crops in Brazil, made it look for a time as though the oft-attempted coffee corner had arrived, but the regular coffee slump which comes ever so often made its appearance and all the vigorous attempts were for naught.

The Lewisohn deals should also properly be mentioned as among the prospective coffee coups which have gone astray, although they were not attempting a corner, but simply investing with idea of holding their coffee for two or three years. It was in March, 1891 that they, together with some of the Standard Oil people, tried to control the surplus of coffee. They were supposed to have an understanding with the Rothschilds, who were heavy creditors of the Brazilian Government. The "metal element," as the Lewisohns were called, bought extensively and put up prices a cent a pound from January to March. Their purchases included both spot coffee and futures, and from time to time they succeeded in advancing values temporarily. The enormous crops of

coffee which were produced in those years gradually dragged the market down, and W. H. Crossman & Brother, who were the bear leaders, are credited with large profits, while the Lewisohns carried their coffee for a long time and lost heavily.

## CONSUMPTION OF COCOA IN-CREASING.

STEPHEN L. BARTLETT, of Boston, general agent for the United States and Canada for Bendsorp's "Royal Dutch" cocoa and chocolates, paid a flying visit to Montreal last Friday, 19th inst. A Grocer representative had the pleasure of a brief interview with Mr. Bartlett at the Windsor. Mr. Bartlett expressed himself as being satisfied with the increase in the consumption of high class cocoa in Canada, considering the fact that Canadians as a whole are not given so much to drinking this healthy beverage as the people of the United States. "You Canadians are drinkers of tea while on our side of the line we confine ourselves largely to coffee, and the transition in taste from coffee to cocoa is not so hard as from tea to cocoa, moreover an educative feature with us towards the consumption of cocoa, chocolate, etc., is the soda fountain in Summer and the hot drinks department of our drug stores and restaurants in Winter. Why we have in the city of Boston drug stores dispensing gallons of our Royal Dutch cocoas and chocolates daily. Another thing tending to the more general use of cocoa with us is that children are served with it more frequently and this feature is bound to leave its impress on the rising generation. There is hardly any well-to-do family in our country where cocoa or chocolate is not served once or twice a week, and it is this use by the better classes that has increased the sale of such cocoas as are recognized in the first rank. My experience with Canadian trade has taught me that the time is bound to come when, with the era of prosperity through which your country is passing, the consumption of high class cocoas will be almost as general as it is with us. May the day come soon!" Mr. Bartlett is represented in Canada by W. H. Dunn, Montreal, M. F. Eager & Son, Halifax, and the A. F. MacLaren Imperial Cheese Co., Toronto, and satisfactory business is reported from all sections. Mr. Bartlett is known personally to the jobbing trade of Canada and makes annual visits to the trade.

# Salt Fish

are very scarce and  
very dear this year.  
You will sell more  
Molasses.

We offer

## Barbadoes Molasses

of good quality, pure, and of  
direct importation.

Our prices defy competition.

Look out for high prices in  
Teas---

The **WAR** in the Far East is advancing  
prices generally. We have a fine stock  
of **Teas** which we are offering at close  
prices. Write us for samples before  
buying. It will pay you.

## Laporte, Martin & Cie.

*Wholesale Grocers and Wine and Spirit Merchants,*

**Montreal.**

## The Grocer Who Forgets to Dress his Window with Boeckh's Brushes and Brooms



Overlooks one of the most attractive advertising features of the season. These goods are always "Standard," and every consumer has come to recognize the name of Boeckh as a guarantee of Highest Quality. Do not buy from your jobber or sell to your customer other lines called "just as good" for there are none. If they were just as good they would sell on their own merit.

SEND FOR OUR ILLUSTRATED CATALOGUE.

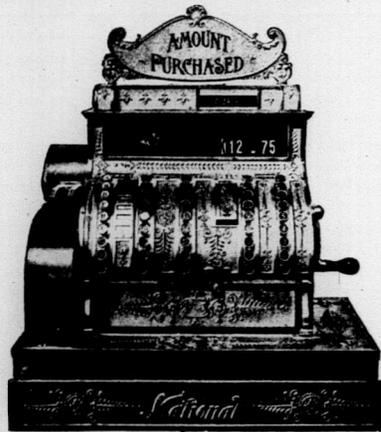
**UNITED FACTORIES,**  
LIMITED.

Head Office: 80 York St., TORONTO, Ont.

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

MONTREAL BRANCH:  
1 and 3 DeBresoles St.  
LONDON BRANCH:  
71 Dundas St.

## The Best Are the Cheapest



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

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

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

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

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

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

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

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

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

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

Name

Address

**National Cash Register Company**  
Dayton, Ohio, U. S. A.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C. Kirkwood,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

### Advertising Success and Failure.

EVERY succeeding year sees a growth in the volume of advertising. Some of those who can't or won't see the business side of advertising now will have their eyes opened next year. Advertising is a new force in getting business and it is not to be expected that it will be employed by everybody straightway. There was a time when the coal stove was looked at askance; when the self-binder was an experiment; when the stem-winding watch was regarded with distrust. The conversion of men to new things is a slow process, and perhaps it is well that it is so.

The men whom it is the most difficult to persuade to take up advertising as a business force are those who have memories of the "good old days" before the advent of modern advertising, and with a fine loyalty to the customs of the past they hold out against the newer order of things.

It must not be thought, however, that it is only the older men who see only waste in using printers' ink to get business. There are many young men who have made up their minds on the subject, and who wouldn't give a snap of the fingers for all the newspaper advertising in the land. To both these classes arguments to support the efficacy and value of advertising are vain.

There are others who are open-minded, willing to be educated in the matter of advertising, with legitimate doubts, with inquiries that as yet have not been answered, and who are not advertising simply because they have not seen that advertising is all that is claimed for it as a business factor. Such men constitute a hopeful class.

There are yet others who have advertised, so they assert, and who have obtained no results; therefore, they say, advertising is "no good." There were men who tried some centuries ago to find a passage to the Far East by way of the Atlantic Ocean. Many of these navigators failed in their efforts, yet Columbus succeeded where they failed,—did not succeed in finding a highway to the Orient, but nevertheless succeeded.

and discovered a new world. Because some fail is no reason why there should be failure. Why men fail is a subject for study, for inquiry.

The failures in advertising are traceable. It may be that the newspaper is at fault, in not providing an adequate circulation; it may be that the advertisement inserted in the newspaper was of such a character that results from it could not be expected. Possibly the advertisement remained unchanged week after week, month after month. I have before me an advertisement in an Eastern Ontario newspaper that contains an announcement that a certain hardware dealer is supplying ice cream

alas! upon going to this store to make a purchase that the advertisement deceived him; that his expectations are far from being realized; that misrepresentations were made. Confidence is lost not to be restored, and the sinning merchant may use whole pages and a barrel full of adjectives, red ink and pictures, without avail.

Advertising to prove effective must be persistent. The occasional announcement is not impressive. If advertising is good at all, it is good all the time. The man whom one meets and listens to oftentimes is the one who is heard and heeded. There are other reasons why advertising does not pay, but there are few reasons, if any, why advertising cannot be made to pay. If this business factor is to be productive, it must be attended to. Neglect in this direction is not only folly,—it is worse, for it is waste. The man in business should work with all his might at his business quite as much as the toilers in other directions. And one of the mighty engines at his command and set for his use is advertising.

#### Notes.

Mr. J. A. E. McCrea, of Guelph submits several examples of his work for review. In writing he says: "The most I can say for them is that they have been good trade bringers. Have been doing my father's advertising for nearly a year and find it very fascinating work. Your department has been a great help and inspiration."

Mr. McCrea's development as a writer of advertising has been notable. These advertisements he submits have manifestly had their inspiration in the hum of busy trade. I have little adverse criticism to offer. His statement, "they have been good trade bringers" baffles criticism. The Canadian Grocer is glad to learn that this department of Advertising Criticism and Suggestion has done our readers good and thanks Mr. McCrea and others who have testified as to its helpfulness.

### FRAGRANT AND DELICIOUS.

Two hard words, as regards tea and coffee, can truthfully be applied to McCrea's Favorite Blend Coffee. **40c. per lb.** It is good at the start, better at the finish and delicious always.

**Guaranteed Eggs, 20c. Doz.**

Glycerine Cured Eggs, warranted first-class for frying, scrambling or poaching, 20c. per doz.

**We Prove our Advs.**

**Noted Tea Store and China Palace.**

**J. A. McCREA.**

An Example of Good Advertising.

freezers and fly screens. This advertisement has been running so for months past. In the town where this man does business is another firm in the same general line of business who are known for many miles beyond their natural territory and whose business has grown into wholesale proportions. This latter firm advertise,—a fresh statement each week, and one timed to the needs of each particular season.

Some advertising does not pay because it is not trusted. The merchant who writes the advertising is able, it may be, to prepare a most tempting advertisement; it fairly bristles with well said and well set news; it suggests needs that before were not felt; it crystalizes indecision into action. The buyer finds

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Tobacco Chronology.

THE first tobacco cultivated by a European within the present limits of the United States was grown by John Rolfe, at Jamestown, Virginia, in 1612, five years after the settlement of the colony, says the Cigar and Tobacco Journal. As early as 1615 the fields, gardens, streets and public squares of Jamestown were planted with tobacco. It was the one commodity which sustained the struggling settlement, because it readily commanded in reciprocal trade with the mother country, the necessaries of life. It was the medium of exchange and the standard of value.

In New England some tobacco was grown in the decade ending with 1650, but its cultivation was abandoned until the beginning of the nineteenth century, when it gradually revived.

The first cigars consumed in the United States were imported, but the exact date of the importation is not known, because it was included in miscellaneous merchandise.

The separate tabulation of imported cigars was begun in 1804, in which year 4,001,000 were received, principally from the West Indies.

The first cigar manufactories in the United States were established in Connecticut in 1810, but it is believed that the household manufacture of cigars had been carried on in the Connecticut valley for several years prior to that date.

Kentucky followed Connecticut in the establishment of cigar factories. The industry gradually diffused through the state, and into Ohio and Tennessee. In 1825 comparatively small factories were found more or less widely scattered through New York and Pennsylvania, Maryland and Virginia.

The first cigars made in the United States were almost exclusively the product of domestic leaf, but the importation of Cuban tobacco began early in the history of the industry, and in 1847 had assumed such proportions as to be tabulated in the customs returns.

The first internal revenue law laying a tax on cigars and other forms of manufactured tobacco was passed to meet in part the exigencies of the civil war, and

took effect July 1, 1862. By this act the revenue tax on cigars varied from \$150 to \$350 a thousand, according to value.

The organization of the bureau of internal revenue for the collection of taxes under the elaborate system of excise dates from the act of 1862, and statistics of all forms of tobacco since that time are more complete and reliable than formerly.

### Substitute for Tobacco.

HOW would you enjoy a pipeful of wood shavings, saturated with a strong solution of pepper, as an after-dinner smoke? Strange as this may seem for a substitute for tobacco, it is, says the Family Doctor, nevertheless used as such by Indians along the Alaskan coast. Their mouths are often made raw by the practice, and the eyesight of many is affected by the strong fumes. It is no uncommon practice among farmers to smoke the leaves of the tomato and potato plants. While these plants both contain a narcotic poison, the smoking of leaves in moderation is harmless. Excessive use, though

produces a heavy stupor, from which the smoker awakens with a terrific headache and a feeling of utter exhaustion. Insanity and suicide have often been caused by the immoderate use of these two weeds. Rhubarb, beet, and even garden sage leaves are all smoked by farmers, but are perhaps the least harmful of substitutes for tobacco.

Coltsfoot tobacco is smoked by the rustics in small country places in England, and is called by them "the finest remedy on earth for catarrh." It is simply

## Old Chum

**CUT PLUG  
SMOKING  
TOBACCO**

satisfies the most exacting  
customers.

Sold By All Leading Wholesale Houses

# CURRENCY

## Plug Chewing Tobacco

is a

## Quick Seller.

Handled by all Leading Wholesale Houses.

# That offer we are making Grocers—

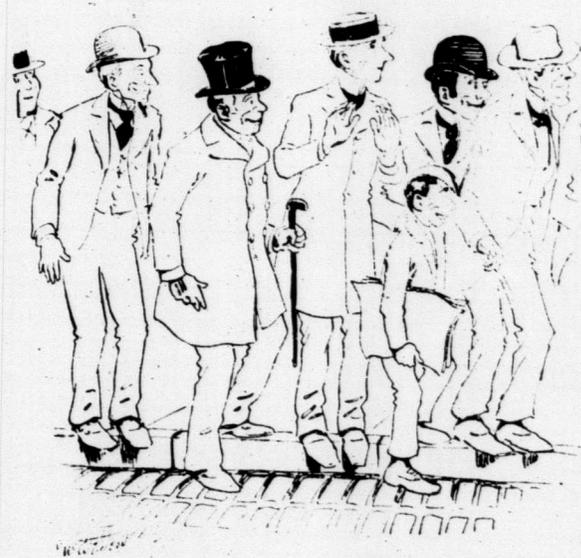
*Namely:—To send 1,000 Cigars, assorted according to the grocer's directions; and if at the end of three months, there is any unsold stock and the grocer wishes his money back, we will return him invoice price for the stock returned.*

—has opened up for us many new accounts. It was designed to get us new business, and it has succeeded.

## **PHAROAH** (10-center) and **PEBBLE** (5-center)

are the two lines we never grow weary of praising. They have proved fine lines for the grocery trade.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.



**T & B**  
**10-cents**

### A SQUARE DEAL.

We send at our expense 3 dozen assorted pipes for \$6.00—pipes that will retail at from 25c. to 75c. each.

If you don't like the pipes when you see them, return them.

That closes the matter.

Isn't this a square deal?

**W. B. REID & CO.**

Wholesale Tobacconists,  
58 Yonge St., Toronto

## QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company  
WINDSOR, ONTARIO.

HORROCKS'

# RONTO

5c. CIGAR

The best that money can produce.  
Manufactured by

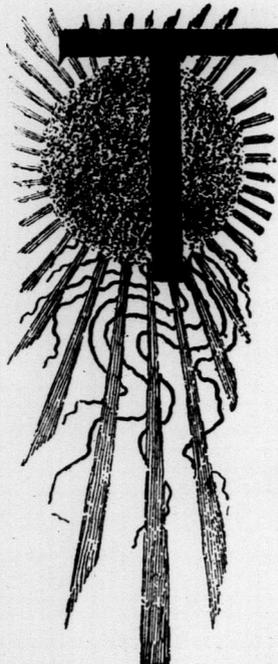
**T. J. Horrocks,**  
Wholesale Tobacconist  
176 King St. East, TORONTO

## The Chamberlain Cigar

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

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

MANUFACTURERS OF  
Cigarettes and Cut Tobaccos



**THE PUBLIC** have used McAlpin's Tobaccos for many years with complete satisfaction, and for as long a time the grocery trade has sold McAlpin's Tobaccos with growing satisfaction.

**SMOKING—**

TONKA,  
SOLID COMFORT,  
PINCHIN'S  
HAND MADE.

**CHEWING—**

BRITISH NAVY,  
KING'S NAVY,  
BEAVER,  
APRICOT.

**McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO**

a powdered form of the leaves of the common coltsfoot a plant found growing wild in chalky soil. The smoke causes no terrible after-effects, although some say that it is injurious to the eyes and it certainly does relieve difficult breathing.

In Sweden a weed found growing in the Alps, called mountain tobacco, is smoked in great quantities. Like coltsfoot tobacco, it is powdered before using, and causes the smoker to become a mental and physical wreck. Dried holly leaves, the bark of the willow tree, and leaves of the stag's-horn sumach are all smoked by the American Indians, and are the least harmful of the substitutes for tobacco. Indian tobacco, or the leaf of a kind of lobelia, is smoked extensively, and is extremely poisonous. Tombeki, another species of lobelia, is largely used in Asia, is smoked in a water pipe and produces a decidedly unpleasant odour. Those who smoke it regularly become intensely nervous and are subject to curious hallucinations.

**Coast Cigar Factory.**

A NEW industry will be in full blast in Vancouver as soon as the builders can put up a two-storey brick structure on Westminster avenue. Tenders have been called for and will be opened to-day by Blackmore & Son, for the construction of a two-storey building on lot 7, block 24, Westminster avenue, near Princess street, to be occupied as a cigar factory. Mr. J. C. Zoining of Seattle, proprietor of a cigar and cigarette factory in that city, is erecting the building and will occupy it immediately upon its completion.

The ground floor, which will be 25 by 75, will be occupied as a rawleaf tobacco warehouse and storeroom for manufactured goods. Above, the whole floor will be given up to the manufacturing department, and benches for 25 men will be installed. There will be room for five more men should business warrant, as well as for the usual boys for stripping and packing.

To the rear of the main building a cottage will be put up and occupied by the foreman of the factory. The concern is expected to be in full running order before the Summer.

**Tobacco Industry in Ireland.**

Colonel Everard, of County Meath, who has always taken an active interest in the growth of Irish tobacco, has in contemplation a scheme for the development of the tobacco growing in-

dustry in Ireland, which he intends shortly to put into operation. For some four or five years past Col. Everard has been carrying on experiments on his lands at Randalstown, County Meath, in the cultivation of tobacco, with a view to starting it as an industry. Having satisfied himself that tobacco can be grown in Ireland as a commercial speculation, he inaugurated a movement for the remission of duty on home-grown tobacco, and mainly through his efforts and those of Mr. Wm. Redmond, M.P., the Government at last consented to remit a considerable part of the duty.

**Women Deceivers Ever.**

A CLERK in a certain Montreal cigar store tells a story, which is chronicled in the Cigar and Tobacco Journal, of two women who came in not long ago, saying they wanted to look at pipes suitable for presentation to a college friend. Pipe after pipe was withdrawn from the case, and a considerable array soon covered the top of the showcase. But every one shown had some characteristic which blocked its sale. In desperation the man behind the counter asked if they would look at cigar cases, tobacco pouches, match boxes or any other of the numerous things in a tobacco store that are suitable for ladies to give to their male friends. No, they would have none of these.

"Cigars?" asked the clerk.

Well, perhaps they would look at some cigars.

They looked, the clerk toiled. The ladies were shown all the leading brands and also some "stickers" that had been in stock for years. They liked the latter best—the labels appealed to them—but alas! there was not a single box that quite met their requirements. Would the clerk be kind enough to show them some cigarettes?

The clerk would—and did. The cigarette assortment was pretty thoroughly gone over, when one lady suggested to the other:

"Wouldn't it be a joke to send 'him' two boxes of those little plain white ones?"

The other agreed, and the sale was made—two boxes of Sweet Caporal cigarettes.

It was the first such experience this particular clerk had had. He was comparatively new at the business, you see. So he took the trouble to do a little investigating, just to satisfy his curiosity. A little judicious inquiry revealed the fact those women had no friend at col-

**FREE**

**THE SILENT DRUMMER**  
**Illustrated Catalogue**

1904.

NOW READY, WRITE FOR COPY.

**THE**  
**W. H. STEELE CO.,**  
**LIMITED**

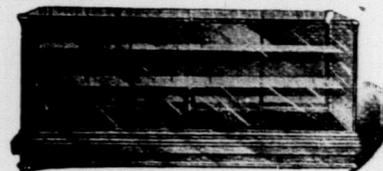
Wholesale Tobacconists,  
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

**D. McDougall & Co., Glasgow, Scotland.**



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

**Dominion Show Case Co.**

63 Richmond St. East. - - TORONTO.

lege. The cigarettes were for their own sweet selves. But they were victims of the departmental store kind of shopping fever, and they just had to overhaul the stock before they could think of buying.

**The Perverse Sex.**

Speaking of the habit women have in New York of patronizing those dining rooms where smoking is permitted, instead of others in the same restaurant where it is prohibited, a cynical smoker says: "It is merely the perversity of the sex. It happened to light a cigar on the woman's side of a ferry-boat or in the seat of an open car where smokers were not allowed, any one of these women who sit here contentedly from choice sniffing this tobacco smoke, would probably protest and glare at me until I got out."

CIGAR

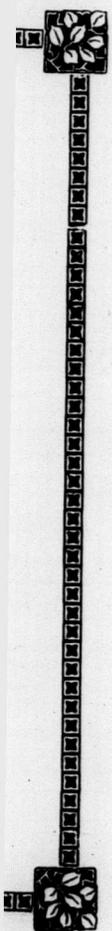
ce.

ks,

TORONTO

your

tobaccos



MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

**W. G. PATRICK & CO.,**

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

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

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

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

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

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

QUEBEC, P.Q.

**J. P. THOMAS**

GENERAL AGENT AND COMMISSION MERCHANT,  
25 ST. PETER STREET,  
QUEBEC.

**To Manufacturers' Agents**

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,  
CANADIAN GROCER,  
Montreal and Toronto.

**"ACME"  
TABLE SALT**

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

TORONTO SALT WORKS, Toronto, Ont.

VANCOUVER, B.C.

**C. Gardiner Johnson & Co.,**

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

**R. W. CLARK & CO.**

Japanese, Chinese and Australian Brokers,  
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us. Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL  
WRITE  
**CAMERON GORDON & Co.**  
WHOLESALE  
COMMISSION AGENTS  
WINNIPEG MANITOBA

**EASTERN MANUFACTURERS**

-AND-

**SHIPPERS.**

All **EYES** are turned on

**MANITOBA AND THE WEST.**

**I**

Represent some of the leading houses in **CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE ME.**

**E. NICHOLSON, - WINNIPEG,**

Wholesale Commission Merchant and Broker

LONDON, ENG.

**TEA.**

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

**"COMMISSIONER,"**

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

**Harvey's Ammonia.**

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

**JOHN G. HARVEY,**  
Manufacturing Chemist, Totmorden, Ont.



Come Out  
OF THE  
**DARK!**

Bring your "ads" with you.

**ILLUSTRATE!!**

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. A cheerful face gains favor every time

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT  
**MacLEAN PUBLISHING CO.**  
LIMITED  
Montreal. Toronto. Winnipeg.

GRANT

A MOMENT  
PLEASE

DO YOU SELL



IN GLASS

Agents,  
ROSE & LAFLAMME,  
MONTREAL.

BATGER'S

4 VARIETIES

ORANGE, PINEAPPLE,  
LIME FRUIT, LEMONA.

YOU CAN SELL  
BATGER'S MARMALADES

WITH EVERY CONFIDENCE,  
AS THEY ARE  
PURE AND WHOLESOME,  
ALWAYS GIVING  
ENTIRE SATISFACTION.

ORDER A CASE  
AND SELL A  
TRADE BUILDER.

Agents:  
ROSE & LAFLAMME,  
MONTREAL.

Current Market Quotations for Proprietary Articles

February 25, 1904.

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

Baking Powder.

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

W. H. GILLARD & CO.

	Per doz.
Diamond—	
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 85
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
1 " "	2 1/2 lb.	10 40
1 " "	5 lb.	19 50
1 " "	6 oz.	Per case \$4 55
1 " "	12 " "	
1 " "	16 " "	

JERSEY CREAM BAKING POWDER.

	Per doz.
ze, 5 doz. in case.....	\$0 40
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, 1/4 lb., 4 doz. ....	\$ 45
Ocean Baking Powder, 1/4 lb., 5 doz. ....	90
Ocean Baking Powder, 1 lb., 3 doz. ....	1 25
Ocean Borax, 1-lb. packages, 4 doz. ....	40
Ocean Cornstarch, 40 pks. in a case....	78

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$1 00
" 1 lb. ....	1 60
" 6 oz. ....	2 25
" 3 lb. ....	2 90
" 12 oz. ....	4 50
" 1 lb. ....	5 75
" 3 lb. ....	15 50
" 5 lb. ....	25 50

Sizes.	Per Doz.
Cleveland's—Dime.....	\$1 00
" 1 lb. ....	1 50
" 6 oz. ....	2 20
" 3 lb. ....	2 80
" 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 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

BEE BAKING POWDER.

	Per doz.
1-lb. tins, cases 4 doz, per doz.....	\$2 25



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

Blackening.

HENRI JONAS & CO.

	Per gross
Jonas.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

Blus.

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

J. M. DOUGLAS & CO.—Laundry Blues.



	Per lb. 5c
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 5c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.....	10

Black Lead.

	Per gross
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.	



	Per gross
JAMES DOME BLACK LEAD.	
6a size.....	\$2 40
2a size.....	2 50

Borax.

	Per gross
"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c. ....	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

	Per doz.
UNITED FACTORIES, LIMITED.	
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " F, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	2 85

Canned Goods.

HENRI JONAS & CO.

	Per doz.
Mushrooms, Rionel.....	\$15 50
" 1st choice Dutchel.....	18 50
" " Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1/2 Rolland.....	9 50 10 00
1/2 Delory.....	10 50
1/2 Club Alps.....	2

FRED. MAGEE

	Per doz.
Smelts in spices, in 1-lb round tins.....	0 90 \$1 00
" mustard, in 1-lb oval.....	0 95 \$1 05
" Tomato, in 1-lb. ....	0 95 \$1 00

Cereals.

	Per case
Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

We solicit your orders for Spring Trade, for

# Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents,

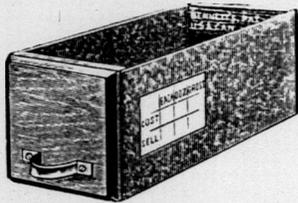
MONTREAL.

ESTABLISHED 1857.

...THE...  
**Bennett Manufacturing Co.**

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

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



Address all communications to our New Factory:  
**Pickering, Ontario**

## REFRIGERATORS.



Fit up your store with  
a Eureka Refrigera-  
tor and you will have  
a refrigerator that  
will dry wet matches.  
Write for our cata-  
logue, guarantee test  
and testimonials  
which are free.

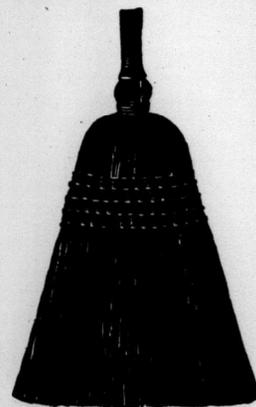
**Eureka Refrigerator Co.**

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

## Every Housewife...



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

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

WATERLOO,  
ONT.

### Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	per doz.	\$6 75
" 1/2-lb. tins	"	3 50
" 1-lb. tins	"	2 00
" fancy tins	"	0 85
5-lb. tins, for soda water fountains, restaurants, etc.	per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	"	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	"	0 25
Chocolate—	per lb.	
Queen's Dessert, 1/2's and 1/4's		\$0 40
Mexican Vanilla, 1/2's and 1/4's		0 42
Royal Navy Rock, 1/2's and 1/4's		0 35
Diamond, 1/2's and 1/4's		0 30
" 8's		0 25
" 8's		0 28
Chocolate—	per lb.	
Caracas, 1/2's, 6-lb. boxes		\$0 42
Vanilla, 1/2's		0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes		0 29
Pure, unsweetened, 1/2's, 6-lb. boxes		0 42
Fry's "Diamond," 1/2's, 14-lb. boxes		0 24
Fry's "Monogram," 1/2's, 14-lb. boxes		0 24
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box		2 40
" 1/2's		4 50
" 1-lb. "		8 25
Homoeopathic, 1/2's, 14-lb. boxes		0 35
" 1/2's, 12-lb. boxes		0 37 1/2
Egg Cocoa, case of 14 lb., per lb.		0 37 1/2
quantities		0 37 1/2
BENSDORF'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1-lb. tins, 4 doz. to case, per doz.		\$ 90
" 1/2-lb. tins, 4 doz. to case, per doz.		2 40
" 1-lb. tins, 2 doz. to case, per doz.		4 75
" 1/2-lb. tins, 2 doz. to case, per doz.		9 00
JOHN F. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma	Per lb.	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4-boxes		0 28
Mott's Breakfast Cocoa, 1/2's in boxes		0 40
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 23
Mott's Navy Chocolate, 1/2's in boxes		0 27
Mott's Cocoa Nibbs		0 35
Mott's Cocoa Shells		0 05

Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36
WALTER BAKER & CO., LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
LOWNEY'S	
Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	45c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	42c.
Sweet chocolate powder—"Always Ready"	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs.	34c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	48c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	40c.
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.	32c.
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs.	27c.

### Condensed Milk.

Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65
Borden's Condensed Milk Co.	
Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02



### Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1- lb. glass jars	0 30
English Breakfast, ground only 1- lb. tins	0 18

### JAMES TURNER & CO.

Mecca	Per lb.	\$0 32
Damascus		0 28
Cairo		0 20
Sirdar		0 17
Old Dutch Rio		0 12 1/2
E. D. MARCEAU, Montreal.		
"Old Crow" Java	Per lb.	\$0 25
Mocha		0 25
"Condor" Java		0 30
Mocha		0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50	
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20	
Madam Huot's coffee, 1-lb. tins	0 31	
" 2-lb. tins	0 30	
100 lb. delivered in Ontario and Quebec		
Rio No. 1	0 15	
Condor I, 40-lb. boxes	45c.	
" II, 40-lb. boxes	42c.	
" III, 80-lb. boxes	37c.	
" IV, 80-lb. boxes	35c.	
WILLISON'S TURKEY COFFEE.		
1-lb. tins, 48-lb. cases	Per lb.	30
S. H. & A. S. EWING'S.		
Mocha and Java coffee, in 1-lb. tins, 30- lb. cases	32	
Mocha and Java coffee, in 2-lb. tins, 30- lb. cases	29	
Cheese.		
Imperial—Large size jars	per doz.	\$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.,  
Limited, Toronto. C. O. Beauchemin &  
Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.
Allison's Coupon Pass Book.		
\$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5 1/2	"
15 00 "	6 1/2	"
20 00 "	7 1/2	"
25 00 "	8	"
50 00 "	12	"
Cane's Clothes Pins.		
UNITED FACTORIES, LIMITED.		
Clothes pins (full count), 5 gross in case, per case		\$0 62

# RECKITT'S BLUE and ZEBRA PASTE

{ Always give your  
Customers Satisfaction.



Has stood the test of every climate.



# HIGHEST AWARD

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

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

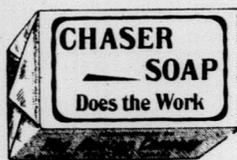
The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

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

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



CHASER SOAP

1 case	.....	\$2 40
5 cases	.....	2 30
10 cases	.....	2 20
20 cases	.....	2 10

5 per cent. 10 days or 60 days acceptance.  
W. M. H. DUNN, AGENT.

Babbitt's "1776" 100 c-oz. pkgs. \$3.50 per bx.  
5 boxes, freight paid and a half box free.  
Babbitt's "Best" soap, 100 bars, \$4.10 per bx.  
Potash or Lye, bxs. ea 2 dz. \$2 per bx.

### Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor.	\$ 0 06
No. 1 " " " 3-lb. " "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters.	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal.	0 06½
Benson's satin, 1-lb. cartons.	0 07½
No. 1 white, bbls. and kegs.	0 05½
Benson's enamel.	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08½
"Bee" brand, cases, 64 packages.	5 00

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED  
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. bbl.	0 05½
" " 100-lb. kegs.	0 05½

Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07½
" " 1-lb. fancy, 30 lb.	0 07½
" " large lumps, 100-lb kegs.	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.  
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

### Stove Polish.



Per gross.

Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



W. M. H. DUNN, AGENT.



pr. dz.

Enameline No. 4, bxs. ea. 3 dz.	0 38
Enameline No. 6, bxs. ea. 3 dz.	0 65
Enameline liquid, bxs. ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

### Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " " " "	2 35
10 " " " " " " " "	2 25
20 " " " " " " " "	2 10

(10 and 20 lb. tins have wire handles.)



### Teas.

SALADA CEYLON.

Wholesale. Retail.	
Brown Label, 1-s.	\$0 20 \$0 25
" " " " " "	0 21 0 26
Green Label, 1-s and 1/2-s.	0 22 0 30
Blue Label, 1-s, 1/2-s, 1/4-s and 1/8-s.	0 30 0 40
Red Label, 1-s and 1/2-s.	0 36 0 50
Gold Label, 1/2-s.	0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " " " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " " " "	0 28
Red Label, " " " "	0 35
Orange Label, " " " "	0 42
Gold Label, " " " "	0 55



Cases, each 60 1-lb.	\$0 35
" " " " " "	0 35
" " " " " "	0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1-s.	\$0 18½ \$0 25
Blue Label, 1/2-s.	0 19 0 25
Orange Label, 1-s and 1/2-s.	0 21 0 30
Brown Label, 1-s and 1/2-s.	0 28 0 40
Brown Label, 1-s.	0 30 0 40
Green Label, 1-s and 1/2-s.	0 35 0 50
Red Label, 1-s.	0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2-s.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2-s.	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2-s.	0 20 0 25
Japan, 1-s.	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	\$0 42
" " II 40-lb. boxes.	0 40
" " III 80-lb.	0 37
EMD AAA Japan, 40 lb at.	0 35
" " AA 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" " V 80-lb. "	0 30
" " XXXX 80-lb. boxes.	0 25
" " XXXX 30-lb. "	0 26
" " XXX 80-lb. "	0 22½
" " XXX 30-lb. "	0 23½
" " XX 80-lb. "	0 20
" " XX 30-lb. "	0 21
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 30

Black Teas—"Nectar" in lead packets	
Green Label, 1-s, 1/2-s and 1-s.	0 26 at 0 20
Chocolate Label, " " " "	0 35 at 0 25
Blue Label, " " " "	0 50 at 0 36
Maroon Label, " " " "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32½
" " " " " " " "	0 42½
" " " " " " " "	0 50
" " " " " " " "	0 50
" " " " " " " "	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, 1-s, 1/2-s and 1-s.	0 25 at 0 20
Grey Label, 1-s, 1/2-s and 1-s.	0 30 at 0 23
60-lb. cases " " " "	0 35 at 0 26
Yellow Label, 1-s, 1/2-s and 1-s.	0 40 at 0 30
Red Label, 1-s, 1/2-s and 1-s.	0 50 at 0 34
White Label, 1-s, 1/2-s and 1-s.	0 60 at 0 40

### Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

### LIPTON'S TEA (in packages).

Color of 1 lbs. & Sold	1 lb. & per lb.
Ceylon-India, Ex. ch'st A Yellow	45 47 70
" " " " B Red	40 42 60
" " " " No. 1 C Pink	35 37 50
" " " " 2 C Orange	28 40 40
" " " " 3 C L. Blue	22 38 30
" " " " 4 C L. Green	20 30 30

### Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4s, 5s. and 10s.	\$0 39
" " Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10/4oz.	0 43
" " Hobbs, 5/4s. and 11s.	0 44
" " 10 1/2 oz. bars, 6s.	0 47
" " Currency, 12 oz. bars, 12s.	0 47
" " " " 6/4s. and 12s.	0 47
" " Old Fox, narrow, 12s.	0 47
" " Snowshoe, 14 1/2 oz. bars, ap'c'd 6/4	0 51
" " Pay Roll, 7s and 6/4s.	0 52
" " Fair Play, 8s. and 13s.	0 53

### Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 25
Old Crow.	0 30

Special prices to buyers of large quantities

### GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals.	\$5 45 \$10 95
" " " " " " " "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

### Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages.	\$4 65
100 10c. " "	7 80
100 5c. " "	3 90

Freight prepaid.

### Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor	per doz. \$1 35
" " Crown.	1 45
" " Improved Globe.	1 60
" " Standard Globe.	1 70
" " Original Solid Globe.	2 00
" " Superior Sld. Bk. Globe.	2 15
" " Jubilee.	2 10
" " Pony.	0 95
Diamond King (glass).	3 10
Tubs, No. 0.	10 50
" " " " 1.	8 50
" " " " 2.	7 50
" " " " 3.	6 50
Pails, No. 1, 2 hoops.	1 75
" " " " " "	1 90

### Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.	\$1 60
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " " " 3 doz. 5c.	1 00
" " " " " " 3 doz. 10c.	1 80

THE CANADIAN GROCER

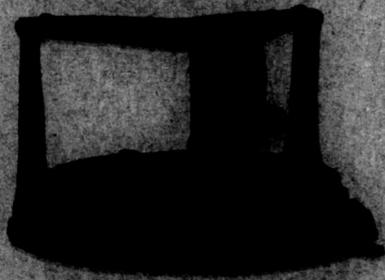
BRUNNER, MOND & CO.'S

# SODAS

Bicarb  
Sal  
Concentrated Sal  
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.



We have recently taken up the manufacture and sale of the

## Templeton Cheese Knife

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

KEEPS CHEESE FRESH  
SAVES FROM WASTE

EASY TO OPERATE  
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited,

164 King St. West, Toronto

**COX'S GELATINE** ALWAYS TRUST-WORTHY  
Established 1788.

Agents for Canada:  
C. E. COLSON & SON, Montreal.  
D. WAGNER & CO., Montreal.  
ARTHUR F. TIERNEY & CO.,  
Toronto, St. John, N.B., and Montreal.

### THE PEOPLE OF JAMAICA

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

### KINGSTON

### "GLENER"

might bring inquiries. Better write for price to  
I. S. STEWART, Halifax.

## BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box  
Grain and Root Baskets,  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...  
**Oakville Basket Co.**  
Oakville, Ont.

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Why not get the best items that are printed on the subject.

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Terms - 100 Clippings, \$ 5.00  
250 " " 12.00  
500 " " 22.00  
1,000 " " 40.00

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### CANADIAN PRESS CLIPPING BUREAU,

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Telephone Main 1264.  
16 Front St. E., Toronto. Telephone Main 221.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

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SOLUTE

ing, Ill.

80-lb. 0 35  
r. lb. 0 30  
" 0 25  
" 0 20  
" 9 17 1/2

LIMITED.  
0s... \$0 39  
..... 0 60  
..... 0 43  
..... 0 44  
..... 0 44  
2s... 0 47  
..... 0 47  
..... 0 47  
..... 0 51  
..... 0 53

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..... 0 25  
..... 0 30  
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5 45 \$10 95  
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3 25 4 40

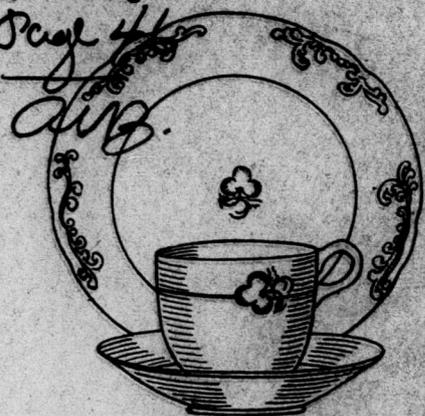
ST.  
..... \$4 65  
..... 7 30  
..... 3 50

Per doz.  
..... \$1 35  
..... 1 45  
..... 1 60  
..... 1 70  
..... 2 00  
..... 2 15  
..... 2 10  
..... 0 95  
..... 3 10  
..... 10 50  
..... 7 50  
..... 6 50  
..... 1 75  
..... 1 90

..... \$1 00  
..... 1 00  
..... 1 00  
..... 1 00

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Page 44



### Gold Edge Line and Sprig Semi- Porcelain

Write for lists of Assorted Packages.  
All ready for immediate shipment.

Have you placed your order for Decorated Opal

## EASTER EGGS.

### GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

THE CANADIAN GROCER



"Perfectly clean from our kitchen to your customer's."

The quick way of making delicious plum pudding in many homes is according to the direction on a packet of

### Wethey's Mince Meat

It is so easily done, saves so much bother, and is really so delicious.

Your customers can't help liking it, and you can't help selling it.

"ONE TRY SATISFIES."

J. H. Wethey, Limited  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

CHAS. L. B. CKWITH, Secretary.

...ESTABLISHED 1849...

## BRADSTREET'S

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'WELLINGTON'  
KNIFE POLISH

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Wholesale: 100 St. John Street, Montreal

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